



December 2016

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

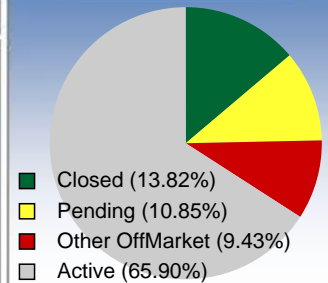


Absorption: Last 12 months, an Average of **1,187** Sales/Month

Active Inventory as of December 31, 2016 = **5,170**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	1,054	1,084	2.85%
Pending Listings	839	851	1.43%
New Listings	1,363	1,362	-0.07%
Average List Price	170,771	192,632	12.80%
Average Sale Price	164,859	187,285	13.60%
Average Percent of List Price to Selling Price	96.65%	98.29%	1.69%
Average Days on Market to Sale	47.92	50.57	5.53%
End of Month Inventory	5,063	5,170	2.11%
Months Supply of Inventory	4.45	4.36	-2.14%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2016 rose **2.11%** to 5,170 existing homes available for sale. Over the last 12 months this area has had an average of 1,187 closed sales per month. This represents an unsold inventory index of **4.36** MSI for this period.

Average Sale Prices 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 **13.60%** in December 2016 to \$187,285 versus the previous year at \$164,859.

Average Days on Market Lengthens

The average number of **50.57** days that homes spent on the market before selling increased by 2.65 days or **5.53%** in December 2016 compared to last year's same month at **47.92** DOM.

Sales Success for December 2016 is Positive

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

There were 1,362 New Listings in December 2016, down **0.07%** from last year at 1,363. Furthermore, there were 1,084 Closed Listings this month versus last year at 1,054, a **2.85%** increase.

Closed versus Listed trends yielded a **79.6%** ratio, up from last year's December 2016 at **77.3%**, a **2.92%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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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Visit www.tulsarealtors.com to find a REALTOR® today.



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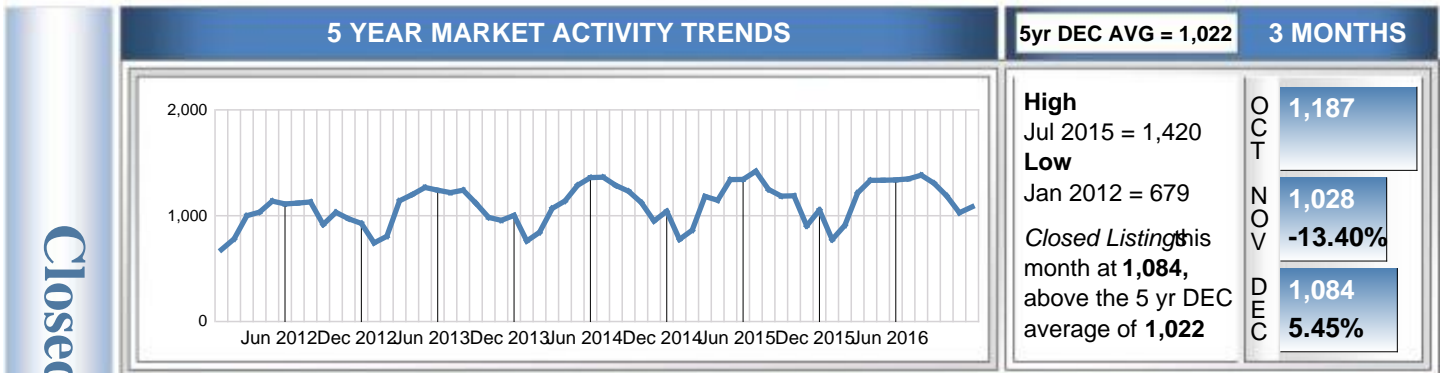
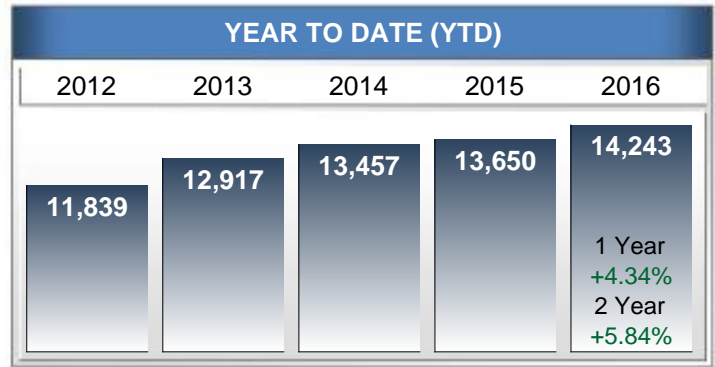
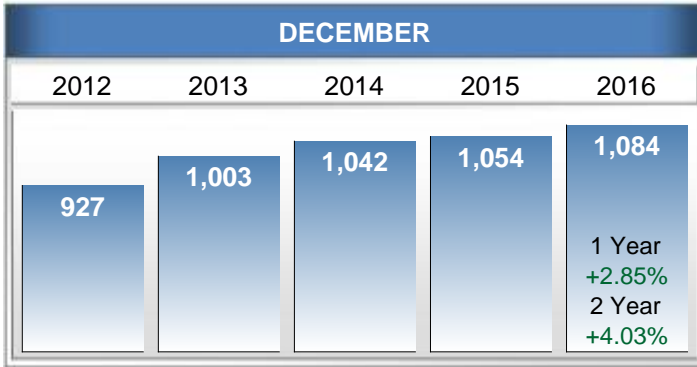
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	37	3.41%	57.9	26	8	2	1	
\$25,001 - \$75,000	167	15.41%	56.6	71	82	13	1	
\$75,001 - \$125,000	194	17.90%	48.2	33	136	23	2	
\$125,001 - \$175,000	265	24.45%	41.6	16	198	49	2	
\$175,001 - \$225,000	154	14.21%	45.4	8	84	53	9	
\$225,001 - \$325,000	159	14.67%	53.9	8	53	91	7	
\$325,001 and up	108	9.96%	67.6	8	16	58	26	
Total Closed Units: 1,084				50.6	170	577	289	48
Total Closed Volume: 203,017,349					18.06M	85.74M	76.64M	22.59M
Average Closed Price: \$187,285					\$106,230	\$148,591	\$265,174	\$470,546



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

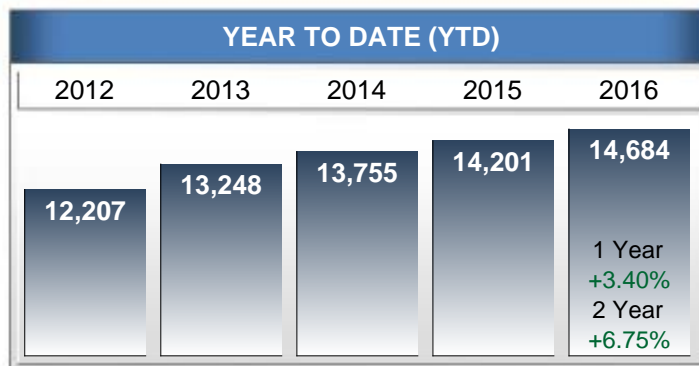
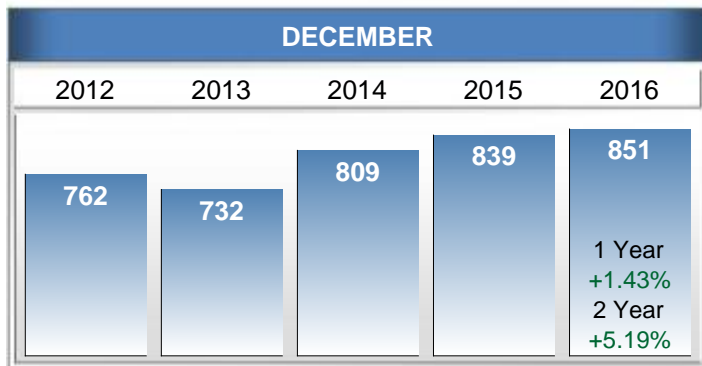
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



5yr DEC AVG = 799	3 MONTHS
High Apr 2015 = 1,473	OCT 1,100
Low Dec 2013 = 732	NOV 1,010
Pending Listing this month at 851 , above the 5 yr DEC average of 799	DEC -8.18%
	DEC -15.74%

Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	51	5.99%	42.6	35	15	1	0	
\$25,001 - \$75,000	142	16.69%	66.9	63	73	6	0	
\$75,001 - \$100,000	92	10.81%	50.3	19	62	10	1	
\$100,001 - \$150,000	188	22.09%	49.1	19	143	23	3	
\$150,001 - \$200,000	158	18.57%	46.5	8	102	46	2	
\$200,001 - \$325,000	132	15.51%	57.9	7	49	69	7	
\$325,001 and up	88	10.34%	69.7	8	13	47	20	
Total Pending Units: 851				60.7	159	457	202	33
Total Pending Volume: 155,114,647					13.86M	62.95M	59.39M	18.92M
Average Listing Price: \$153,554					\$87,186	\$137,740	\$293,996	\$573,263



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

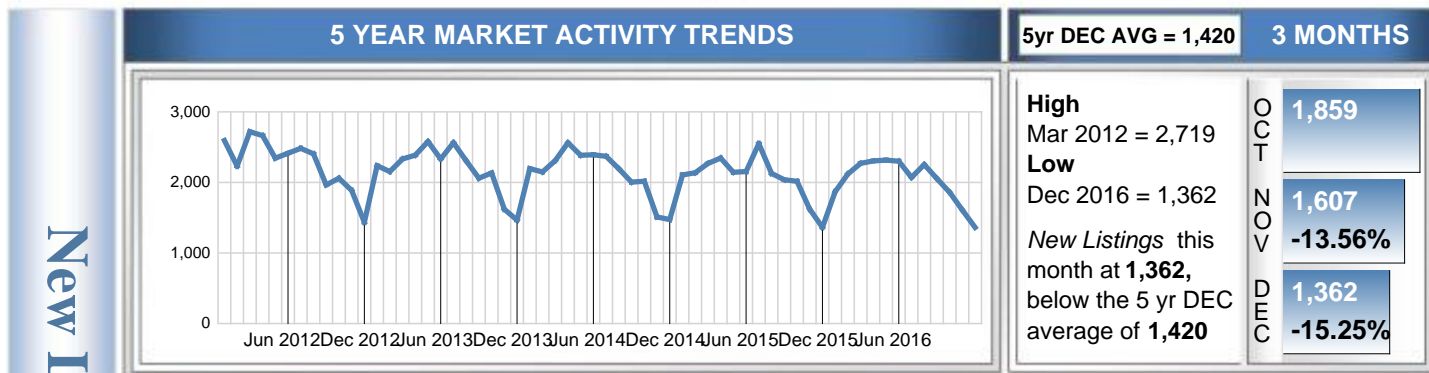
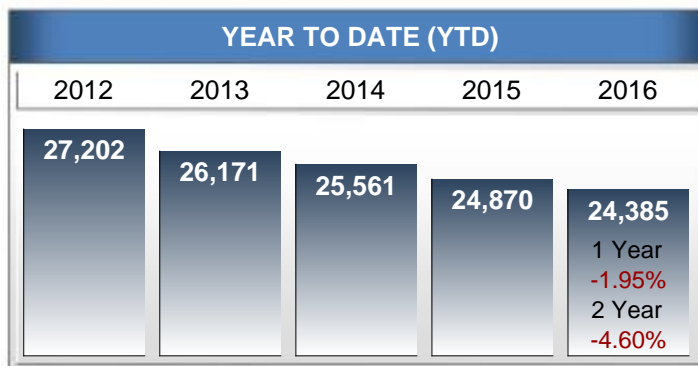
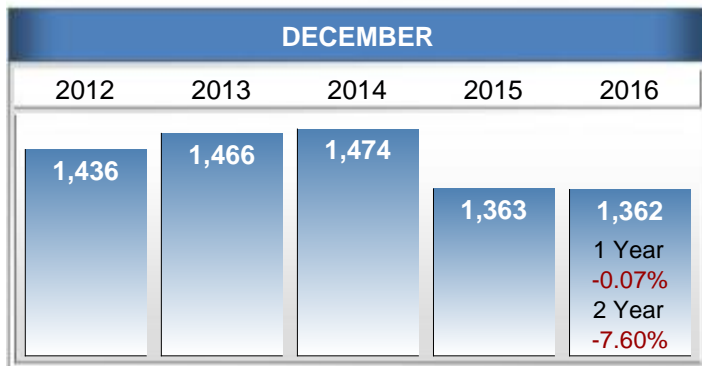
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



New Listings

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	68	4.99%	51	15	2	0
\$25,001 \$50,000	96	7.05%	57	31	7	1
\$50,001 \$100,000	277	20.34%	139	117	20	1
\$100,001 \$175,000	357	26.21%	50	249	53	5
\$175,001 \$275,000	236	17.33%	17	117	92	10
\$275,001 \$425,000	192	14.10%	21	35	110	26
\$425,001 and up	136	9.99%	23	28	54	31
Total New Listed Units:			358	592	338	74
Total New Listed Volume:			62.79M	97.95M	104.31M	36.34M
Average New Listed Listing Price:			\$175,398	\$165,454	\$308,608	\$491,071



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

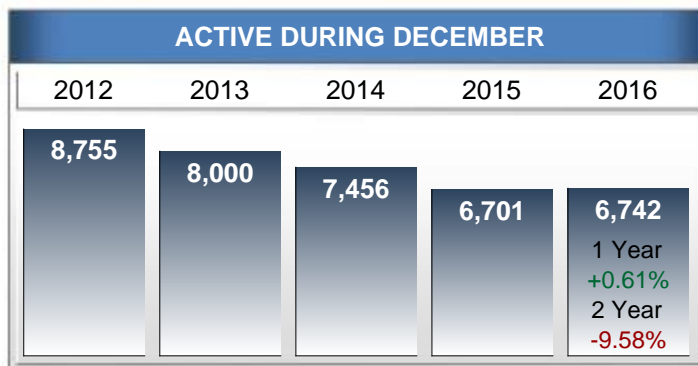
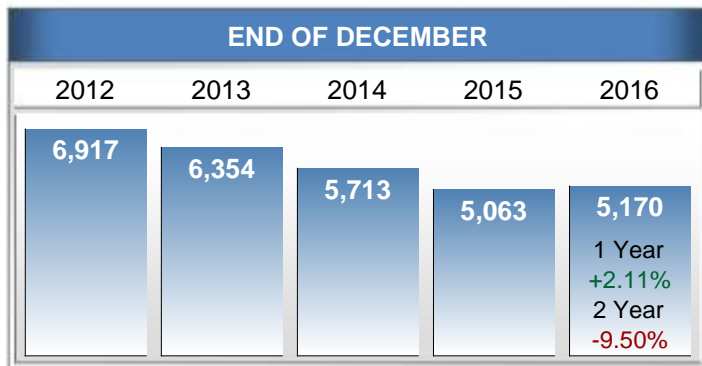
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr DEC AVG = 5,843	3 MONTHS
High Aug 2012 = 7,998	OCT 5,465
Low Mar 2016 = 5,011	NOV 5,396
<i>Inventory</i> this month at 5,170 , below the 5 yr DEC average of 5,843	DEC 5,170
	-1.26%
	-4.19%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	294	5.69%	90.2	270	20	4	0		
\$25,001 - \$75,000	907	17.54%	78.0	607	243	53	4		
\$75,001 - \$125,000	676	13.08%	85.0	195	427	50	4		
\$125,001 - \$225,000	1,346	26.03%	77.0	220	744	358	24		
\$225,001 - \$325,000	737	14.26%	80.9	80	245	362	50		
\$325,001 - \$500,000	689	13.33%	82.4	72	104	400	113		
\$500,001 and up	521	10.08%	90.1	114	67	177	163		
Total Active Inventory by Units:				5,170	81.6	1,558	1,850	1,404	358
Total Active Inventory by Volume:				1,359,698,771		313.46M	340.83M	470.62M	234.78M
Average Active Inventory Listing Price:				\$262,998		\$201,194	\$184,233	\$335,203	\$655,815



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

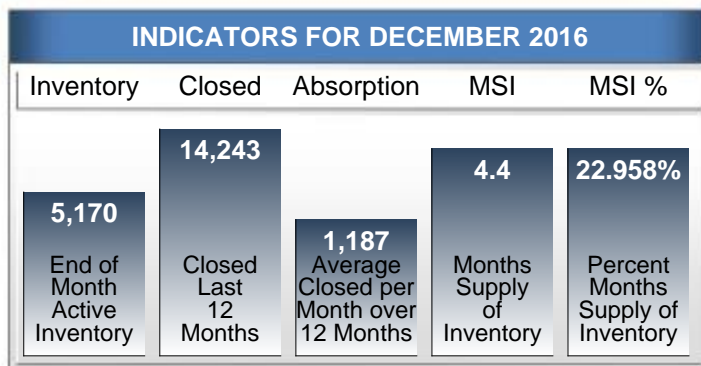
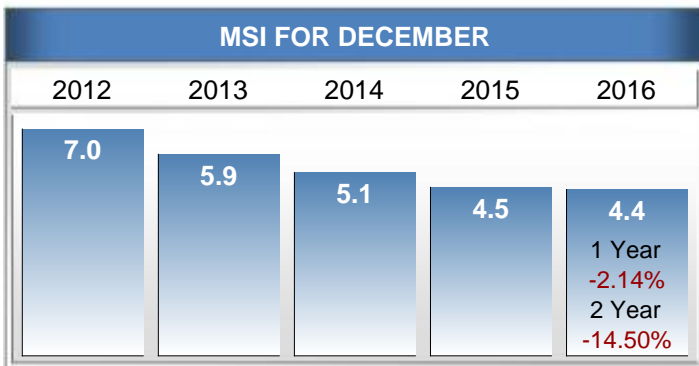
Active Inventory as of Jan 11, 2017



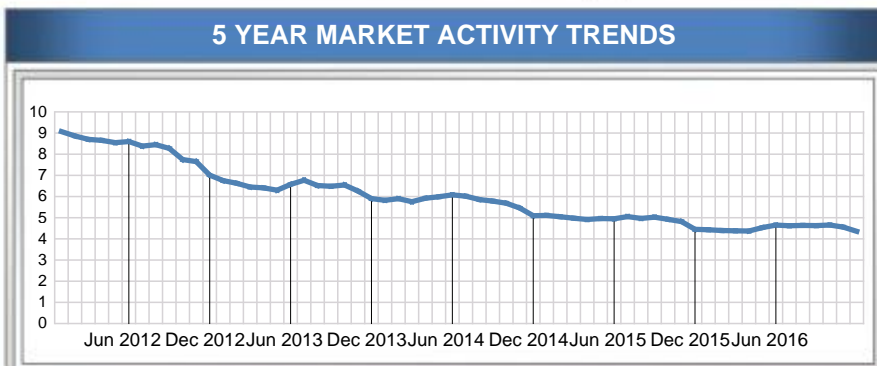
Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply
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5yr DEC AVG = 5.4	3 MONTHS
High Jan 2012 = 9.1	OCT 4.7
Low Dec 2016 = 4.4	NOV 4.6
Months Supply this month at 4.4 , below the 5 yr DEC average of 5.4	DEC -4.39%
	NOV -2.12%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	294	5.69%	6.8	9.8	1.5	1.6	0.0	
\$25,001 - \$75,000	907	17.54%	5.3	8.7	2.7	5.0	4.0	
\$75,001 - \$125,000	676	13.08%	2.8	4.7	2.5	1.9	2.8	
\$125,001 - \$225,000	1,346	26.03%	2.9	8.0	2.4	3.0	3.2	
\$225,001 - \$325,000	737	14.26%	4.7	11.3	4.5	4.4	3.6	
\$325,001 - \$500,000	689	13.33%	8.6	22.2	6.5	8.2	9.6	
\$500,001 and up	521	10.08%	15.2	54.7	13.4	11.0	14.7	
MSI:	4.4			8.7	2.8	4.6	7.7	
Total Active Inventory:	5,170			1,558	1,850	1,404	358	



Monthly Inventory Analysis

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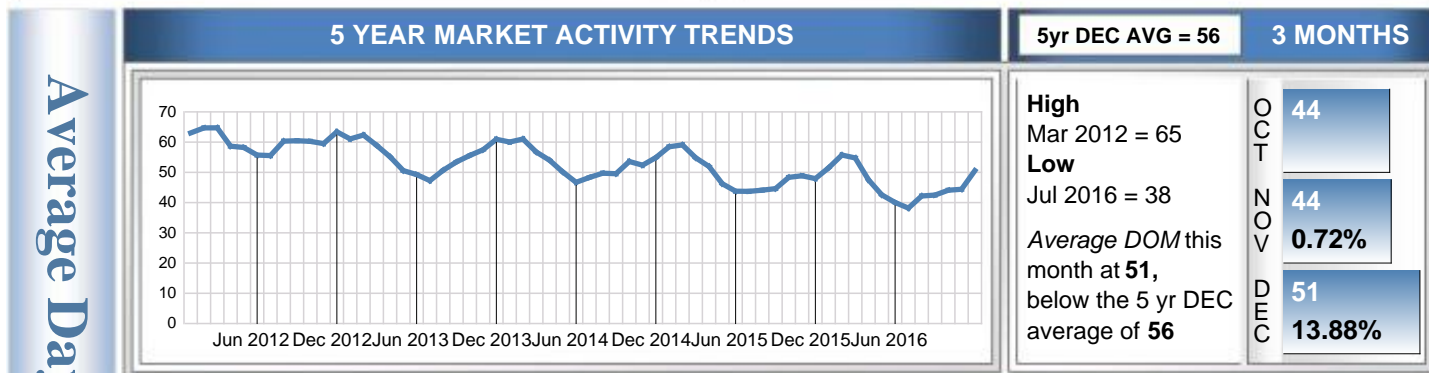
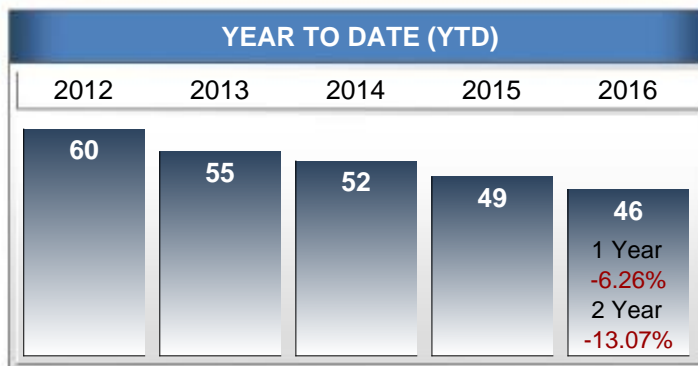
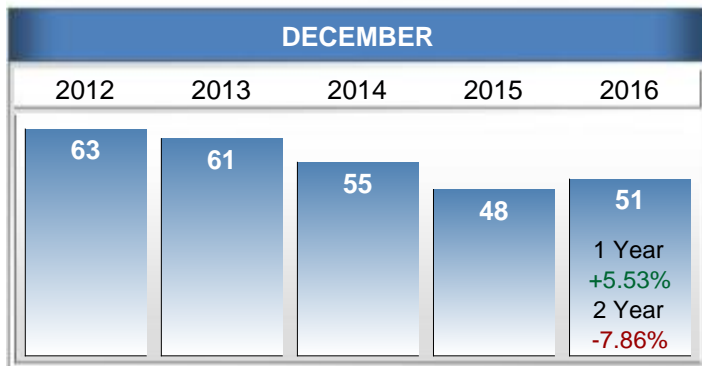
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average Days on Market

Ready to Buy or Sell Real Estate?
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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37	3.41%	57.9	59.8	58.3	56.5	6.0
\$25,001 - \$75,000	167	15.41%	56.6	76.2	41.2	49.4	26.0
\$75,001 - \$125,000	194	17.90%	48.2	39.5	51.6	40.7	40.0
\$125,001 - \$175,000	265	24.45%	41.6	30.6	40.5	46.6	114.5
\$175,001 - \$225,000	154	14.21%	45.4	44.3	44.5	45.5	53.6
\$225,001 - \$325,000	159	14.67%	53.9	57.6	45.3	58.3	57.0
\$325,001 and up	108	9.96%	67.6	52.3	59.9	70.3	71.2
Average Closed DOM: 50.6				58.8	45.0	54.6	64.0
Total Closed Units: 1,084				170	577	289	48
Total Closed Volume: 203,017,349				18.06M	85.74M	76.64M	22.59M



Monthly Inventory Analysis

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December 2016

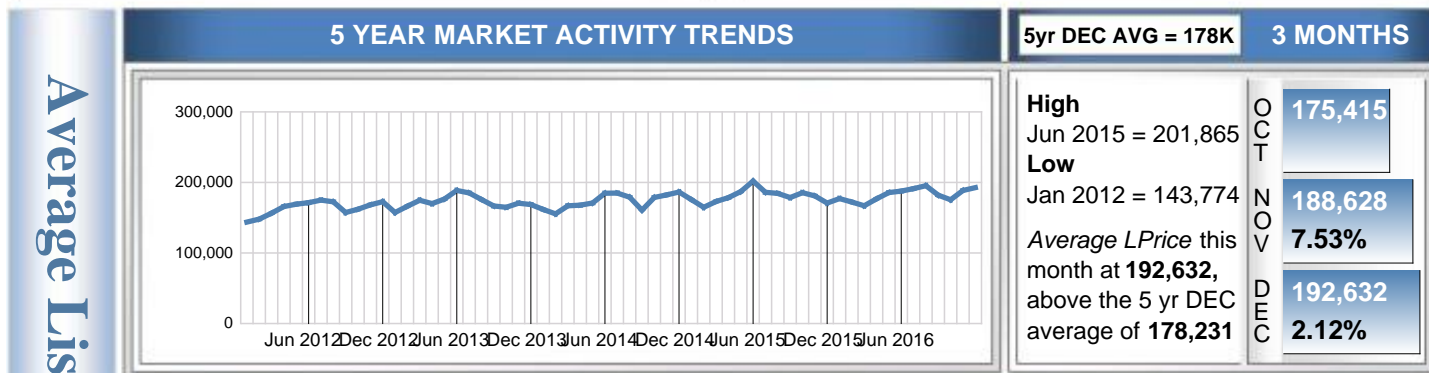
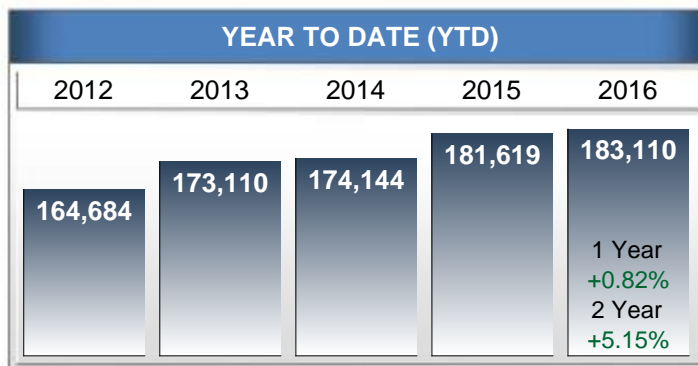
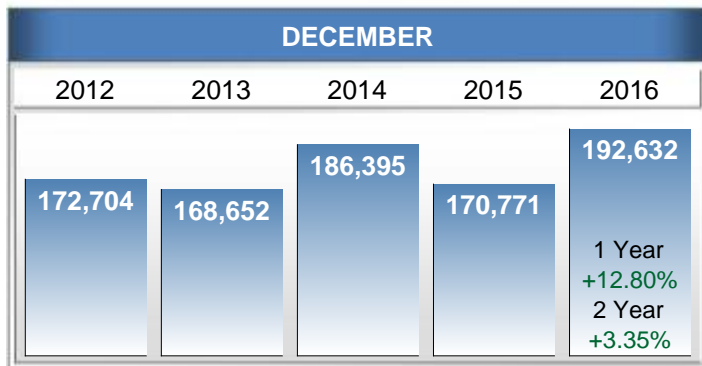
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37	3.41%	16,882	16,138	22,606	26,710	23,000
\$25,001 - \$75,000	161	14.85%	52,978	49,723	56,729	59,200	50,000
\$75,001 - \$125,000	179	16.51%	103,475	103,223	107,655	109,335	110,250
\$125,001 - \$175,000	269	24.82%	149,562	153,931	151,546	159,091	169,750
\$175,001 - \$225,000	164	15.13%	199,014	199,912	200,587	203,254	213,289
\$225,001 - \$325,000	163	15.04%	270,654	307,375	267,250	274,633	285,271
\$325,001 and up	111	10.24%	577,921	630,081	458,890	551,248	716,908
Average List Price:	\$192,632			\$111,283	\$152,228	\$272,905	\$483,106
Total Closed Units:	1,084			170	577	289	48
Total List Volume:	208,812,678			18.92M	87.84M	78.87M	23.19M



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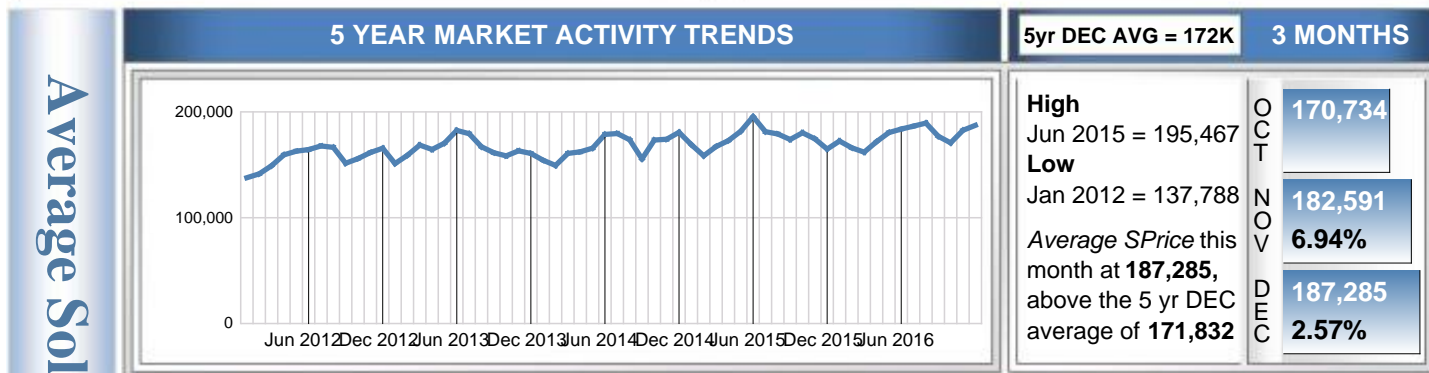
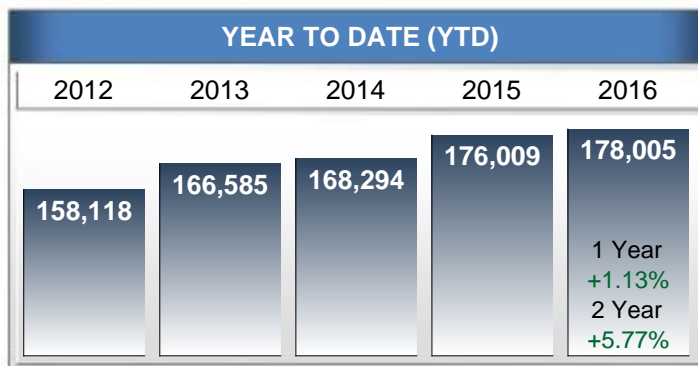
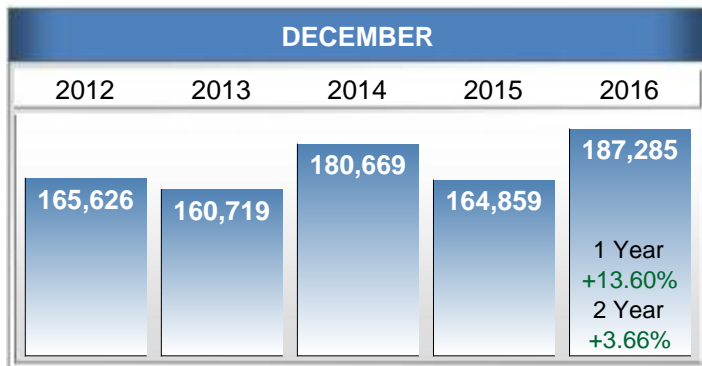
Closed Sales as of Jan 11, 2017



Average Sold Price at Closing

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average Sold Price

Ready to Buy or Sell Real Estate?
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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37		3.41%	17,080	16,280	18,388	19,500	22,575
\$25,001 - \$75,000	167		15.41%	50,739	45,759	54,676	53,972	39,500
\$75,001 - \$125,000	194		17.90%	103,152	98,020	103,870	106,134	104,750
\$125,001 - \$175,000	265		24.45%	150,515	151,597	148,899	155,938	169,000
\$175,001 - \$225,000	154		14.21%	197,954	196,219	196,697	199,266	203,500
\$225,001 - \$325,000	159		14.67%	268,448	280,041	261,462	270,257	284,571
\$325,001 and up	108		9.96%	563,388	614,576	444,869	528,590	698,198
Average Closed Price: \$187,285					\$106,230	\$148,591	\$265,174	\$470,546
Total Closed Units: 1,084					170	577	289	48
Total Closed Volume: 203,017,349					18.06M	85.74M	76.64M	22.59M



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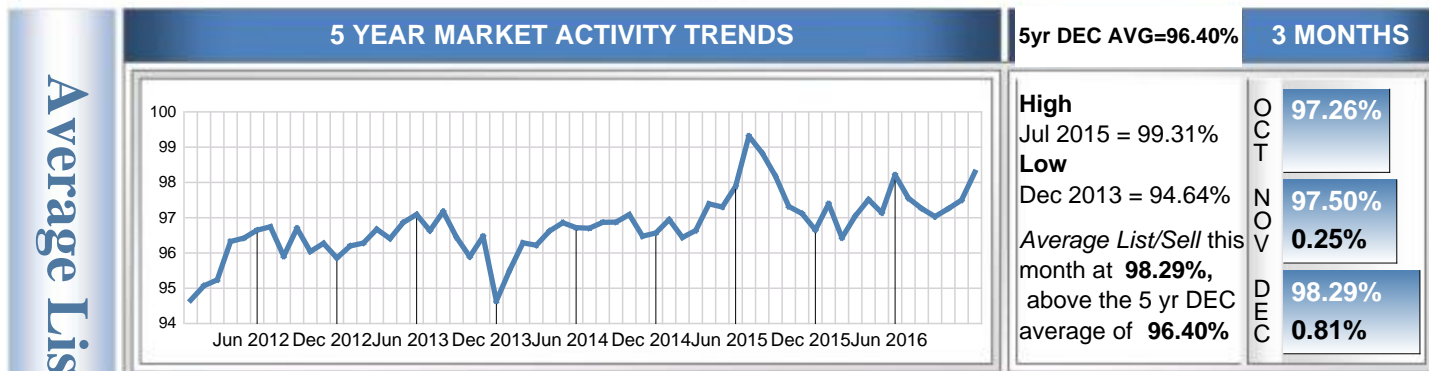
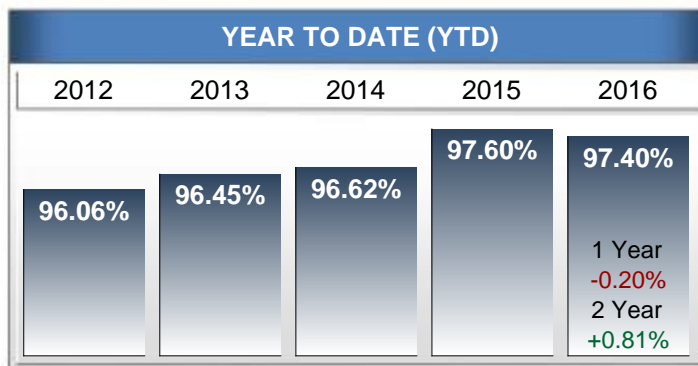
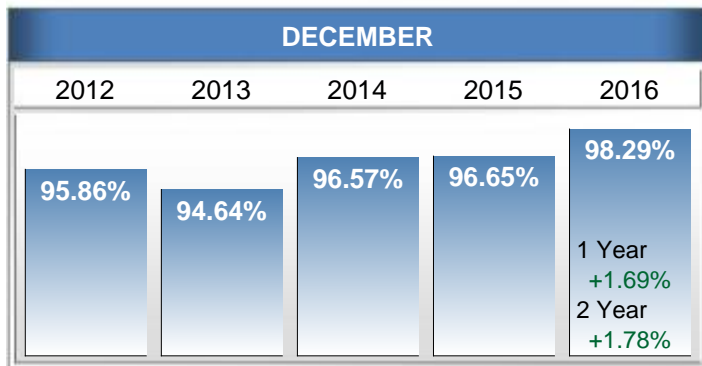
Closed Sales as of Jan 11, 2017



Average Percent of List Price to Selling Price

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	37	3.41%	118.34%	133.20%	83.30%	75.51%	98.15%	
\$25,001 \$75,000	167	15.41%	96.99%	97.96%	96.97%	93.12%	79.00%	
\$75,001 \$125,000	194	17.90%	96.60%	95.23%	96.83%	97.22%	95.80%	
\$125,001 \$175,000	265	24.45%	98.42%	98.57%	98.45%	98.18%	99.64%	
\$175,001 \$225,000	154	14.21%	98.00%	98.23%	98.15%	98.15%	95.54%	
\$225,001 \$325,000	159	14.67%	98.07%	91.96%	97.91%	98.55%	100.02%	
\$325,001 and up	108	9.96%	96.91%	96.71%	96.97%	96.87%	97.03%	
Average List/Sell Ratio:				98.30%	102.55%	97.52%	97.57%	96.89%
Total Closed Units:				1,084	170	577	289	48
Total Closed Volume:				203,017,349	18.06M	85.74M	76.64M	22.59M



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Absorption: Last 12 months, an Average of 1,187 Sales/Month

Active Inventory as of December 31, 2016 = 5,170

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,054	1,084	2.85%	13,650	14,243	4.34%
Pending Sales	839	851	1.43%	14,201	14,684	3.40%
New Listings	1,363	1,362	-0.07%	24,870	24,385	-1.95%
Average List Price	170,771	192,632	12.80%	181,619	183,110	0.82%
Average Sale Price	164,859	187,285	13.60%	176,009	178,005	1.13%
Average Percent of List Price to Selling Price	96.65%	98.29%	1.69%	97.60%	97.40%	-0.20%
Average Days on Market to Sale	47.92	50.57	5.53%	48.61	45.57	-6.26%
Monthly Inventory	5,063	5,170	2.11%	5,063	5,170	2.11%
Months Supply of Inventory	4.45	4.36	-2.14%	4.45	4.36	-2.14%

