



December 2017

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

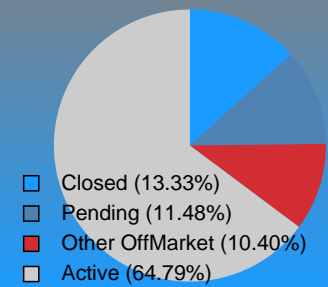


MONTHLY INVENTORY ANALYSIS

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

Compared	December		
Metrics	2016	2017	+/-%
Closed Listings	1,104	1,104	0.00%
Pending Listings	792	951	20.08%
New Listings	1,366	1,504	10.10%
Median List Price	152,585	165,000	8.14%
Median Sale Price	150,797	162,000	7.43%
Median Percent of List Price to Selling Price	98.21%	98.45%	0.24%
Median Days on Market to Sale	35.00	30.00	-14.29%
End of Month Inventory	4,842	5,366	10.82%
Months Supply of Inventory	4.05	4.43	9.27%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,211** Sales/Month
Active Inventory as of December 31, 2017 = **5,366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **10.82%** to 5,366 existing homes available for sale. Over the last 12 months this area has had an average of 1,211 closed sales per month. This represents an unsold inventory index of **4.43** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **7.43%** in December 2017 to \$162,000 versus the previous year at \$150,797.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 5.00 days or **14.29%** in December 2017 compared to last year's same month at **35.00** DOM.

Sales Success for December 2017 is Positive

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

There were 1,504 New Listings in December 2017, up **10.10%** from last year at 1,366. Furthermore, there were 1,104 Closed Listings this month versus last year at 1,104, a **0.00%** decrease.

Closed versus Listed trends yielded a **73.4%** ratio, down from previous year's, December 2016, at **80.8%**, a **9.18%** 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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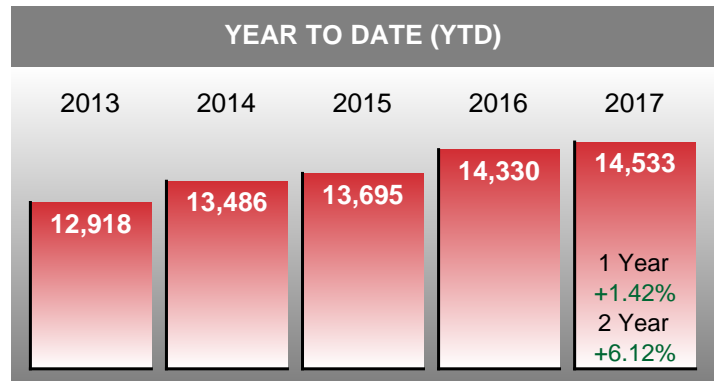
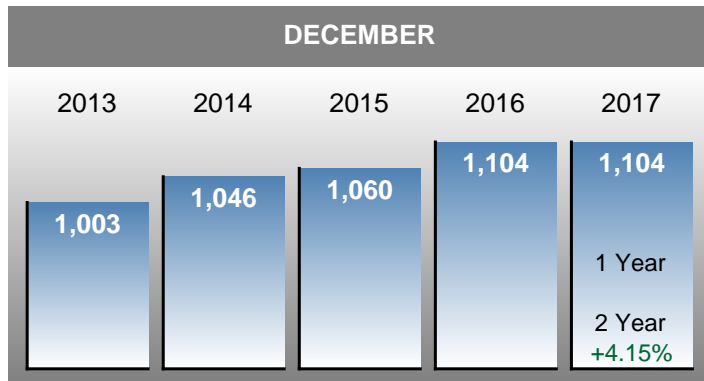
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CLOSED LISTINGS

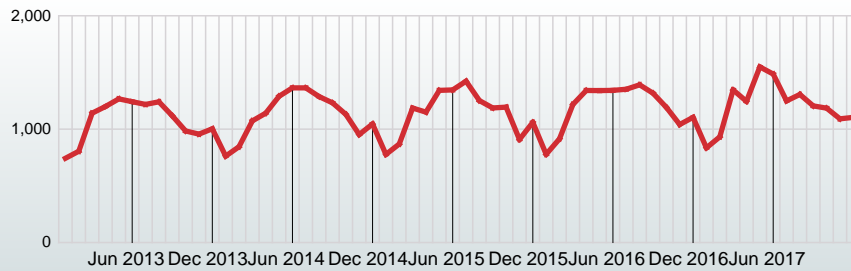
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 1,063

3 MONTHS



High
May 2017 = 1,549
Low
Jan 2013 = 743
Closed Listings
this month at **1,104**,
above the 5 yr DEC
average of **1,063**

OCT	1,185
NOV	1,091 -7.93%
DEC	1,104 1.19%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	40	3.62%	38.5	31	8	1	0
\$25,001 - \$75,000	148	13.41%	18.5	75	65	8	0
\$75,001 - \$125,000	183	16.58%	27.0	32	130	19	2
\$125,001 - \$175,000	244	22.10%	35.0	20	177	42	5
\$175,001 - \$250,000	216	19.57%	38.0	10	122	78	6
\$250,001 - \$350,000	151	13.68%	22.0	11	61	69	10
\$350,001 and up	122	11.05%	36.5	6	33	60	23
Total Closed Units	1,104			185	596	277	46
Total Closed Volume	215,335,674	100%	30.0	19.26M	103.69M	74.61M	17.77M
Median Closed Price	\$162,000			\$60,000	\$150,200	\$243,050	\$360,687

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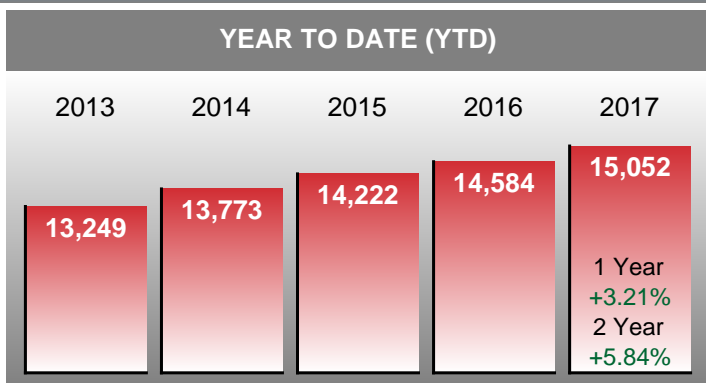
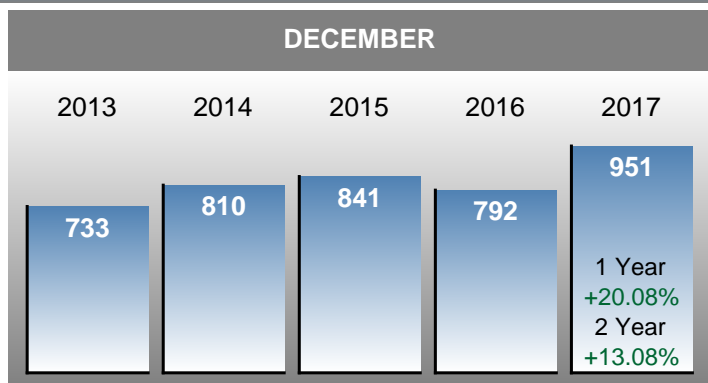
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PENDING LISTINGS

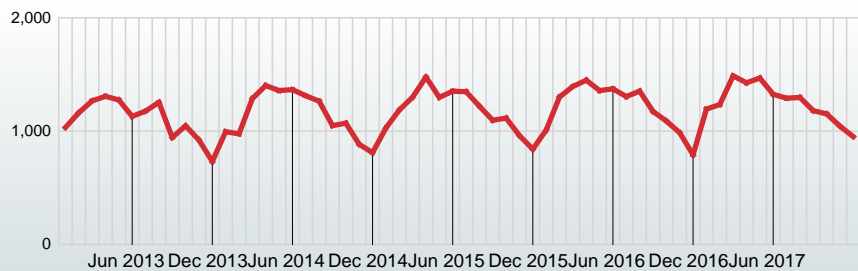
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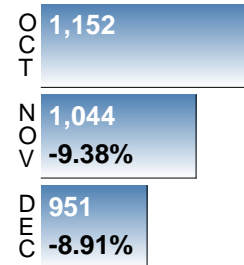
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 825

3 MONTHS



High
Mar 2017 = 1,487
Low
Dec 2013 = 733
Pending Listings
this month at **951**,
above the 5 yr DEC
average of **825**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	35	3.68%	24.0	24	8	3	0
\$25,001 - \$75,000	146	15.35%	29.5	68	72	5	1
\$75,001 - \$125,000	164	17.25%	31.0	30	124	10	0
\$125,001 - \$175,000	214	22.50%	35.0	20	160	32	2
\$175,001 - \$225,000	143	15.04%	44.0	8	73	56	6
\$225,001 - \$325,000	145	15.25%	28.0	5	58	72	10
\$325,001 and up	104	10.94%	50.5	5	25	58	16
Total Pending Units	951			160	520	236	35
Total Pending Volume	177,074,818	100%	35.0	16.24M	82.17M	63.62M	15.04M
Median Listing Price	\$153,000			\$65,000	\$140,000	\$243,775	\$319,000

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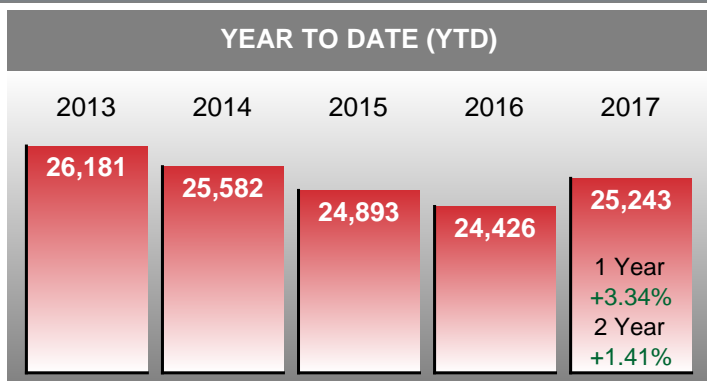
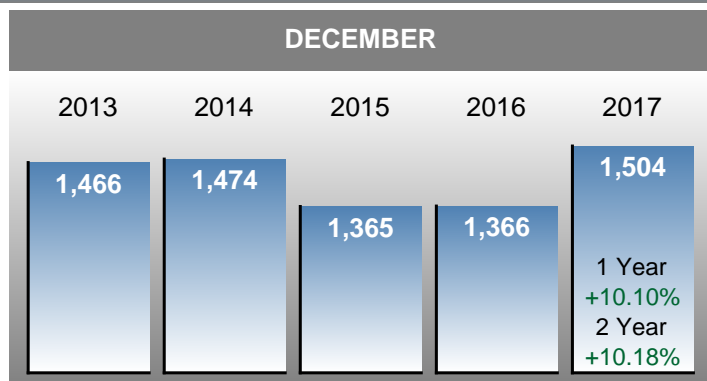
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NEW LISTINGS

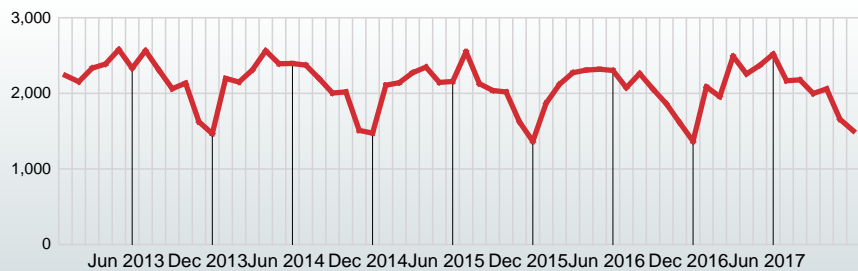
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 1,435

3 MONTHS



High
May 2013 = 2,579
Low
Dec 2015 = 1,365
New Listings
this month at **1,504**,
above the 5 yr DEC
average of **1,435**

OCT	2,059
NOV	1,657 -19.52%
DEC	1,504 -9.23%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	46	3.06%	39	6	1	0
\$25,001 - \$75,000	241	16.02%	142	85	14	0
\$75,001 - \$125,000	186	12.37%	55	118	12	1
\$125,001 - \$200,000	402	26.73%	43	285	66	8
\$200,001 - \$275,000	259	17.22%	21	116	105	17
\$275,001 - \$375,000	195	12.97%	13	61	102	19
\$375,001 and up	175	11.64%	38	22	78	37
Total New Listed Units	1,504		351	693	378	82
Total New Listed Volume	365,749,087	100%	83.00M	119.37M	119.94M	43.44M
Median New Listed Listing Price	\$174,900		\$75,000	\$154,500	\$269,975	\$347,687

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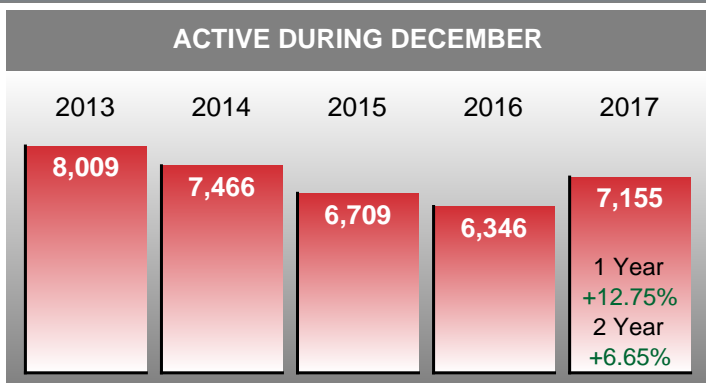
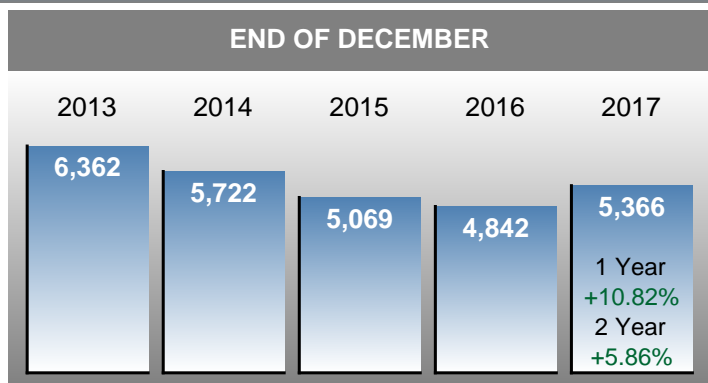
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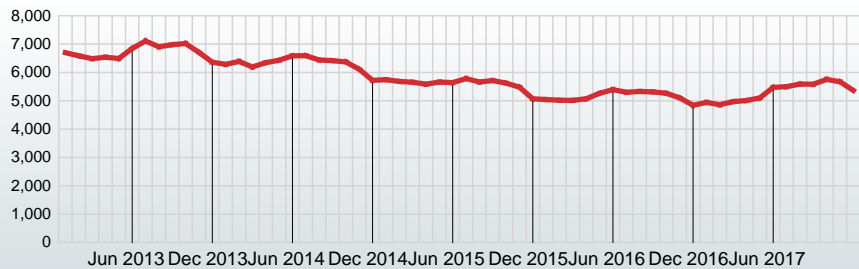
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 5,472 3 MONTHS



High
Jul 2013 = 7,108
Low
Dec 2016 = 4,842
Inventory
this month at **5,366**,
below the 5 yr DEC
average of **5,472**

OCT	5,754
NOV	5,672 -1.43%
DEC	5,366 -5.39%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	291	5.42%	80.0	282	8	0	1
\$25,001 - \$75,000	836	15.58%	75.5	581	196	59	0
\$75,001 - \$125,000	675	12.58%	74.0	252	361	56	6
\$125,001 - \$225,000	1,476	27.51%	65.0	231	873	346	26
\$225,001 - \$300,000	776	14.46%	66.0	66	264	383	63
\$300,001 - \$475,000	724	13.49%	75.5	76	135	424	89
\$475,001 and up	588	10.96%	86.0	129	52	218	189
Total Active Inventory by Units	5,366			1,617	1,889	1,486	374
Total Active Inventory by Volume	1,449,887,656	100%	73.0	337.86M	357.83M	504.93M	249.27M
Median Active Inventory Listing Price	\$177,250			\$70,000	\$159,900	\$285,000	\$479,950

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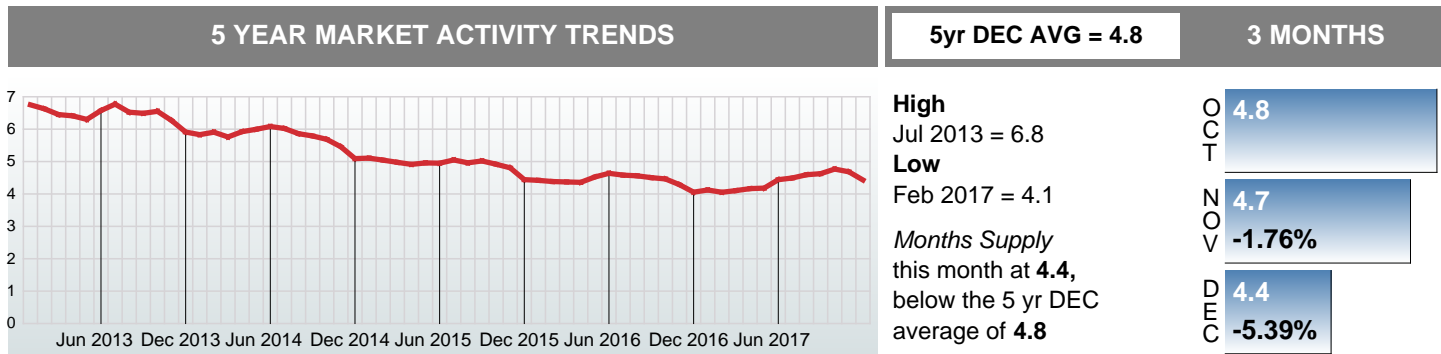
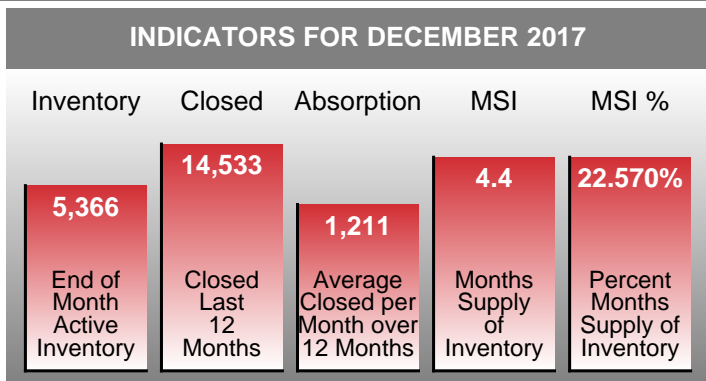
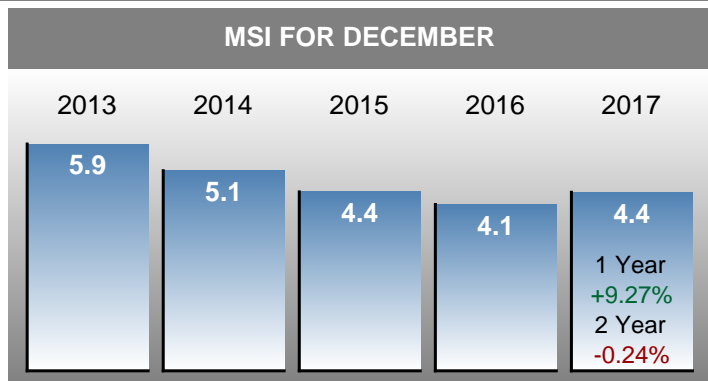
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$25,000 and less	291	5.42%	7.5	9.8	1.0	0.0	12.0
\$25,001 - \$75,000	836	15.58%	5.3	8.2	2.5	6.4	0.0
\$75,001 - \$125,000	675	12.58%	3.1	6.8	2.3	2.9	3.1
\$125,001 - \$225,000	1,476	27.51%	3.0	6.9	2.7	2.8	2.9
\$225,001 - \$300,000	776	14.46%	5.3	9.3	4.5	5.3	7.3
\$300,001 - \$475,000	724	13.49%	6.1	15.5	4.6	6.1	5.9
\$475,001 and up	588	10.96%	13.1	51.6	7.2	10.3	13.7
Market Supply of Inventory (MSI)	4.4	100%	4.4	8.7	2.9	4.7	7.6
Total Active Inventory by Units	5,366			1,617	1,889	1,486	374

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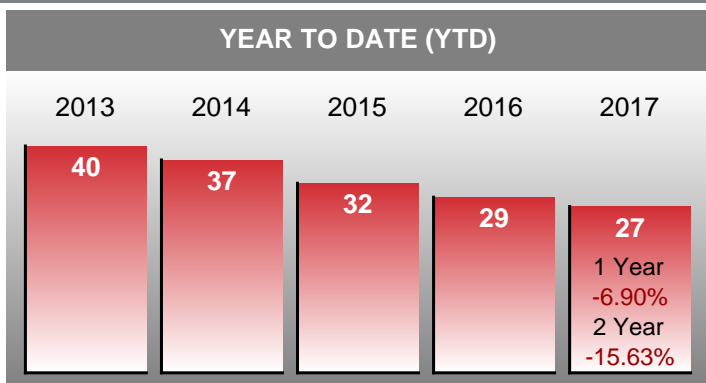
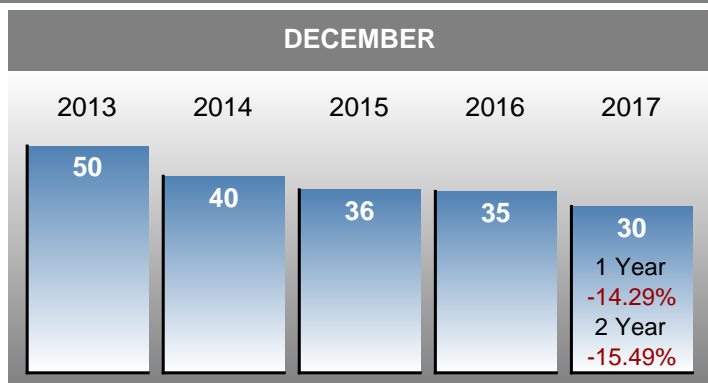
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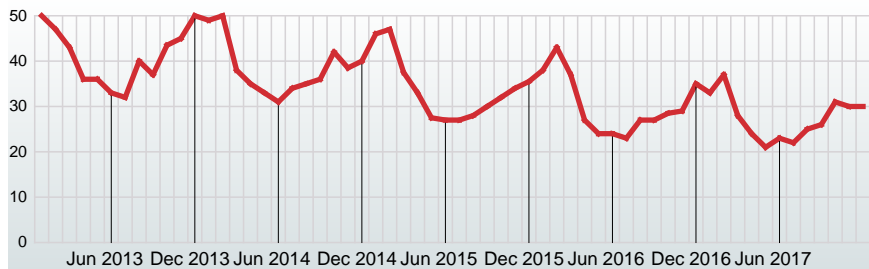


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 38 **3 MONTHS**

High
Feb 2014 = 50
Low
May 2017 = 21
Median Days on Market
this month at **30**,
below the 5 yr DEC
average of **38**

OCT	31
NOV	30 -3.23%
DEC	30 0.00%

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
\$25,000 and less	40	3.62%	38.5	38.0	38.5	72.0	0.0
\$25,001 - \$75,000	148	13.41%	18.5	20.0	14.0	32.5	0.0
\$75,001 - \$125,000	183	16.58%	27.0	22.0	28.0	51.0	69.5
\$125,001 - \$175,000	244	22.10%	35.0	43.5	30.0	42.0	38.0
\$175,001 - \$250,000	216	19.57%	38.0	5.0	40.0	46.5	26.5
\$250,001 - \$350,000	151	13.68%	22.0	8.0	13.0	31.0	56.5
\$350,001 and up	122	11.05%	36.5	1.0	28.0	38.0	67.0
Median Closed DOM	30.0			21.0	25.0	41.0	51.0
Total Closed Units	1,104	100%	30.0	185	596	277	46
Total Closed Volume	215,335,674			19.26M	103.69M	74.61M	17.77M

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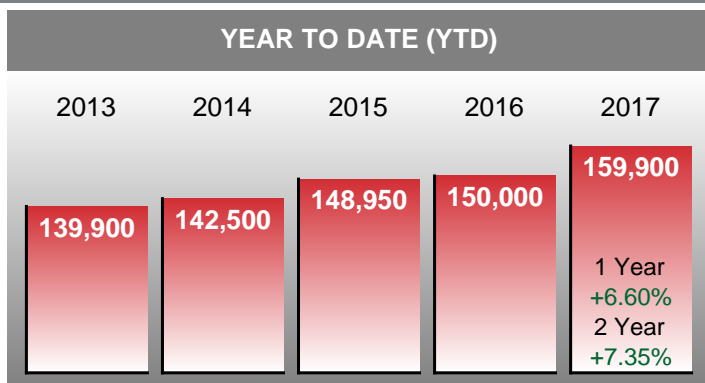
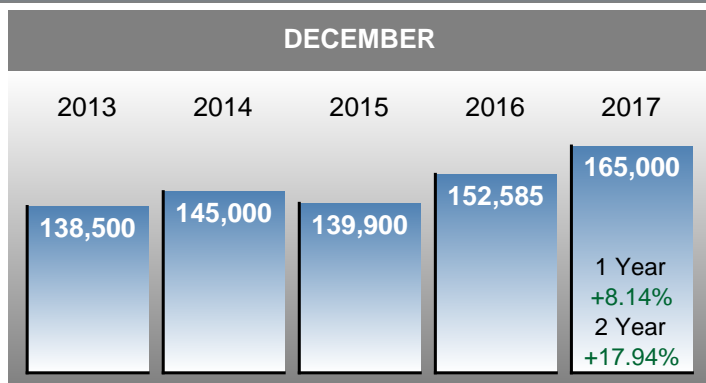
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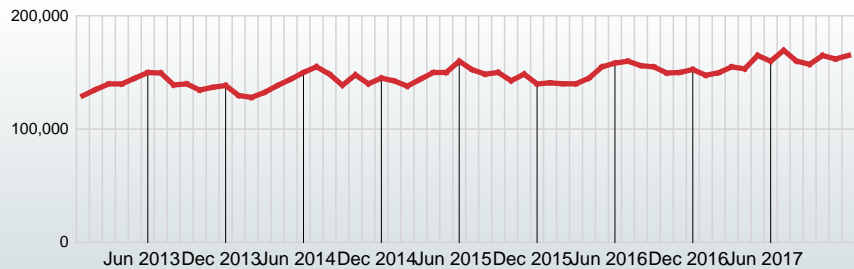
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 148,197 **3 MONTHS**



High
Jul 2017 = 169,500
Low
Feb 2014 = 128,000
Median List Price
this month at **165,000**,
above the 5 yr DEC
average of **148,197**

OCT	164,900
NOV	161,900 -1.82%
DEC	165,000 1.91%

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
\$25,000 and less	36	3.26%	18,750	19,500	14,900	0	0
\$25,001 - \$75,000	149	13.50%	49,900	41,500	59,550	60,000	0
\$75,001 - \$125,000	173	15.67%	108,000	102,500	109,000	109,900	89,900
\$125,001 - \$175,000	243	22.01%	149,900	147,450	149,900	150,000	152,450
\$175,001 - \$250,000	226	20.47%	210,000	210,850	207,500	215,000	199,500
\$250,001 - \$350,000	154	13.95%	298,500	300,000	292,700	293,986	294,900
\$350,001 and up	123	11.14%	449,000	461,500	425,000	425,000	489,300
Median List Price			165,000	69,500	154,900	245,000	360,687
Total Closed Units		100%	165,000	185	596	277	46
Total Closed Volume			222,110,858	20.44M	106.37M	76.78M	18.52M

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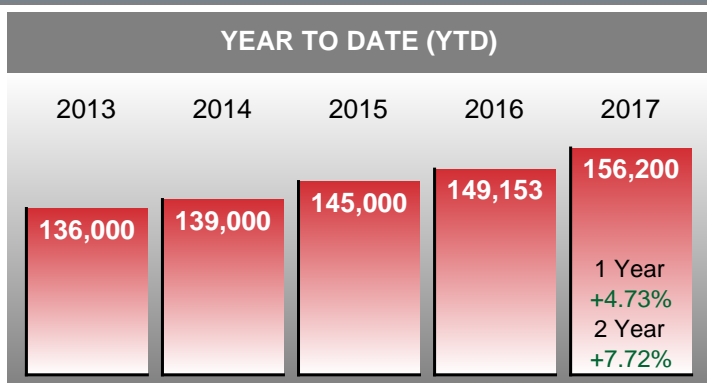
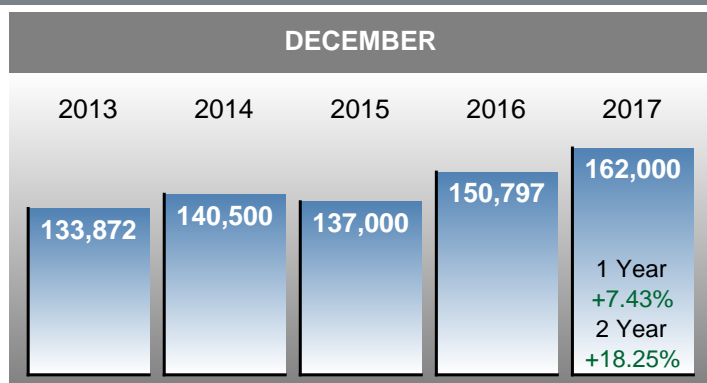
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MEDIAN SOLD PRICE AT CLOSING

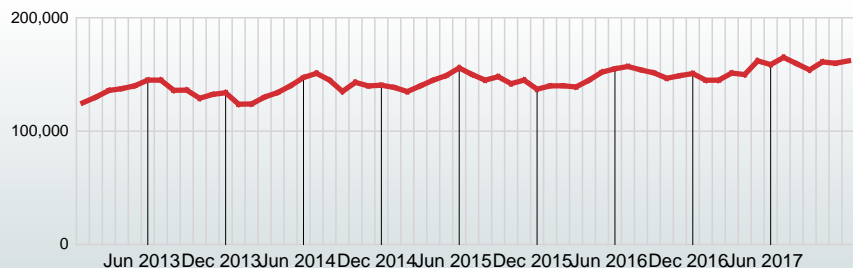
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 144,834

3 MONTHS



High
Jul 2017 = 165,000
Low
Jan 2014 = 123,750
Median Sold Price
this month at **162,000**,
above the 5 yr DEC
average of **144,834**

OCT	161,000
NOV	159,900
DEC	162,000
	-0.68%
	1.31%

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
\$25,000 and less	40	3.62%	19,000	19,000	18,000	25,000	0
\$25,001 - \$75,000	148	13.41%	48,250	41,500	58,014	58,100	0
\$75,001 - \$125,000	183	16.58%	107,000	100,000	109,950	109,600	106,450
\$125,001 - \$175,000	244	22.10%	150,000	150,000	149,900	155,500	150,000
\$175,001 - \$250,000	216	19.57%	210,000	214,280	210,000	216,663	197,500
\$250,001 - \$350,000	151	13.68%	285,780	300,000	283,333	291,458	286,406
\$350,001 and up	122	11.05%	425,000	558,250	410,000	410,000	464,000
Median Sold Price			162,000	60,000	150,200	243,050	360,687
Total Closed Units		100%	1,104	185	596	277	46
Total Closed Volume			215,335,674	19.26M	103.69M	74.61M	17.77M

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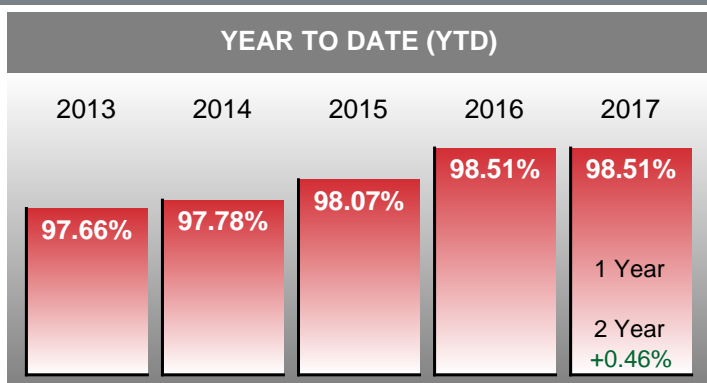
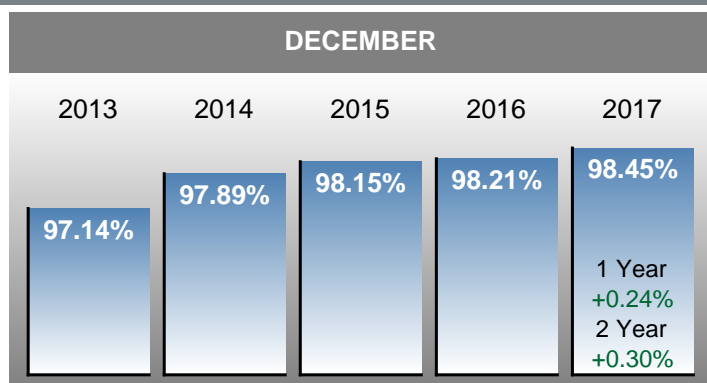
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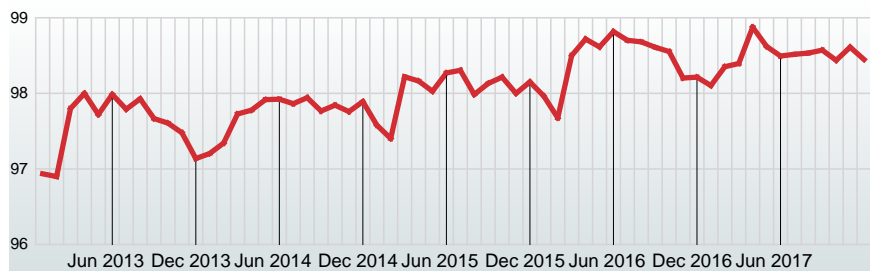


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 97.97% **3 MONTHS**

High
Apr 2017 = 98.88%
Low
Feb 2013 = 96.90%
Median Sold/List Ratio
this month at **98.45%**,
equal to 5 yr DEC
average of **97.97%**

OCT	98.44%
NOV	98.61%
DEC	98.45%
	-0.18%

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
\$25,000 and less	40	3.62%	89.70%	89.93%	82.90%	90.91%	0.00%
\$25,001 \$75,000	148	13.41%	94.39%	92.78%	96.57%	100.00%	0.00%
\$75,001 \$125,000	183	16.58%	98.91%	95.68%	99.15%	100.00%	96.48%
\$125,001 \$175,000	244	22.10%	98.93%	96.00%	99.38%	98.70%	96.73%
\$175,001 \$250,000	216	19.57%	99.06%	97.71%	98.90%	99.19%	98.43%
\$250,001 \$350,000	151	13.68%	99.13%	93.65%	98.68%	99.25%	100.00%
\$350,001 and up	122	11.05%	97.45%	98.33%	97.89%	96.84%	97.40%
Median Sold/List Ratio	98.45%			94.29%	98.83%	98.89%	97.75%
Total Closed Units	1,104	100%	98.45%	185	596	277	46
Total Closed Volume	215,335,674			19.26M	103.69M	74.61M	17.77M

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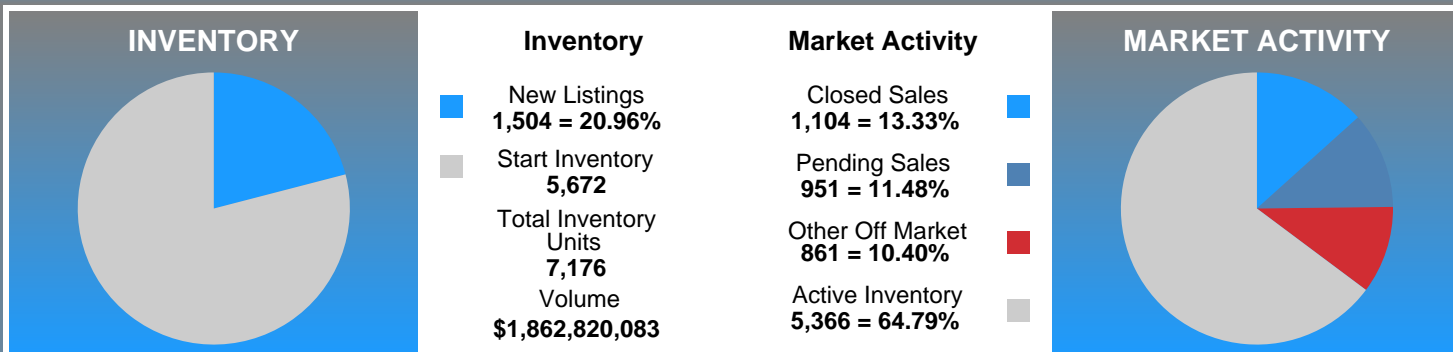
December 2017

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



MARKET SUMMARY

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

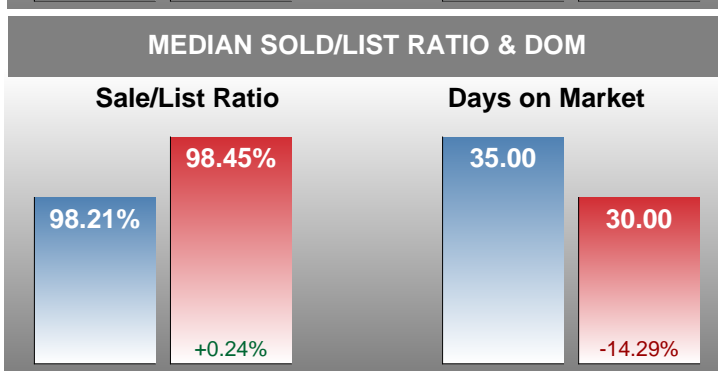
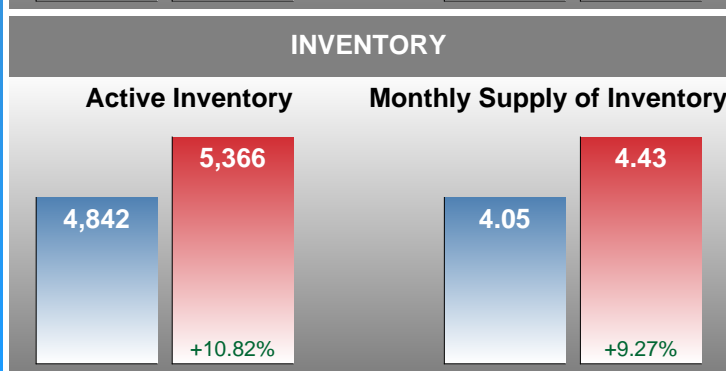
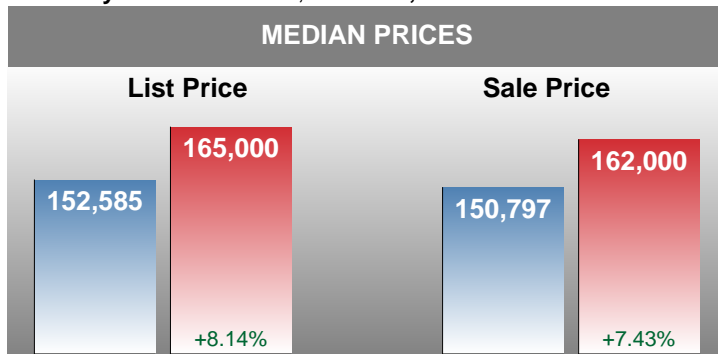
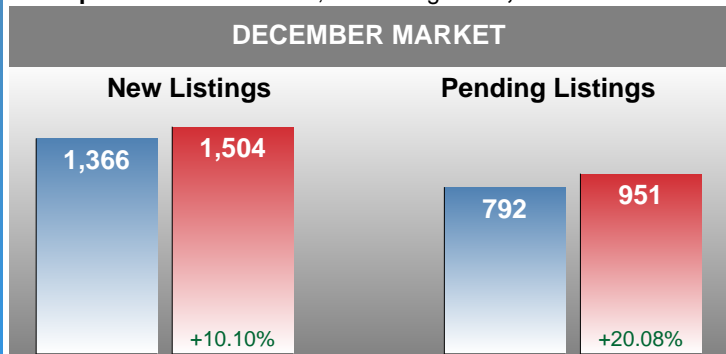


Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,104	1,104	0.00%	14,330	14,533	1.42%
Pending Sales	792	951	20.08%	14,584	15,052	3.21%
New Listings	1,366	1,504	10.10%	24,426	25,243	3.34%
Median List Price	152,585	165,000	8.14%	150,000	159,900	6.60%
Median Sale Price	150,797	162,000	7.43%	149,153	156,200	4.73%
Median Percent of Selling Price to List Price	98.21%	98.45%	0.24%	98.51%	98.51%	-0.00%
Median Days on Market to Sale	35.00	30.00	-14.29%	29.00	27.00	-6.90%
Monthly Inventory	4,842	5,366	10.82%	4,842	5,366	10.82%
Months Supply of Inventory	4.05	4.43	9.27%	4.05	4.43	9.27%

Absorption: Last 12 months, an Average of **1,211** Sales/Month

Inventory on December 31, 2017 = **5,366**

2016 2017



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