



# December 2016

Area Delimited by County Of Washington

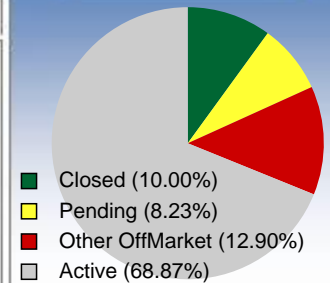


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of December 31, 2016 = **427**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	71	62	-12.68%
Pending Listings	58	51	-12.07%
New Listings	107	107	0.00%
Average List Price	123,712	159,544	28.96%
Average Sale Price	116,175	152,800	31.53%
Average Percent of List Price to Selling Price	94.13%	95.11%	1.04%
Average Days on Market to Sale	62.90	69.00	9.70%
End of Month Inventory	418	427	2.15%
Months Supply of Inventory	6.36	6.12	-3.71%

## 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 **2.15%** to 427 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **6.12** 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 **31.53%** in December 2016 to \$152,800 versus the previous year at \$116,175.

### Average Days on Market Lengthens

The average number of **69.00** days that homes spent on the market before selling increased by 6.10 days or **9.70%** in December 2016 compared to last year's same month at **62.90** 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 weak this month.

There were 107 New Listings in December 2016, down **0.00%** from last year at 107. Furthermore, there were 62 Closed Listings this month versus last year at 71, a **-12.68%** decrease.

Closed versus Listed trends yielded a **57.9%** ratio, down from last year's December 2016 at **66.4%**, a **12.68%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

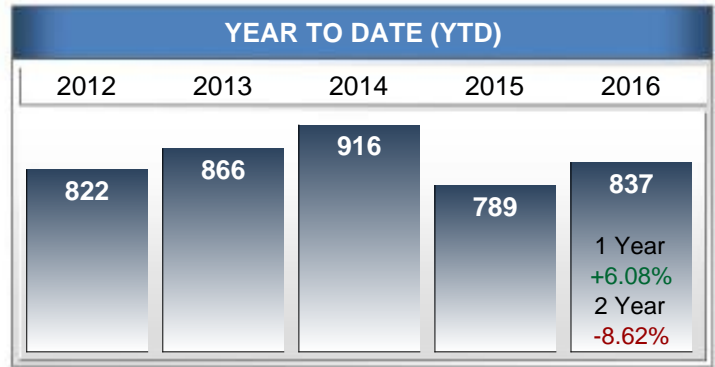
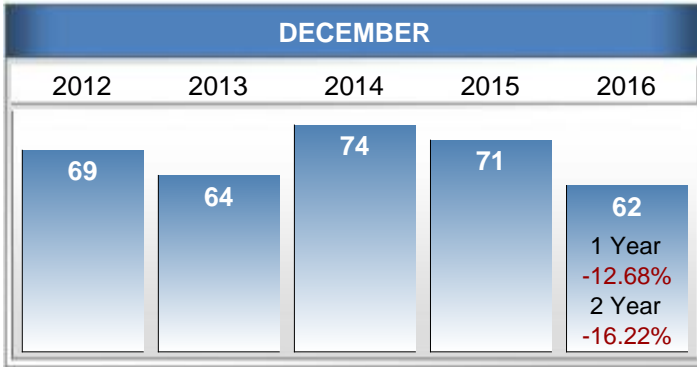
Closed Sales as of Jan 11, 2017



### Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



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	1	1.61%	47.0	0	1	0	0
\$25,001 - \$50,000	6	9.68%	31.2	2	4	0	0
\$50,001 - \$75,000	9	14.52%	64.3	2	7	0	0
\$75,001 - \$150,000	23	37.10%	65.7	1	19	3	0
\$150,001 - \$200,000	10	16.13%	68.4	0	3	6	1
\$200,001 - \$225,000	2	3.23%	27.5	0	0	2	0
\$225,001 and up	11	17.74%	110.5	0	0	10	1
<b>Total Closed Units:</b>	<b>62</b>		<b>69.0</b>	<b>5</b>	<b>34</b>	<b>21</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>9,473,620</b>			<b>282.50K</b>	<b>3.21M</b>	<b>5.01M</b>	<b>978.50K</b>
<b>Average Closed Price:</b>	<b>\$152,800</b>			<b>\$56,500</b>	<b>\$94,312</b>	<b>\$238,381</b>	<b>\$489,250</b>



# Monthly Inventory Analysis

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## December 2016

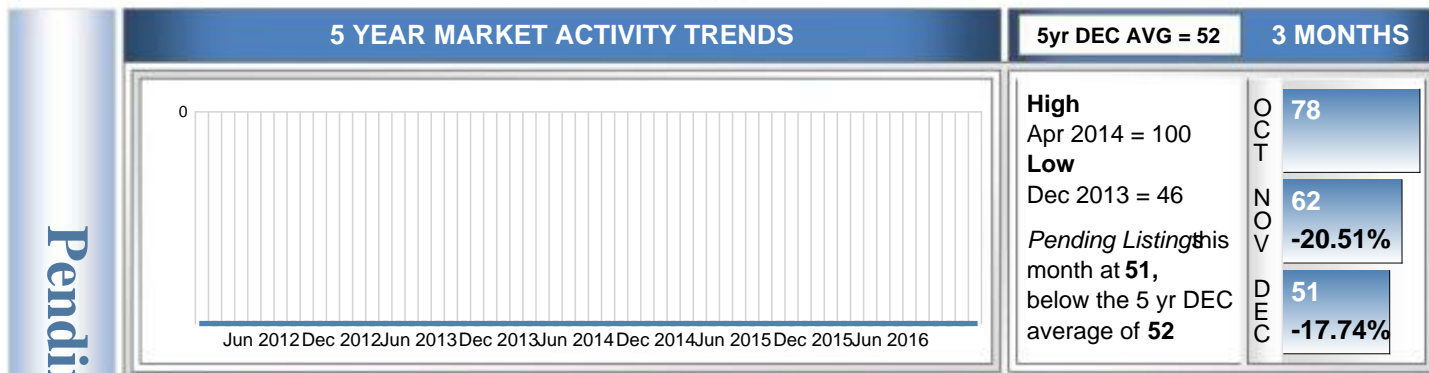
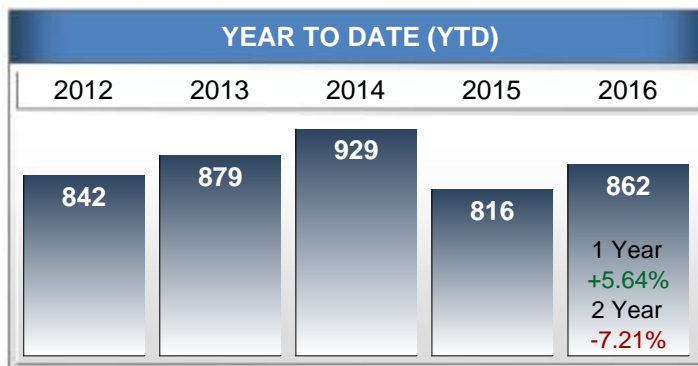
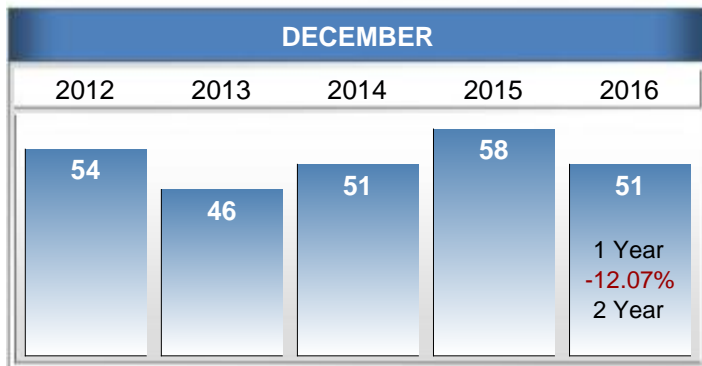
Pending Listings as of Jan 11, 2017



### Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



**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+		
\$50,000 and less	5	9.80%	84.8	1	3	1	0		
\$50,001 - \$75,000	7	13.73%	63.9	2	5	0	0		
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0		
\$75,001 - \$125,000	17	33.33%	70.7	2	14	1	0		
\$125,001 - \$150,000	9	17.65%	73.2	0	7	2	0		
\$150,001 - \$225,000	8	15.69%	56.6	1	5	2	0		
\$225,001 and up	5	9.80%	114.2	0	0	2	3		
Total Pending Units:				51	85.4	6	34	8	3
Total Pending Volume:				7,231,659		580.80K	3.62M	1.34M	1.70M
Average Listing Price:				\$288,700		\$96,800	\$106,334	\$167,075	\$566,300



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

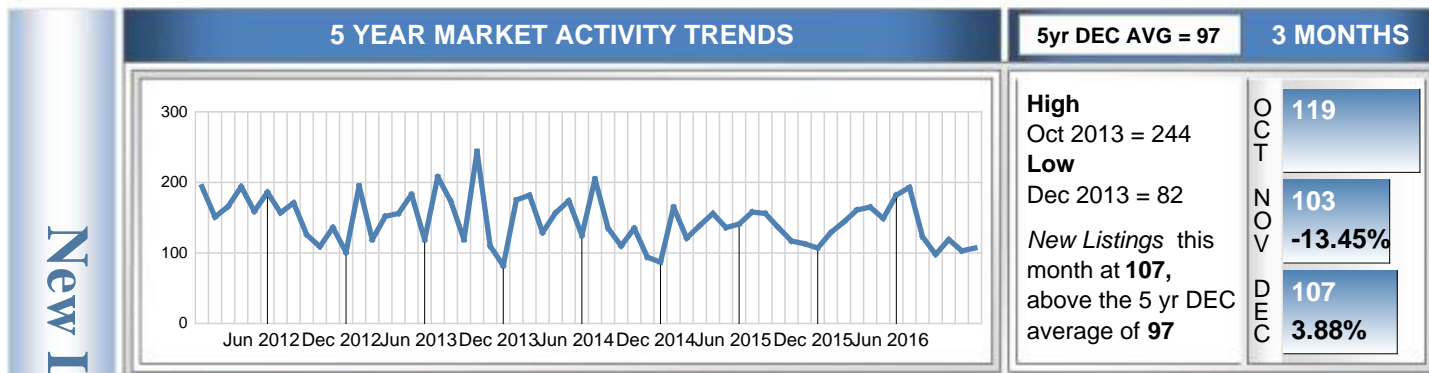
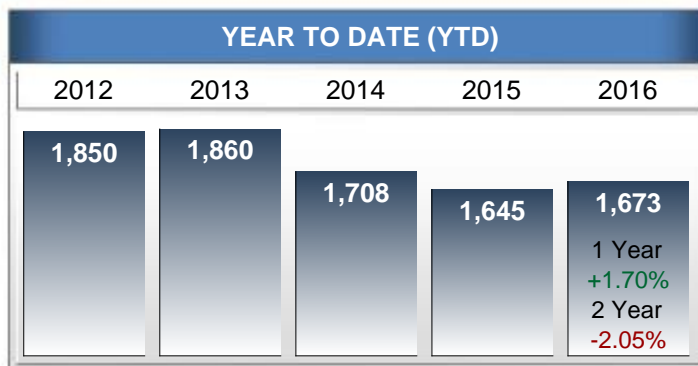
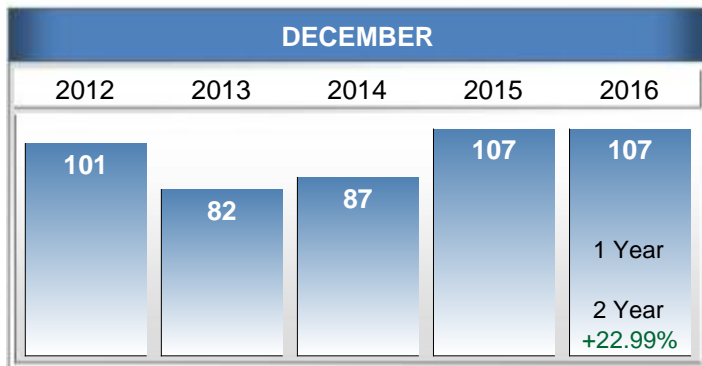
New Listings as of Jan 11, 2017



### New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



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+
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$20,000	24	22.43%	22	2	0	0
\$20,001 - \$60,000	16	14.95%	6	8	2	0
\$60,001 - \$90,000	23	21.50%	12	11	0	0
\$90,001 - \$130,000	19	17.76%	1	12	6	0
\$130,001 - \$210,000	14	13.08%	3	5	4	2
\$210,001 and up	11	10.28%	1	3	6	1
<b>Total New Listed Units:</b>	<b>107</b>		<b>45</b>	<b>41</b>	<b>18</b>	<b>3</b>
<b>Total New Listed Volume:</b>	<b>12,297,929</b>		<b>4.27M</b>	<b>4.26M</b>	<b>3.10M</b>	<b>665.90K</b>
<b>Average New Listed Listing Price:</b>	<b>\$0</b>		<b>\$94,820</b>	<b>\$103,958</b>	<b>\$172,380</b>	<b>\$221,967</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

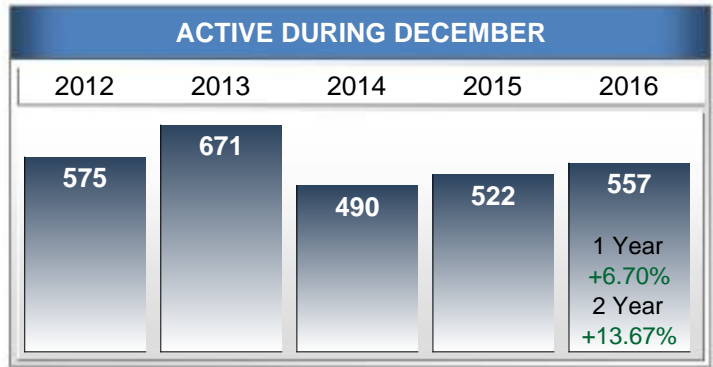
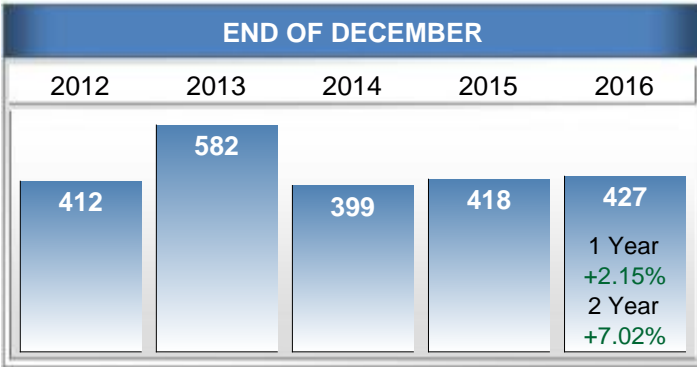
Active Inventory as of Jan 11, 2017



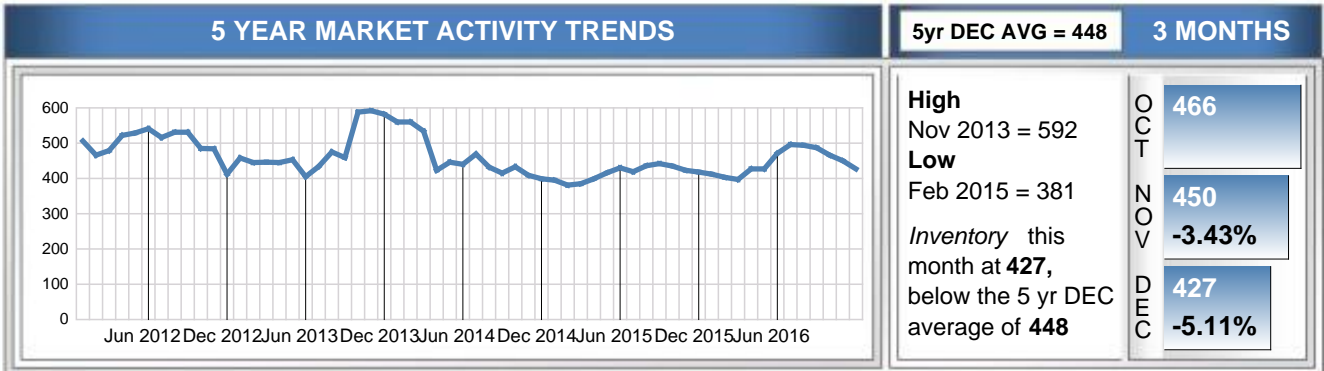
### Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



Active Inventory



#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	42	9.84%	50.0	36	6	0	0		
\$25,001 \$50,000	43	10.07%	108.4	28	13	2	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	173	40.52%	100.6	94	65	12	2		
\$125,001 \$175,000	61	14.29%	81.9	13	24	22	2		
\$175,001 \$300,000	66	15.46%	76.7	9	20	30	7		
\$300,001 and up	42	9.84%	87.5	9	9	17	7		
Total Active Inventory by Units:				427	88.7	189	137	83	18
Total Active Inventory by Volume:				67,280,745		25.19M	18.31M	18.63M	5.16M
Average Active Inventory Listing Price:				\$157,566		\$133,267	\$133,624	\$224,463	\$286,461

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

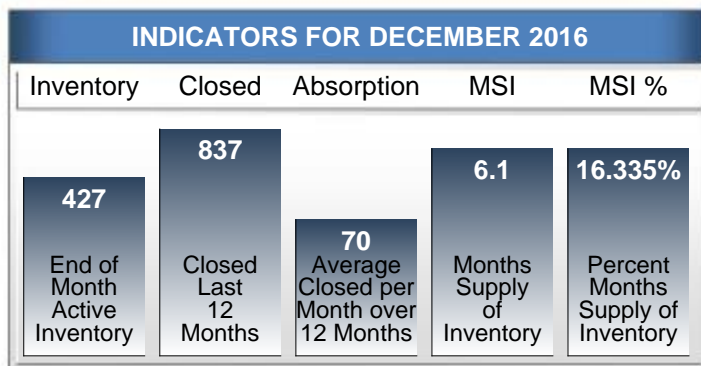
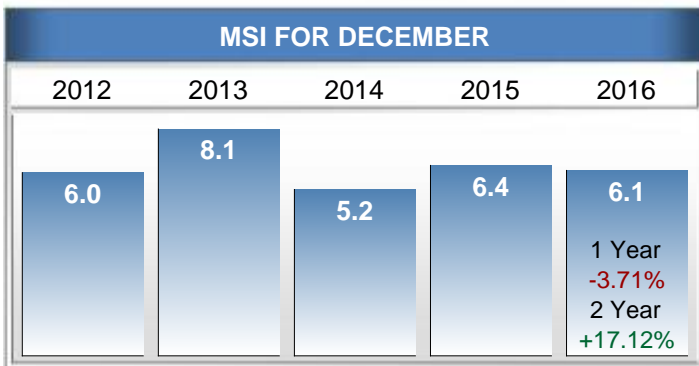
Active Inventory as of Jan 11, 2017



### Months Supply of Inventory

Report Produced on: Jan 11, 2017

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**Months Supply**  
  
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**5yr DEC AVG = 6.4**     **3 MONTHS**

**High**  
Jun 2012 = 8.3

**Low**  
Feb 2015 = 5.1

Months Supply this month at **6.1**, below the 5 yr DEC average of **6.4**

Month	MSI	% Change
OCT	6.8	
NOV	6.4	-6.06%
DEC	6.1	-4.09%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	33	7.73%	13.7	21.8	4.0	0.0	0.0
\$20,001 \$50,000	52	12.18%	6.8	11.1	3.6	6.0	0.0
\$50,001 \$70,000	71	16.63%	9.1	24.0	3.0	0.0	0.0
\$70,001 \$130,000	109	25.53%	5.0	22.9	3.2	4.3	0.0
\$130,001 \$180,000	58	13.58%	4.5	28.0	2.8	4.5	4.8
\$180,001 \$300,000	62	14.52%	4.9	32.0	4.9	3.4	16.8
\$300,001 and up	42	9.84%	9.7	54.0	13.5	6.4	8.4
MSI:			6.1	20.1	3.5	4.2	10.8
Total Active Inventory:			427	189	137	83	18



# Monthly Inventory Analysis

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## December 2016

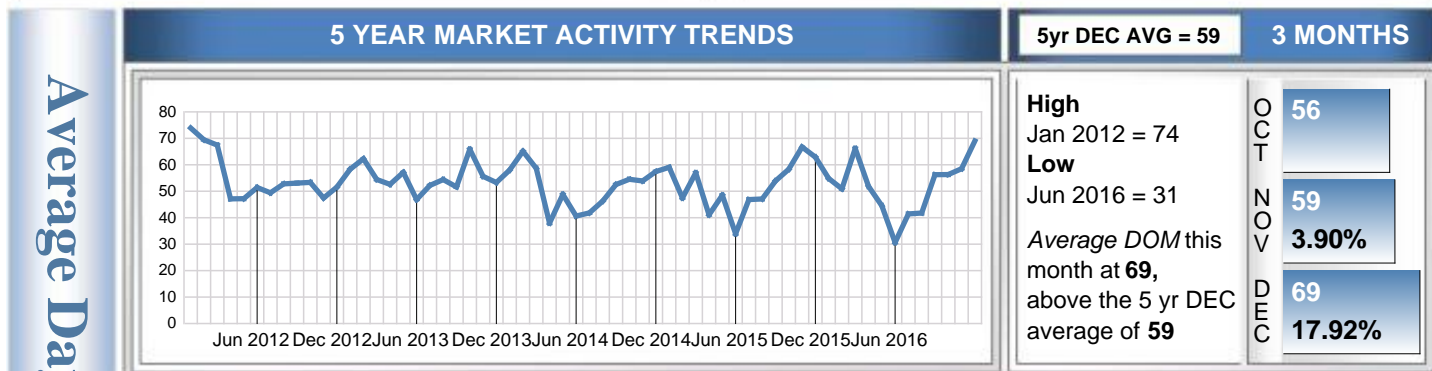
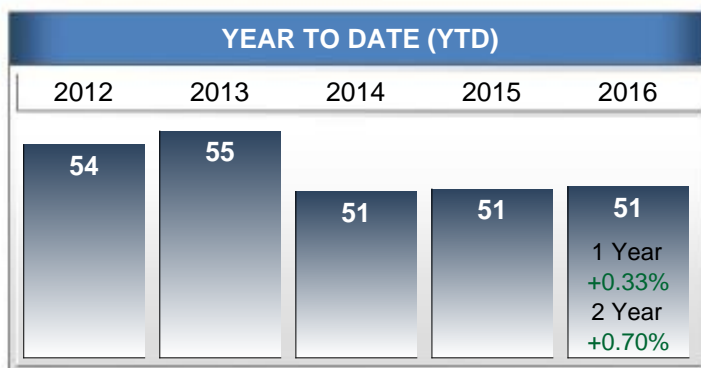
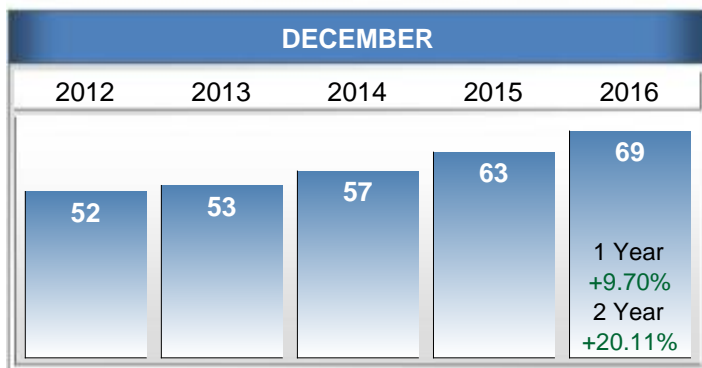
Closed Sales as of Jan 11, 2017



### Average Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



#### 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	1	1.61%	47.0	0.0	47.0	0.0	0.0
\$25,001 \$50,000	6	9.68%	31.2	29.5	32.0	0.0	0.0
\$50,001 \$75,000	9	14.52%	64.3	80.5	59.7	0.0	0.0
\$75,001 \$150,000	23	37.10%	65.7	9.0	70.8	52.3	0.0
\$150,001 \$200,000	10	16.13%	68.4	0.0	57.0	60.3	151.0
\$200,001 \$225,000	2	3.23%	27.5	0.0	0.0	27.5	0.0
\$225,001 and up	11	17.74%	110.5	0.0	0.0	108.0	135.0
Average Closed DOM: 69.0				45.8	62.0	78.8	143.0
Total Closed Units: 62				5	34	21	2
Total Closed Volume: 9,473,620				282.50K	3.21M	5.01M	978.50K



# Monthly Inventory Analysis

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## December 2016

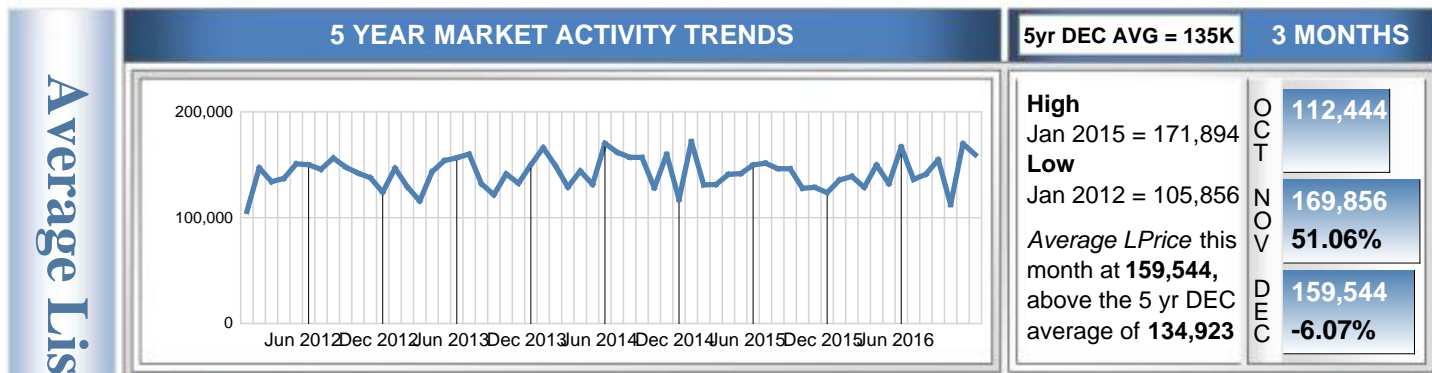
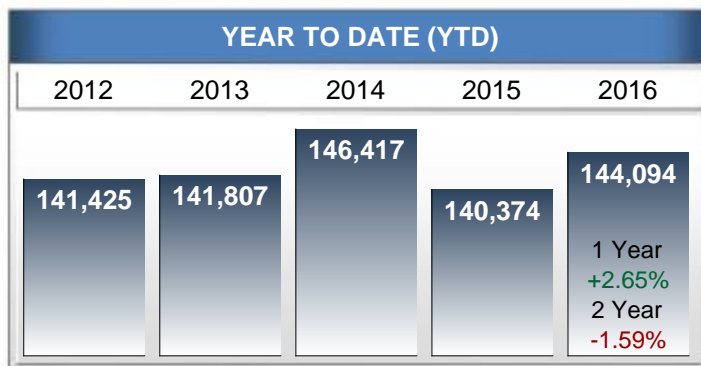
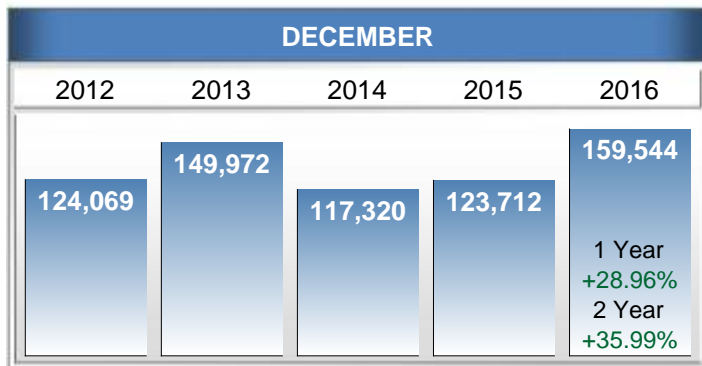
Closed Sales as of Jan 11, 2017



### Average List Price at Closing

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



#### 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	0	0.00%	0	0	44,000	0	0
\$25,001 \$50,000	7	11.29%	41,500	41,900	42,350	0	0
\$50,001 \$75,000	8	12.90%	64,838	65,950	65,371	0	0
\$75,001 \$150,000	23	37.10%	110,778	107,000	111,426	138,267	0
\$150,001 \$200,000	10	16.13%	182,620	0	189,300	185,800	184,000
\$200,001 \$225,000	2	3.23%	217,000	0	0	230,000	0
\$225,001 and up	12	19.35%	356,200	0	0	313,940	900,000
Average List Price:	\$159,544			\$64,540	\$98,706	\$244,238	\$542,000
Total Closed Units:	62			5	34	21	2
Total List Volume:	9,891,700			322.70K	3.36M	5.13M	1.08M





# Monthly Inventory Analysis

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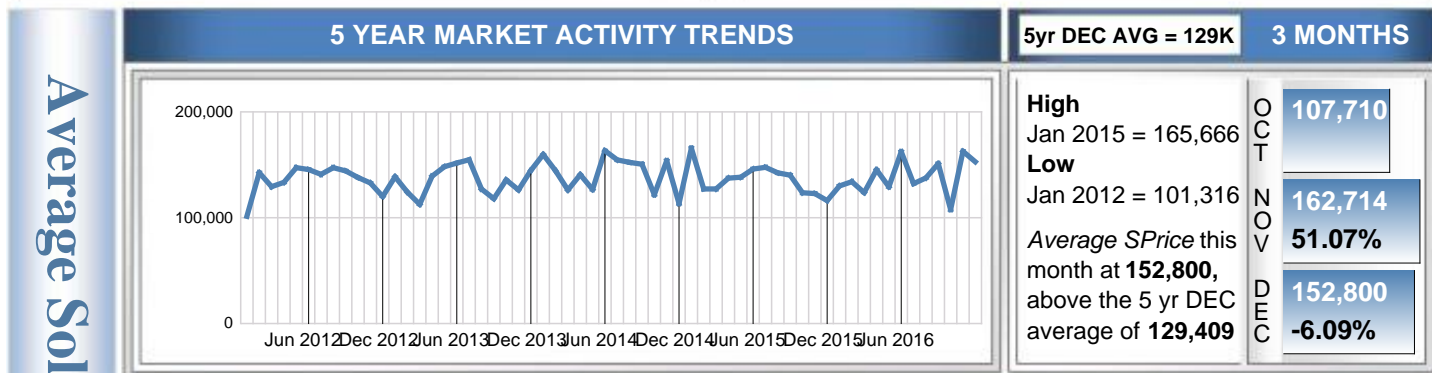
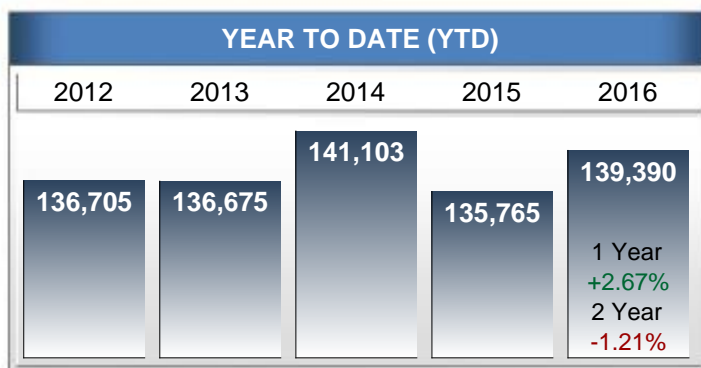
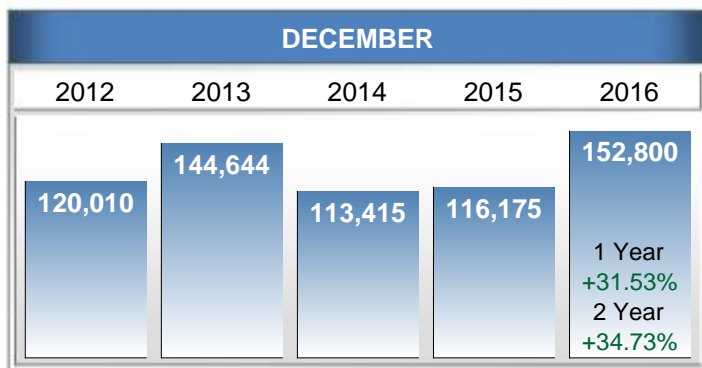
Closed Sales as of Jan 11, 2017



### 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+
\$25,000 and less	1	1.61%	18,850	0	18,850	0	0
\$25,001 \$50,000	6	9.68%	36,050	33,250	37,450	0	0
\$50,001 \$75,000	9	14.52%	62,722	60,000	63,500	0	0
\$75,001 \$150,000	23	37.10%	110,981	96,000	107,819	136,000	0
\$150,001 \$200,000	10	16.13%	179,790	0	181,633	179,917	173,500
\$200,001 \$225,000	2	3.23%	225,000	0	0	225,000	0
\$225,001 and up	11	17.74%	352,136	0	0	306,850	805,000
Average Closed Price: \$152,800				\$56,500	\$94,312	\$238,381	\$489,250
Total Closed Units: 62				5	34	21	2
Total Closed Volume: 9,473,620				282.50K	3.21M	5.01M	978.50K



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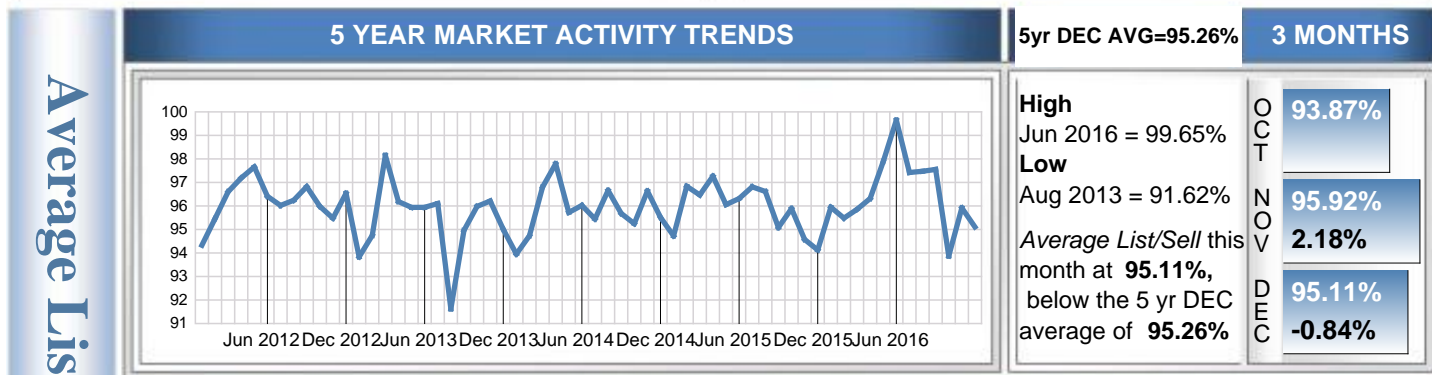
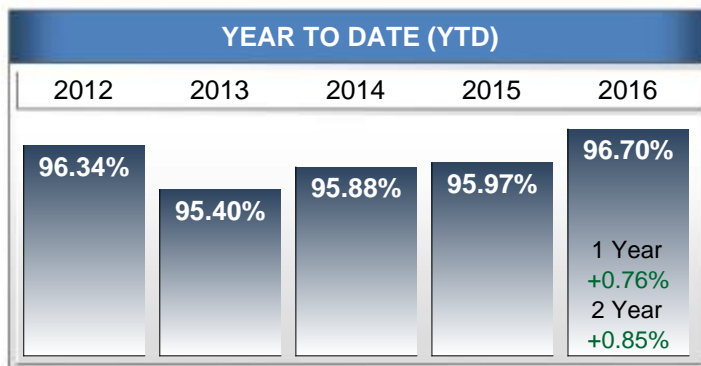
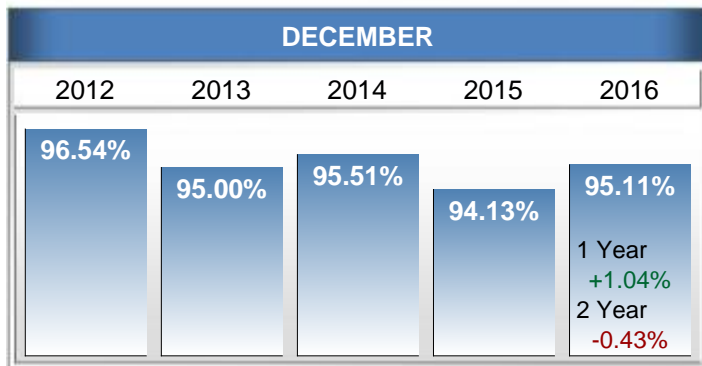
Closed Sales as of Jan 11, 2017



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 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	1	1.61%	42.84%	0.00%	42.84%	0.00%	0.00%	
\$25,001 \$50,000	6	9.68%	86.80%	82.37%	89.01%	0.00%	0.00%	
\$50,001 \$75,000	9	14.52%	96.40%	91.00%	97.94%	0.00%	0.00%	
\$75,001 \$150,000	23	37.10%	97.22%	89.72%	97.36%	98.83%	0.00%	
\$150,001 \$200,000	10	16.13%	96.36%	0.00%	96.09%	96.85%	94.29%	
\$200,001 \$225,000	2	3.23%	97.87%	0.00%	0.00%	97.87%	0.00%	
\$225,001 and up	11	17.74%	97.26%	0.00%	0.00%	98.04%	89.44%	
Average List/Sell Ratio:				95.10%	87.29%	94.78%	97.80%	91.87%
Total Closed Units:				62	5	34	21	2
Total Closed Volume:				9,473,620	282.50K	3.21M	5.01M	978.50K



# 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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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of December 31, 2016 = 427

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	71	62	-12.68%	789	837	6.08%
Pending Sales	58	51	-12.07%	816	862	5.64%
New Listings	107	107	0.00%	1,645	1,673	1.70%
Average List Price	123,712	159,544	28.96%	140,374	144,094	2.65%
Average Sale Price	116,175	152,800	31.53%	135,765	139,390	2.67%
Average Percent of List Price to Selling Price	94.13%	95.11%	1.04%	95.97%	96.70%	0.76%
Average Days on Market to Sale	62.90	69.00	9.70%	50.89	51.06	0.33%
Monthly Inventory	418	427	2.15%	418	427	2.15%
Months Supply of Inventory	6.36	6.12	-3.71%	6.36	6.12	-3.71%

