



## December 2017

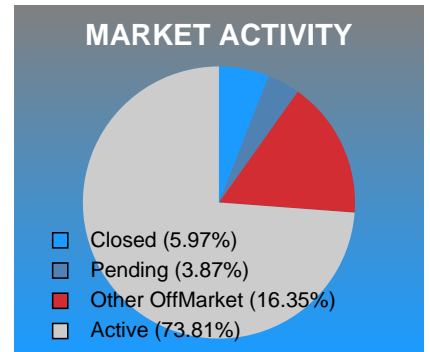
Area Delimited by County Of Cherokee



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	44	54	22.73%
Pending Listings	41	35	-14.63%
New Listings	137	134	-2.19%
Average List Price	141,215	143,892	1.90%
Average Sale Price	119,775	133,808	11.72%
Average Percent of List Price to Selling Price	92.41%	91.39%	-1.10%
Average Days on Market to Sale	65.39	64.98	-0.62%
End of Month Inventory	686	668	-2.62%
Months Supply of Inventory	14.37	12.72	-11.43%



**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of December 31, 2017 = **668**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2017 decreased **2.62%** to 668 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **12.72** MSI for this period.

##### Average Sale Price 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 **11.72%** in December 2017 to \$133,808 versus the previous year at \$119,775.

##### Average Days on Market Shortens

The average number of **64.98** days that homes spent on the market before selling decreased by 0.40 days or **0.62%** in December 2017 compared to last year's same month at **65.39** DOM.

##### Sales Success for December 2017 is Positive

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

There were 134 New Listings in December 2017, down **2.19%** from last year at 137. Furthermore, there were 54 Closed Listings this month versus last year at 44, a **22.73%** increase.

Closed versus Listed trends yielded a **40.3%** ratio, up from previous year's, December 2016, at **32.1%**, a **25.47%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the 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?

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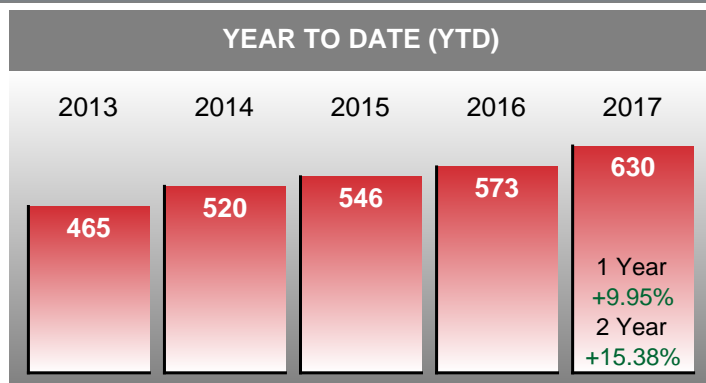
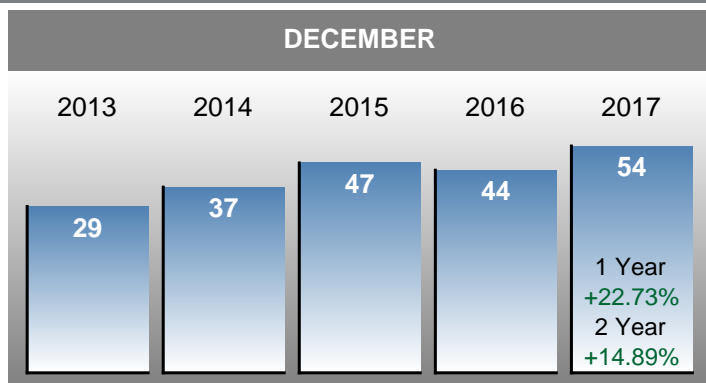
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## CLOSED LISTINGS

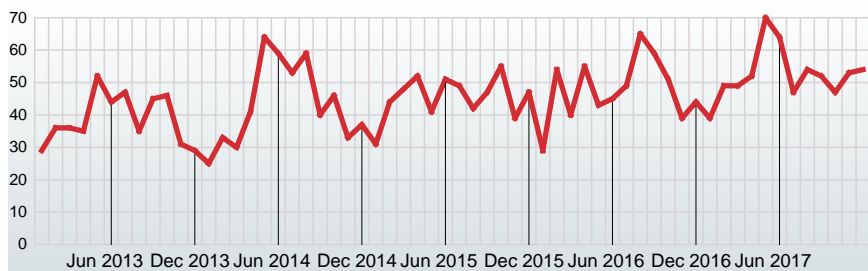
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 42

3 MONTHS



**High**  
May 2017 = 70  
**Low**  
Jan 2014 = 25  
*Closed Listings*  
this month at **54**,  
above the 5 yr DEC  
average of **42**

OCT	47
NOV	53
DEC	54
	12.77%
	1.89%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	80.0	4	0	0	0
\$30,001 - \$60,000	7	12.96%	62.4	2	4	1	0
\$60,001 - \$90,000	9	16.67%	65.0	4	5	0	0
\$90,001 - \$130,000	12	22.22%	63.8	3	7	2	0
\$130,001 - \$170,000	6	11.11%	58.3	1	5	0	0
\$170,001 - \$230,000	10	18.52%	72.6	1	5	4	0
\$230,001 and up	6	11.11%	54.2	0	2	3	1
<b>Total Closed Units</b>	<b>54</b>			<b>15</b>	<b>28</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,225,611</b>	<b>100%</b>	<b>65.0</b>	<b>1.15M</b>	<b>3.61M</b>	<b>2.01M</b>	<b>455.70K</b>
<b>Average Closed Price</b>	<b>\$133,808</b>			<b>\$76,651</b>	<b>\$129,086</b>	<b>\$200,575</b>	<b>\$455,700</b>

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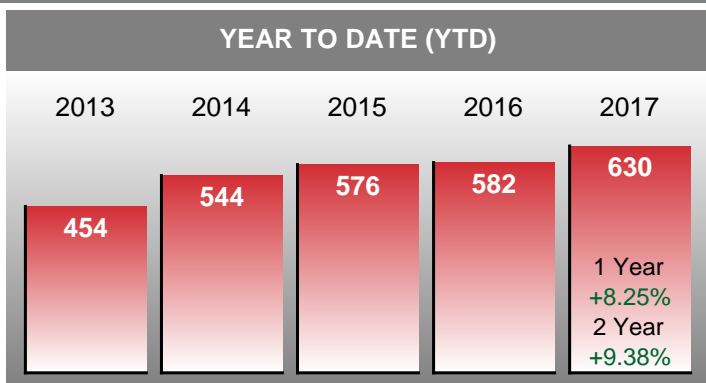
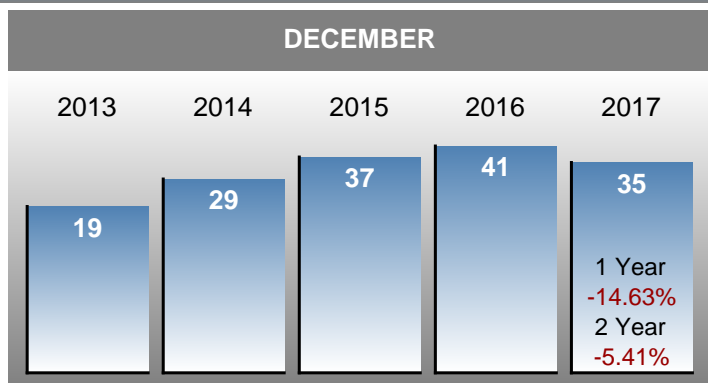
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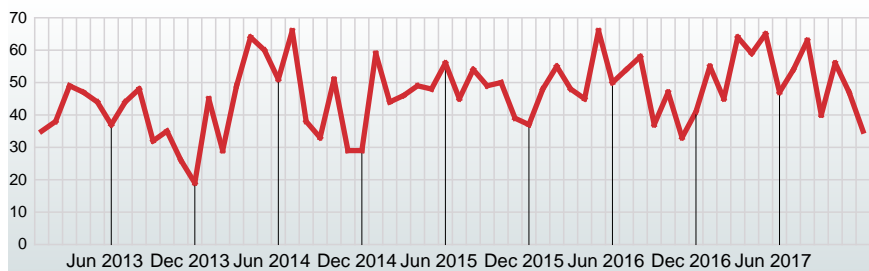
## PENDING LISTINGS

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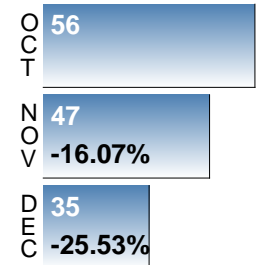
### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 32**
**3 MONTHS**



**High**  
May 2016 = 66  
**Low**  
Dec 2013 = 19

*Pending Listings*  
this month at **35**,  
above the 5 yr DEC  
average of **32**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	<b>3</b>	8.57%	72.7	3	0	0	0
\$25,001 - \$25,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	<b>8</b>	22.86%	47.4	6	1	1	0
\$75,001 - \$125,000	<b>10</b>	28.57%	105.8	2	7	1	0
\$125,001 - \$200,000	<b>6</b>	17.14%	53.8	2	4	0	0
\$200,001 - \$250,000	<b>3</b>	8.57%	29.0	0	2	1	0
\$250,001 and up	<b>5</b>	14.29%	59.6	1	1	2	1
<b>Total Pending Units</b>	<b>35</b>			14	15	5	1
<b>Total Pending Volume</b>	4,938,099	100%	86.3	1.58M	2.06M	1.04M	259.90K
<b>Average Listing Price</b>	\$179,900			\$112,646	\$137,103	\$208,920	\$259,900

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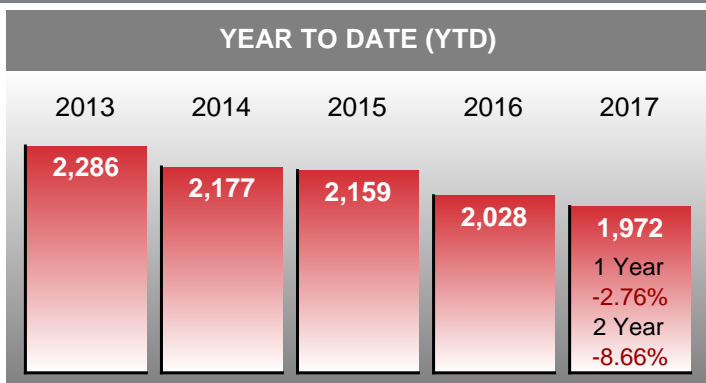
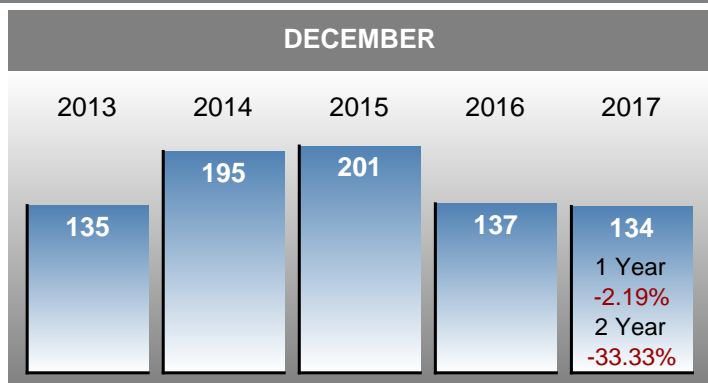
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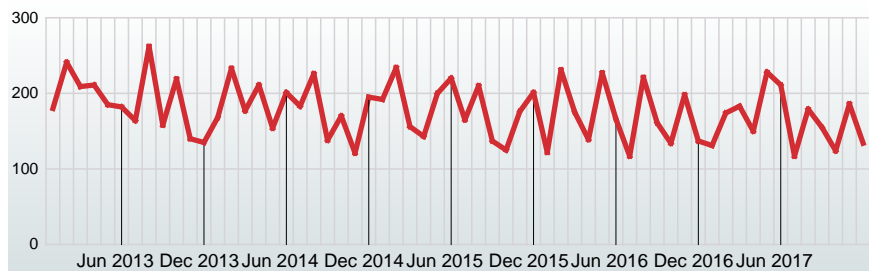


## NEW LISTINGS

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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr DEC AVG = 160**      **3 MONTHS**



**High**  
Aug 2013 = 262  
**Low**  
Jul 2017 = 117  
*New Listings*  
this month at **134**,  
below the 5 yr DEC  
average of **160**

OCT	124
NOV	186
DEC	134 -27.96%

### 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	2	1.49%	2	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	48	35.82%	44	3	1	0
\$30,001 - \$130,000	31	23.13%	16	11	3	1
\$130,001 - \$210,000	22	16.42%	5	14	3	0
\$210,001 - \$460,000	17	12.69%	4	7	5	1
\$460,001 and up	14	10.45%	8	3	3	0
<b>Total New Listed Units</b>		134	79	38	15	2
<b>Total New Listed Volume</b>		19,942,716	8.34M	6.58M	4.64M	387.40K
<b>Average New Listed Listing Price</b>		\$0	\$105,513	\$173,093	\$309,480	\$193,700

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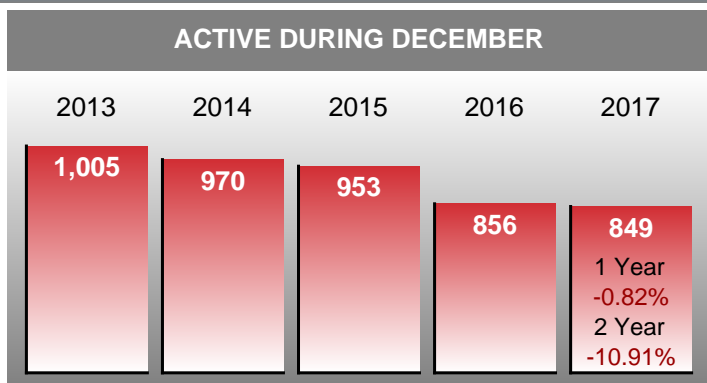
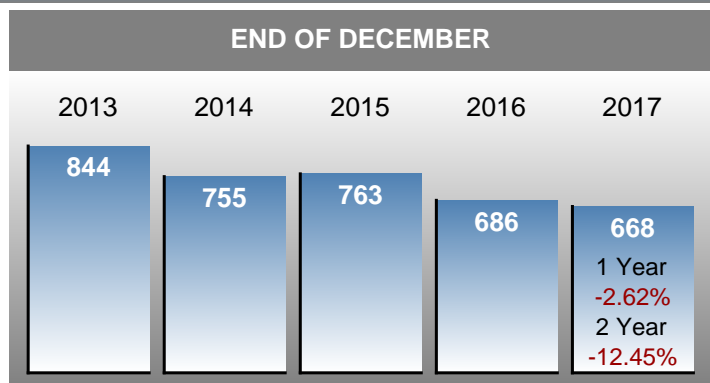
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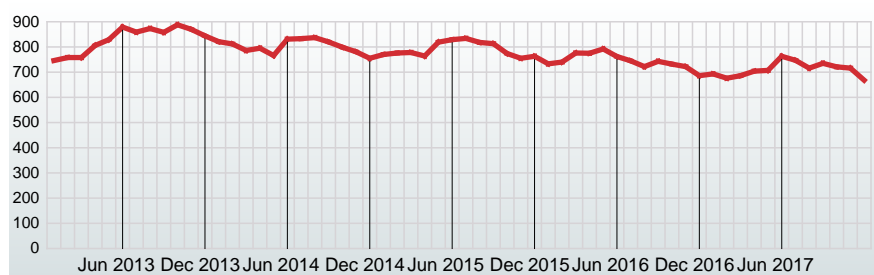


## ACTIVE INVENTORY

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 743**      **3 MONTHS**

**High**  
Oct 2013 = 888

**Low**  
Dec 2017 = 668

*Inventory*  
this month at **668**,  
below the 5 yr DEC  
average of **743**

OCT	721
NOV	716 <b>-0.69%</b>
DEC	668 <b>-6.70%</b>

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	<b>25</b>	3.74%	130.8	25	0	0	0
\$10,001 \$20,000	<b>122</b>	18.26%	88.4	120	2	0	0
\$20,001 \$50,000	<b>96</b>	14.37%	84.6	85	10	1	0
\$50,001 \$100,000	<b>175</b>	26.20%	80.0	141	27	7	0
\$100,001 \$170,000	<b>91</b>	13.62%	89.1	34	44	10	3
\$170,001 \$320,000	<b>93</b>	13.92%	80.5	26	44	21	2
\$320,001 and up	<b>66</b>	9.88%	102.1	34	11	16	5
<b>Total Active Inventory by Units</b>			668	465	138	55	10
<b>Total Active Inventory by Volume</b>			93,900,245	50.63M	24.73M	15.34M	3.21M
<b>Average Active Inventory Listing Price</b>			\$140,569	\$108,876	\$179,183	\$278,904	\$320,610

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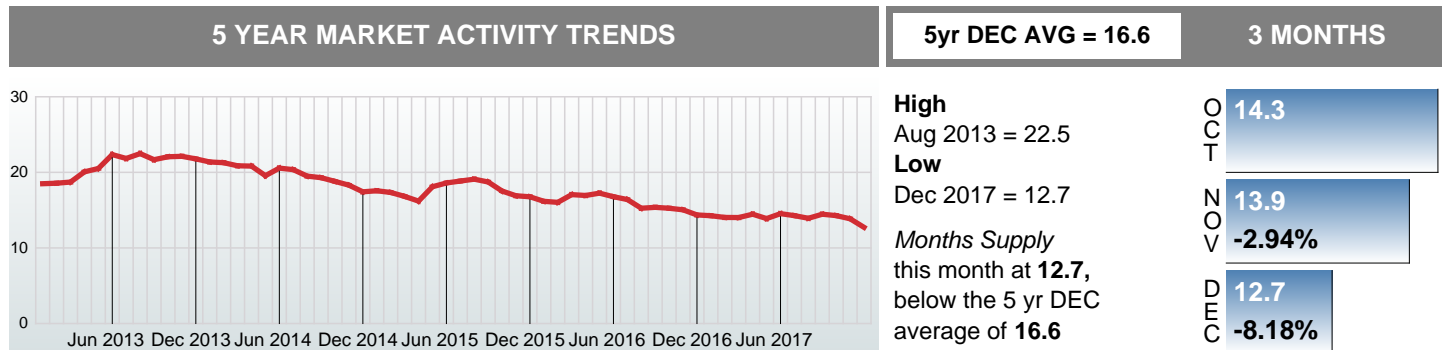
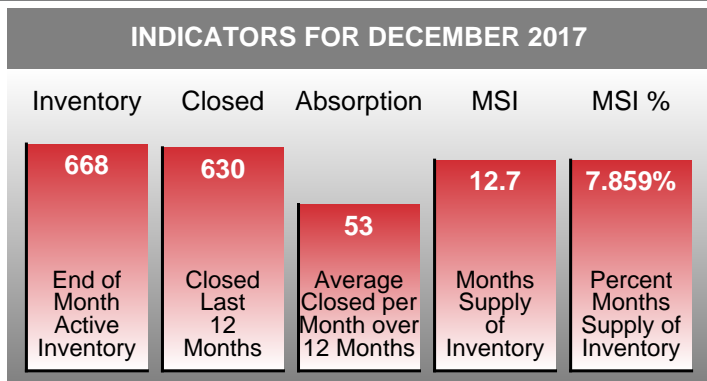
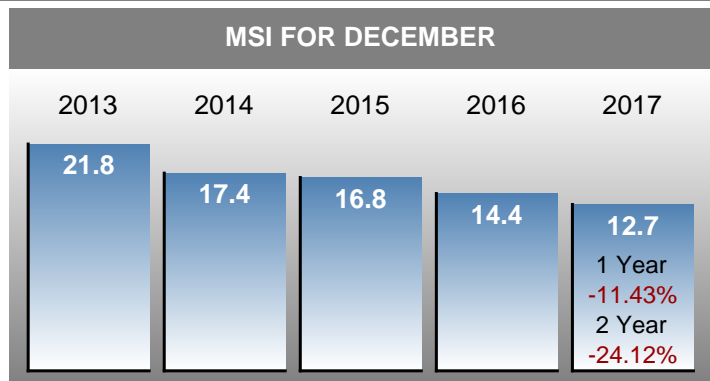
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## MONTHS SUPPLY of INVENTORY (MSI)

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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
\$10,000 and less	25	3.74%	25.0	25.0	0.0	0.0	0.0
\$10,001 \$20,000	122	18.26%	37.5	42.4	4.8	0.0	0.0
\$20,001 \$50,000	96	14.37%	11.0	16.5	3.3	1.7	0.0
\$50,001 \$100,000	175	26.20%	13.6	26.9	4.0	9.3	0.0
\$100,001 \$170,000	91	13.62%	6.0	15.1	4.1	5.0	0.0
\$170,001 \$320,000	93	13.92%	9.6	28.4	7.9	8.1	3.4
\$320,001 and up	66	9.88%	34.4	68.0	26.4	27.4	12.0
<b>Market Supply of Inventory (MSI)</b>			12.7	26.0	5.1	8.5	9.2
<b>Total Active Inventory by Units</b>		100%	12.7	465	138	55	10

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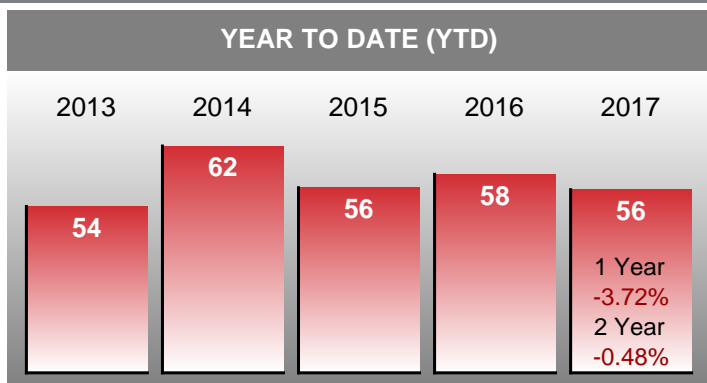
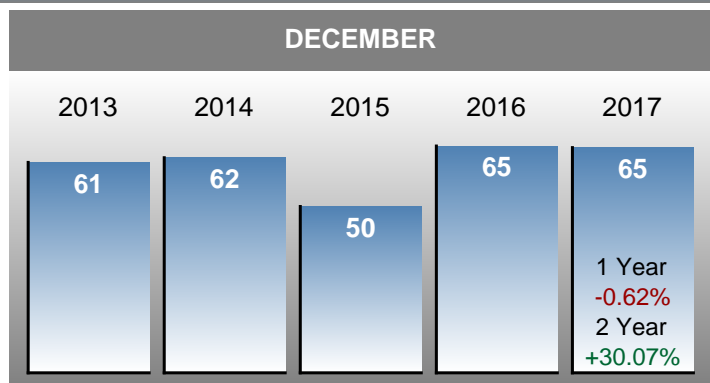
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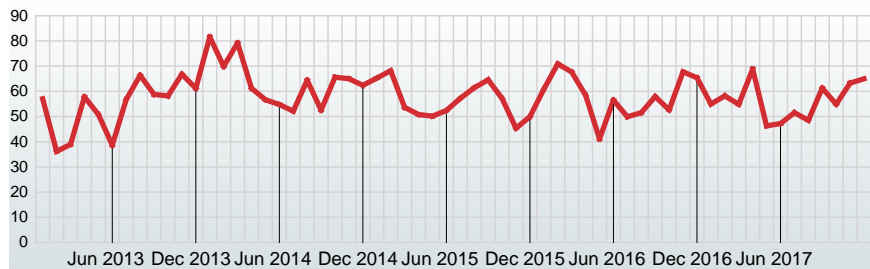


## AVERAGE DAYS ON MARKET TO SALE

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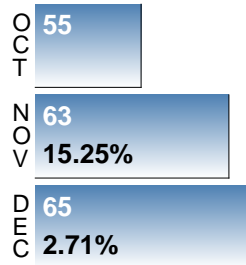
**5 YEAR MARKET ACTIVITY TRENDS**      **5yr DEC AVG = 61**      **3 MONTHS**



**High**  
Jan 2014 = 82

**Low**  
Feb 2013 = 36

*Average Days on Market*  
this month at **65**,  
above the 5 yr DEC  
average of **61**



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	80.0	80.0	0.0	0.0	0.0
\$30,001 - \$60,000	7	12.96%	62.4	112.5	52.8	1.0	0.0
\$60,001 - \$90,000	9	16.67%	65.0	66.5	63.8	0.0	0.0
\$90,001 - \$130,000	12	22.22%	63.8	39.3	62.9	104.0	0.0
\$130,001 - \$170,000	6	11.11%	58.3	24.0	65.2	0.0	0.0
\$170,001 - \$230,000	10	18.52%	72.6	6.0	49.8	117.8	0.0
\$230,001 and up	6	11.11%	54.2	0.0	26.0	35.3	167.0
<b>Average Closed DOM</b>			65.0	63.9	57.0	78.6	167.0
<b>Total Closed Units</b>			54	15	28	10	1
<b>Total Closed Volume</b>			7,225,611	1.15M	3.61M	2.01M	455.70K

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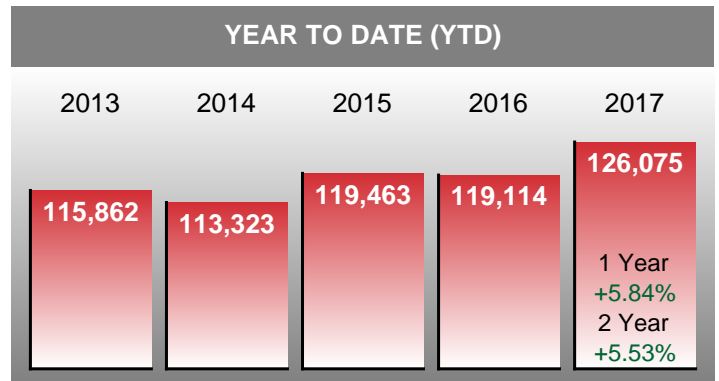
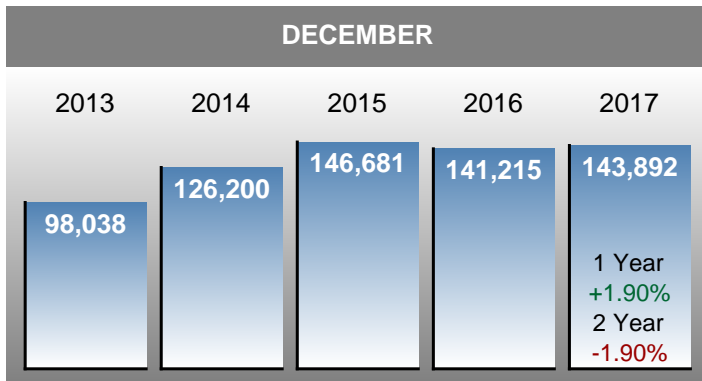
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## AVERAGE LIST PRICE AT CLOSING

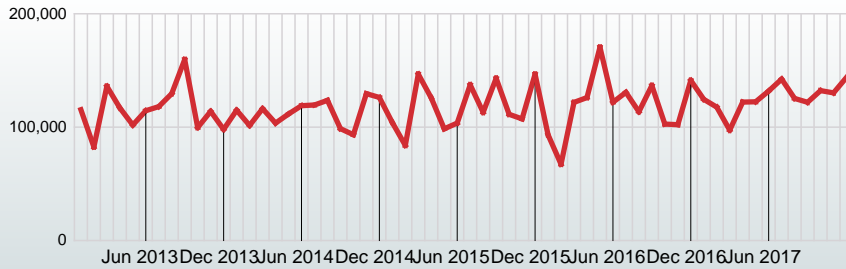
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 131,205

3 MONTHS



**High**  
May 2016 = 170,479  
**Low**  
Feb 2016 = 67,320  
*Average List Price*  
this month at **143,892**,  
above the 5 yr DEC  
average of **131,205**

OCT	132,231
NOV	130,215
DEC	143,892
<b>-1.52%</b>	
<b>10.50%</b>	

### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	24,075	24,075	0	0	0
\$30,001 \$60,000	5	9.26%	52,140	81,950	51,175	100,000	0
\$60,001 \$90,000	9	16.67%	78,394	94,113	74,240	0	0
\$90,001 \$130,000	11	20.37%	116,827	133,900	116,757	126,400	0
\$130,001 \$170,000	9	16.67%	149,344	160,000	149,480	0	0
\$170,001 \$230,000	10	18.52%	194,950	195,000	186,400	205,625	0
\$230,001 and up	6	11.11%	354,817	0	363,900	317,033	450,000
Average List Price	143,892			92,890	135,729	212,640	450,000
Total Closed Units	54	100%	143,892	15	28	10	1
Total Closed Volume	7,770,150			1.39M	3.80M	2.13M	450.00K

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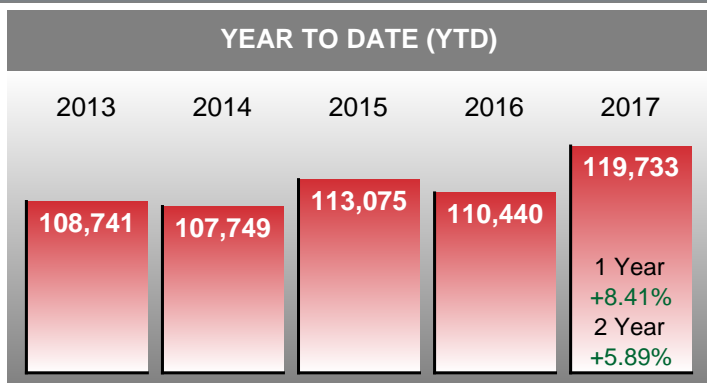
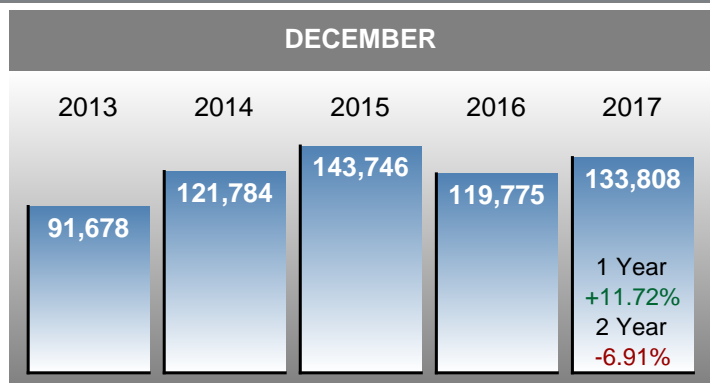
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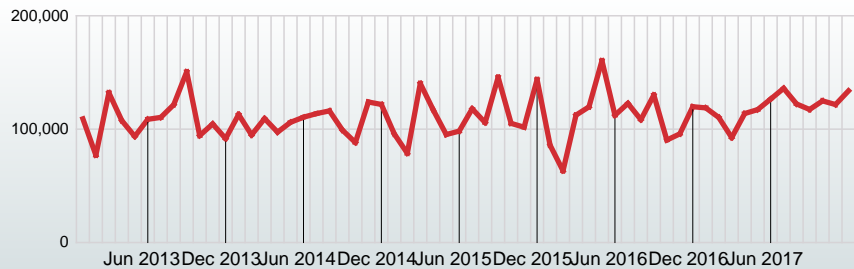
## AVERAGE SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 122,158**
**3 MONTHS**



**High**  
May 2016 = 160,360

**Low**  
Feb 2016 = 63,298

*Average Sold Price*  
this month at **133,808**,  
above the 5 yr DEC  
average of **122,158**

OCT	124,924
NOV	121,683
DEC	133,808
<b>-2.59%</b>	
<b>9.96%</b>	

### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	<b>4</b>	7.41%	22,233	22,233	0	0	0
\$30,001 \$60,000	<b>7</b>	12.96%	48,521	54,250	42,788	60,000	0
\$60,001 \$90,000	<b>9</b>	16.67%	71,318	67,750	74,172	0	0
\$90,001 \$130,000	<b>12</b>	22.22%	111,371	114,967	110,158	110,225	0
\$130,001 \$170,000	<b>6</b>	11.11%	146,355	145,000	146,626	0	0
\$170,001 \$230,000	<b>10</b>	18.52%	187,969	191,437	178,860	198,488	0
\$230,001 and up	<b>6</b>	11.11%	343,483	0	336,925	310,450	455,700
<b>Average Sold Price</b>			<b>133,808</b>	76,651	129,086	200,575	455,700
<b>Total Closed Units</b>		100%	133,808	15	28	10	1
<b>Total Closed Volume</b>			7,225,611	1.15M	3.61M	2.01M	455.70K

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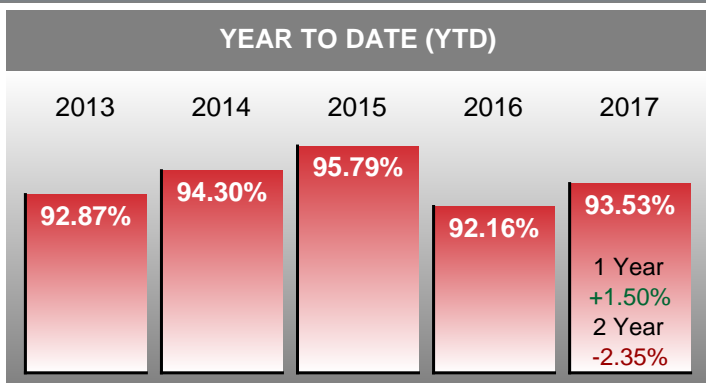
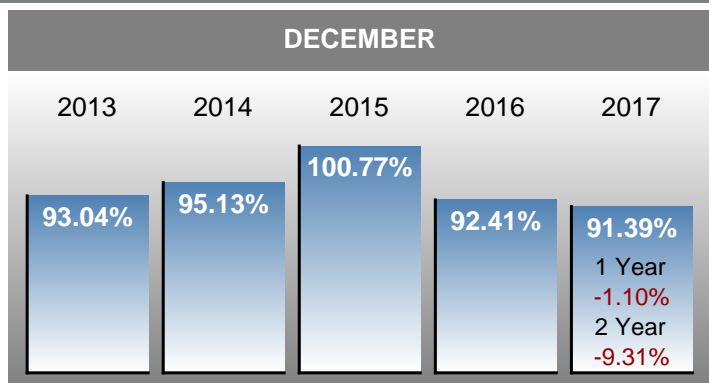
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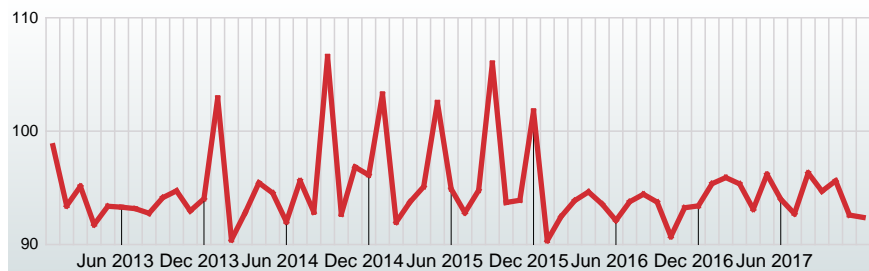
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 94.55%**      **3 MONTHS**



**High**  
Sep 2014 = 105.58%

**Low**  
Jan 2016 = 89.35%

*Average Sold/List Ratio this month at **91.39%**, below the 5 yr DEC average of **94.55%***

OCT	94.62%
NOV	91.60%
DEC	-3.19%
DEC	91.39%
DEC	-0.23%

### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	92.01%	92.01%	0.00%	0.00%	0.00%
\$30,001 \$60,000	7	12.96%	75.73%	66.47%	84.29%	60.00%	0.00%
\$60,001 \$90,000	9	16.67%	90.55%	77.68%	100.84%	0.00%	0.00%
\$90,001 \$130,000	12	22.22%	91.19%	85.66%	94.40%	88.27%	0.00%
\$130,001 \$170,000	6	11.11%	96.83%	90.63%	98.07%	0.00%	0.00%
\$170,001 \$230,000	10	18.52%	96.46%	98.17%	96.03%	96.56%	0.00%
\$230,001 and up	6	11.11%	97.03%	0.00%	92.45%	98.68%	101.27%
<b>Average Sold/List Ratio</b>		91.40%		83.83%	94.91%	91.88%	101.27%
<b>Total Closed Units</b>		54		15	28	10	1
<b>Total Closed Volume</b>		7,225,611		1.15M	3.61M	2.01M	455.70K

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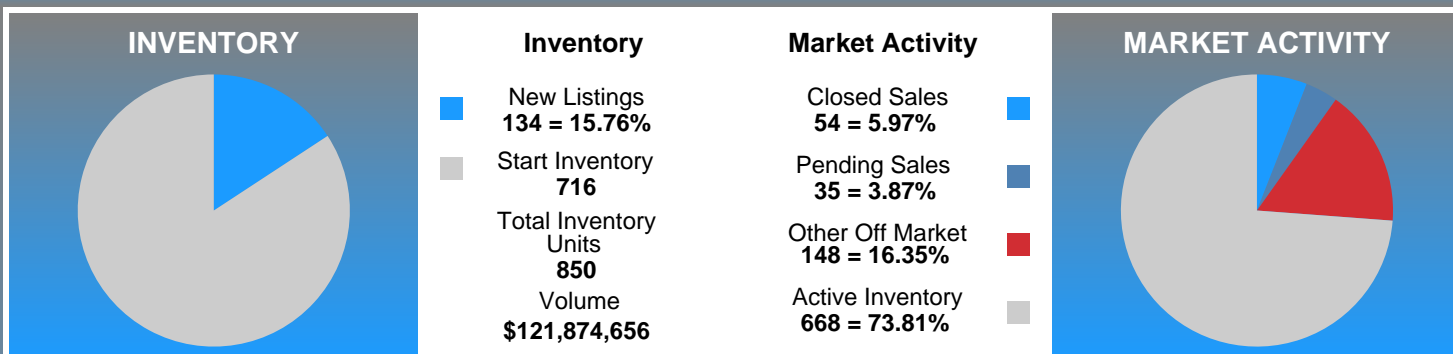
# December 2017

Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

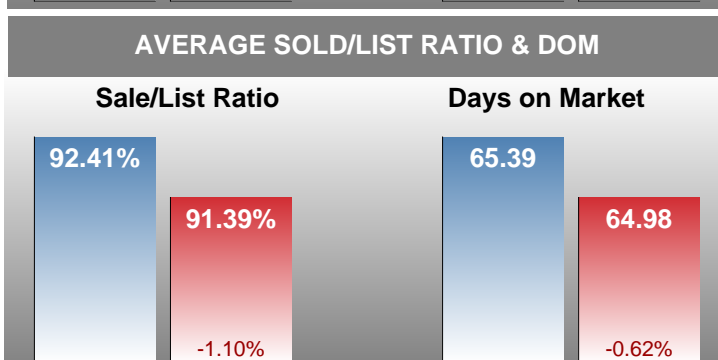
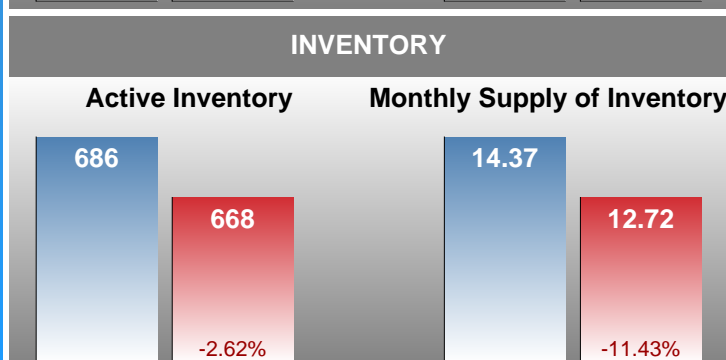
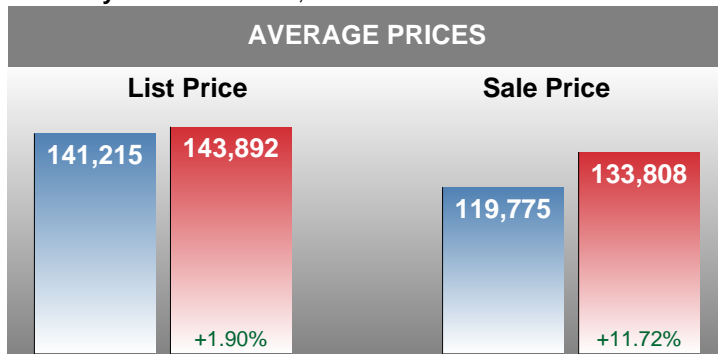
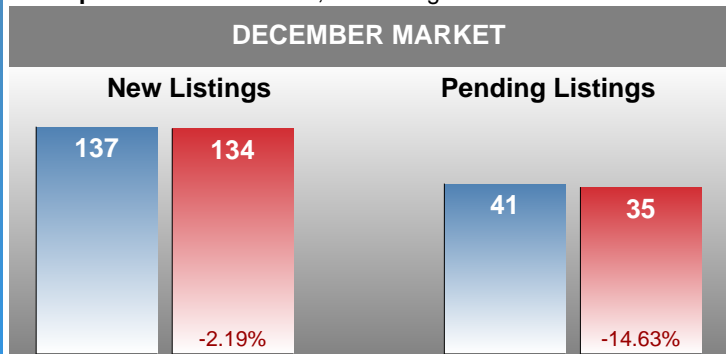


Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	44	54	22.73%	573	630	9.95%
Pending Sales	41	35	-14.63%	582	630	8.25%
New Listings	137	134	-2.19%	2,028	1,972	-2.76%
Average List Price	141,215	143,892	1.90%	119,114	126,075	5.84%
Average Sale Price	119,775	133,808	11.72%	110,440	119,733	8.41%
Average Percent of Selling Price to List Price	92.41%	91.39%	-1.10%	92.16%	93.53%	1.50%
Average Days on Market to Sale	65.39	64.98	-0.62%	58.02	55.86	-3.72%
Monthly Inventory	686	668	-2.62%	686	668	-2.62%
Months Supply of Inventory	14.37	12.72	-11.43%	14.37	12.72	-11.43%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

**Inventory** on December 31, 2017 = **668**

2016 2017



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