



December 2016

Area Delimited by County Of Rogers

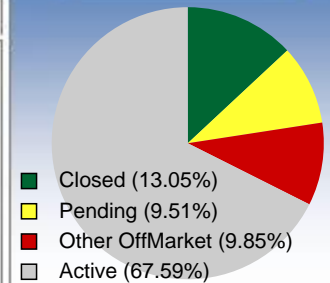


Absorption: Last 12 months, an Average of **118** Sales/Month

Active Inventory as of December 31, 2016 = **611**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	98	118	20.41%
Pending Listings	75	86	14.67%
New Listings	138	160	15.94%
Average List Price	159,507	203,533	27.60%
Average Sale Price	156,236	200,596	28.39%
Average Percent of List Price to Selling Price	97.43%	108.24%	11.10%
Average Days on Market to Sale	40.44	52.88	30.77%
End of Month Inventory	640	611	-4.53%
Months Supply of Inventory	5.60	5.18	-7.57%

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) Decreases

The total housing inventory at the end of December 2016 decreased **4.53%** to 611 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **5.18** 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 **28.39%** in December 2016 to \$200,596 versus the previous year at \$156,236.

Average Days on Market Lengthens

The average number of **52.88** days that homes spent on the market before selling increased by 12.44 days or **30.77%** in December 2016 compared to last year's same month at **40.44** 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 160 New Listings in December 2016, up **15.94%** from last year at 138. Furthermore, there were 118 Closed Listings this month versus last year at 98, a **20.41%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, up from last year's December 2016 at **71.0%**, a **3.85%** upswing. This will certainly create pressure on a decreasing 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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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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December 2016

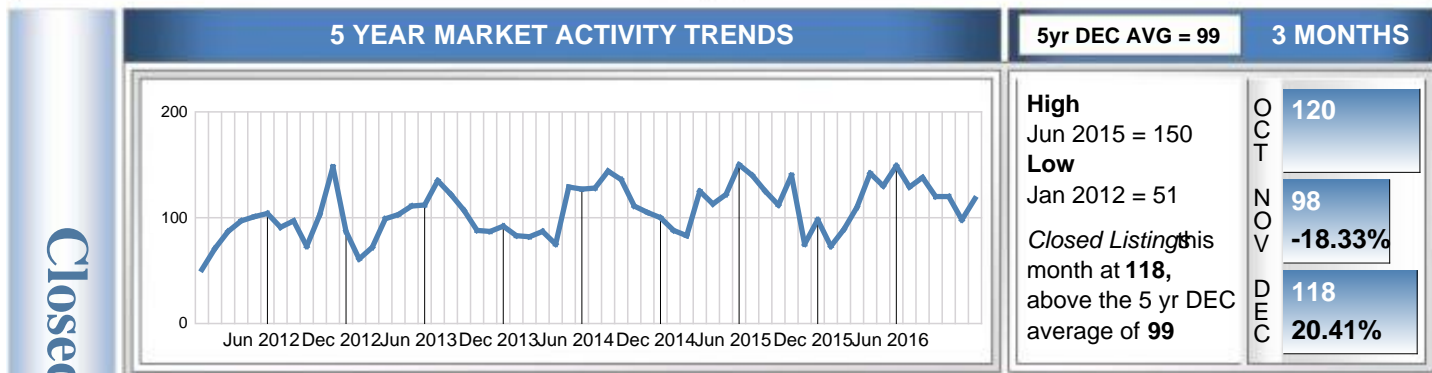
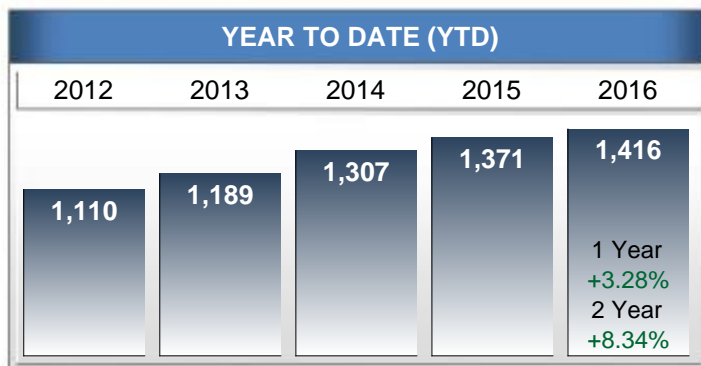
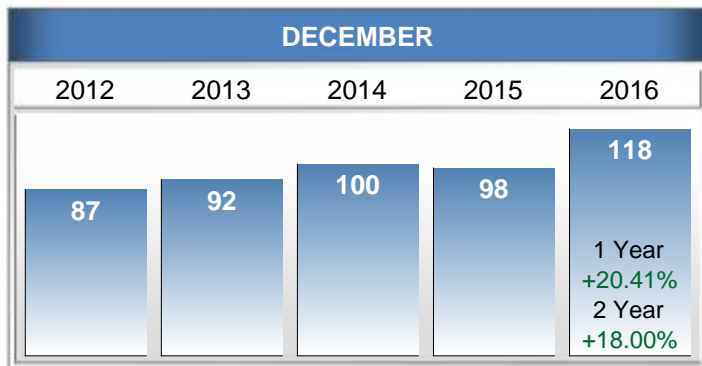
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11	9.32%	52.6	9	1	1	0
\$50,001 - \$100,000	15	12.71%	37.1	3	11	1	0
\$100,001 - \$125,000	10	8.47%	42.3	0	9	1	0
\$125,001 - \$175,000	34	28.81%	57.8	0	26	8	0
\$175,001 - \$225,000	15	12.71%	59.5	1	10	3	1
\$225,001 - \$350,000	19	16.10%	47.2	1	5	13	0
\$350,001 and up	14	11.86%	66.3	1	3	7	3
Total Closed Units: 118				15	65	34	4
Total Closed Volume: 23,670,363				1.49M	10.12M	10.19M	1.87M
Average Closed Price: \$200,596				\$99,319	\$155,687	\$299,711	\$467,688

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

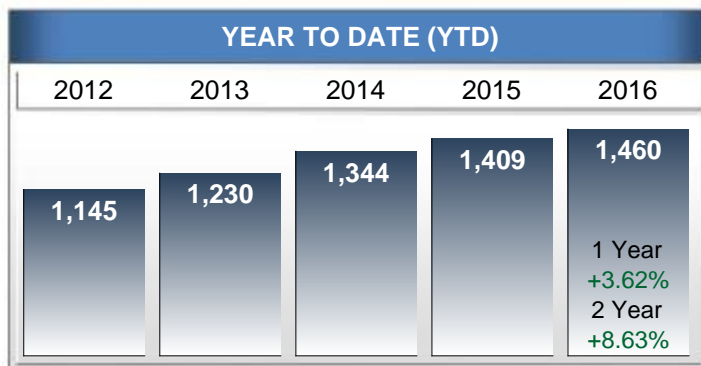
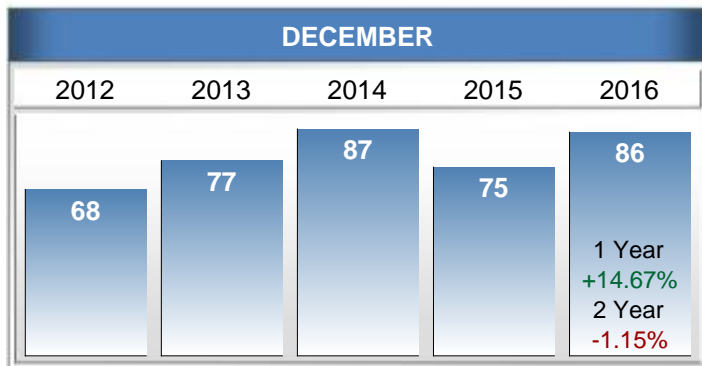
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Pending Listings
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5yr DEC AVG = 79 **3 MONTHS**

High
Oct 2012 = 156

Low
Nov 2012 = 65

Pending Listing this month at **86**, above the 5 yr DEC average of **79**

OCT	109
NOV	105
DEC	86
	-18.10%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	7	8.14%	58.3	7	0	0	0		
\$50,001 - \$75,000	9	10.47%	34.7	6	3	0	0		
\$75,001 - \$100,000	10	11.63%	56.6	1	8	1	0		
\$100,001 - \$150,000	23	26.74%	55.0	3	16	3	1		
\$150,001 - \$200,000	14	16.28%	67.2	1	10	3	0		
\$200,001 - \$325,000	15	17.44%	39.3	1	4	9	1		
\$325,001 and up	8	9.30%	63.6	0	0	6	2		
Total Pending Units:				86	49.7	19	41	22	4
Total Pending Volume:				15,647,488		1.41M	5.66M	7.37M	1.21M
Average Listing Price:				\$359,091		\$74,121	\$137,981	\$334,875	\$303,675



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

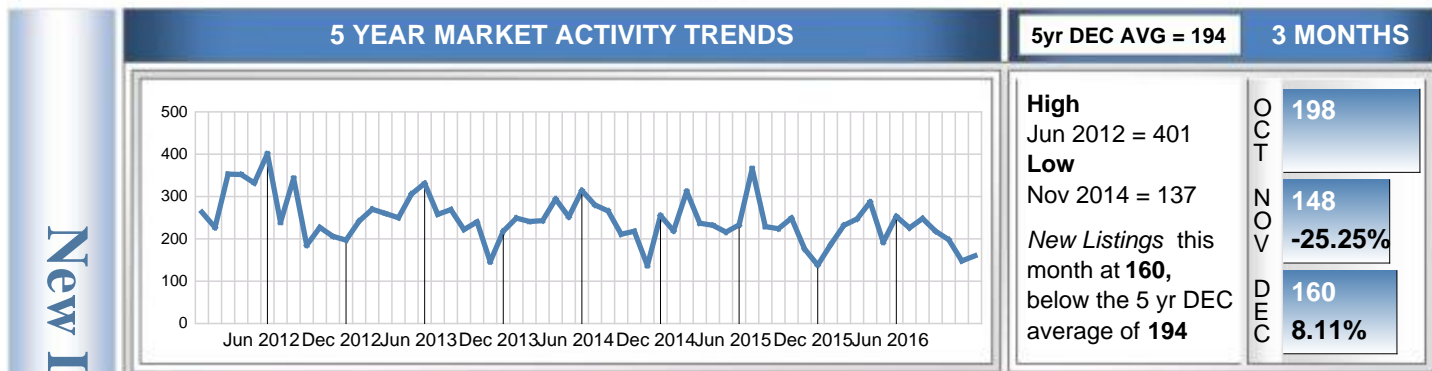
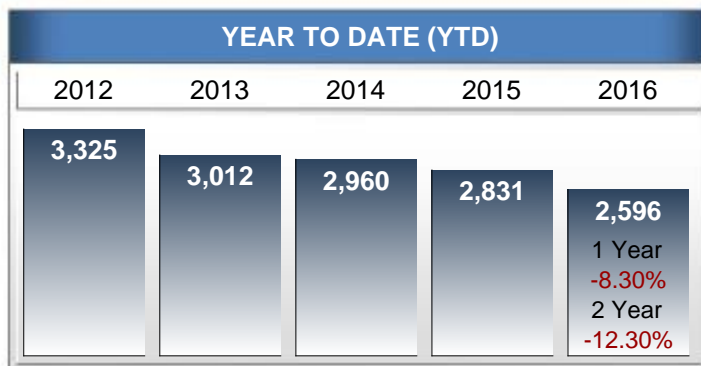
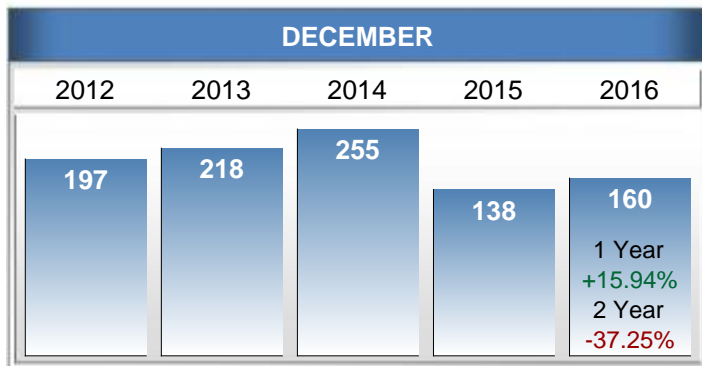
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



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	5	3.13%	5	0	0	0
\$25,001 - \$75,000	30	18.75%	18	11	1	0
\$75,001 - \$100,000	14	8.75%	4	8	2	0
\$100,001 - \$175,000	47	29.38%	7	30	10	0
\$175,001 - \$275,000	23	14.38%	4	11	5	3
\$275,001 - \$400,000	26	16.25%	2	4	16	4
\$400,001 and up	15	9.38%	3	3	7	2
Total New Listed Units:			43	67	41	9
Total New Listed Volume:			7.98M	10.59M	13.80M	3.30M
Average New Listed Listing Price:			\$185,565	\$158,109	\$336,556	\$366,922



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

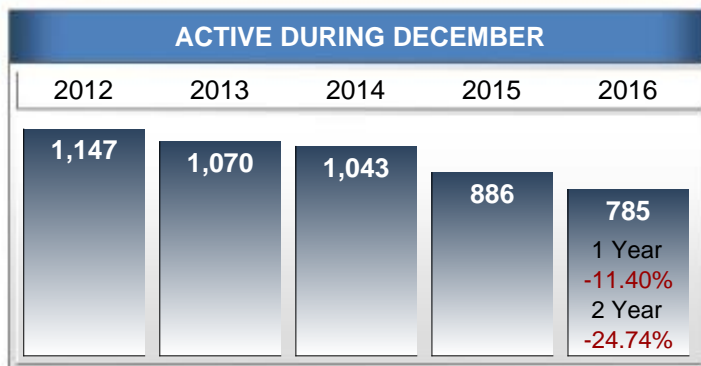
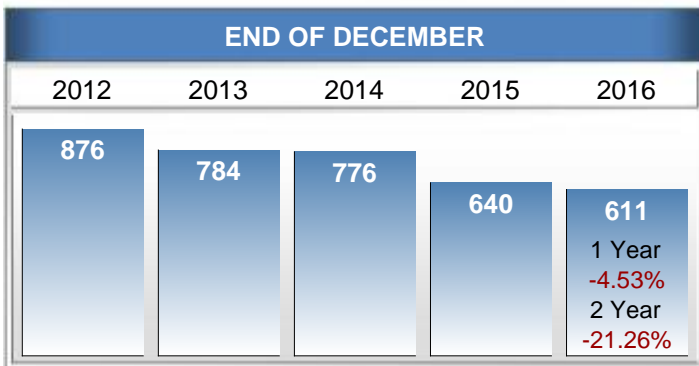
Active Inventory as of Jan 11, 2017



Active Inventory

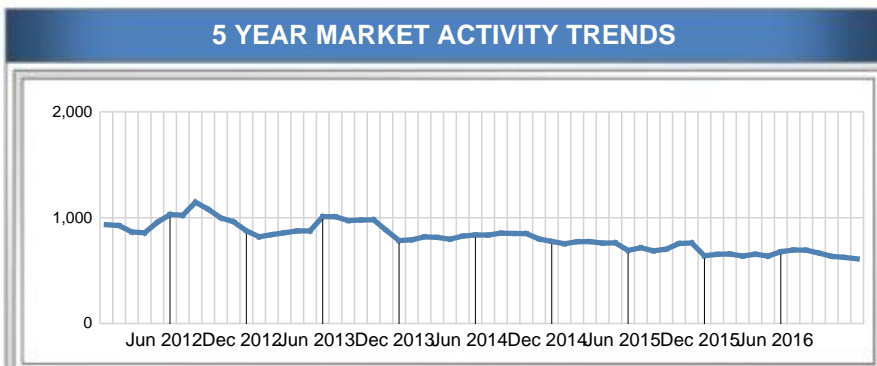
Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr DEC AVG = 737 **3 MONTHS**

High
Aug 2012 = 1,146

Low
Dec 2016 = 611

Inventory this month at **611**, below the 5 yr DEC average of **737**

OCT	635
NOV	625
DEC	611
	-1.57%
	-2.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	37	6.06%	102.6	36	1	0	0		
\$25,001 - \$75,000	101	16.53%	80.5	80	18	3	0		
\$75,001 - \$125,000	91	14.89%	84.3	27	56	7	1		
\$125,001 - \$200,000	149	24.39%	88.1	25	87	35	2		
\$200,001 - \$275,000	75	12.27%	83.7	6	28	36	5		
\$275,001 - \$450,000	93	15.22%	75.9	9	18	57	9		
\$450,001 and up	65	10.64%	94.1	10	6	29	20		
Total Active Inventory by Units:				611	85.4	193	214	167	37
Total Active Inventory by Volume:				147,744,948		26.37M	38.82M	51.46M	31.09M
Average Active Inventory Listing Price:				\$241,808		\$136,637	\$181,404	\$308,143	\$840,368



Monthly Inventory Analysis

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December 2016

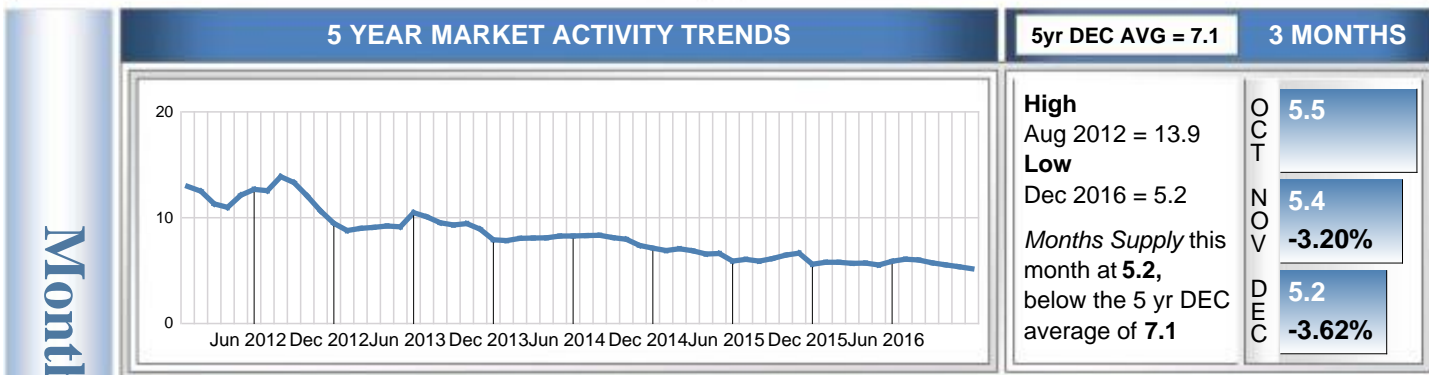
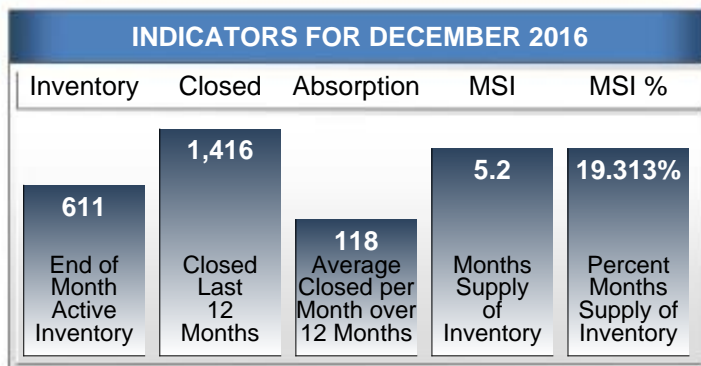
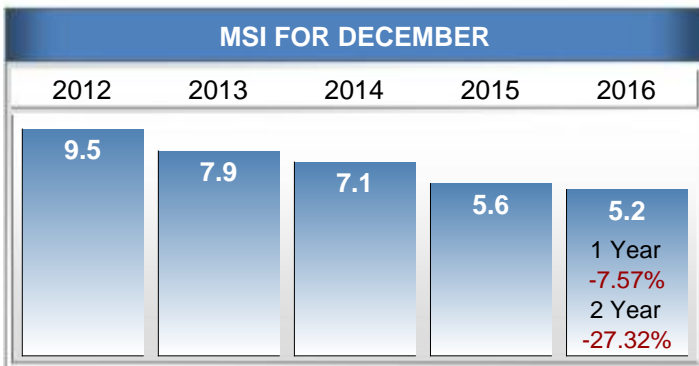
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Months Supply

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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	37	6.06%	11.7	13.9	2.4	0.0	0.0
\$25,001 - \$75,000	101	16.53%	6.8	11.9	2.7	2.3	0.0
\$75,001 - \$125,000	91	14.89%	4.2	8.3	3.6	2.7	12.0
\$125,001 - \$200,000	149	24.39%	3.4	16.7	2.7	3.6	4.0
\$200,001 - \$275,000	75	12.27%	4.2	5.5	3.5	4.6	6.7
\$275,001 - \$450,000	93	15.22%	7.2	36.0	6.8	7.2	4.5
\$450,001 and up	65	10.64%	17.0	120.0	72.0	12.9	14.1
MSI:			5.2	12.5	3.2	5.2	7.8
Total Active Inventory:			611	193	214	167	37



Monthly Inventory Analysis

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December 2016

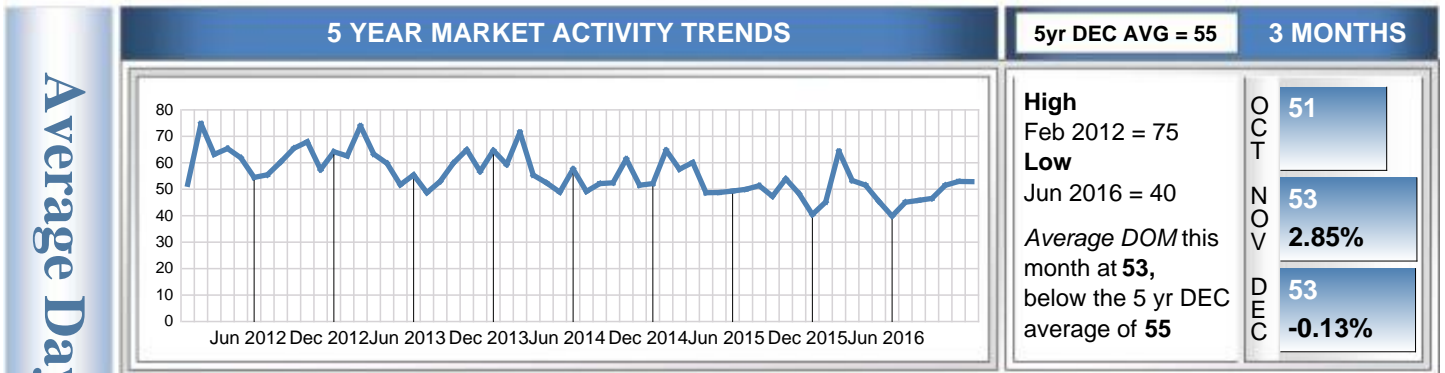
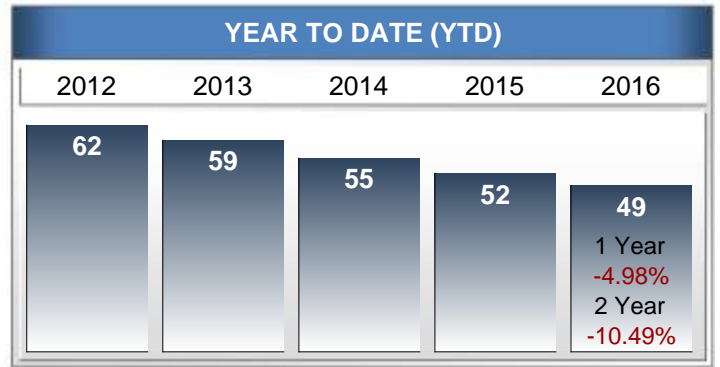
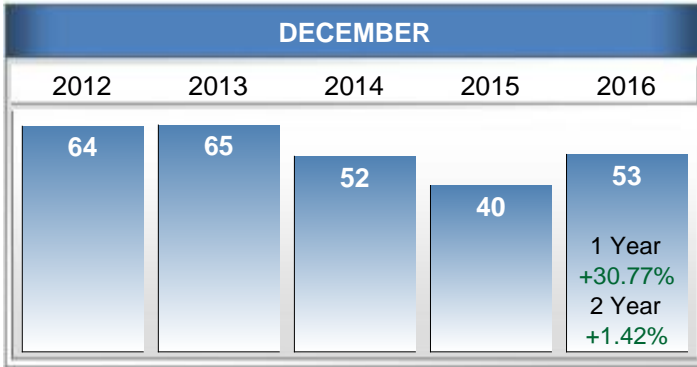
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

Report Produced on: Jan 11, 2017

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Average Days on Market

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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+
\$50,000 and less	11	9.32%	52.6	61.2	15.0	13.0	0.0
\$50,001 - \$100,000	15	12.71%	37.1	13.7	46.6	2.0	0.0
\$100,001 - \$125,000	10	8.47%	42.3	0.0	40.9	55.0	0.0
\$125,001 - \$175,000	34	28.81%	57.8	0.0	59.4	52.4	0.0
\$175,001 - \$225,000	15	12.71%	59.5	16.0	64.4	65.0	38.0
\$225,001 - \$350,000	19	16.10%	47.2	22.0	51.8	47.4	0.0
\$350,001 and up	14	11.86%	66.3	51.0	60.0	45.4	126.3
Average Closed DOM: 52.9				45.4	54.2	47.6	104.3
Total Closed Units: 118				15	65	34	4
Total Closed Volume: 23,670,363				1.49M	10.12M	10.19M	1.87M



Monthly Inventory Analysis

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December 2016

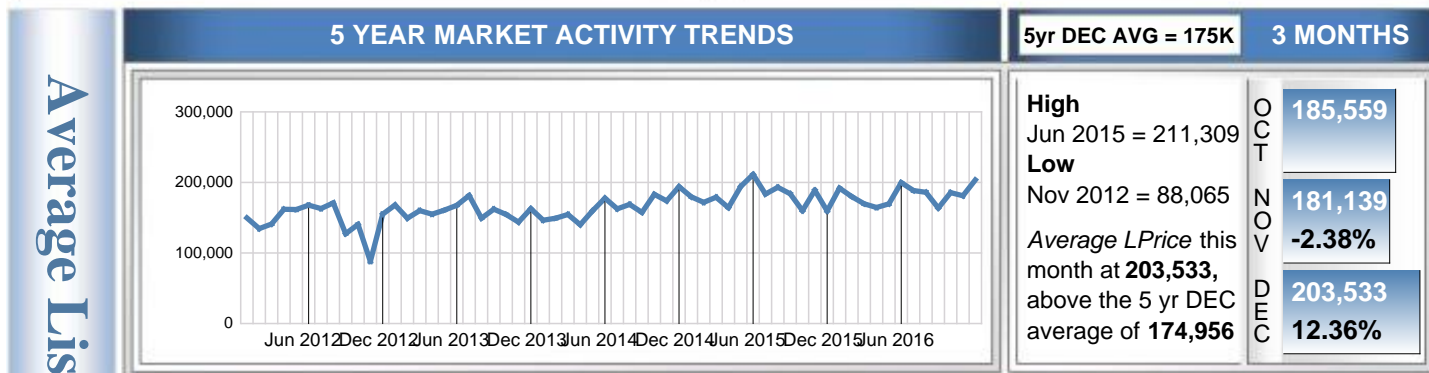
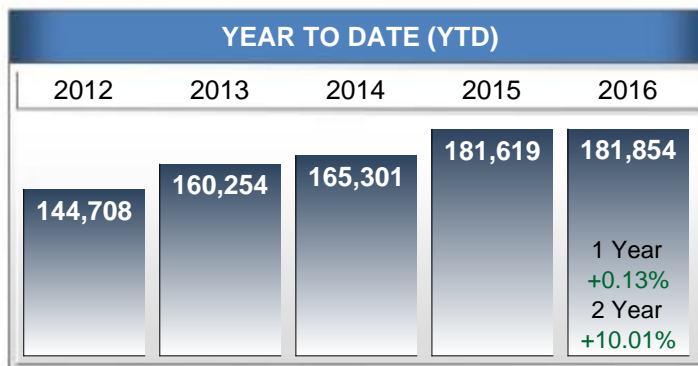
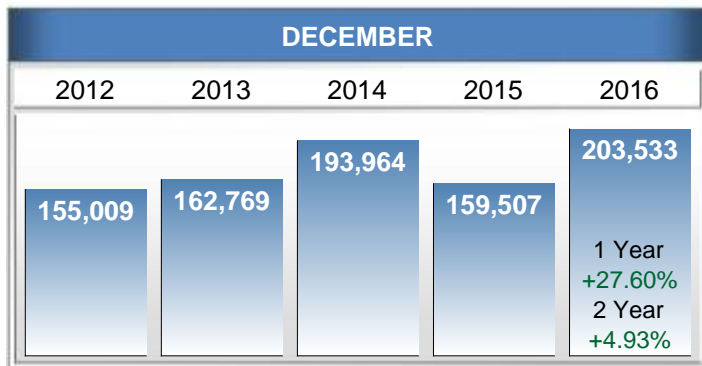
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	10	8.47%	26,810	27,089	45,200	35,000	0
\$50,001 - \$100,000	15	12.71%	68,668	80,758	70,668	60,000	0
\$100,001 - \$125,000	9	7.63%	112,467	0	118,233	109,000	0
\$125,001 - \$175,000	35	29.66%	153,457	0	157,415	154,600	0
\$175,001 - \$225,000	16	13.56%	203,156	199,900	198,310	207,500	220,000
\$225,001 - \$350,000	20	16.95%	266,010	300,000	250,400	263,169	0
\$350,001 and up	13	11.02%	597,299	500,000	391,480	681,163	556,433
Average List Price:	\$203,533			\$99,065	\$159,831	\$301,548	\$472,325
Total Closed Units:	118			15	65	34	4
Total List Volume:	24,016,904			1.49M	10.39M	10.25M	1.89M



Monthly Inventory Analysis

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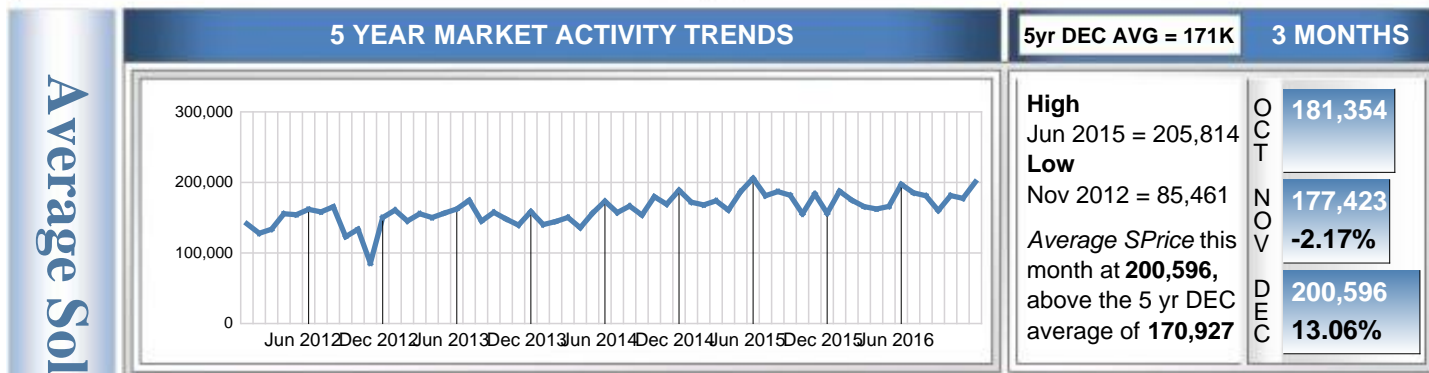
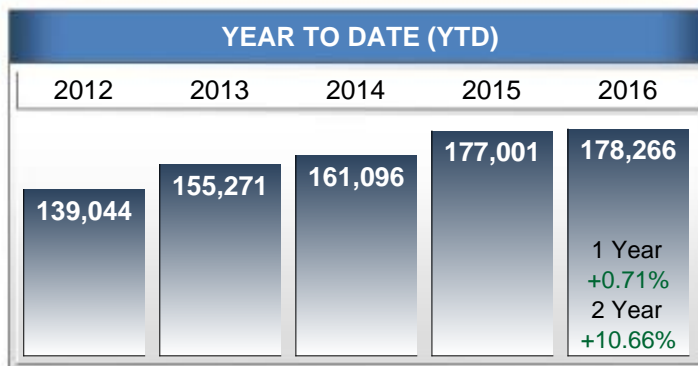
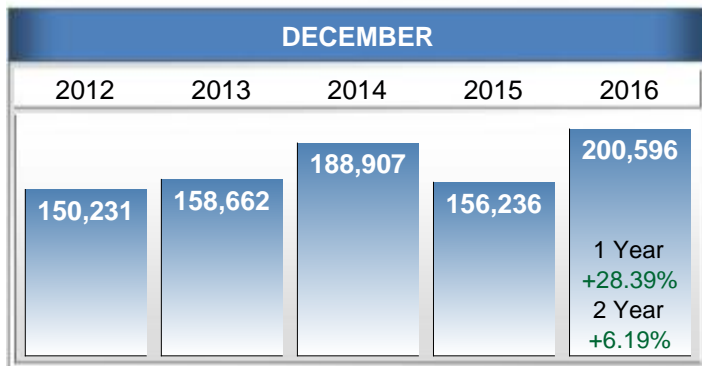
Closed Sales as of Jan 11, 2017



Average Sold Price at Closing

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Average Sold Price

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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+
\$50,000 and less	11	9.32%	31,803	29,364	45,554	40,000	0
\$50,001 - \$100,000	15	12.71%	69,057	76,833	68,214	55,000	0
\$100,001 - \$125,000	10	8.47%	114,200	0	114,556	111,000	0
\$125,001 - \$175,000	34	28.81%	153,283	0	152,667	155,284	0
\$175,001 - \$225,000	15	12.71%	198,167	190,000	194,050	205,667	225,000
\$225,001 - \$350,000	19	16.10%	258,937	305,000	246,200	260,292	0
\$350,001 and up	14	11.86%	574,197	500,000	383,967	677,301	548,583
Average Closed Price: \$200,596				\$99,319	\$155,687	\$299,711	\$467,688
Total Closed Units: 118				15	65	34	4
Total Closed Volume: 23,670,363				1.49M	10.12M	10.19M	1.87M



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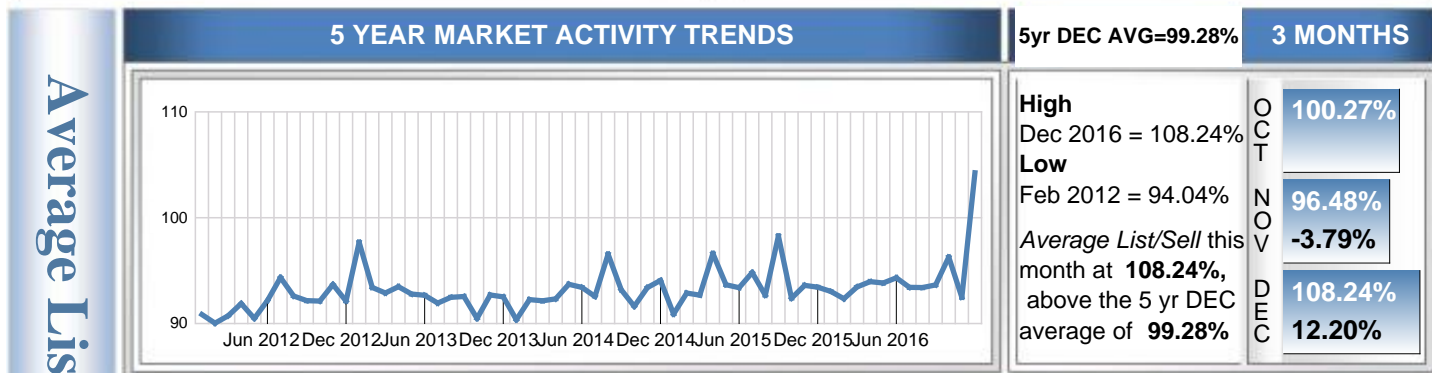
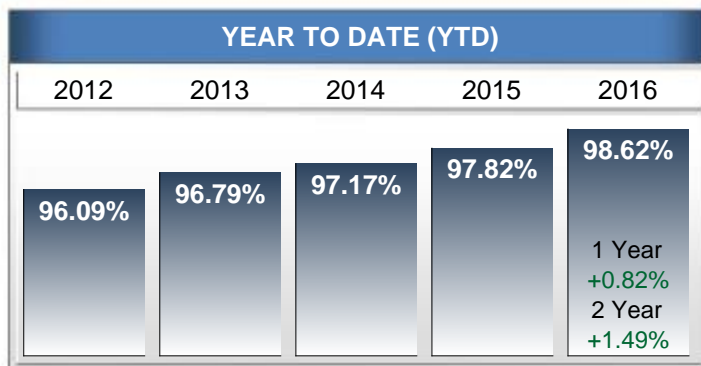
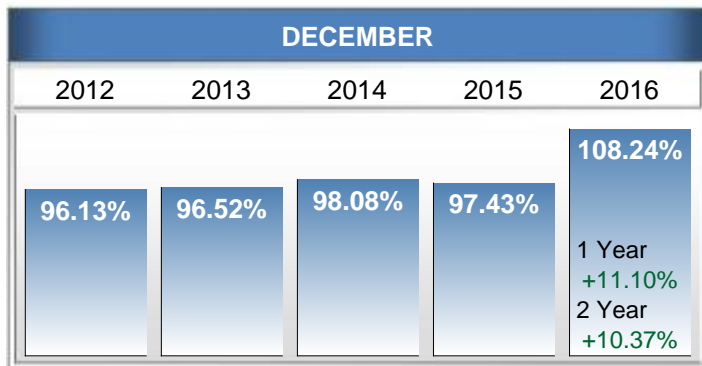
Closed Sales as of Jan 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR

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+	
\$50,000 and less	11	9.32%	206.88%	228.96%	100.78%	114.29%	0.00%	
\$50,001 - \$100,000	15	12.71%	96.14%	94.79%	96.91%	91.67%	0.00%	
\$100,001 - \$125,000	10	8.47%	97.47%	0.00%	96.99%	101.83%	0.00%	
\$125,001 - \$175,000	34	28.81%	98.16%	0.00%	97.39%	100.66%	0.00%	
\$175,001 - \$225,000	15	12.71%	98.33%	95.05%	98.02%	99.14%	102.27%	
\$225,001 - \$350,000	19	16.10%	98.93%	101.67%	98.27%	98.97%	0.00%	
\$350,001 and up	14	11.86%	99.16%	100.00%	98.00%	99.55%	99.13%	
Average List/Sell Ratio:				108.20%	176.12%	97.50%	99.82%	99.92%
Total Closed Units:				118	15	65	34	4
Total Closed Volume:				23,670,363	1.49M	10.12M	10.19M	1.87M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

Inventory as of Jan 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 118 Sales/Month

Active Inventory as of December 31, 2016 = 611

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	98	118	20.41%	1,371	1,416	3.28%
Pending Sales	75	86	14.67%	1,409	1,460	3.62%
New Listings	138	160	15.94%	2,831	2,596	-8.30%
Average List Price	159,507	203,533	27.60%	181,619	181,854	0.13%
Average Sale Price	156,236	200,596	28.39%	177,001	178,266	0.71%
Average Percent of List Price to Selling Price	97.43%	108.24%	11.10%	97.82%	98.62%	0.82%
Average Days on Market to Sale	40.44	52.88	30.77%	51.57	49.00	-4.98%
Monthly Inventory	640	611	-4.53%	640	611	-4.53%
Months Supply of Inventory	5.60	5.18	-7.57%	5.60	5.18	-7.57%

