



December 2017

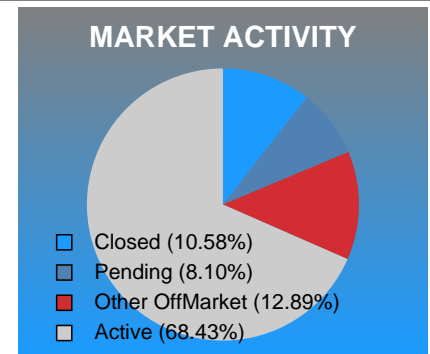
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	64	64	0.00%
Pending Listings	48	49	2.08%
New Listings	107	94	-12.15%
Median List Price	115,000	144,500	25.65%
Median Sale Price	116,535	139,000	19.28%
Median Percent of List Price to Selling Price	96.54%	96.83%	0.30%
Median Days on Market to Sale	52.00	58.50	12.50%
End of Month Inventory	403	414	2.73%
Months Supply of Inventory	5.73	6.04	5.35%



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of December 31, 2017 = **414**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **2.73%** to 414 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.04** 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 **19.28%** in December 2017 to \$139,000 versus the previous year at \$116,535.

Median Days on Market Lengthens

The median number of **58.50** days that homes spent on the market before selling increased by 6.50 days or **12.50%** in December 2017 compared to last year's same month at **52.00** DOM.

Sales Success for December 2017 is Positive

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

There were 94 New Listings in December 2017, down **12.15%** from last year at 107. Furthermore, there were 64 Closed Listings this month versus last year at 64, a **0.00%** decrease.

Closed versus Listed trends yielded a **68.1%** ratio, up from previous year's, December 2016, at **59.8%**, a **13.83%** upswing. 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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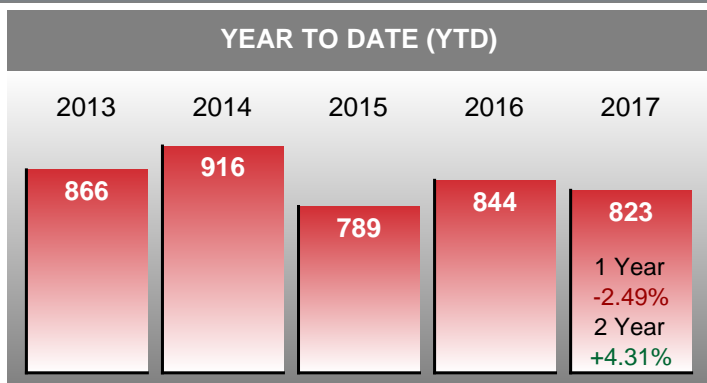
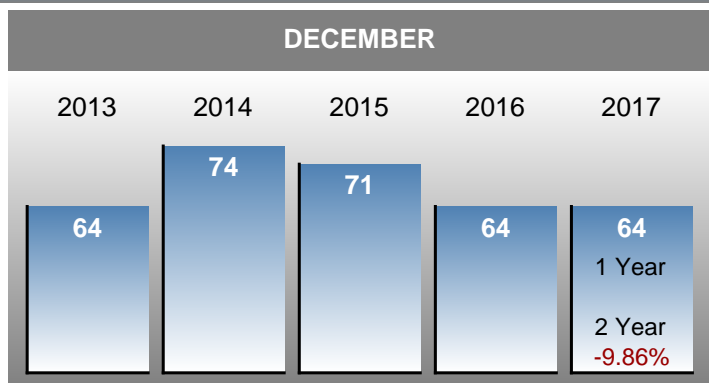
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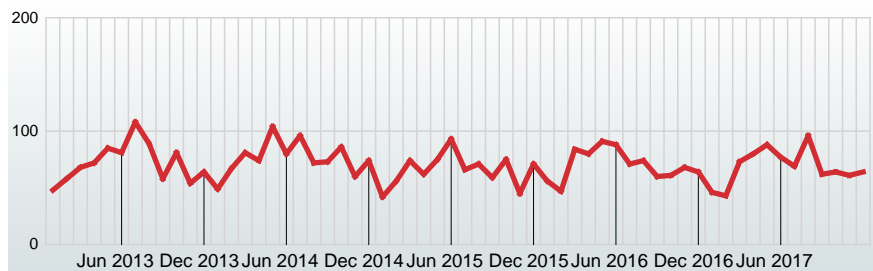


CLOSED LISTINGS

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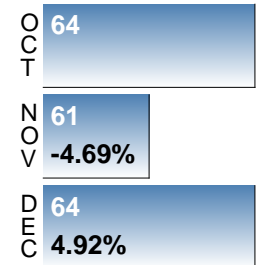


5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 67 **3 MONTHS**

High
Jul 2013 = 108
Low
Jan 2015 = 42
Closed Listings
this month at **64**,
below the 5 yr DEC
average of **67**



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	5	7.81%	11.0	1	4	0	0
\$50,001 - \$80,000	9	14.06%	62.0	2	6	1	0
\$80,001 - \$110,000	9	14.06%	60.0	1	5	3	0
\$110,001 - \$160,000	16	25.00%	62.5	1	7	7	1
\$160,001 - \$220,000	11	17.19%	70.0	0	3	7	1
\$220,001 - \$300,000	8	12.50%	19.5	0	3	4	1
\$300,001 and up	6	9.38%	61.0	0	1	4	1
Total Closed Units	64			5	29	26	4
Total Closed Volume	10,297,067	100%	58.5	371.50K	3.65M	5.20M	1.08M
Median Closed Price	\$139,000			\$57,500	\$101,500	\$192,000	\$215,788

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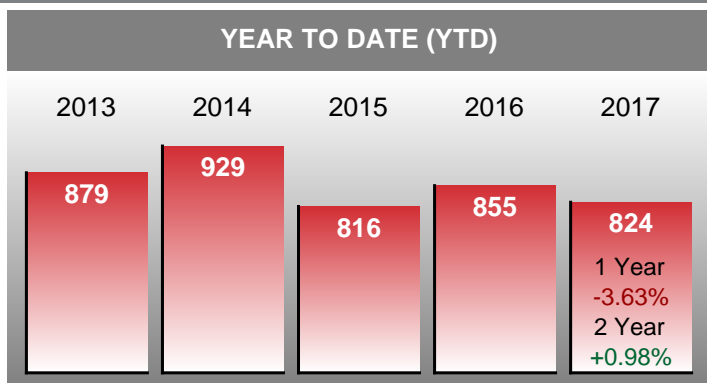
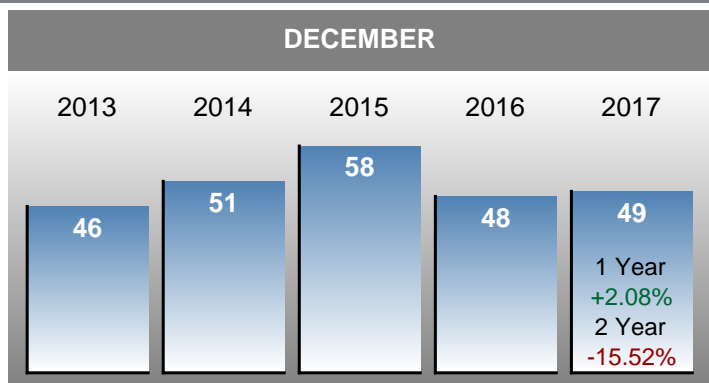
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PENDING LISTINGS

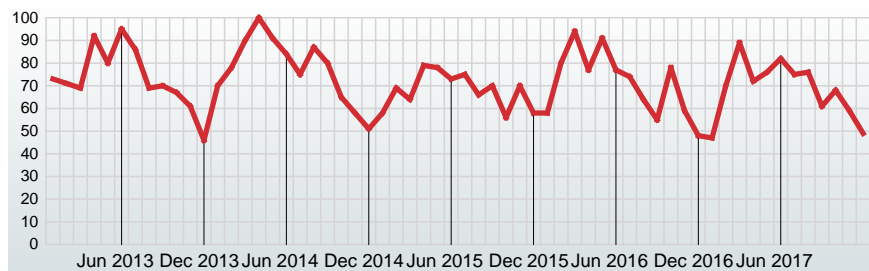
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 50

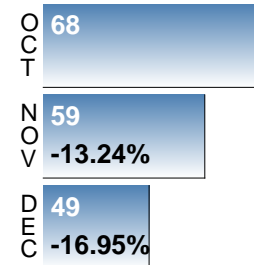
3 MONTHS



High
Apr 2014 = 100

Low
Dec 2013 = 46

Pending Listings
this month at **49**,
below the 5 yr DEC
average of **50**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.12%	45.0	1	2	0	0
\$30,001 \$50,000	6	12.24%	102.5	2	3	1	0
\$50,001 \$70,000	6	12.24%	16.0	1	5	0	0
\$70,001 \$90,000	13	26.53%	20.0	2	9	1	1
\$90,001 \$140,000	9	18.37%	95.0	1	6	2	0
\$140,001 \$190,000	7	14.29%	80.0	0	5	2	0
\$190,001 and up	5	10.20%	67.0	0	2	3	0
Total Pending Units	49			7	32	9	1
Total Pending Volume	5,062,950	100%	59.0	394.05K	3.23M	1.37M	75.00K
Median Listing Price	\$82,000			\$52,500	\$85,500	\$149,900	\$75,000

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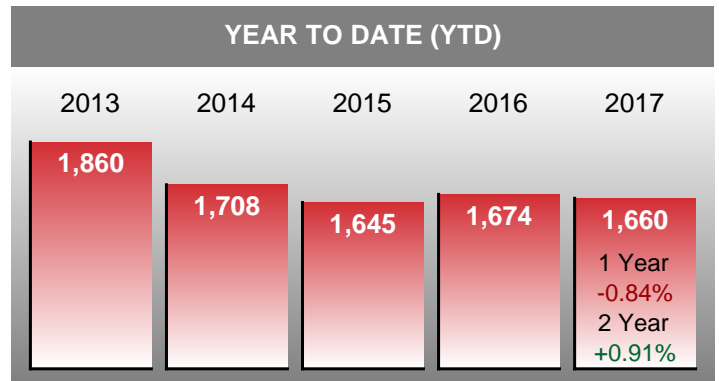
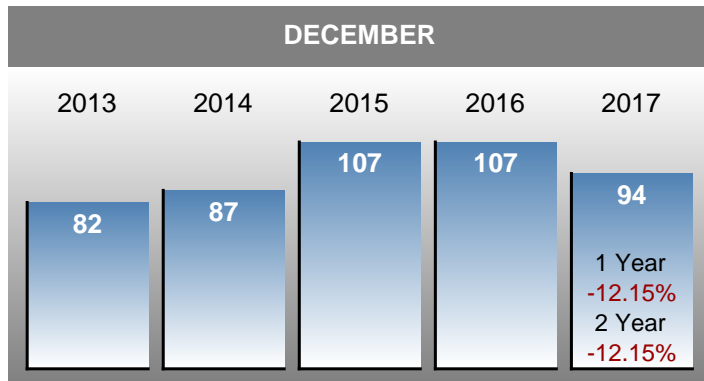
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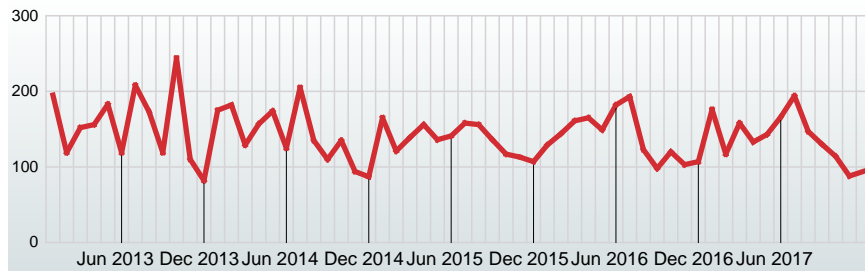


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



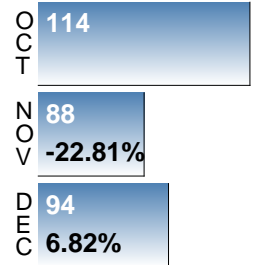
5yr DEC AVG = 95

3 MONTHS

High
Oct 2013 = 244

Low
Dec 2013 = 82

New Listings
this month at **94**,
below the 5 yr DEC
average of **95**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$20,000	24	25.53%	23	1	0	0
\$20,001 - \$60,000	10	10.64%	2	6	1	1
\$60,001 - \$130,000	22	23.40%	7	12	2	1
\$130,001 - \$180,000	17	18.09%	1	8	8	0
\$180,001 - \$290,000	8	8.51%	0	2	5	1
\$290,001 and up	13	13.83%	2	3	7	1
Total New Listed Units	94		35	32	23	4
Total New Listed Volume	11,835,844	100%	1.91M	4.35M	4.94M	638.80K
Median New Listed Listing Price	\$93,250		\$17,000	\$97,500	\$204,750	\$157,000

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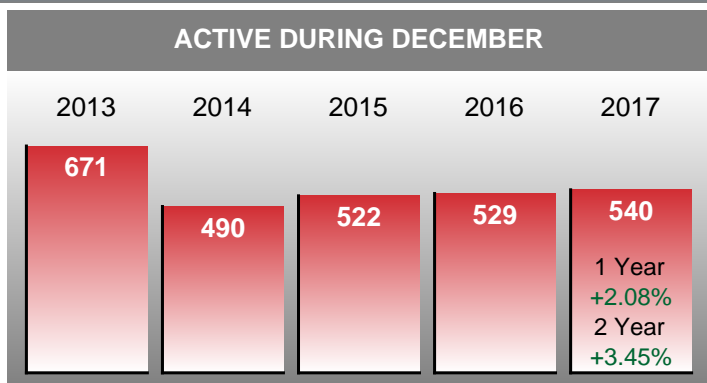
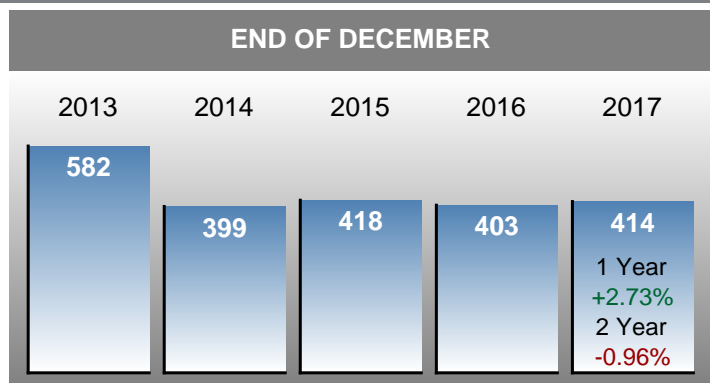
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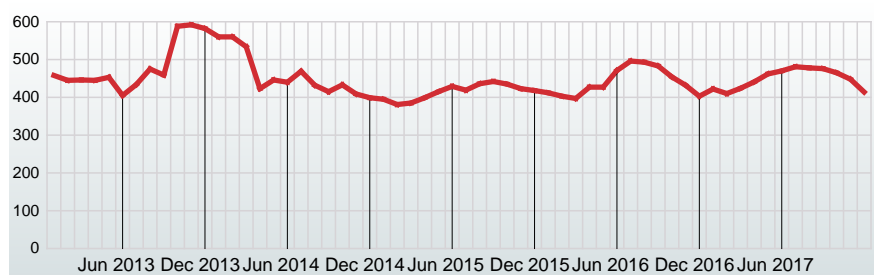
ACTIVE INVENTORY

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 443
3 MONTHS



High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory
this month at **414**,
below the 5 yr DEC
average of **443**

OCT	465
NOV	448
DEC	414
	-3.66%
	-7.59%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	34	8.21%	18.0	34	0	0	0
\$20,001 - \$40,000	44	10.63%	135.0	36	6	2	0
\$40,001 - \$60,000	69	16.67%	157.0	49	18	2	0
\$60,001 - \$120,000	109	26.33%	100.0	44	56	7	2
\$120,001 - \$180,000	64	15.46%	74.0	15	26	22	1
\$180,001 - \$290,000	45	10.87%	82.0	4	16	21	4
\$290,001 and up	49	11.84%	81.0	14	8	19	8
Total Active Inventory by Units	414			196	130	73	15
Total Active Inventory by Volume	60,236,245	100%	88.0	22.57M	16.89M	16.48M	4.31M
Median Active Inventory Listing Price	\$79,900			\$55,000	\$107,000	\$197,000	\$294,900

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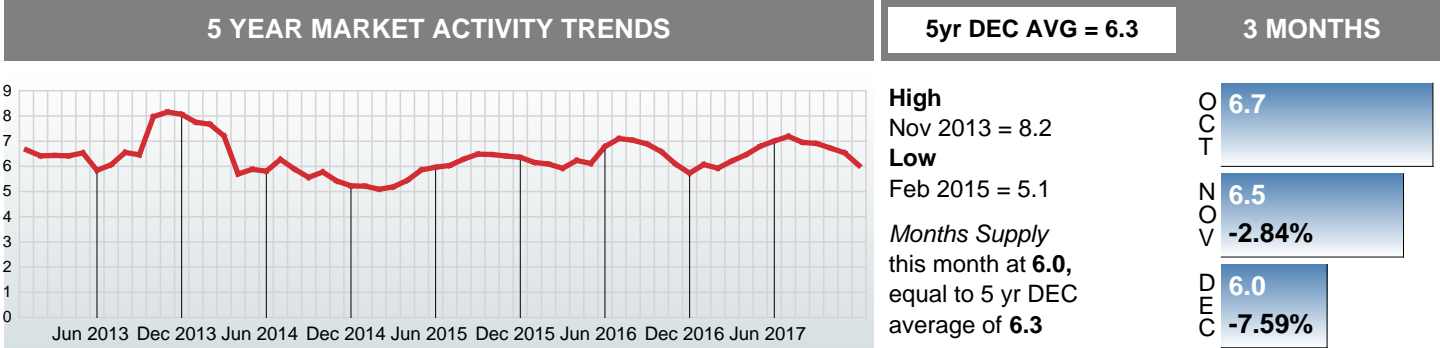
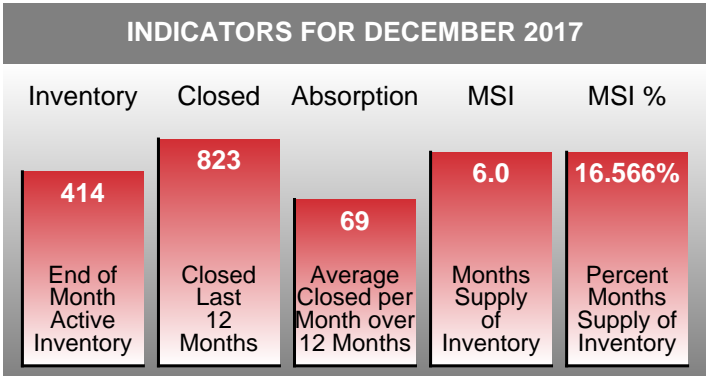
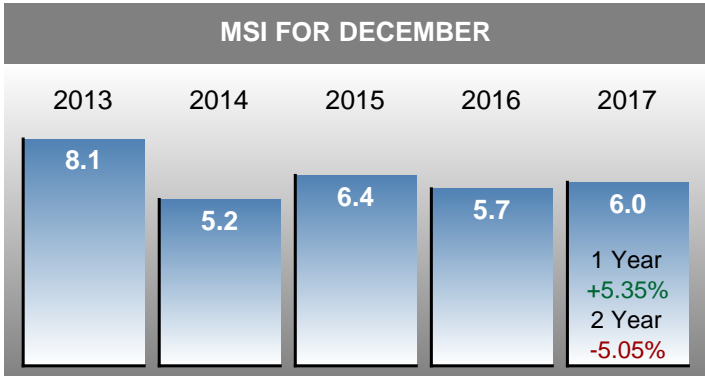
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$20,000 and less	34	8.21%	15.7	37.1	0.0	0.0	0.0
\$20,001 \$40,000	44	10.63%	9.8	18.0	3.0	4.0	0.0
\$40,001 \$60,000	69	16.67%	12.9	28.0	5.3	12.0	0.0
\$60,001 \$120,000	109	26.33%	4.7	10.4	3.6	2.2	0.0
\$120,001 \$180,000	64	15.46%	3.8	30.0	2.7	3.9	1.1
\$180,001 \$290,000	45	10.87%	3.7	8.0	4.4	3.0	4.8
\$290,001 and up	49	11.84%	10.3	84.0	8.7	6.9	8.7
Market Supply of Inventory (MSI)	6.0			19.4	3.6	3.8	5.6
Total Active Inventory by Units	414	100%	6.0	196	130	73	15

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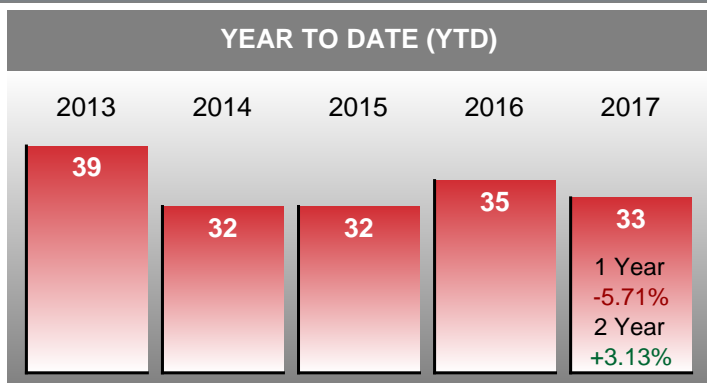
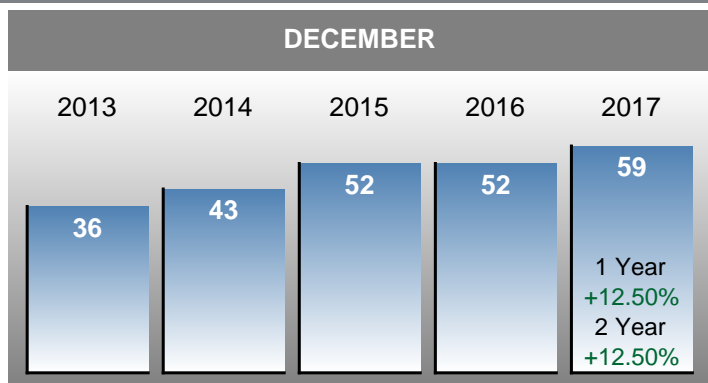
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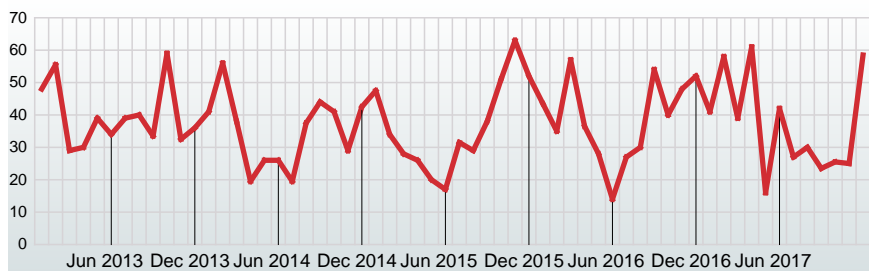
MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 48
3 MONTHS



High
Nov 2015 = 63
Low
Jun 2016 = 14

Median Days on Market this month at 59, above the 5 yr DEC average of 48

OCT	26
NOV	25
DEC	59
	-1.96%
	134.00%

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
\$50,000 and less	5	7.81%	11.0	9.0	34.5	0.0	0.0
\$50,001 - \$80,000	9	14.06%	62.0	3.5	84.5	5.0	0.0
\$80,001 - \$110,000	9	14.06%	60.0	108.0	55.0	68.0	0.0
\$110,001 - \$160,000	16	25.00%	62.5	19.0	77.0	26.0	108.0
\$160,001 - \$220,000	11	17.19%	70.0	0.0	56.0	71.0	12.0
\$220,001 - \$300,000	8	12.50%	19.5	0.0	10.0	34.5	82.0
\$300,001 and up	6	9.38%	61.0	0.0	63.0	57.5	59.0
Median Closed DOM			58.5	9.0	58.0	66.0	70.5
Total Closed Units		100%	58.5	5	29	26	4
Total Closed Volume			10,297,067	371.50K	3.65M	5.20M	1.08M

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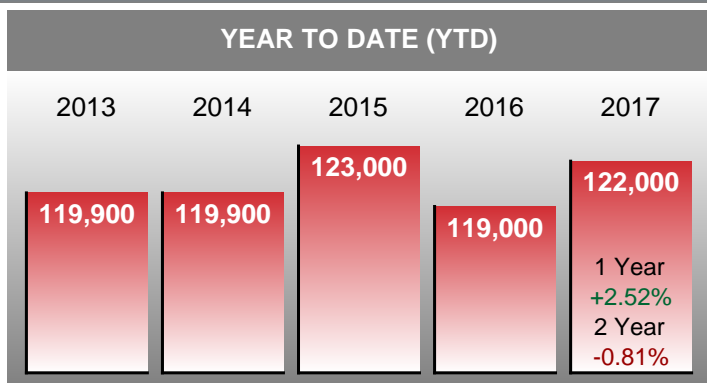
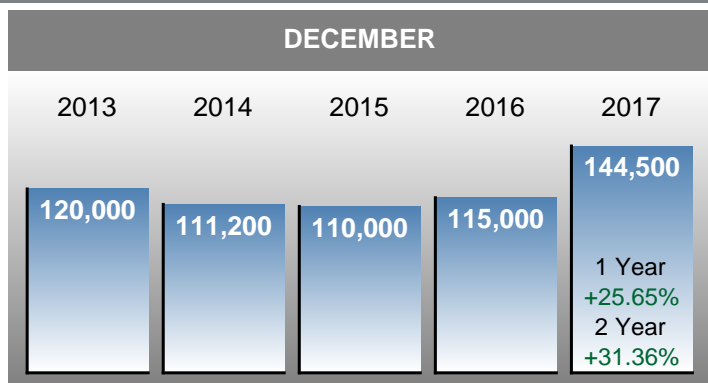
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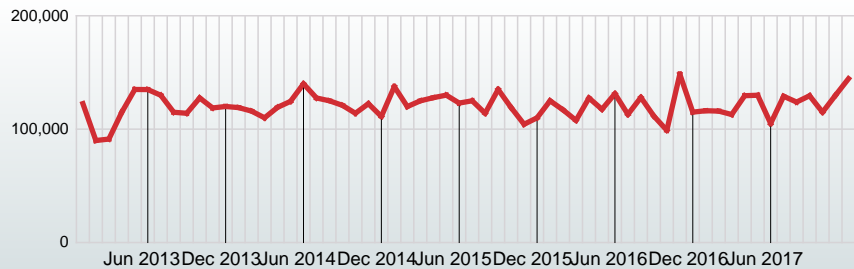
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 120,140 **3 MONTHS**



High	Nov 2016 = 148,450
Low	Feb 2013 = 89,950
<i>Median List Price</i> this month at 144,500 , above the 5 yr DEC average of 120,140	
OCT	114,950
NOV	129,900
DEC	144,500
	13.01%
	11.24%

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	5	7.81%	29,000	25,000	31,150	0	0
\$50,001 - \$80,000	9	14.06%	69,900	60,000	72,900	0	0
\$80,001 - \$110,000	7	10.94%	97,500	0	91,250	108,000	0
\$110,001 - \$160,000	15	23.44%	139,900	131,700	128,950	142,000	0
\$160,001 - \$220,000	13	20.31%	189,900	0	168,000	204,450	168,950
\$220,001 - \$300,000	7	10.94%	279,500	0	277,500	277,500	279,500
\$300,001 and up	8	12.50%	324,950	0	379,000	312,750	489,000
Median List Price			144,500	65,000	109,900	194,450	224,700
Total Closed Units		100%	144,500	5	29	26	4
Total Closed Volume			10,818,500	408.40K	3.83M	5.48M	1.11M

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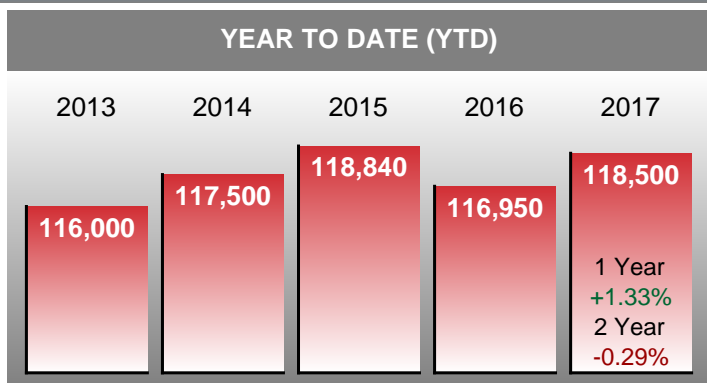
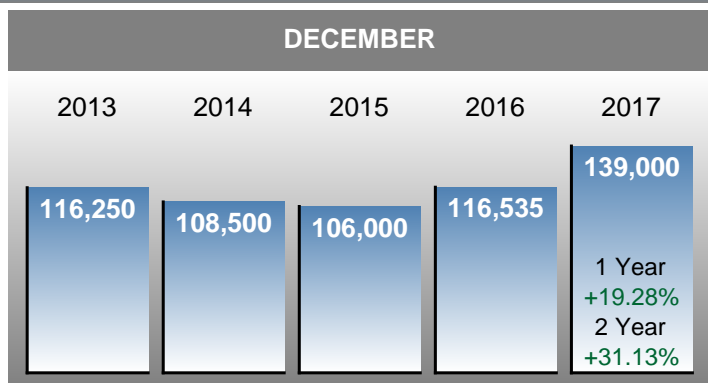
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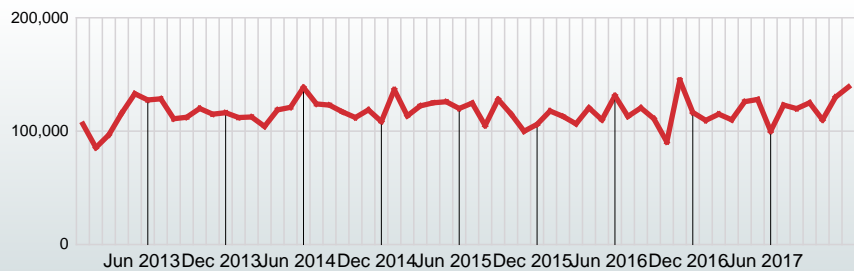
MEDIAN SOLD PRICE AT CLOSING

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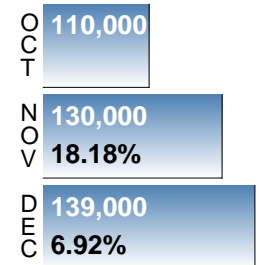


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 117,257 **3 MONTHS**



High
Nov 2016 = 145,000
Low
Feb 2013 = 85,500
Median Sold Price
this month at **139,000**,
above the 5 yr DEC
average of **117,257**



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	5	7.81%	26,500	22,500	29,251	0	0
\$50,001 - \$80,000	9	14.06%	61,000	55,000	64,750	75,000	0
\$80,001 - \$110,000	9	14.06%	94,500	107,000	84,000	100,240	0
\$110,001 - \$160,000	16	25.00%	136,000	132,000	123,500	136,000	160,000
\$160,001 - \$220,000	11	17.19%	207,900	0	213,500	207,900	161,575
\$220,001 - \$300,000	8	12.50%	265,000	0	260,000	272,000	270,000
\$300,001 and up	6	9.38%	347,500	0	370,000	318,000	484,000
Median Sold Price			139,000	57,500	101,500	192,000	215,788
Total Closed Units		100%	139,000	5	29	26	4
Total Closed Volume			10,297,067	371.50K	3.65M	5.20M	1.08M

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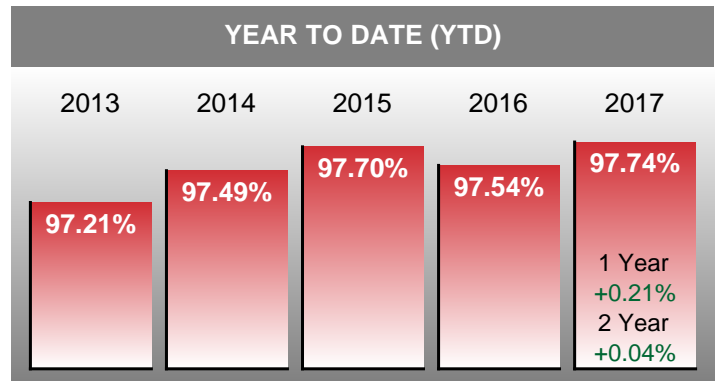
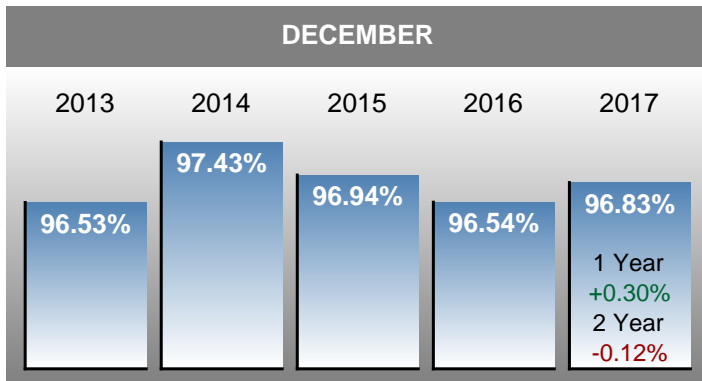
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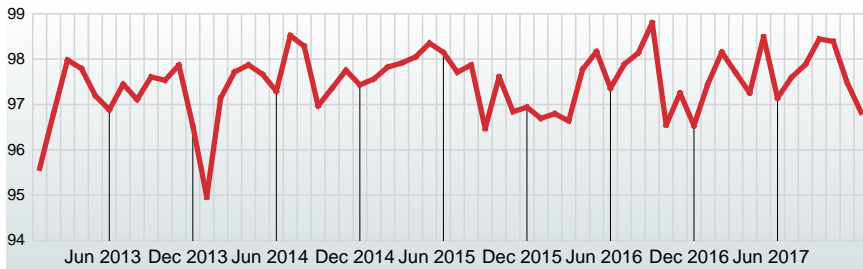


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 96.85%

3 MONTHS

High
Sep 2016 = 98.80%

Low
Jan 2014 = 94.96%

Median Sold/List Ratio
this month at **96.83%**,
equal to 5 yr DEC
average of **96.85%**

OCT 98.39%

NOV -0.92%

DEC 96.83%
-0.67%

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	5	7.81%	91.38%	90.00%	93.74%	0.00%	0.00%
\$50,001 - \$80,000	9	14.06%	91.46%	91.96%	92.55%	68.93%	0.00%
\$80,001 - \$110,000	9	14.06%	97.35%	85.67%	98.82%	97.35%	0.00%
\$110,001 - \$160,000	16	25.00%	95.19%	95.31%	96.56%	95.07%	94.17%
\$160,001 - \$220,000	11	17.19%	99.32%	0.00%	100.00%	99.32%	96.18%
\$220,001 - \$300,000	8	12.50%	98.02%	0.00%	100.00%	97.29%	96.60%
\$300,001 and up	6	9.38%	98.18%	0.00%	97.63%	97.89%	98.98%
Median Sold/List Ratio			96.83%	90.00%	96.92%	97.28%	96.39%
Total Closed Units			64	5	29	26	4
Total Closed Volume			10,297,067	371.50K	3.65M	5.20M	1.08M

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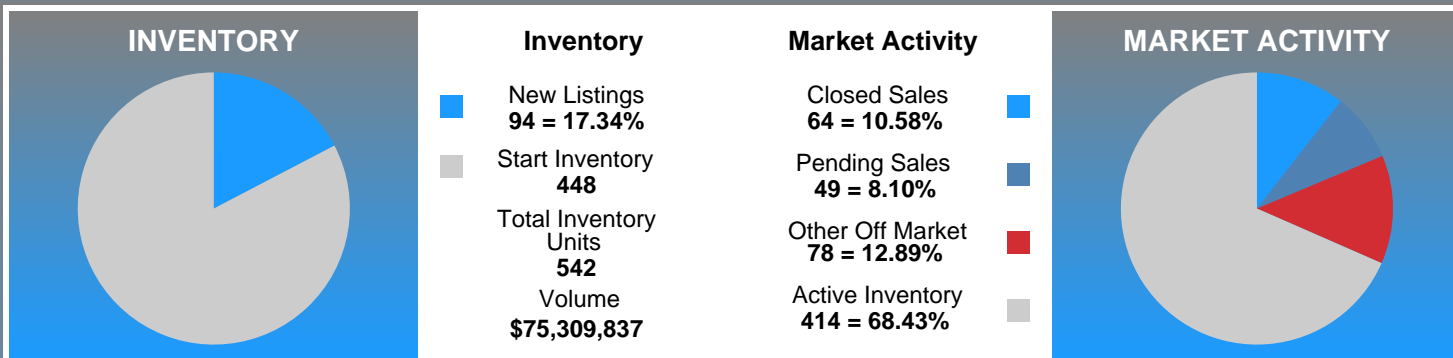
December 2017

Area Delimited by County Of Washington



MARKET SUMMARY

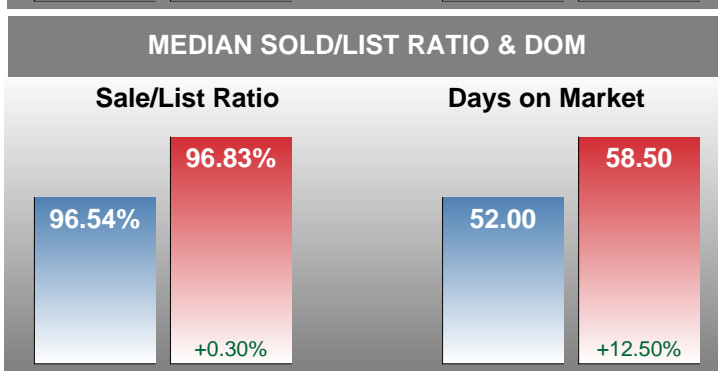
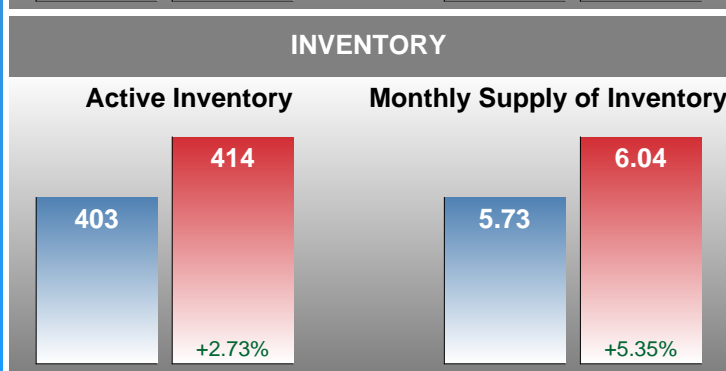
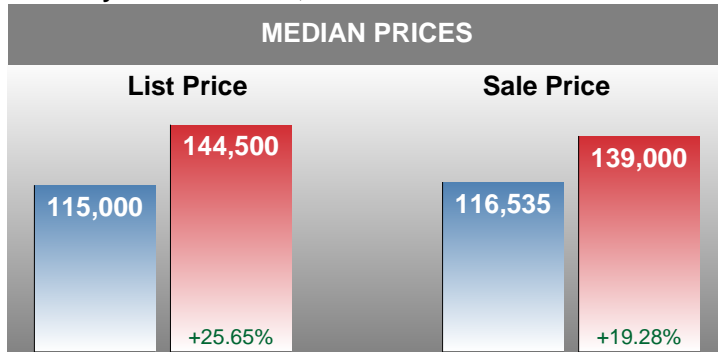
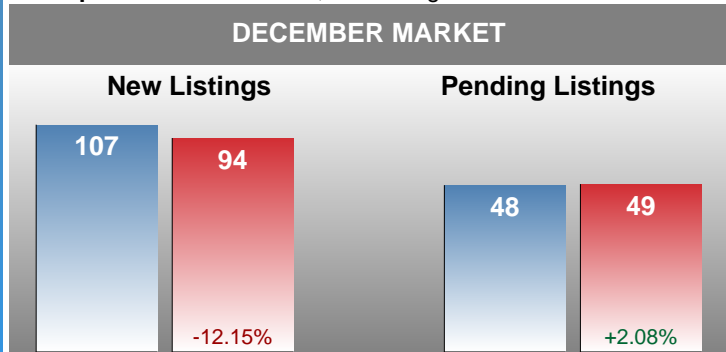
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	64	64	0.00%	844	823	-2.49%
Pending Sales	48	49	2.08%	855	824	-3.63%
New Listings	107	94	-12.15%	1,674	1,660	-0.84%
Median List Price	115,000	144,500	25.65%	119,000	122,000	2.52%
Median Sale Price	116,535	139,000	19.28%	116,950	118,500	1.33%
Median Percent of Selling Price to List Price	96.54%	96.83%	0.30%	97.54%	97.74%	0.21%
Median Days on Market to Sale	52.00	58.50	12.50%	35.00	33.00	-5.71%
Monthly Inventory	403	414	2.73%	403	414	2.73%
Months Supply of Inventory	5.73	6.04	5.35%	5.73	6.04	5.35%

Absorption: Last 12 months, an Average of **69** Sales/Month

Inventory on December 31, 2017 = **414** 2016 2017



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