



December 2016

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

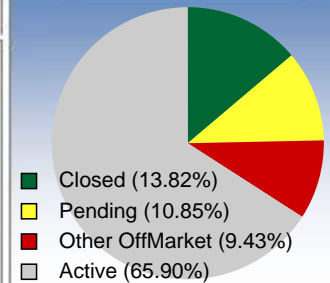


Absorption: Last 12 months, an Average of **1,187** Sales/Month

Active Inventory as of December 31, 2016 = **5,170**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	1,054	1,084	2.85%
Pending Listings	839	851	1.43%
New Listings	1,363	1,362	-0.07%
Median List Price	139,900	152,900	9.29%
Median Sale Price	137,000	150,958	10.19%
Median Percent of List Price to Selling Price	98.17%	98.17%	-0.00%
Median Days on Market to Sale	35.00	36.00	2.86%
End of Month Inventory	5,063	5,170	2.11%
Months Supply of Inventory	4.45	4.36	-2.14%

Market Activity



Report Produced on: Jan 11, 2017

Monthly Inventory Analysis

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 **2.11%** to 5,170 existing homes available for sale. Over the last 12 months this area has had an average of 1,187 closed sales per month. This represents an unsold inventory index of **4.36** MSI for this period.

Median Sale Prices 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 **10.19%** in December 2016 to \$150,958 versus the previous year at \$137,000.

Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 1.00 days or **2.86%** in December 2016 compared to last year's same month at **35.00** DOM.

Sales Success for December 2016 is Positive

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

There were 1,362 New Listings in December 2016, down **0.07%** from last year at 1,363. Furthermore, there were 1,084 Closed Listings this month versus last year at 1,054, a **2.85%** increase.

Closed versus Listed trends yielded a **79.6%** ratio, up from last year's December 2016 at **77.3%**, a **2.92%** upswing. 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

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

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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

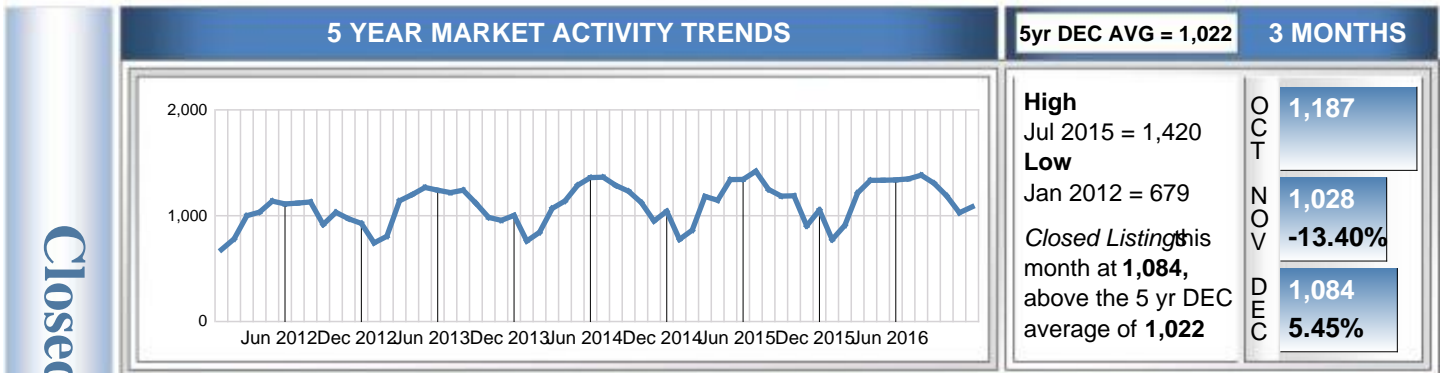
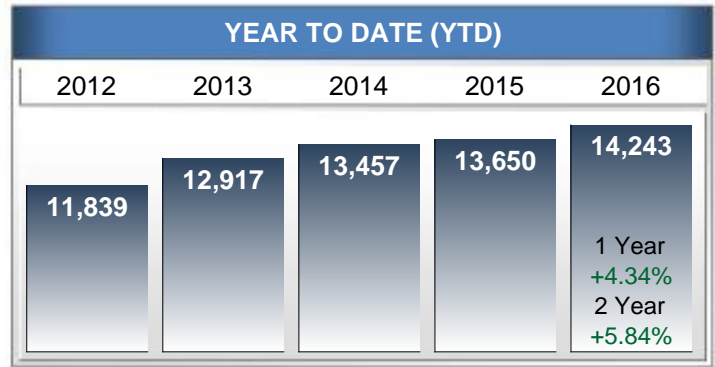
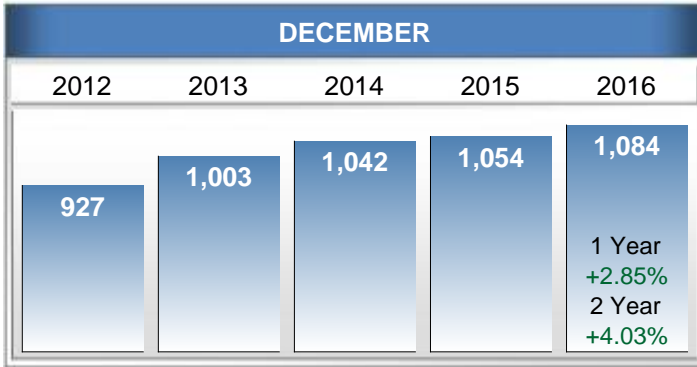
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

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



Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	37	3.41%	43.0	26	8	2	1	
\$25,001 - \$75,000	167	15.41%	36.0	71	82	13	1	
\$75,001 - \$125,000	194	17.90%	35.0	33	136	23	2	
\$125,001 - \$175,000	265	24.45%	28.0	16	198	49	2	
\$175,001 - \$225,000	154	14.21%	29.5	8	84	53	9	
\$225,001 - \$325,000	159	14.67%	47.0	8	53	91	7	
\$325,001 and up	108	9.96%	53.0	8	16	58	26	
Total Closed Units: 1,084				36.0	170	577	289	48
Total Closed Volume: 203,017,349					18.06M	85.74M	76.64M	22.59M
Median Closed Price: \$150,958					\$61,275	\$139,125	\$232,000	\$341,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

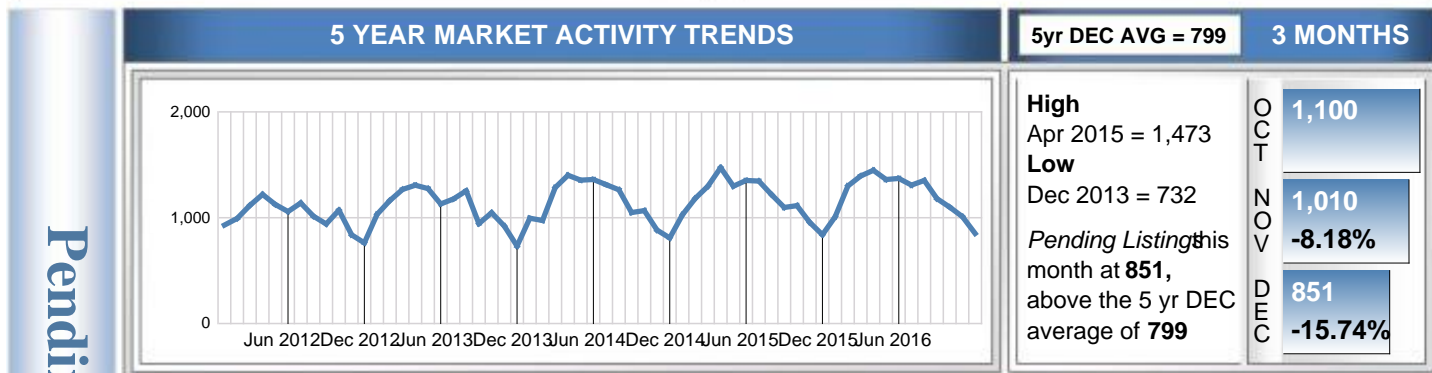
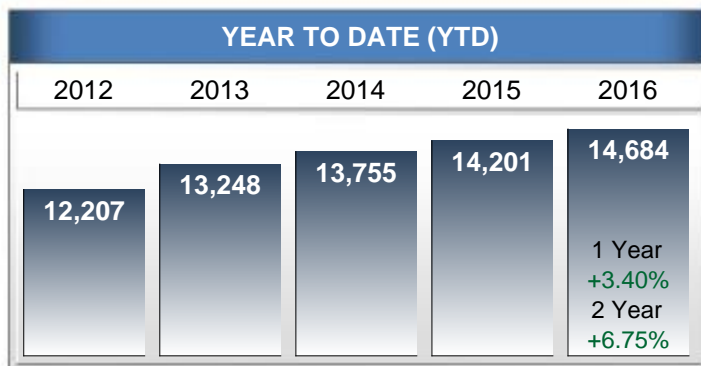
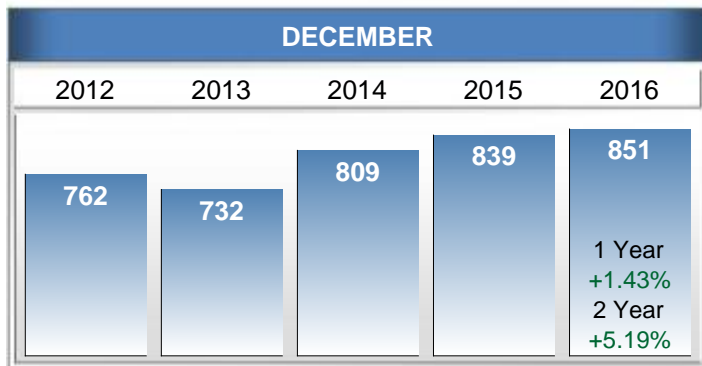
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

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



Pending Listings

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	69	8.11%	22.0	44	23	2	0	
\$30,001 - \$70,000	106	12.46%	54.0	51	50	5	0	
\$70,001 - \$110,000	153	17.98%	44.0	29	109	14	1	
\$110,001 - \$160,000	188	22.09%	28.0	15	139	31	3	
\$160,001 - \$210,000	129	15.16%	34.0	7	82	38	2	
\$210,001 - \$320,000	115	13.51%	44.0	5	40	63	7	
\$320,001 and up	91	10.69%	72.0	8	14	49	20	
Total Pending Units: 851				39.0	159	457	202	33
Total Pending Volume: 155,114,647					13.86M	62.95M	59.39M	18.92M
Median Listing Price: \$141,000					\$55,000	\$132,500	\$224,950	\$469,000



Monthly Inventory Analysis

Data from the **Greater Tulsa Association of REALTORS®**

December 2016

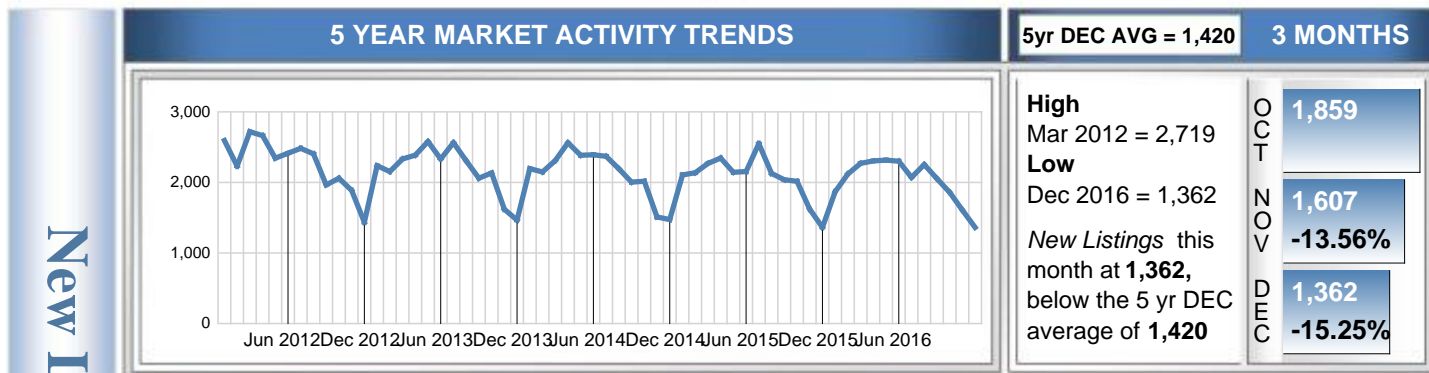
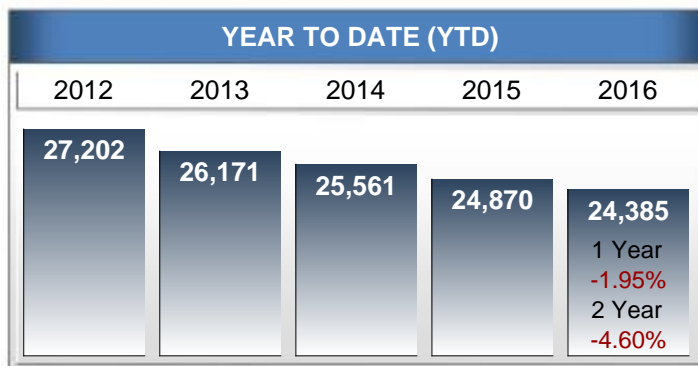
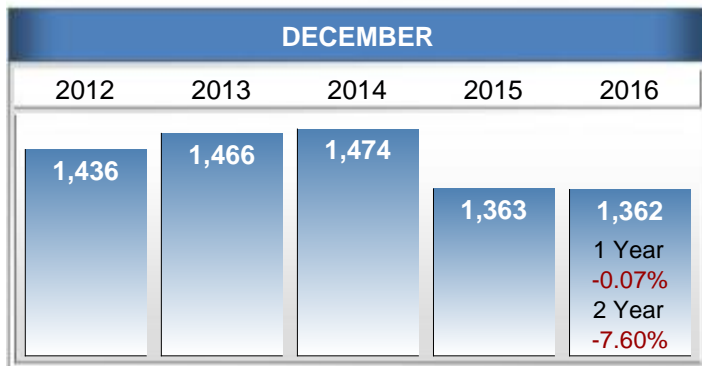
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

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



New Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	68	4.99%	51	15	2	0
\$25,001 - \$50,000	96	7.05%	57	31	7	1
\$50,001 - \$100,000	277	20.34%	139	117	20	1
\$100,001 - \$175,000	357	26.21%	50	249	53	5
\$175,001 - \$275,000	236	17.33%	17	117	92	10
\$275,001 - \$425,000	192	14.10%	21	35	110	26
\$425,001 and up	136	9.99%	23	28	54	31
Total New Listed Units:			358	592	338	74
Total New Listed Volume:			62.79M	97.95M	104.31M	36.34M
Median New Listed Listing Price:			\$65,000	\$143,143	\$269,700	\$374,150



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

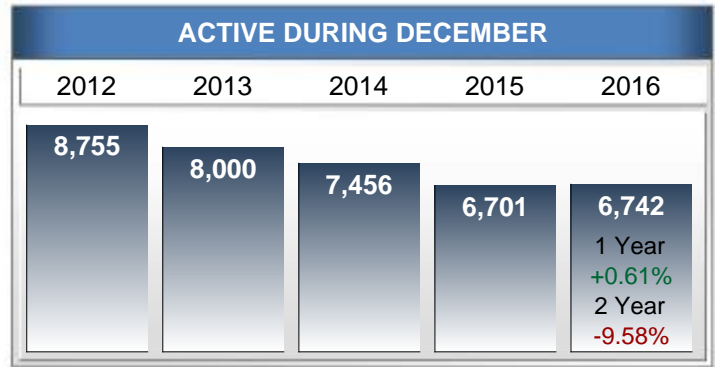
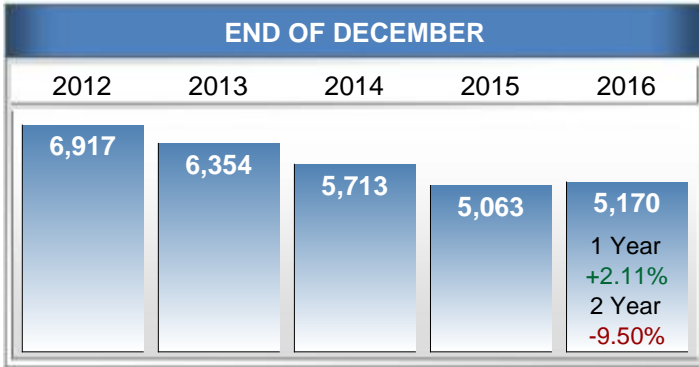
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

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



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr DEC AVG = 5,843	3 MONTHS
High Aug 2012 = 7,998	OCT 5,465
Low Mar 2016 = 5,011	NOV 5,396
<i>Inventory</i> this month at 5,170 , below the 5 yr DEC average of 5,843	DEC -1.26%
	DEC 5,170
	DEC -4.19%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	294	5.69%	85.0	270	20	4	0		
\$25,001 - \$75,000	907	17.54%	68.0	607	243	53	4		
\$75,001 - \$125,000	676	13.08%	68.0	195	427	50	4		
\$125,001 - \$225,000	1,346	26.03%	71.0	220	744	358	24		
\$225,001 - \$325,000	737	14.26%	76.0	80	245	362	50		
\$325,001 - \$500,000	689	13.33%	78.0	72	104	400	113		
\$500,001 and up	521	10.08%	86.0	114	67	177	163		
Total Active Inventory by Units:				5,170	74.0	1,558	1,850	1,404	358
Total Active Inventory by Volume:				1,359,698,771		313.46M	340.83M	470.62M	234.78M
Median Active Inventory Listing Price:				\$174,500		\$65,000	\$149,900	\$290,000	\$471,225



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

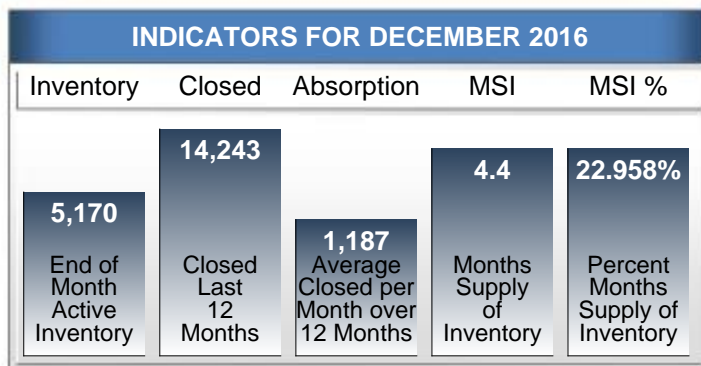
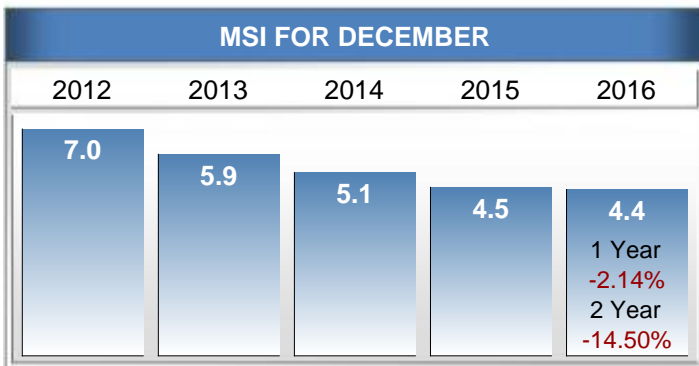
Active Inventory as of Jan 11, 2017



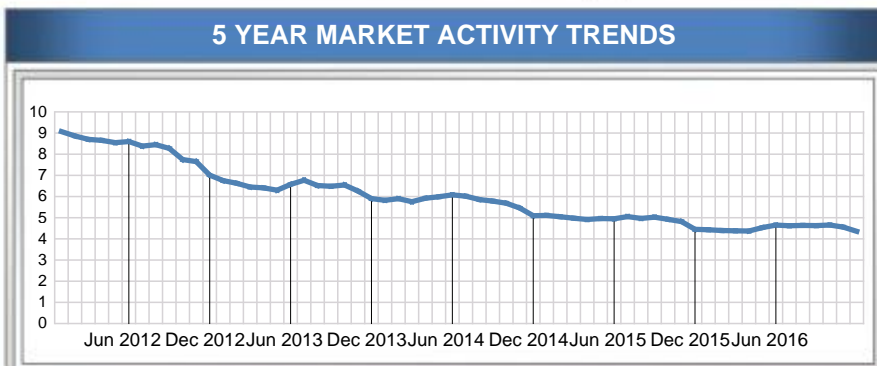
Months Supply of Inventory

Report Produced on: Jan 11, 2017

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



Months Supply
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr DEC AVG = 5.4	3 MONTHS
High Jan 2012 = 9.1 Low Dec 2016 = 4.4 <i>Months Supply</i> this month at 4.4 , below the 5 yr DEC average of 5.4	OCT 4.7 NOV 4.6 DEC 4.4 DEC -4.39%

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	294	5.69%	6.8	9.8	1.5	1.6	0.0	
\$25,001 - \$75,000	907	17.54%	5.3	8.7	2.7	5.0	4.0	
\$75,001 - \$125,000	676	13.08%	2.8	4.7	2.5	1.9	2.8	
\$125,001 - \$225,000	1,346	26.03%	2.9	8.0	2.4	3.0	3.2	
\$225,001 - \$325,000	737	14.26%	4.7	11.3	4.5	4.4	3.6	
\$325,001 - \$500,000	689	13.33%	8.6	22.2	6.5	8.2	9.6	
\$500,001 and up	521	10.08%	15.2	54.7	13.4	11.0	14.7	
MSI:	4.4			8.7	2.8	4.6	7.7	
Total Active Inventory:	5,170			1,558	1,850	1,404	358	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

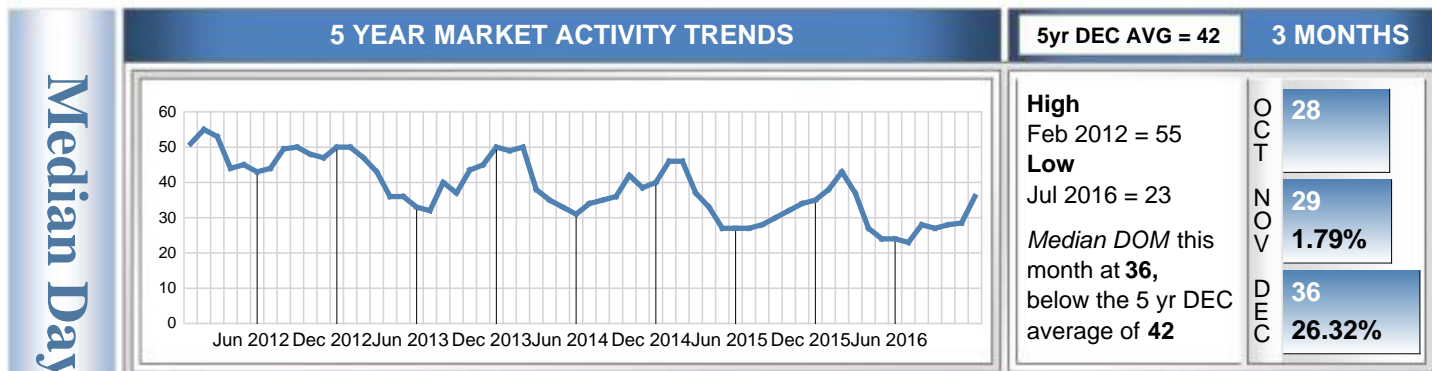
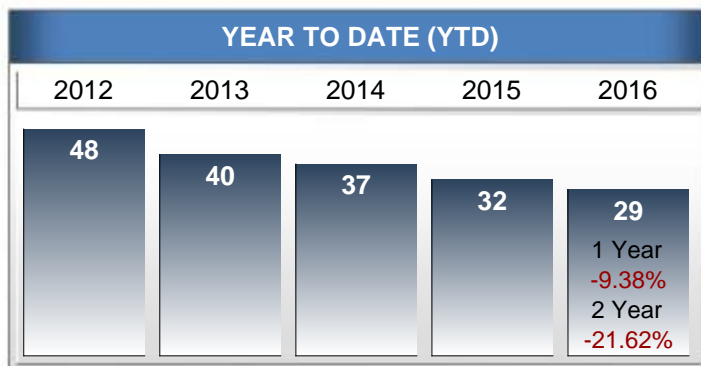
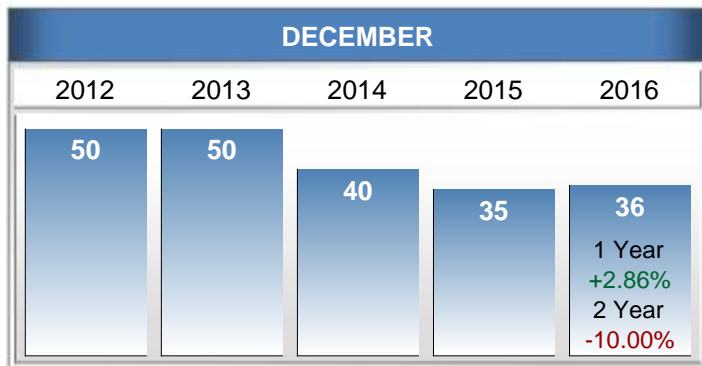
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 11, 2017

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



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37			3.41%	43.0	44.0	53.5	56.5	6.0
\$25,001 - \$75,000	167			15.41%	36.0	73.0	26.0	29.0	26.0
\$75,001 - \$125,000	194			17.90%	35.0	31.0	39.5	35.0	40.0
\$125,001 - \$175,000	265			24.45%	28.0	11.0	28.0	39.0	114.5
\$175,001 - \$225,000	154			14.21%	29.5	15.0	37.5	28.0	25.0
\$225,001 - \$325,000	159			14.67%	47.0	46.5	33.0	51.0	48.0
\$325,001 and up	108			9.96%	53.0	49.0	44.0	65.0	59.0
Median Closed DOM:	36.0					40.5	29.0	43.0	50.5
Total Closed Units:	1,084					170	577	289	48
Total Closed Volume:	203,017,349					18.06M	85.74M	76.64M	22.59M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

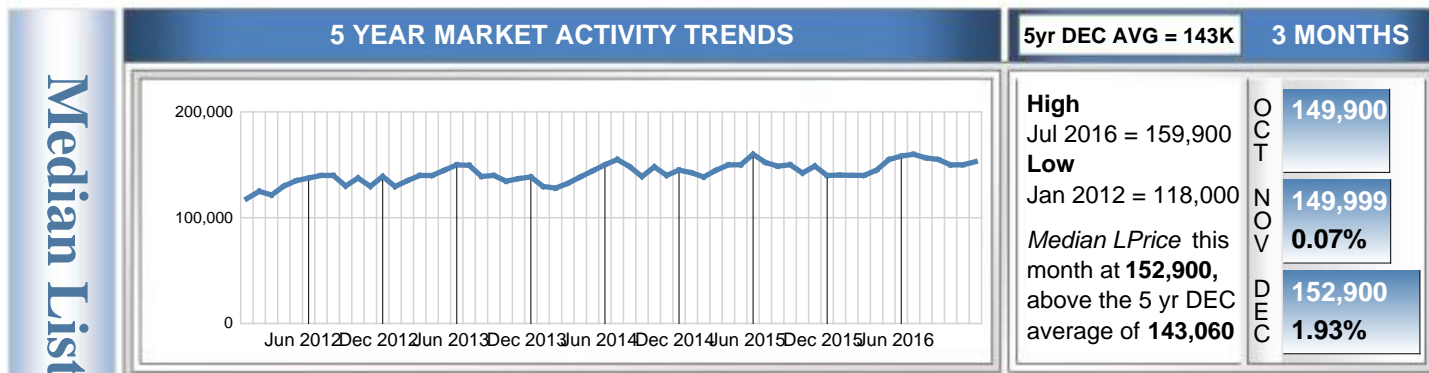
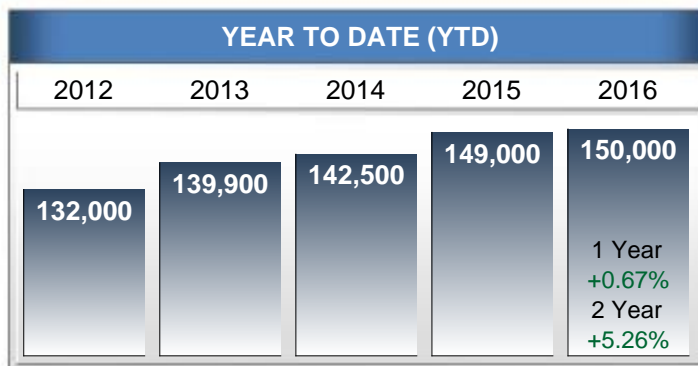
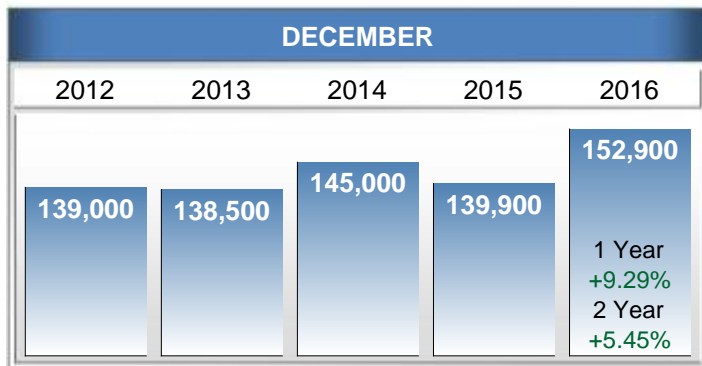
Closed Sales as of Jan 11, 2017



Median List Price at Closing

Report Produced on: Jan 11, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37	3.41%	18,000	16,950	20,900	21,500	23,000
\$25,001 - \$75,000	161	14.85%	53,000	46,250	57,000	41,750	50,000
\$75,001 - \$125,000	179	16.51%	105,000	99,450	107,250	103,000	89,500
\$125,001 - \$175,000	269	24.82%	149,000	150,000	145,900	153,950	165,000
\$175,001 - \$225,000	164	15.13%	198,000	199,900	195,000	199,000	215,950
\$225,001 - \$325,000	163	15.04%	269,900	300,000	259,975	274,250	292,250
\$325,001 and up	111	10.24%	439,900	430,000	410,000	422,000	599,900
Median List Price:	\$152,900			\$65,000	\$141,000	\$234,950	\$357,500
Total Closed Units:	1,084			170	577	289	48
Total List Volume:	208,812,678			18.92M	87.84M	78.87M	23.19M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

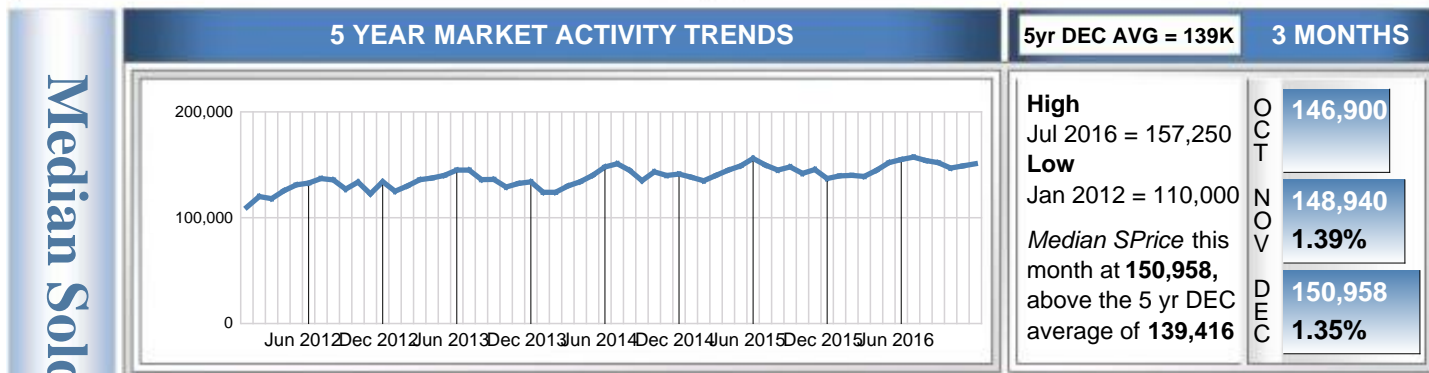
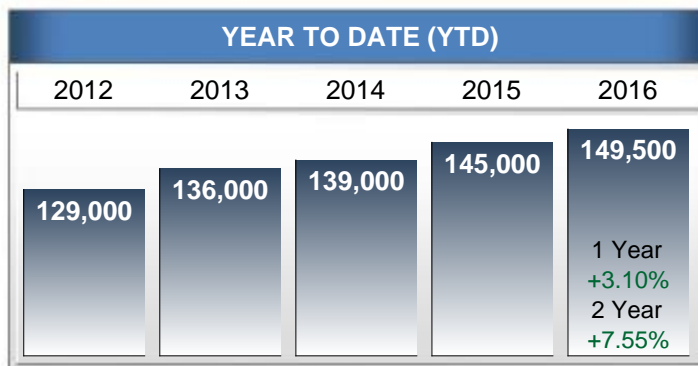
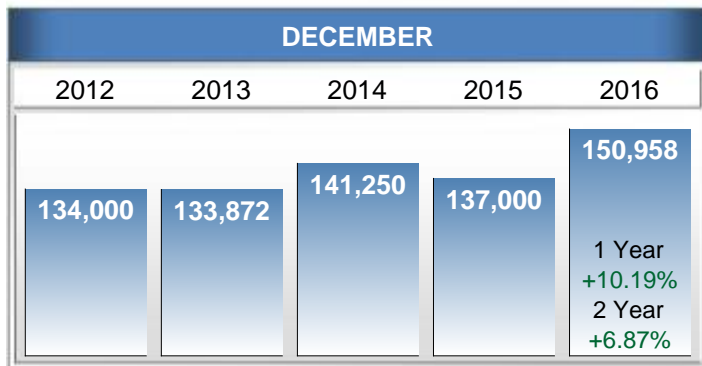
Closed Sales as of Jan 11, 2017



Median Sold Price at Closing

Report Produced on: Jan 11, 2017

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



Median Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37		3.41%	16,700	16,038	18,750	19,500	22,575
\$25,001 - \$75,000	167		15.41%	50,000	41,800	56,200	55,000	39,500
\$75,001 - \$125,000	194		17.90%	104,600	97,000	105,000	107,000	104,750
\$125,001 - \$175,000	265		24.45%	149,500	153,550	146,745	156,500	169,000
\$175,001 - \$225,000	154		14.21%	197,625	191,375	195,301	199,500	204,000
\$225,001 - \$325,000	159		14.67%	268,230	275,163	255,000	270,000	289,000
\$325,001 and up	108		9.96%	430,450	453,428	407,000	392,450	587,450
Median Closed Price:	\$150,958				\$61,275	\$139,125	\$232,000	\$341,750
Total Closed Units:	1,084				170	577	289	48
Total Closed Volume:	203,017,349				18.06M	85.74M	76.64M	22.59M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

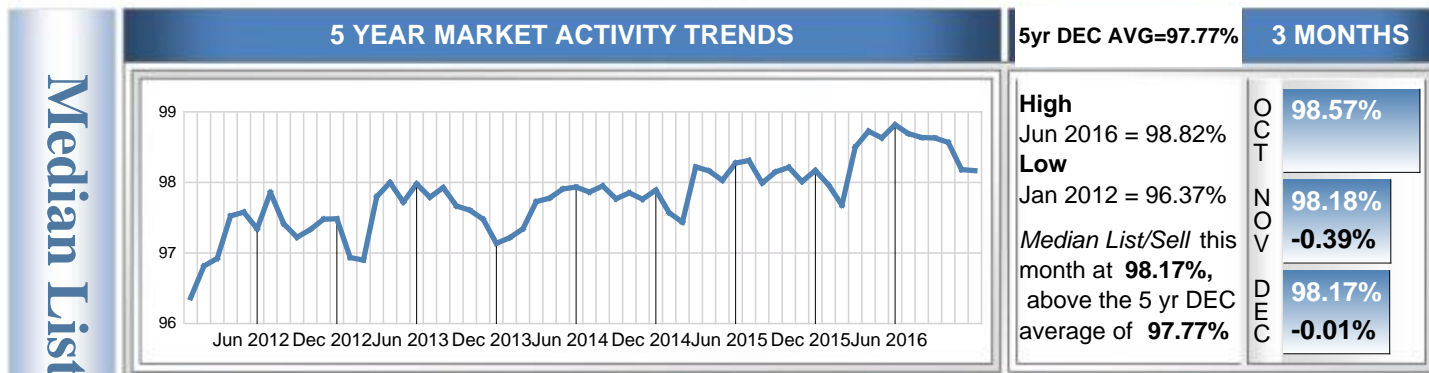
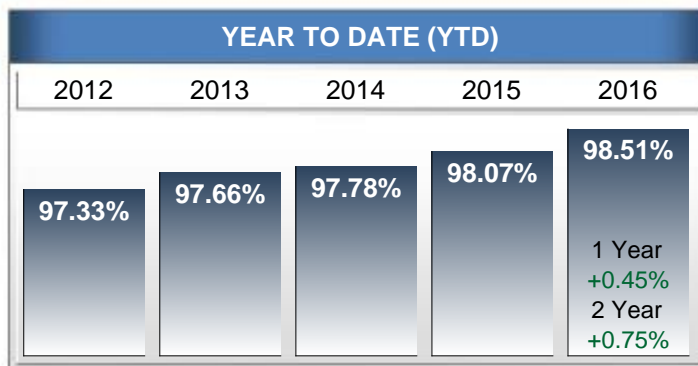
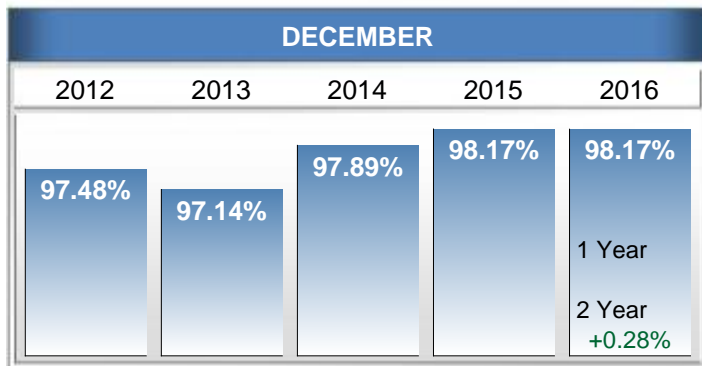
Closed Sales as of Jan 11, 2017



Median Percent of List Price to Selling Price

Report Produced on: Jan 11, 2017

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37	3.41%	88.35%	90.83%	83.12%	75.51%	98.15%
\$25,001 - \$75,000	167	15.41%	94.19%	91.43%	98.60%	92.71%	79.00%
\$75,001 - \$125,000	194	17.90%	97.31%	97.22%	97.01%	98.33%	95.80%
\$125,001 - \$175,000	265	24.45%	99.42%	99.15%	99.45%	98.92%	99.64%
\$175,001 - \$225,000	154	14.21%	98.87%	98.49%	98.65%	99.44%	95.79%
\$225,001 - \$325,000	159	14.67%	98.68%	94.44%	98.10%	99.01%	100.00%
\$325,001 and up	108	9.96%	97.77%	100.00%	96.49%	98.40%	96.37%
Median List/Sell Ratio:	98.17%			95.05%	98.28%	98.69%	97.02%
Total Closed Units:	1,084			170	577	289	48
Total Closed Volume:	203,017,349			18.06M	85.74M	76.64M	22.59M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

Inventory as of Jan 11, 2017



Market Summary

Report Produced on: Jan 11, 2017

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



Absorption: Last 12 months, an Average of **1,187** Sales/Month

Active Inventory as of December 31, 2016 = **5,170**

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,054	1,084	2.85%	13,650	14,243	4.34%
Pending Sales	839	851	1.43%	14,201	14,684	3.40%
New Listings	1,363	1,362	-0.07%	24,870	24,385	-1.95%
Median List Price	139,900	152,900	9.29%	149,000	150,000	0.67%
Median Sale Price	137,000	150,958	10.19%	145,000	149,500	3.10%
Median Percent of List Price to Selling Price	98.17%	98.17%	-0.00%	98.07%	98.51%	0.45%
Median Days on Market to Sale	35.00	36.00	2.86%	32.00	29.00	-9.38%
Monthly Inventory	5,063	5,170	2.11%	5,063	5,170	2.11%
Months Supply of Inventory	4.45	4.36	-2.14%	4.45	4.36	-2.14%

