



December 2017

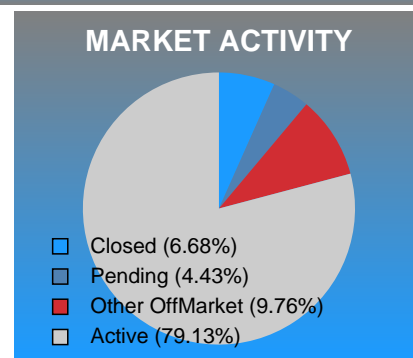
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	79	104	31.65%
Pending Listings	56	69	23.21%
New Listings	204	176	-13.73%
Average List Price	132,378	110,087	-16.84%
Average Sale Price	126,597	103,943	-17.90%
Average Percent of List Price to Selling Price	94.69%	92.90%	-1.88%
Average Days on Market to Sale	70.49	66.44	-5.75%
End of Month Inventory	1,145	1,232	7.60%
Months Supply of Inventory	14.24	14.61	2.60%



Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of December 31, 2017 = **1,232**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **7.60%** to 1,232 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **14.61** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.90%** in December 2017 to \$103,943 versus the previous year at \$126,597.

Average Days on Market Shortens

The average number of **66.44** days that homes spent on the market before selling decreased by 4.05 days or **5.75%** in December 2017 compared to last year's same month at **70.49** DOM.

Sales Success for December 2017 is Positive

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

There were 176 New Listings in December 2017, down **13.73%** from last year at 204. Furthermore, there were 104 Closed Listings this month versus last year at 79, a **31.65%** increase.

Closed versus Listed trends yielded a **59.1%** ratio, up from previous year's, December 2016, at **38.7%**, a **52.59%** 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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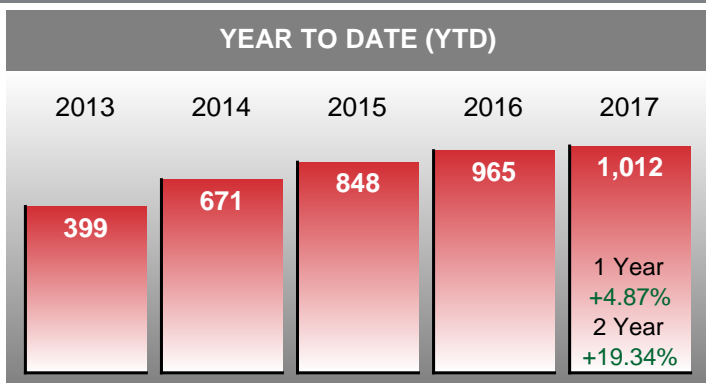
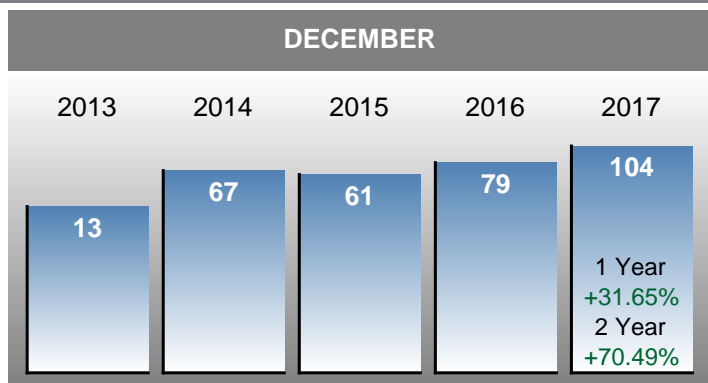
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CLOSED LISTINGS

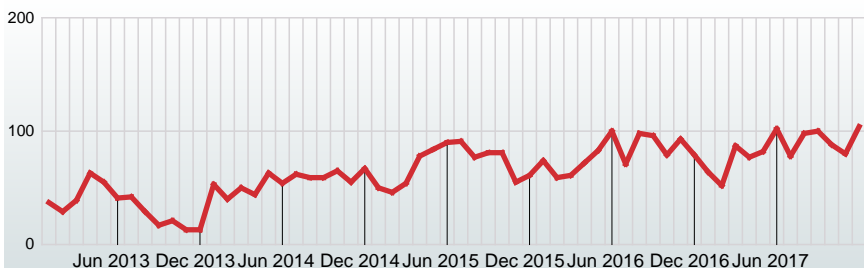
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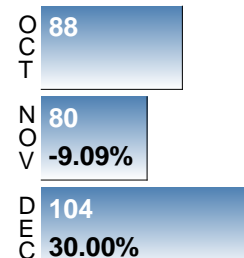
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 65

3 MONTHS



High
Dec 2017 = 104
Low
Dec 2013 = 13
Closed Listings
this month at **104**,
above the 5 yr DEC
average of **65**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	4.81%	67.4	5	0	0	0
\$20,001 - \$40,000	18	17.31%	67.4	9	6	2	1
\$40,001 - \$60,000	15	14.42%	79.3	6	9	0	0
\$60,001 - \$110,000	26	25.00%	67.0	8	14	4	0
\$110,001 - \$150,000	16	15.38%	63.4	0	14	2	0
\$150,001 - \$190,000	12	11.54%	60.1	3	8	1	0
\$190,001 and up	12	11.54%	57.7	3	6	3	0
Total Closed Units	104			34	57	12	1
Total Closed Volume	10,810,025	100%	66.4	2.68M	6.68M	1.42M	22.50K
Average Closed Price	\$103,943			\$78,906	\$117,234	\$118,533	\$22,500

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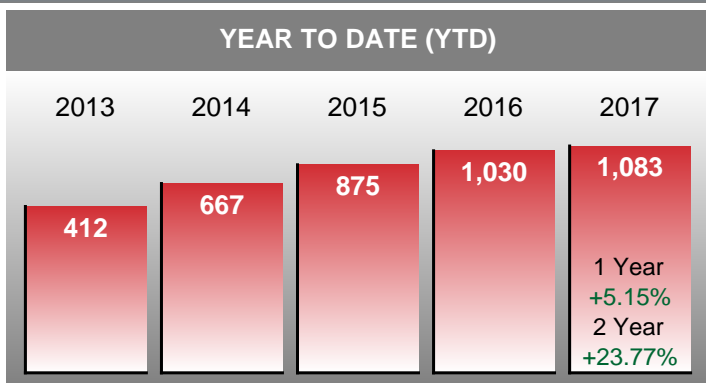
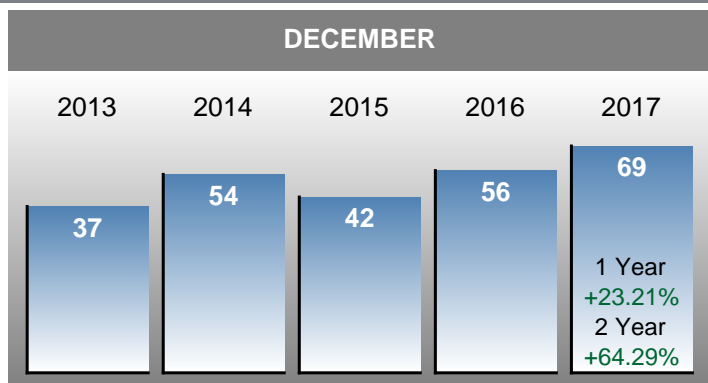
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PENDING LISTINGS

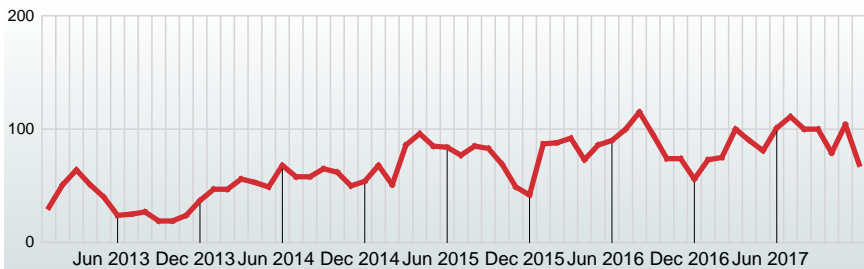
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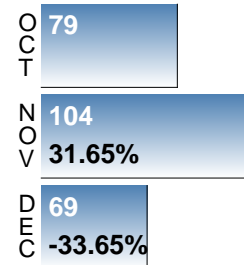
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 52

3 MONTHS



High
Aug 2016 = 115
Low
Oct 2013 = 19
Pending Listings
this month at **69**,
above the 5 yr DEC
average of **52**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.70%	41.5	1	5	0	0
\$20,001 - \$40,000	8	11.59%	69.9	6	1	1	0
\$40,001 - \$50,000	7	10.14%	92.9	4	3	0	0
\$50,001 - \$110,000	15	21.74%	70.8	7	7	1	0
\$110,001 - \$170,000	17	24.64%	76.2	2	13	2	0
\$170,001 - \$240,000	8	11.59%	83.4	0	7	1	0
\$240,001 and up	8	11.59%	99.0	3	3	2	0
Total Pending Units	69			23	39	7	0
Total Pending Volume	8,551,749	100%	52.1	2.55M	4.77M	1.24M	0.00B
Average Listing Price	\$101,460			\$110,761	\$122,283	\$176,457	\$0

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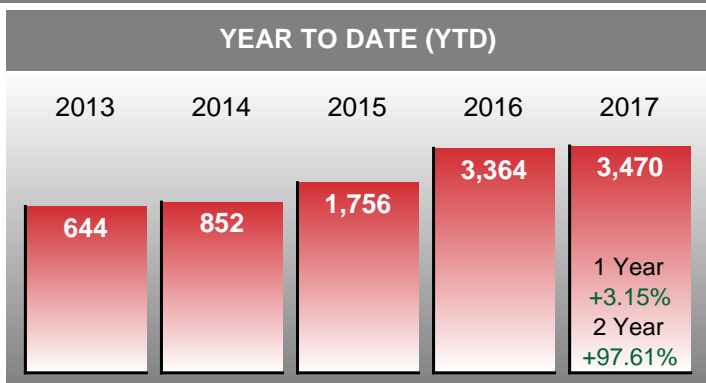
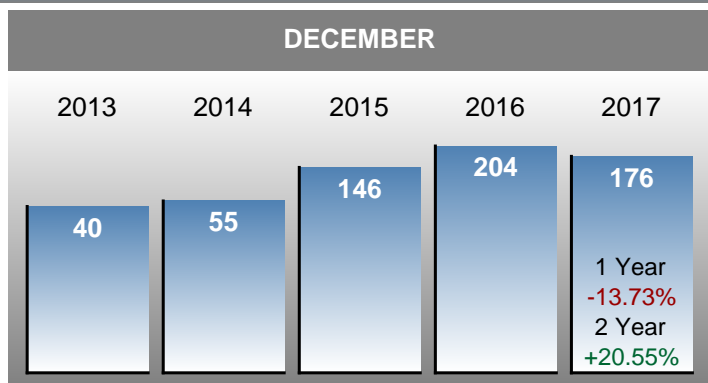
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NEW LISTINGS

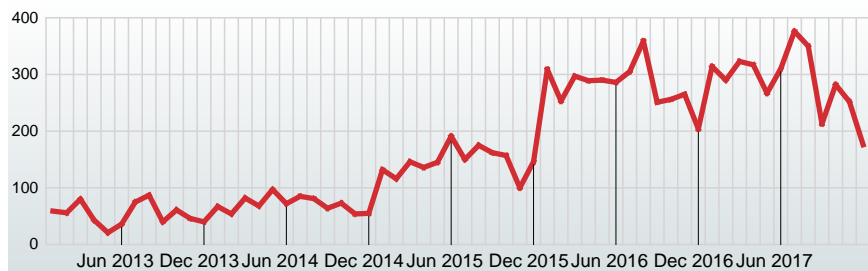
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 124

3 MONTHS



High
Jul 2017 = 376
Low
May 2013 = 21
New Listings
this month at **176**,
above the 5 yr DEC
average of **124**

OCT	282
NOV	252 -10.64%
DEC	176 -30.16%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	16	9.09%	12	4	0	0
\$20,001 - \$40,000	16	9.09%	13	3	0	0
\$40,001 - \$70,000	31	17.61%	18	12	1	0
\$70,001 - \$130,000	45	25.57%	12	28	5	0
\$130,001 - \$220,000	27	15.34%	2	22	3	0
\$220,001 - \$440,000	23	13.07%	6	8	7	2
\$440,001 and up	18	10.23%	6	6	6	0
Total New Listed Units	176		69	83	22	2
Total New Listed Volume	33,164,590	100%	9.68M	15.25M	7.66M	584.00K
Average New Listed Listing Price	\$131,100		\$140,223	\$183,733	\$347,973	\$292,000

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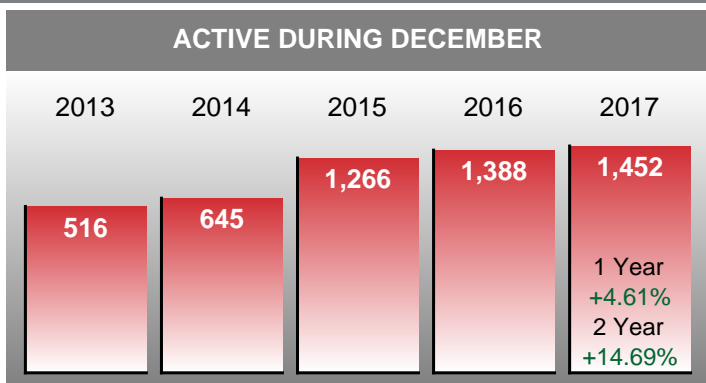
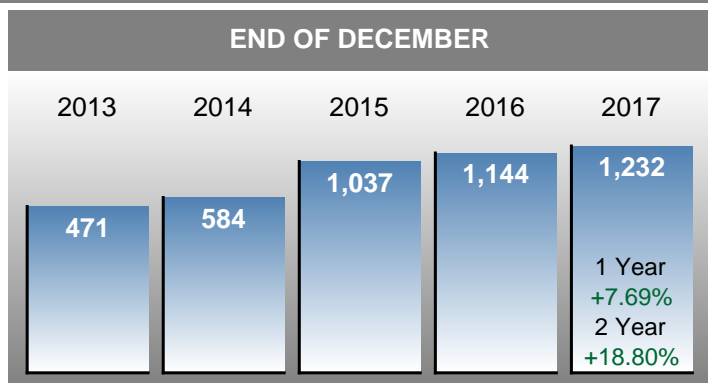
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ACTIVE INVENTORY

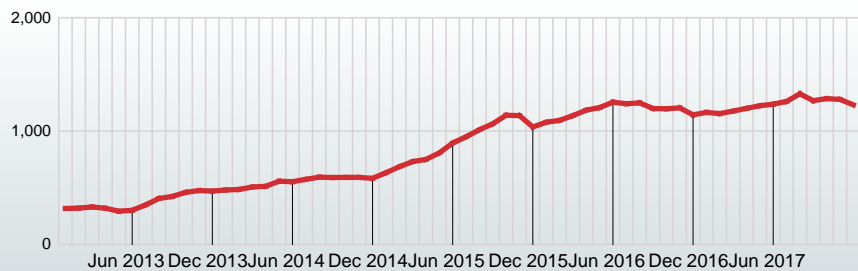
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 894

3 MONTHS



High
Aug 2017 = 1,329
Low
May 2013 = 294
Inventory
this month at **1,232**,
above the 5 yr DEC
average of **894**

OCT	1,287
NOV	1,280 -0.54%
DEC	1,232 -3.75%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	232	18.83%	156.8	223	8	1	0
\$25,001-\$50,000	193	15.67%	123.0	159	30	4	0
\$50,001-\$100,000	293	23.78%	138.8	144	122	26	1
\$100,001-\$175,000	213	17.29%	172.0	51	127	34	1
\$175,001-\$325,000	164	13.31%	134.7	37	74	46	7
\$325,001 and up	137	11.12%	125.0	44	53	34	6
Total Active Inventory by Units	1,232			658	414	145	15
Total Active Inventory by Volume	199,589,621	100%	143.4	78.38M	76.37M	39.02M	5.82M
Average Active Inventory Listing Price	\$162,005			\$119,121	\$184,478	\$269,092	\$387,713

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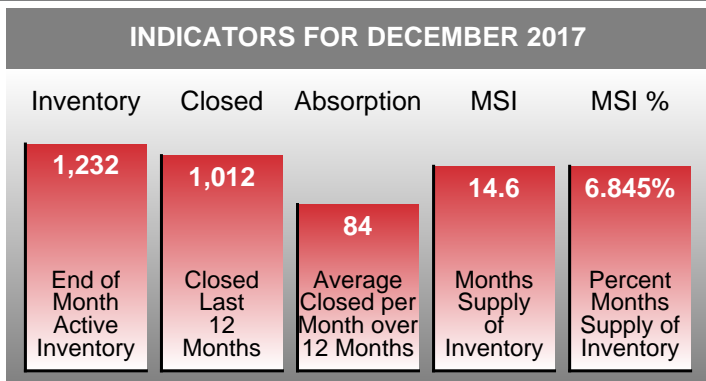
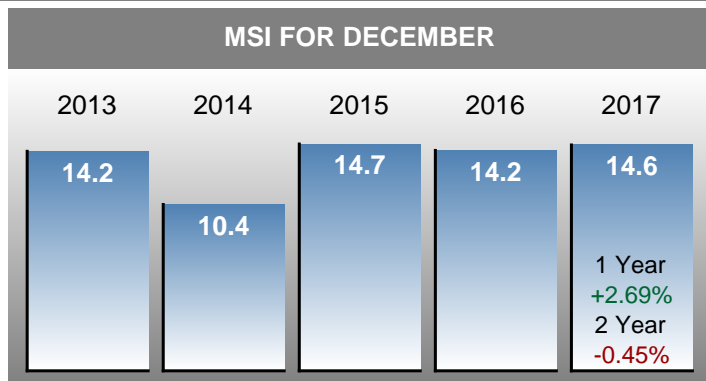
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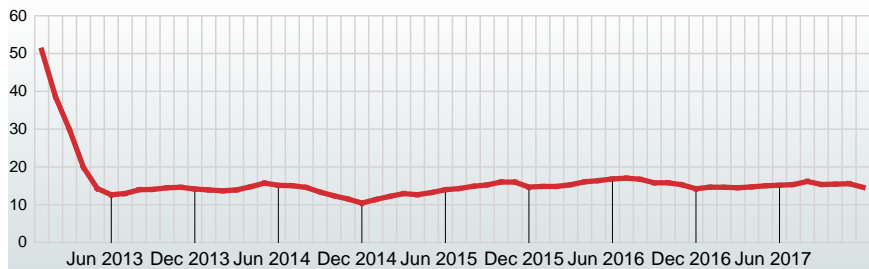


MONTHS SUPPLY of INVENTORY (MSI)

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 13.6

3 MONTHS

High
Jan 2013 = 50.9

Low
Dec 2014 = 10.4

Months Supply this month at **14.6**, above the 5 yr DEC average of **13.6**

OCT	15.4
NOV	15.6
DEC	14.6
	-6.13%

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	35	2.84%	21.0	23.3	8.0	0.0	0.0
\$10,001 \$20,000	128	10.39%	26.0	33.3	2.8	0.0	0.0
\$20,001 \$50,000	262	21.27%	13.9	21.7	4.8	3.3	0.0
\$50,001 \$120,000	351	28.49%	12.0	16.9	9.3	11.3	12.0
\$120,001 \$180,000	167	13.56%	11.3	14.9	9.9	14.5	4.0
\$180,001 \$340,000	163	13.23%	13.9	26.1	10.7	15.6	12.0
\$340,001 and up	126	10.23%	39.8	160.0	42.0	21.9	18.0
Market Supply of Inventory (MSI)	14.6			22.5	9.7	13.3	10.6
Total Active Inventory by Units	1,232	100%	14.6	658	414	145	15

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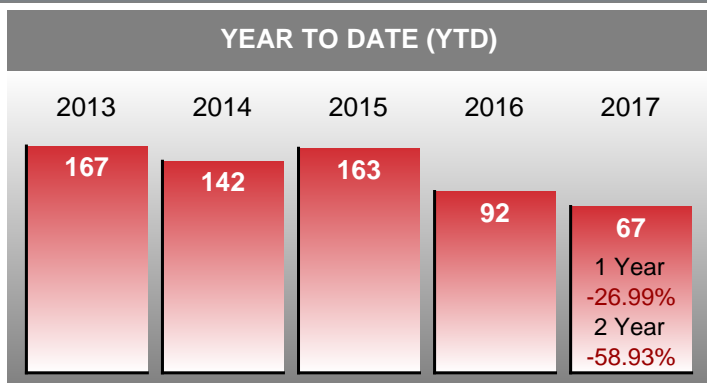
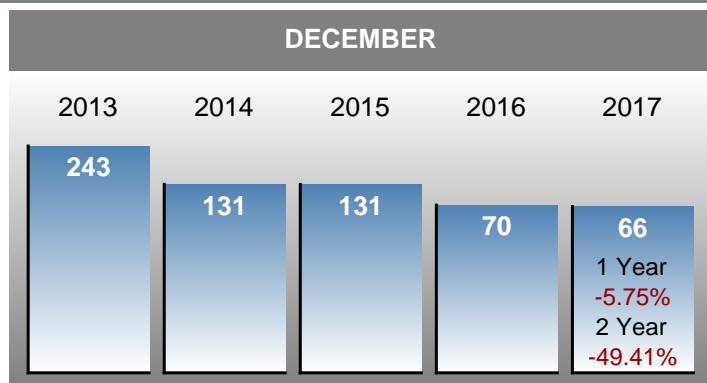
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AVERAGE DAYS ON MARKET TO SALE

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



5yr DEC AVG = 129 **3 MONTHS**

High
Nov 2013 = 294

Low
Oct 2016 = 54

Average Days on Market
this month at **66**,
below the 5 yr DEC
average of **129**

OCT	71
NOV	67 -5.14%
DEC	66 -1.37%

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
\$20,000 and less	5	4.81%	67.4	67.4	0.0	0.0	0.0
\$20,001 \$40,000	18	17.31%	67.4	89.7	63.0	8.5	12.0
\$40,001 \$60,000	15	14.42%	79.3	60.0	92.1	0.0	0.0
\$60,001 \$110,000	26	25.00%	67.0	76.1	49.7	109.5	0.0
\$110,001 \$150,000	16	15.38%	63.4	0.0	60.9	81.0	0.0
\$150,001 \$190,000	12	11.54%	60.1	15.0	70.5	112.0	0.0
\$190,001 and up	12	11.54%	57.7	41.7	73.5	42.0	0.0
Average Closed DOM			66.4	67.1	66.0	71.3	12.0
Total Closed Units		100%	66.4	34	57	12	1
Total Closed Volume			10,810,025	2.68M	6.68M	1.42M	22.50K

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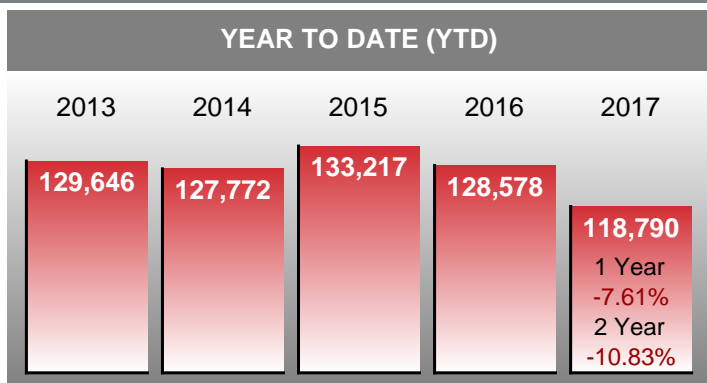
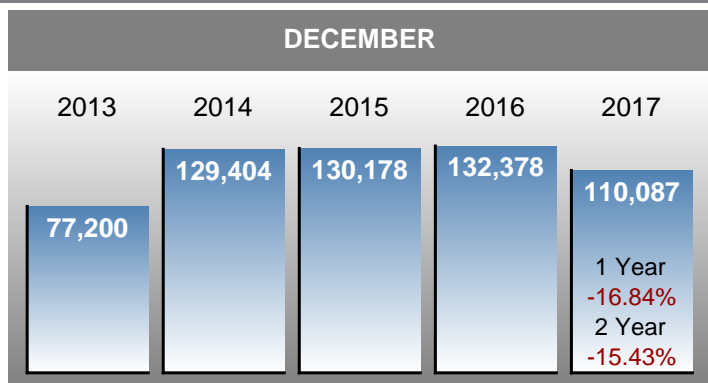
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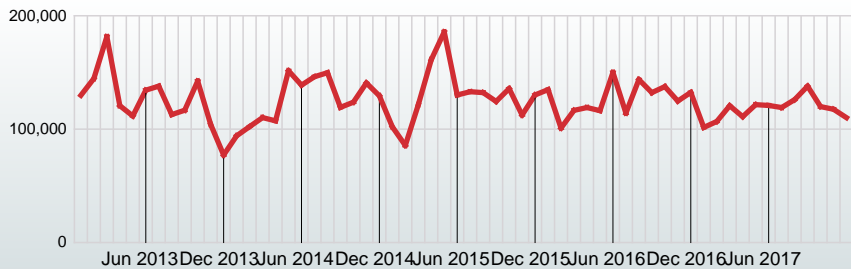
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 115,850 **3 MONTHS**



High
May 2015 = 185,723
Low
Dec 2013 = 77,200
Average List Price
this month at **110,087**,
below the 5 yr DEC
average of **115,850**

OCT	119,896
NOV	117,529 -1.97%
DEC	110,087 -6.33%

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
\$20,000 and less	2	1.92%	10,500	22,840	0	0	0
\$20,001 \$40,000	17	16.35%	29,488	35,200	35,371	21,500	22,000
\$40,001 \$60,000	18	17.31%	53,035	58,650	54,089	0	0
\$60,001 \$110,000	26	25.00%	83,741	87,338	85,384	83,325	0
\$110,001 \$150,000	18	17.31%	134,333	0	134,493	135,000	0
\$150,001 \$190,000	9	8.65%	181,511	174,667	181,200	199,500	0
\$190,001 and up	14	13.46%	267,379	321,500	293,400	207,967	0
Average List Price			110,087	87,356	122,584	122,475	22,000
Total Closed Units		100%	110,087	34	57	12	1
Total Closed Volume			11,449,094	2.97M	6.99M	1.47M	22.00K

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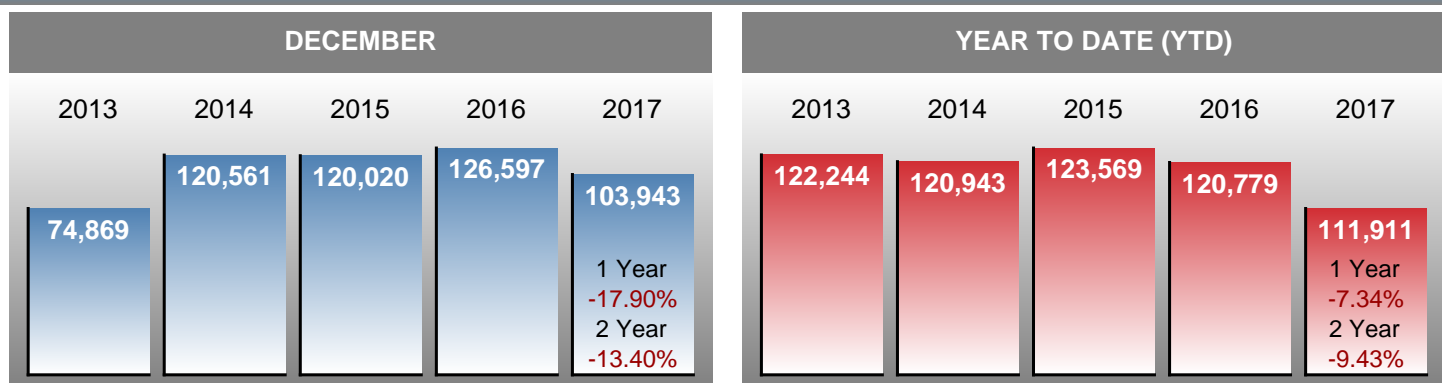
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AVERAGE SOLD PRICE AT CLOSING

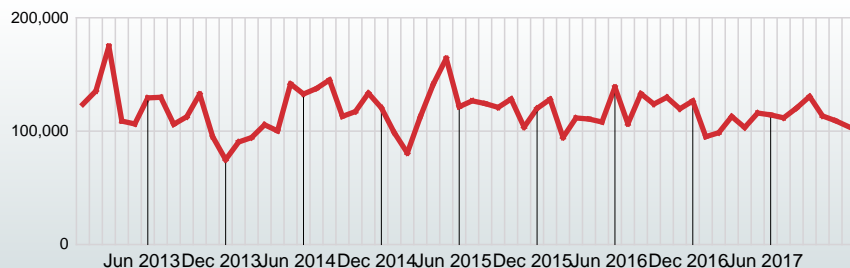
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 109,198

3 MONTHS



High
Mar 2013 = 174,874
Low
Dec 2013 = 74,869
Average Sold Price
this month at **103,943**,
below the 5 yr DEC
average of **109,198**

OCT	113,414
NOV	109,201 -3.71%
DEC	103,943 -4.82%

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
\$20,000 and less	5	4.81%	13,980	13,980	0	0	0
\$20,001 - \$40,000	18	17.31%	28,704	28,811	31,146	24,000	22,500
\$40,001 - \$60,000	15	14.42%	49,393	51,233	48,167	0	0
\$60,001 - \$110,000	26	25.00%	82,621	86,175	81,204	80,475	0
\$110,001 - \$150,000	16	15.38%	129,744	0	130,779	122,500	0
\$150,001 - \$190,000	12	11.54%	173,275	168,333	173,100	189,500	0
\$190,001 and up	12	11.54%	264,933	283,933	284,900	206,000	0
Average Sold Price			103,943	78,906	117,234	118,533	22,500
Total Closed Units		100%	103,943	34	57	12	1
Total Closed Volume			10,810,025	2.68M	6.68M	1.42M	22.50K

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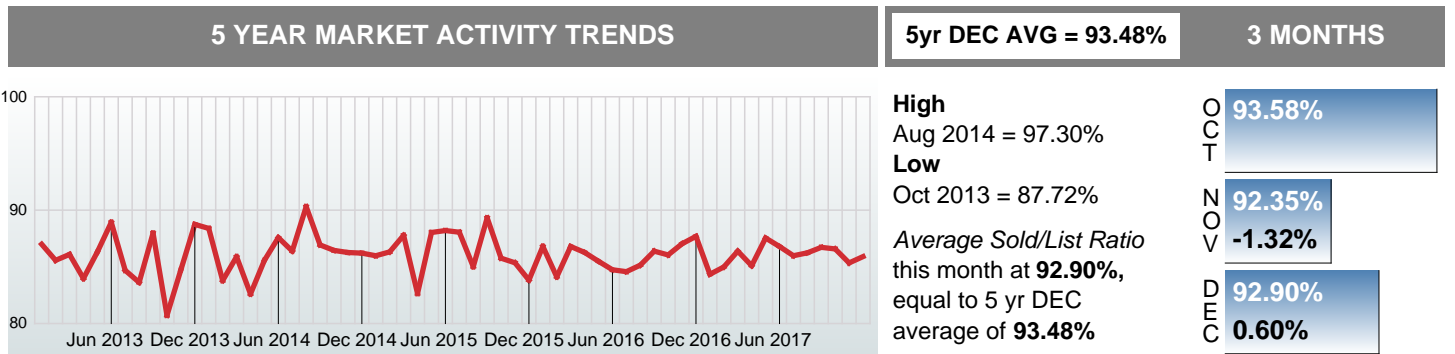
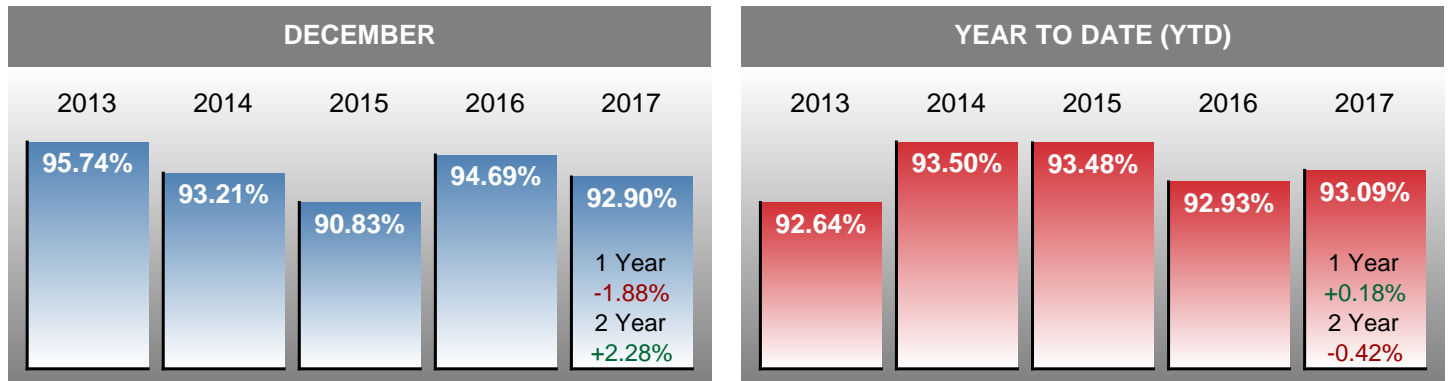
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$20,000 and less	5	4.81%	73.89%	73.89%	0.00%	0.00%	0.00%
\$20,001 \$40,000	18	17.31%	89.15%	82.30%	89.74%	111.63%	102.27%
\$40,001 \$60,000	15	14.42%	88.58%	87.22%	89.48%	0.00%	0.00%
\$60,001 \$110,000	26	25.00%	96.90%	99.00%	95.89%	96.26%	0.00%
\$110,001 \$150,000	16	15.38%	96.50%	0.00%	97.27%	91.10%	0.00%
\$150,001 \$190,000	12	11.54%	95.93%	96.43%	95.87%	94.99%	0.00%
\$190,001 and up	12	11.54%	95.38%	88.07%	97.18%	99.10%	0.00%
Average Sold/List Ratio			92.90%	87.62%	94.70%	98.57%	102.27%
Total Closed Units	104	100%	92.90%	34	57	12	1
Total Closed Volume	10,810,025			2.68M	6.68M	1.42M	22.50K

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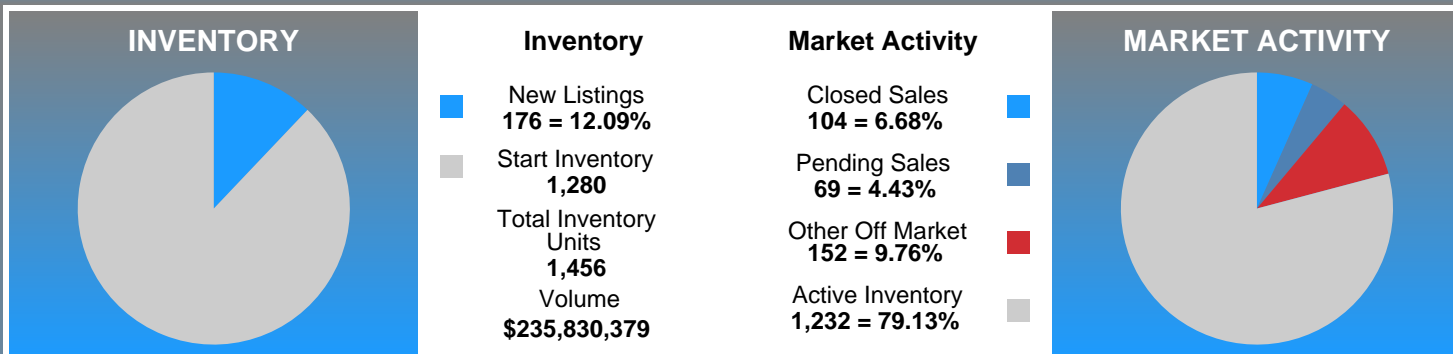
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Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

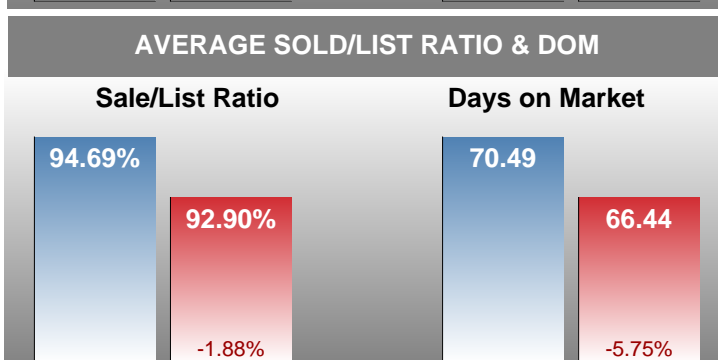
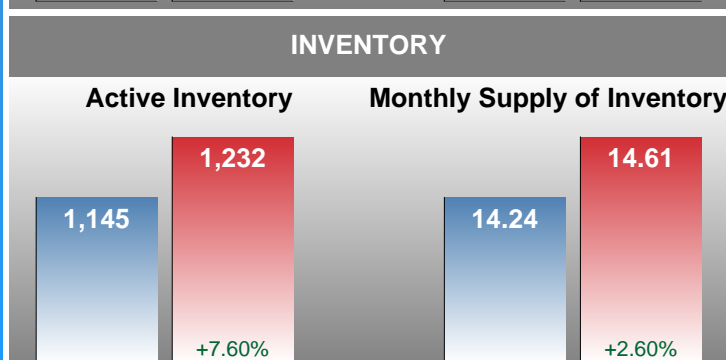
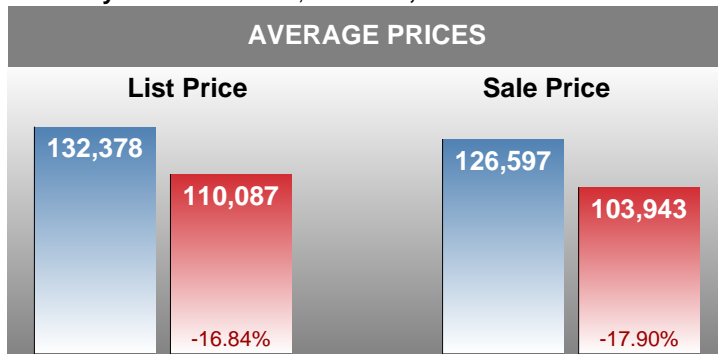
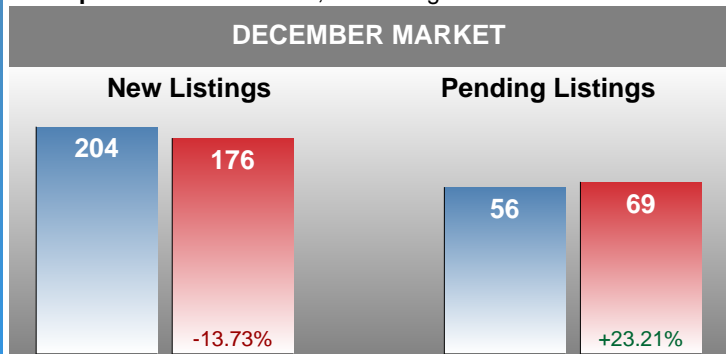
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	79	104	31.65%	965	1,012	4.87%
Pending Sales	56	69	23.21%	1,030	1,083	5.15%
New Listings	204	176	-13.73%	3,364	3,470	3.15%
Average List Price	132,378	110,087	-16.84%	128,578	118,790	-7.61%
Average Sale Price	126,597	103,943	-17.90%	120,779	111,911	-7.34%
Average Percent of Selling Price to List Price	94.69%	92.90%	-1.88%	92.93%	93.09%	0.18%
Average Days on Market to Sale	70.49	66.44	-5.75%	91.96	67.14	-26.99%
Monthly Inventory	1,145	1,232	7.60%	1,145	1,232	7.60%
Months Supply of Inventory	14.24	14.61	2.60%	14.24	14.61	2.60%

Absorption: Last 12 months, an Average of **84** Sales/Month

Inventory on December 31, 2017 = 1,232 2016 2017



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