



December 2017

Area Delimited by County Of Rogers

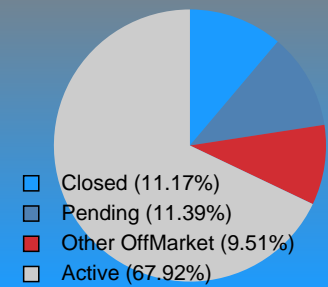


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	125	101	-19.20%
Pending Listings	84	103	22.62%
New Listings	161	168	4.35%
Median List Price	169,000	167,500	-0.89%
Median Sale Price	164,900	159,900	-3.03%
Median Percent of List Price to Selling Price	99.41%	98.11%	-1.31%
Median Days on Market to Sale	35.00	37.00	5.71%
End of Month Inventory	584	614	5.14%
Months Supply of Inventory	4.89	4.90	0.31%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of December 31, 2017 = **614**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **5.14%** to 614 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **4.90** 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 **3.03%** in December 2017 to \$159,900 versus the previous year at \$164,900.

Median Days on Market Lengthens

The median number of **37.00** days that homes spent on the market before selling increased by 2.00 days or **5.71%** 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 falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 168 New Listings in December 2017, up **4.35%** from last year at 161. Furthermore, there were 101 Closed Listings this month versus last year at 125, a **-19.20%** decrease.

Closed versus Listed trends yielded a **60.1%** ratio, down from previous year's, December 2016, at **77.6%**, a **22.57%** 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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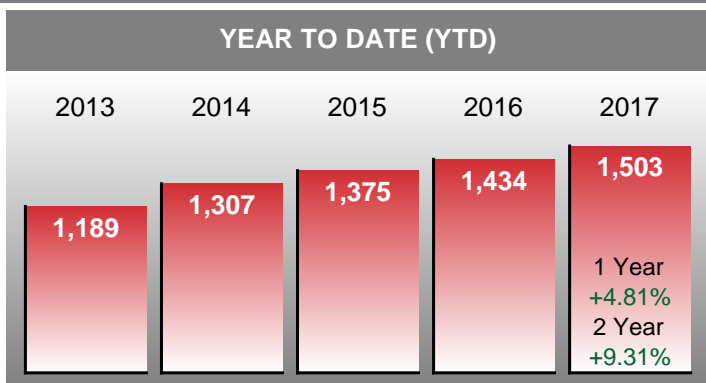
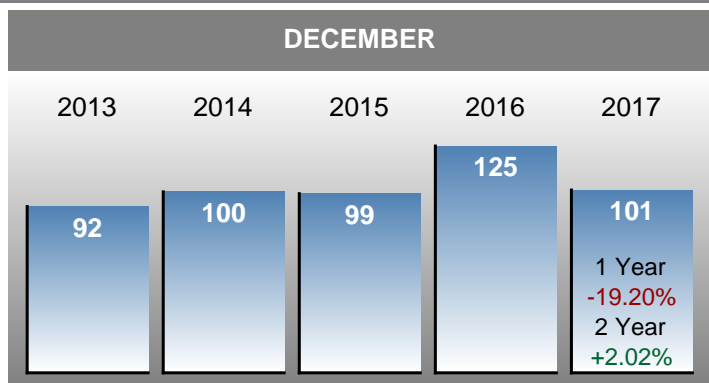
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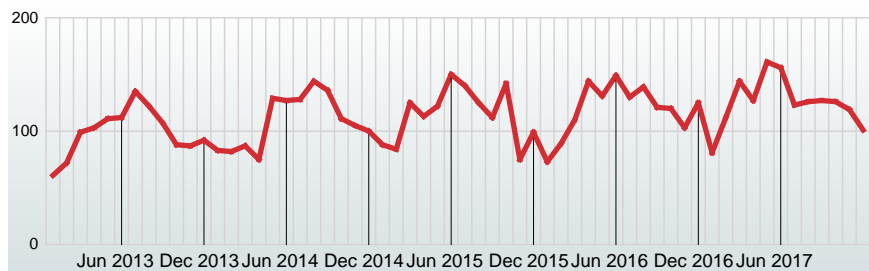
CLOSED LISTINGS

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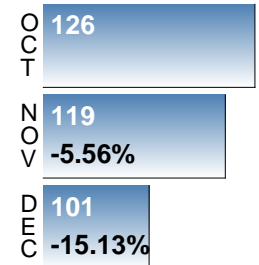


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 103
3 MONTHS



High
May 2017 = 161
Low
Jan 2013 = 61
Closed Listings
this month at **101**,
below the 5 yr DEC
average of **103**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.91%	60.0	8	0	1	0
\$50,001 - \$100,000	12	11.88%	24.0	3	7	2	0
\$100,001 - \$125,000	10	9.90%	55.0	1	7	2	0
\$125,001 - \$200,000	32	31.68%	47.5	2	23	6	1
\$200,001 - \$250,000	14	13.86%	50.0	1	13	0	0
\$250,001 - \$350,000	13	12.87%	7.0	1	6	6	0
\$350,001 and up	11	10.89%	65.0	0	4	5	2
Total Closed Units	101			16	60	22	3
Total Closed Volume	19,301,288	100%	37.0	1.39M	11.24M	5.48M	1.19M
Median Closed Price	\$159,900			\$54,500	\$159,450	\$232,575	\$435,000

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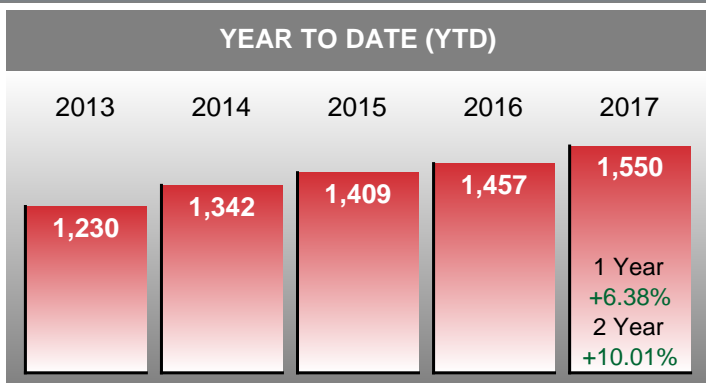
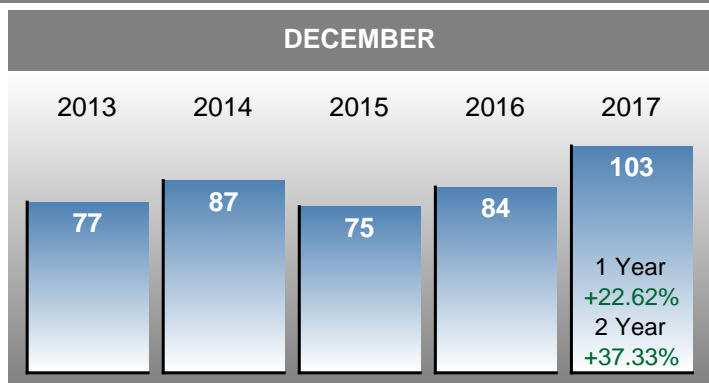
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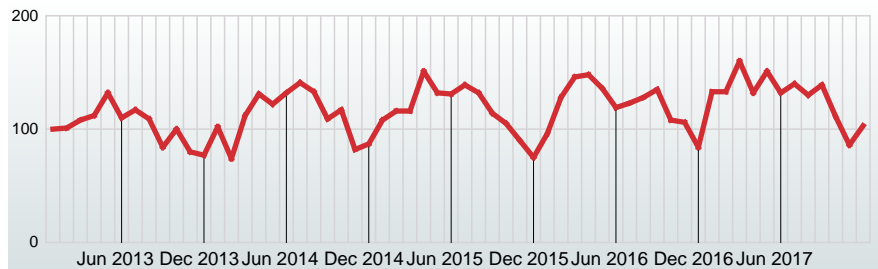


PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 85 **3 MONTHS**

High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **103**,
above the 5 yr DEC
average of **85**

OCT	111
NOV	86
-22.52%	
DEC	103
19.77%	

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	8	7.77%	40.0	7	1	0	0
\$25,001 - \$75,000	11	10.68%	41.0	7	3	1	0
\$75,001 - \$125,000	12	11.65%	26.0	1	9	2	0
\$125,001 - \$200,000	30	29.13%	77.0	0	20	10	0
\$200,001 - \$250,000	16	15.53%	5.5	0	9	6	1
\$250,001 - \$300,000	15	14.56%	57.0	1	6	8	0
\$300,001 and up	11	10.68%	16.0	0	2	9	0
Total Pending Units	103			16	50	36	1
Total Pending Volume	19,064,498	100%	30.0	798.55K	8.64M	9.42M	208.00K
Median Listing Price	\$175,000			\$29,500	\$161,750	\$246,250	\$208,000

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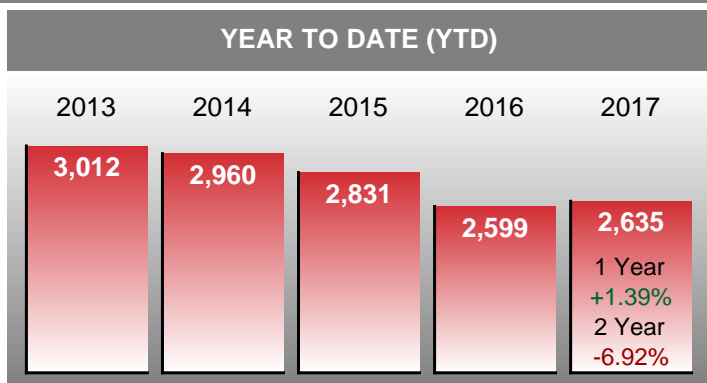
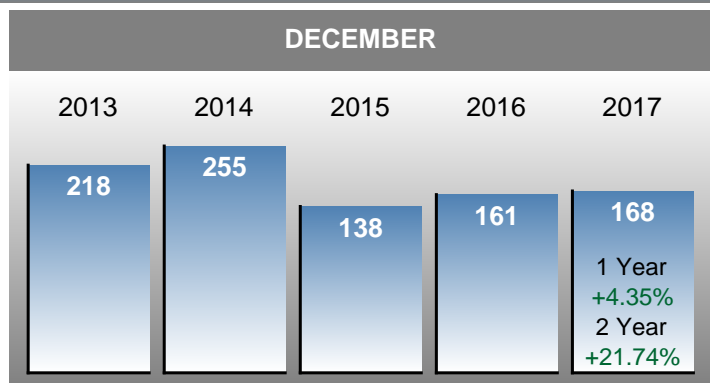
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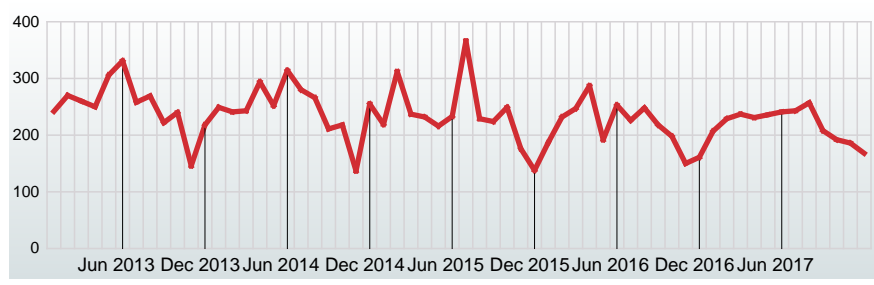


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 188** **3 MONTHS**



High
Jul 2015 = 366

Low
Nov 2014 = 137

New Listings
this month at **168**,
below the 5 yr DEC
average of **188**

OCT	192
NOV	186 -3.13%
DEC	168 -9.68%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	8.93%	11	4	0	0
\$50,001 - \$100,000	15	8.93%	7	8	0	0
\$100,001 - \$150,000	27	16.07%	1	21	5	0
\$150,001 - \$225,000	44	26.19%	0	27	15	2
\$225,001 - \$275,000	26	15.48%	1	15	8	2
\$275,001 - \$400,000	25	14.88%	7	5	11	2
\$400,001 and up	16	9.52%	7	1	7	1
Total New Listed Units	168		34	81	46	7
Total New Listed Volume	38,561,107	100%	8.96M	14.10M	13.24M	2.26M
Median New Listed Listing Price	\$195,450		\$88,700	\$159,900	\$254,450	\$265,000

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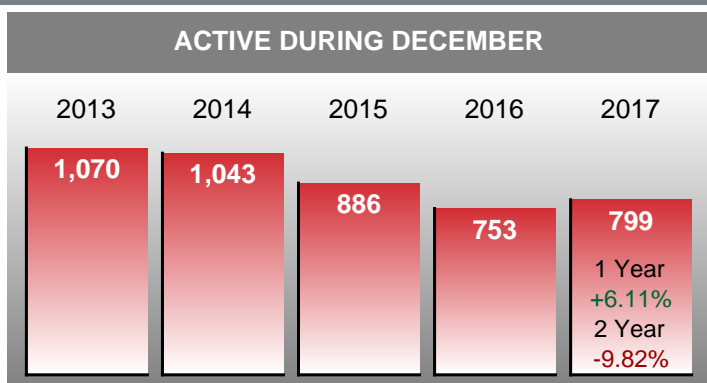
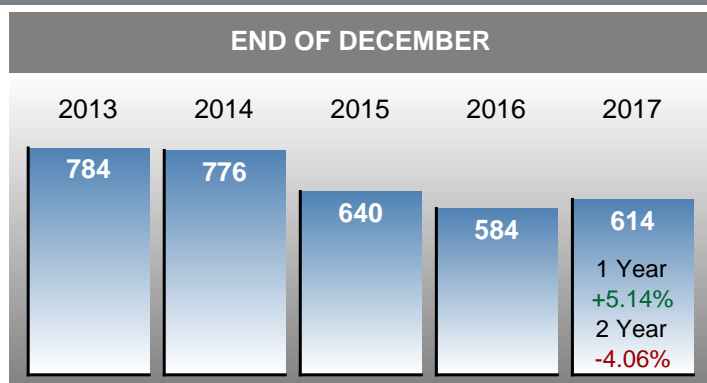
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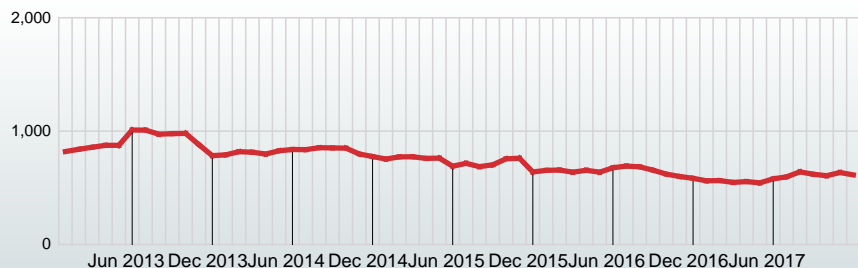
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 680
3 MONTHS



High
Jun 2013 = 1,010

Low
May 2017 = 544

Inventory
this month at **614**,
below the 5 yr DEC
average of **680**

OCT	607
NOV	635
	4.61%
DEC	614
	-3.31%

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	58	9.45%	77.5	57	1	0	0
\$25,001 - \$75,000	76	12.38%	108.5	63	12	1	0
\$75,001 - \$125,000	72	11.73%	84.0	30	34	5	3
\$125,001 - \$200,000	162	26.38%	62.0	25	98	35	4
\$200,001 - \$275,000	89	14.50%	59.0	5	45	37	2
\$275,001 - \$475,000	95	15.47%	64.0	15	15	54	11
\$475,001 and up	62	10.10%	96.0	13	6	20	23
Total Active Inventory by Units			614	208	211	152	43
Total Active Inventory by Volume			151,166,491	30.15M	42.49M	47.07M	31.46M
Median Active Inventory Listing Price			\$175,000	\$50,390	\$169,000	\$269,350	\$514,900

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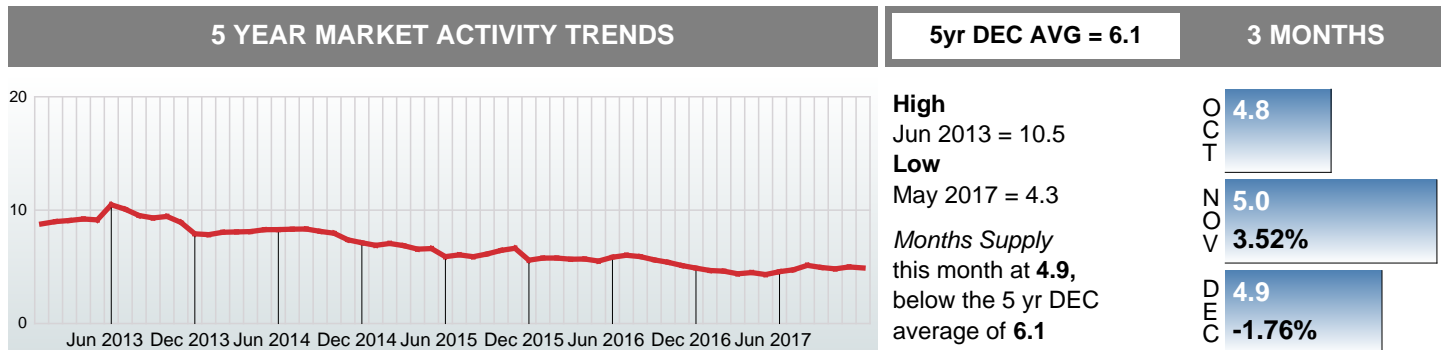
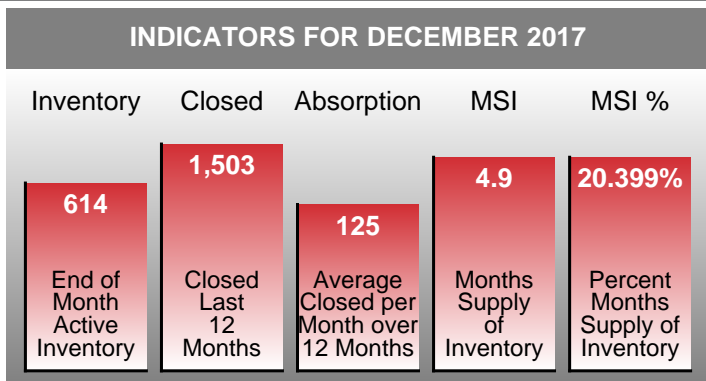
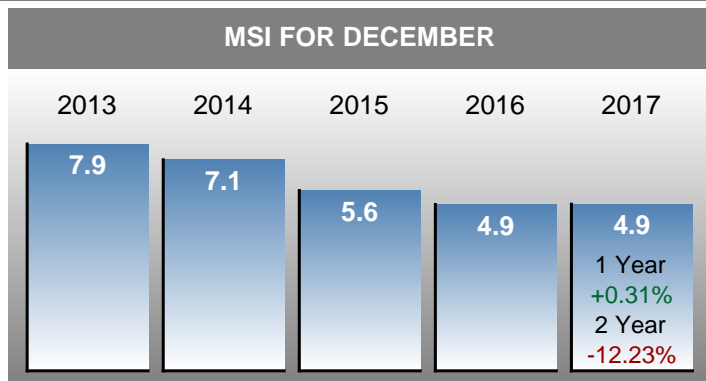
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MONTHS SUPPLY of INVENTORY (MSI)

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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	58	9.45%	12.2	13.7	2.0	0.0	0.0
\$25,001 - \$75,000	76	12.38%	5.3	8.8	2.0	1.0	0.0
\$75,001 - \$125,000	72	11.73%	3.2	7.1	2.2	2.0	36.0
\$125,001 - \$200,000	162	26.38%	3.6	9.1	3.1	3.7	4.8
\$200,001 - \$275,000	89	14.50%	4.9	7.5	5.0	4.7	2.7
\$275,001 - \$475,000	95	15.47%	5.7	20.0	4.4	5.3	4.9
\$475,001 and up	62	10.10%	16.2	156.0	36.0	9.2	16.2
Market Supply of Inventory (MSI)	4.9	100%	4.9	10.5	3.2	4.5	7.8
Total Active Inventory by Units	614			208	211	152	43

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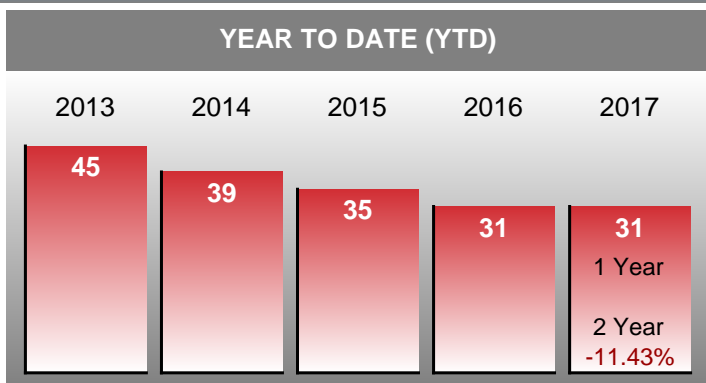
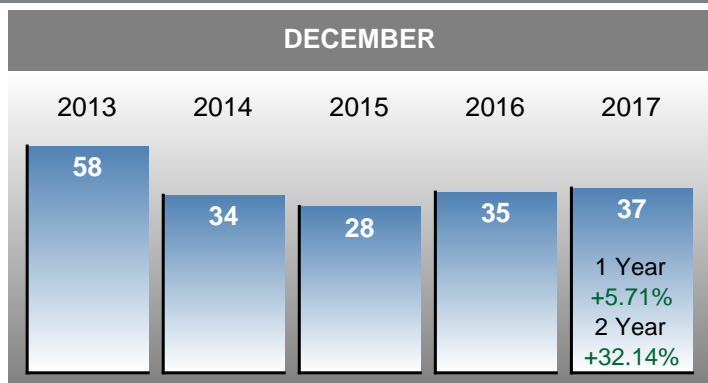
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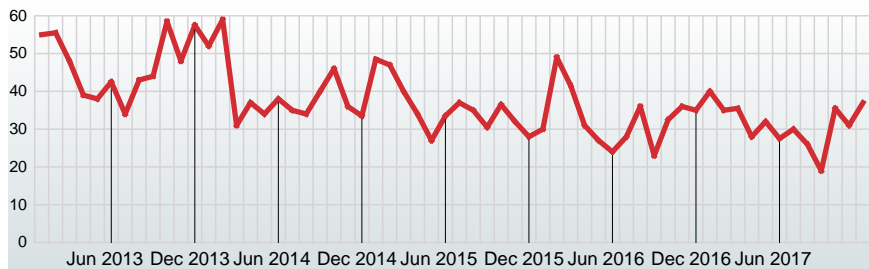


MEDIAN DAYS ON MARKET TO SALE

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 = 59
Low
 Sep 2017 = 19
Median Days on Market
 this month at **37**,
 below the 5 yr DEC
 average of **38**

OCT	36
NOV	31
DEC	37

-12.68%
19.35%

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
\$50,000 and less	9	8.91%	60.0	48.5	0.0	67.0	0.0
\$50,001 - \$100,000	12	11.88%	24.0	19.0	26.0	31.5	0.0
\$100,001 - \$125,000	10	9.90%	55.0	16.0	68.0	45.5	0.0
\$125,001 - \$200,000	32	31.68%	47.5	36.0	58.0	66.0	10.0
\$200,001 - \$250,000	14	13.86%	50.0	140.0	44.0	0.0	0.0
\$250,001 - \$350,000	13	12.87%	7.0	2.0	22.0	6.0	0.0
\$350,001 and up	11	10.89%	65.0	0.0	89.5	31.0	92.5
Median Closed DOM	37.0			29.5	50.0	27.0	14.0
Total Closed Units	101	100%	37.0	16	60	22	3
Total Closed Volume	19,301,288			1.39M	11.24M	5.48M	1.19M

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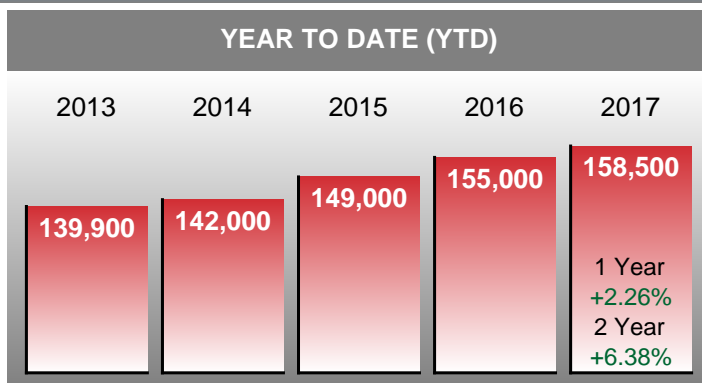
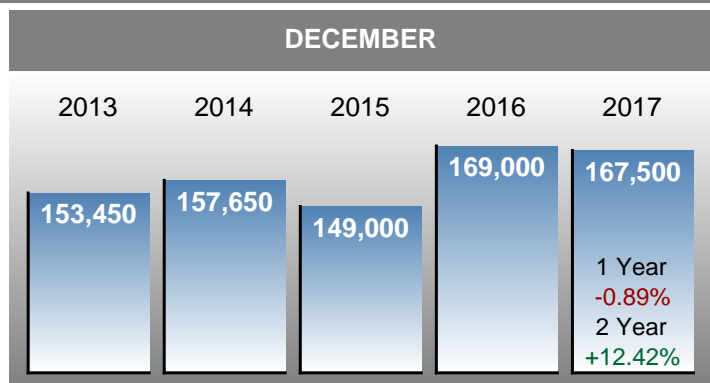
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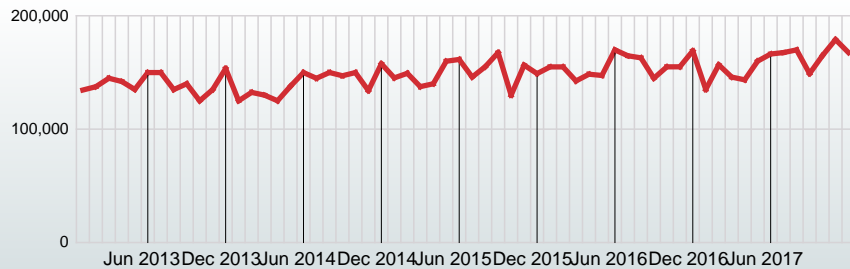
MEDIAN LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 159,320
3 MONTHS



High
Nov 2017 = 179,000

Low
Apr 2014 = 125,000

Median List Price
this month at **167,500**,
above the 5 yr DEC
average of **159,320**

OCT	164,950
NOV	179,000
	8.52%
DEC	167,500
	-6.42%

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
\$50,000 and less	10	9.90%	25,750	19,750	50,000	39,900	0
\$50,001 - \$100,000	13	12.87%	94,000	95,000	79,900	99,500	0
\$100,001 - \$125,000	7	6.93%	123,800	107,000	124,350	0	0
\$125,001 - \$200,000	33	32.67%	162,500	160,000	159,900	184,900	142,000
\$200,001 - \$250,000	14	13.86%	233,250	234,000	232,500	0	0
\$250,001 - \$350,000	13	12.87%	295,900	345,000	301,686	290,679	0
\$350,001 and up	11	10.89%	448,229	0	437,450	424,900	578,115
Median List Price			167,500	61,500	166,900	231,500	448,229
Total Closed Units		100%	167,500	16	60	22	3
Total Closed Volume			19,862,463	1.47M	11.53M	5.56M	1.30M

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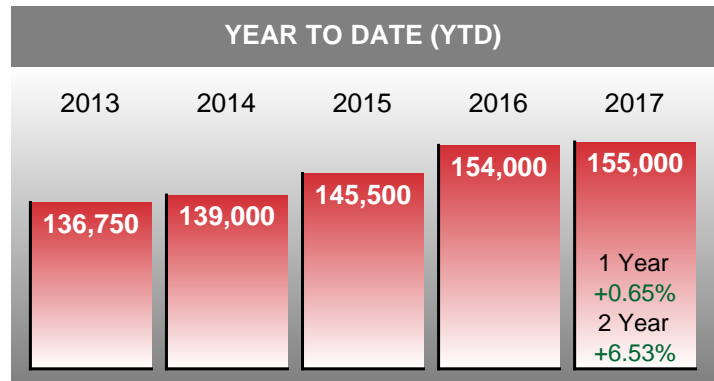
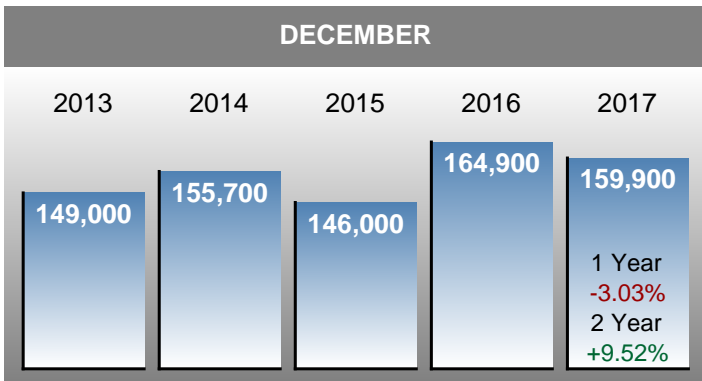
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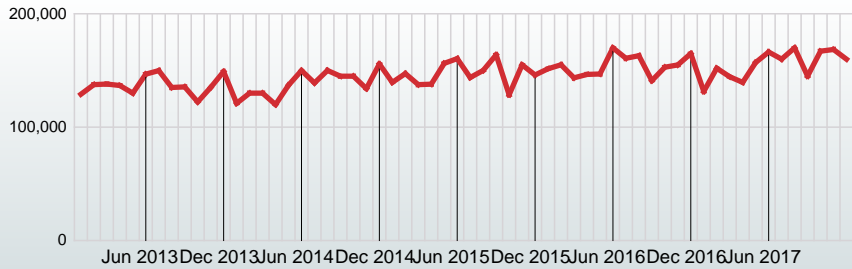
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 155,100 **3 MONTHS**



High
 Aug 2017 = 169,900
Low
 Apr 2014 = 119,900
Median Sold Price
 this month at **159,900**,
 above the 5 yr DEC
 average of **155,100**

OCT	167,000
NOV	168,500
DEC	159,900
	-5.10%

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
\$50,000 and less	9	8.91%	19,500	18,000	0	45,000	0
\$50,001 - \$100,000	12	11.88%	78,950	78,000	79,900	79,700	0
\$100,001 - \$125,000	10	9.90%	120,375	103,000	122,000	114,800	0
\$125,001 - \$200,000	32	31.68%	155,000	156,000	155,000	181,000	136,320
\$200,001 - \$250,000	14	13.86%	226,731	228,000	225,462	0	0
\$250,001 - \$350,000	13	12.87%	291,458	345,000	291,000	287,729	0
\$350,001 and up	11	10.89%	415,000	0	397,000	397,500	526,000
Median Sold Price			159,900	54,500	159,450	232,575	435,000
Total Closed Units		100%	159,900	16	60	22	3
Total Closed Volume			19,301,288	1.39M	11.24M	5.48M	1.19M

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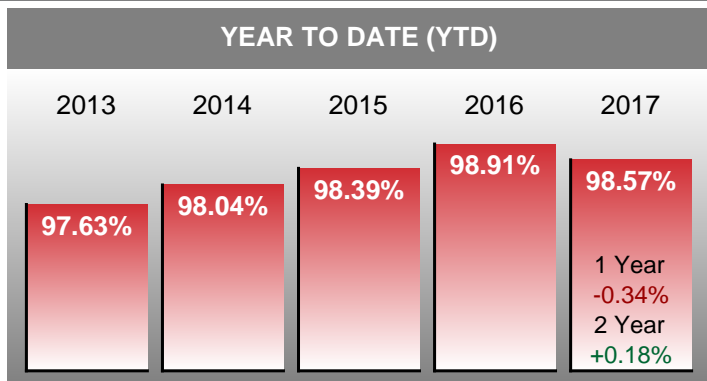
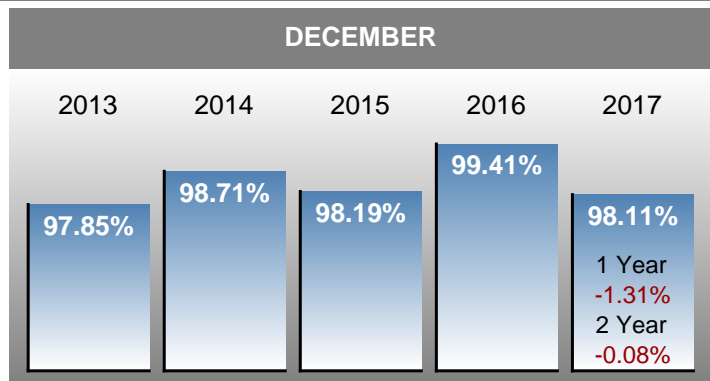
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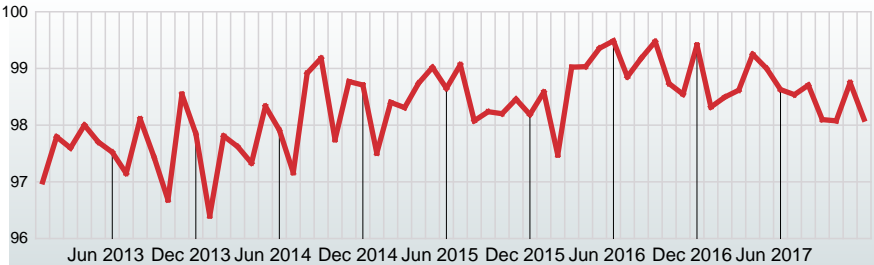


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 98.45%** **3 MONTHS**



High
Jun 2016 = 99.49%

Low
Jan 2014 = 96.40%

Median Sold/List Ratio
this month at **98.11%**,
equal to 5 yr DEC
average of **98.45%**

OCT	98.08%
NOV	98.75%
DEC	98.11%
DEC	-0.65%

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
\$50,000 and less	9	8.91%	91.67%	91.18%	0.00%	112.78%	0.00%
\$50,001 \$100,000	12	11.88%	96.86%	85.79%	96.88%	100.00%	0.00%
\$100,001 \$125,000	10	9.90%	97.61%	96.26%	97.68%	99.55%	0.00%
\$125,001 \$200,000	32	31.68%	98.77%	97.78%	98.80%	98.35%	96.00%
\$200,001 \$250,000	14	13.86%	99.29%	97.44%	100.00%	0.00%	0.00%
\$250,001 \$350,000	13	12.87%	100.00%	100.00%	99.34%	99.15%	0.00%
\$350,001 and up	11	10.89%	98.25%	0.00%	97.36%	100.00%	92.10%
Median Sold/List Ratio		98.11%		92.55%	98.72%	100.00%	96.00%
Total Closed Units		101		16	60	22	3
Total Closed Volume		19,301,288		1.39M	11.24M	5.48M	1.19M

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Area Delimited by County Of Rogers



MARKET SUMMARY

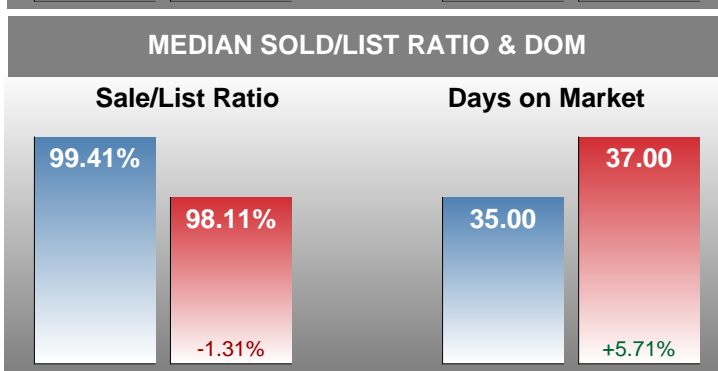
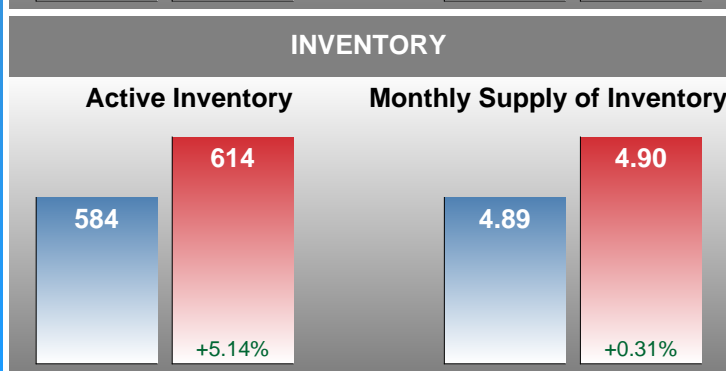
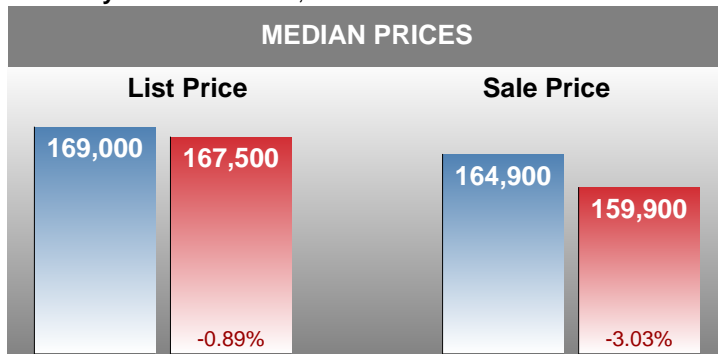
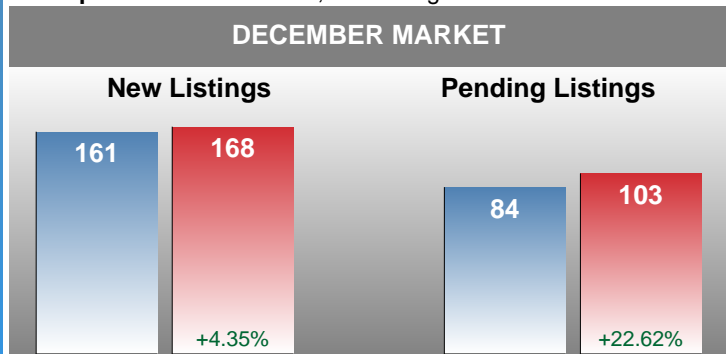
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	125	101	-19.20%	1,434	1,503	4.81%
Pending Sales	84	103	22.62%	1,457	1,550	6.38%
New Listings	161	168	4.35%	2,599	2,635	1.39%
Median List Price	169,000	167,500	-0.89%	155,000	158,500	2.26%
Median Sale Price	164,900	159,900	-3.03%	154,000	155,000	0.65%
Median Percent of Selling Price to List Price	99.41%	98.11%	-1.31%	98.91%	98.57%	-0.34%
Median Days on Market to Sale	35.00	37.00	5.71%	31.00	31.00	0.00%
Monthly Inventory	584	614	5.14%	584	614	5.14%
Months Supply of Inventory	4.89	4.90	0.31%	4.89	4.90	0.31%

Absorption: Last 12 months, an Average of **125** Sales/Month

Inventory on December 31, 2017 = **614** 2016 2017



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