RE STATS

December 2017

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

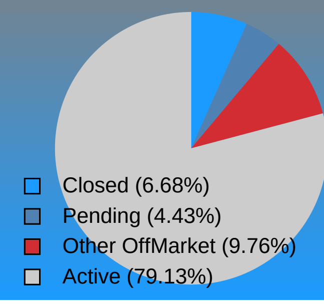
MLS technology INC

MONTHLY INVENTORY ANALYSIS

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

Compared	December		
Metrics	2016	2017	+/-%
Closed Listings	79	104	31.65%
Pending Listings	56	69	23.21%
New Listings	204	176	-13.73%
Median List Price	97,300	83,000	-14.70%
Median Sale Price	88,000	79,950	-9.15%
Median Percent of List Price to Selling Price	96.04%	95.65%	-0.41%
Median Days on Market to Sale	54.00	57.50	6.48%
End of Month Inventory	1,145	1,232	7.60%
Months Supply of Inventory	14.24	14.61	2.60%

MARKET ACTIVITY



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.

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 **9.15%** in December 2017 to $79,950 versus the previous year at $88,000.

Median Days on Market Lengthens

The median number of **57.50** days that homes spent on the market before selling increased by 3.50 days or **6.48%** in December 2017 compared to last year's same month at **54.00** DOM.

Sales Success for December 2017 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished 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.

What's in this Issue

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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December 2017

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CLOSED LISTINGS

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

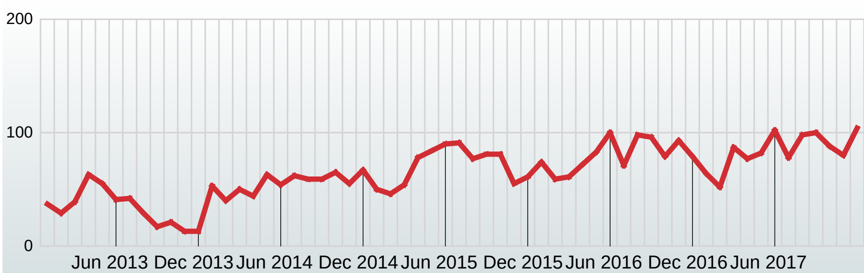
DECEMBER

2013	2014	2015	2016	2017
13	67	61	79	104
				1 Year +31.65%
				2 Year +70.49%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
399	671	848	965	1,012
				1 Year +4.87%
				2 Year +19.34%

5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 65

High
Dec 2017 = 104
Low
Dec 2013 = 13

Closed Listings this month at **104,** above the 5 yr DEC average of **65**

3 MONTHS

Month	Closed Listings	Change
OCT	88	
NOV	80	-9.09%
DEC	104	30.00%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	4.81%	66.0	5	0	0	0
$20,001 $40,000	18	17.31%	48.5	9	6	2	1
$40,001 $60,000	15	14.42%	67.0	6	9	0	0
$60,001 $110,000	26	25.00%	59.0	8	14	4	0
$110,001 $150,000	16	15.38%	39.0	0	14	2	0
$150,001 $190,000	12	11.54%	52.5	3	8	1	0
$190,001 and up	12	11.54%	50.0	3	6	3	0
Total Closed Units	104	100%	57.5	34	57	12	1
Total Closed Volume	10,810,025			2.68M	6.68M	1.42M	22.50K
Median Closed Price	$79,950			$52,750	$110,000	$109,950	$22,500

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MLS technology INC

PENDING LISTINGS

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

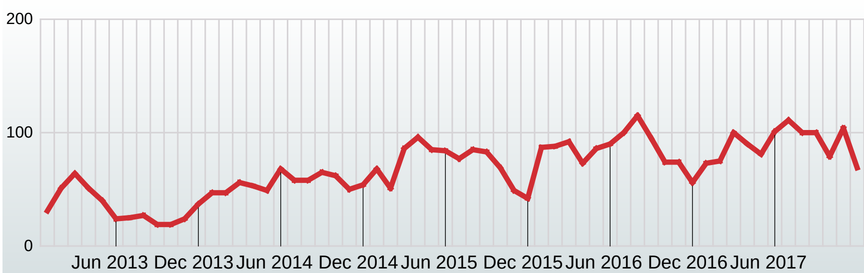
DECEMBER

2013	2014	2015	2016	2017
37	54	42	56	69
				1 Year +23.21%
				2 Year +64.29%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
412	667	875	1,030	1,083
				1 Year +5.15%
				2 Year +23.77%

5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 52

High
Aug 2016 = 115
Low
Oct 2013 = 19

Pending Listings this month at **69,** above the 5 yr DEC average of **52**

3 MONTHS

Month	Count	Change
OCT	79	
NOV	104	31.65%
DEC	69	-33.65%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	6	8.70%	46.0	1	5	0	0
$20,001 $40,000	8	11.59%	35.0	6	1	1	0
$40,001 $50,000	7	10.14%	57.0	4	3	0	0
$50,001 $110,000	15	21.74%	64.0	7	7	1	0
$110,001 $170,000	17	24.64%	63.0	2	13	2	0
$170,001 $240,000	8	11.59%	83.0	0	7	1	0
$240,001 and up	8	11.59%	100.0	3	3	2	0
Total Pending Units	69	100%	64.0	23	39	7	0
Total Pending Volume	8,551,749			2.55M	4.77M	1.24M	0.00B
Median Listing Price	$104,000			$55,000	$115,000	$115,000	$0

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NEW LISTINGS

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

DECEMBER

2013	2014	2015	2016	2017
40	55	146	204	176

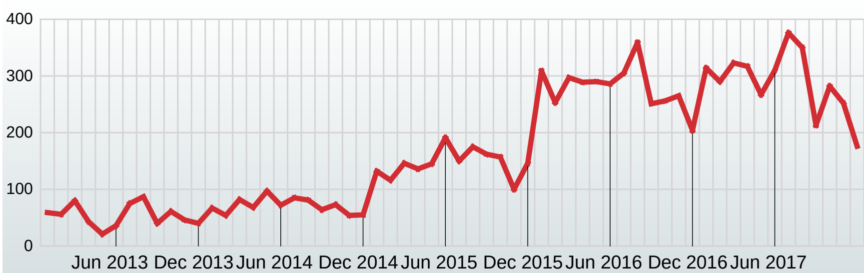
1 Year -13.73%
2 Year +20.55%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
644	852	1,756	3,364	3,470

1 Year +3.15%
2 Year +97.61%

5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 124

High
Jul 2017 = 376
Low
May 2013 = 21

New Listings this month at **176,** above the 5 yr DEC average of **124**

3 MONTHS

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	100%	69	83	22	2
Total New Listed Volume	33,164,590		9.68M	15.25M	7.66M	584.00K
Median New Listed Listing Price	$95,450		$55,000	$115,000	$291,700	$292,000

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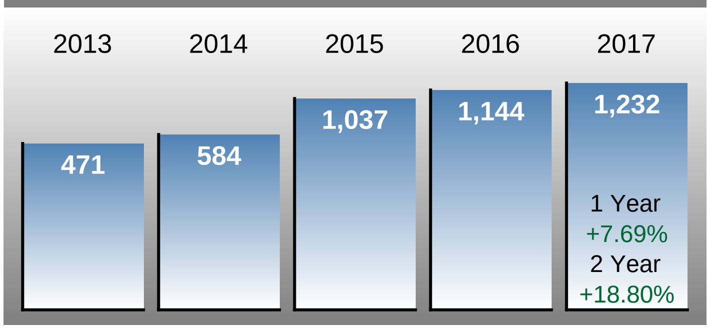
MLS technology INC

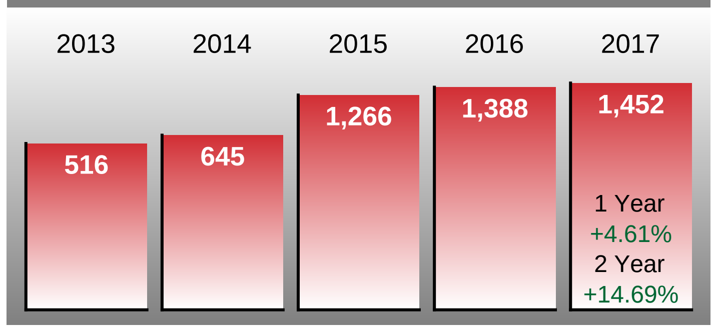
ACTIVE INVENTORY

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

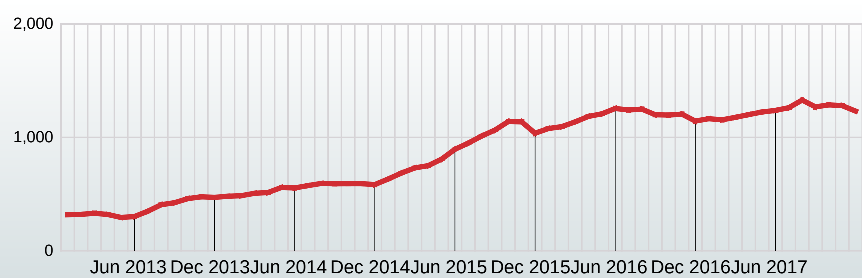
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

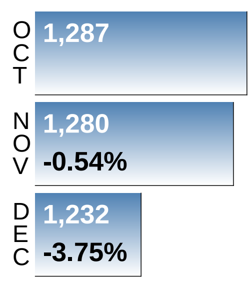


5yr DEC AVG = 894

High
Aug 2017 = 1,329
Low
May 2013 = 294

Inventory
this month at **1,232,** above the 5 yr DEC average of **894**

3 MONTHS



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$10,000 and less	35	2.84%	125.0	33	2	0	0
$10,001 $20,000	128	10.39%	135.0	125	3	0	0
$20,001 $50,000	262	21.27%	101.0	224	33	5	0
$50,001 $120,000	351	28.49%	102.0	163	155	32	1
$120,001 $180,000	167	13.56%	95.0	36	101	29	1
$180,001 $340,000	163	13.23%	104.0	37	71	48	7
$340,001 and up	126	10.23%	85.5	40	49	31	6
Total Active Inventory by Units	1,232	100%	101.5	658	414	145	15
Total Active Inventory by Volume	199,589,621			78.38M	76.37M	39.02M	5.82M
Median Active Inventory Listing Price	$81,450			$40,000	$129,900	$199,000	$299,900

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MONTHS SUPPLY of INVENTORY (MSI)

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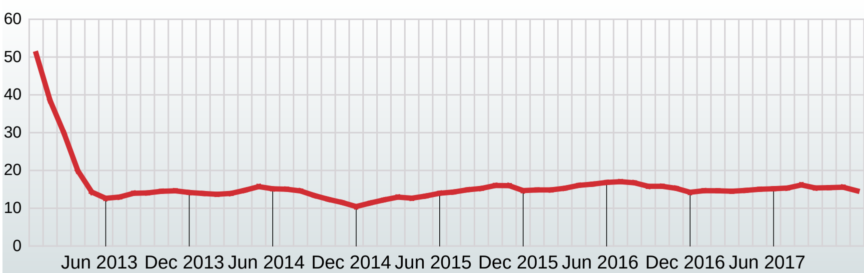
MSI FOR DECEMBER

2013	2014	2015	2016	2017
14.2	10.4	14.7	14.2	14.6
				1 Year +2.69% 2 Year -0.45%

INDICATORS FOR DECEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
1,232	1,012	84	14.6	6.845%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 13.6

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**

3 MONTHS

Month	MSI	Change
OCT	15.4	
NOV	15.6	0.77%
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	100%	14.6	22.5	9.7	13.3	10.6
Total Active Inventory by Units	1,232			658	414	145	15

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MEDIAN DAYS ON MARKET TO SALE

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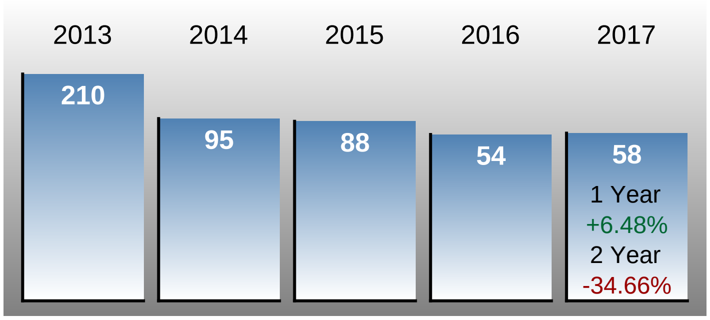
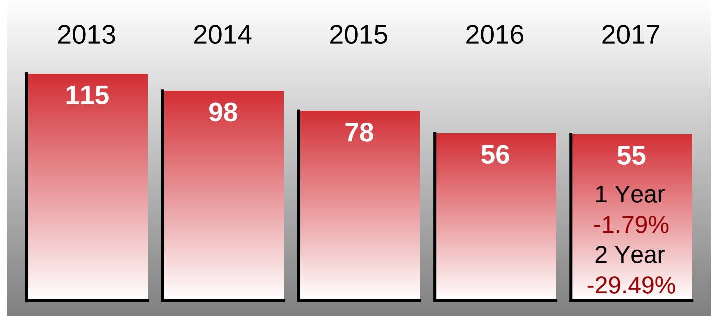
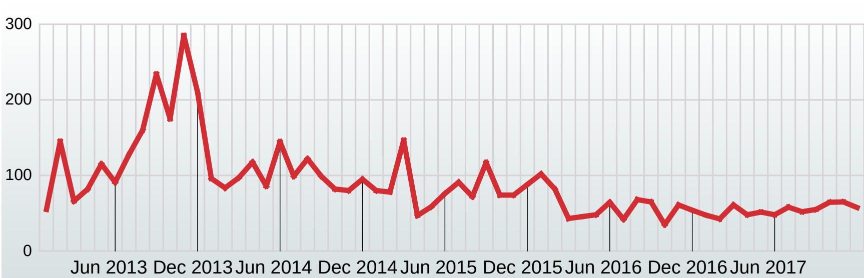
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

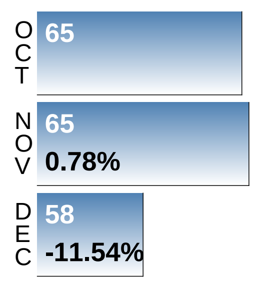


5yr DEC AVG = 101

3 MONTHS

High
Nov 2013 = 285
Low
Oct 2016 = 35

Median Days on Market this month at **58,** below the 5 yr DEC average of **101**



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
$20,000 and less	5	4.81%	66.0	66.0	0.0	0.0	0.0
$20,001 $40,000	18	17.31%	48.5	71.0	43.5	8.5	12.0
$40,001 $60,000	15	14.42%	67.0	62.0	101.0	0.0	0.0
$60,001 $110,000	26	25.00%	59.0	72.0	37.5	102.5	0.0
$110,001 $150,000	16	15.38%	39.0	0.0	39.0	81.0	0.0
$150,001 $190,000	12	11.54%	52.5	1.0	67.0	112.0	0.0
$190,001 and up	12	11.54%	50.0	37.0	90.5	47.0	0.0
Median Closed DOM	57.5	100%	57.5	60.0	56.0	61.0	12.0
Total Closed Units	104			34	57	12	1
Total Closed Volume	10,810,025			2.68M	6.68M	1.42M	22.50K

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MEDIAN LIST PRICE AT CLOSING

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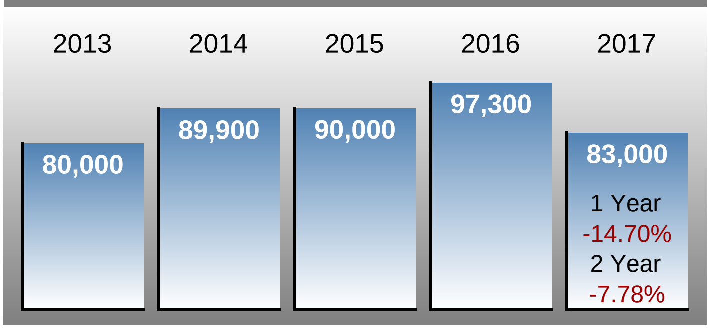
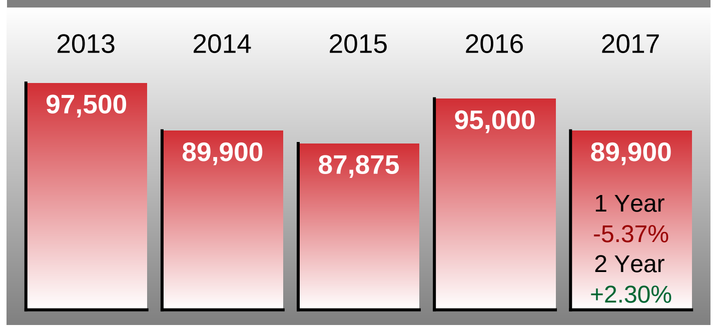
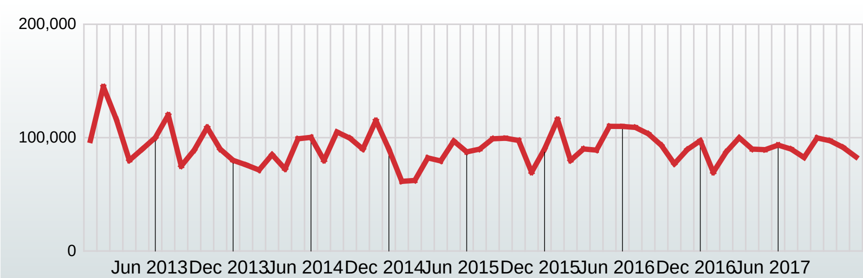
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

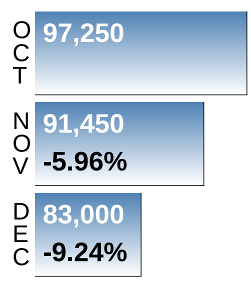


5yr DEC AVG = 88,040

High
Feb 2013 = 144,900
Low
Jan 2015 = 61,450

Median List Price this month at **83,000,** below the 5 yr DEC average of **88,040**

3 MONTHS



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
$20,000 and less	2	1.92%	10,500	10,500	0	0	0
$20,001 $40,000	17	16.35%	28,500	32,450	28,450	21,500	22,000
$40,001 $60,000	18	17.31%	54,950	55,000	49,950	0	0
$60,001 $110,000	26	25.00%	79,950	79,900	82,000	79,750	0
$110,001 $150,000	18	17.31%	139,450	115,000	139,900	135,000	0
$150,001 $190,000	9	8.65%	185,000	175,000	187,450	0	0
$190,001 and up	14	13.46%	232,500	314,500	250,000	204,700	0
Median List Price	83,000	100%	83,000	57,250	109,900	112,450	22,000
Total Closed Units	104			34	57	12	1
Total Closed Volume	11,449,094			2.97M	6.99M	1.47M	22.00K

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MEDIAN SOLD PRICE AT CLOSING

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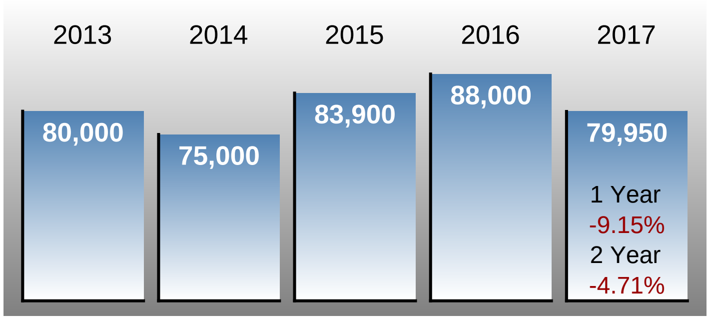
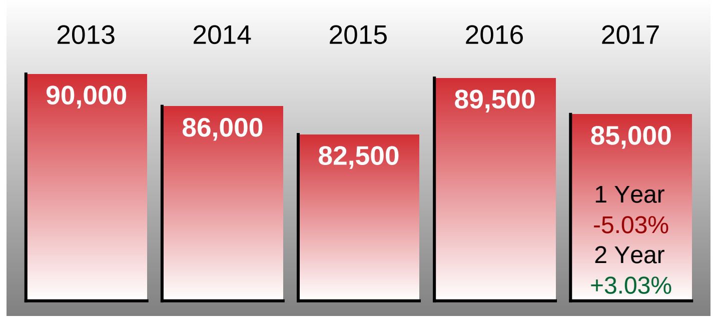
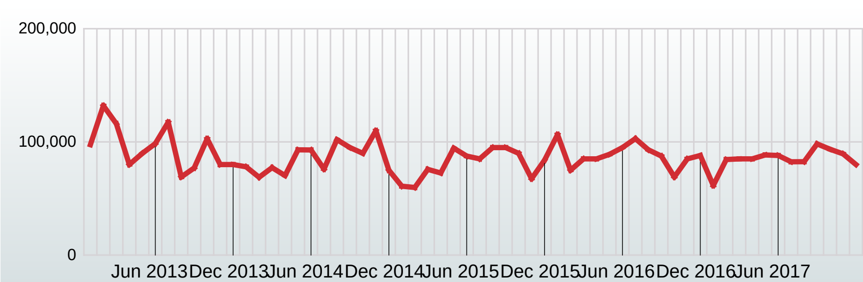
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

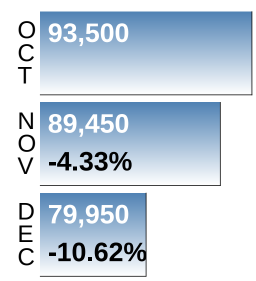


5yr DEC AVG = 81,370

High
Feb 2013 = 132,000
Low
Feb 2015 = 59,750

Median Sold Price this month at **79,950,** below the 5 yr DEC average of **81,370**

3 MONTHS



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
$20,000 and less	5	4.81%	15,000	15,000	0	0	0
$20,001 $40,000	18	17.31%	26,250	27,800	29,688	24,000	22,500
$40,001 $60,000	15	14.42%	50,000	52,750	45,000	0	0
$60,001 $110,000	26	25.00%	78,950	83,750	78,950	77,250	0
$110,001 $150,000	16	15.38%	129,500	0	134,500	122,500	0
$150,001 $190,000	12	11.54%	175,000	175,000	174,000	189,500	0
$190,001 and up	12	11.54%	242,500	273,800	250,000	208,000	0
Median Sold Price	79,950	100%	79,950	52,750	110,000	109,950	22,500
Total Closed Units	104			34	57	12	1
Total Closed Volume	10,810,025			2.68M	6.68M	1.42M	22.50K

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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DECEMBER

2013	2014	2015	2016	2017
96.30%	95.99%	92.59%	96.04%	95.65%

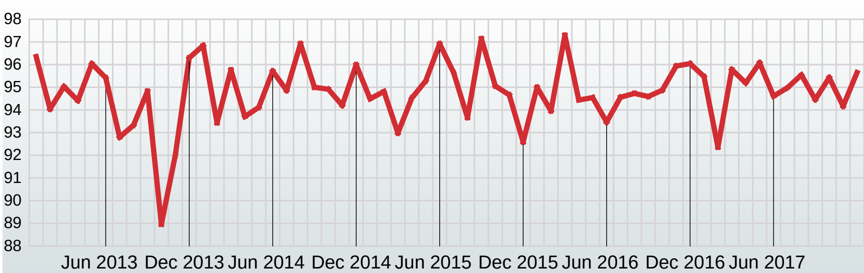
1 Year -0.41%
2 Year +3.30%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
94.48%	95.00%	95.06%	94.81%	95.09%

1 Year +0.29%
2 Year +0.03%

5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 95.32%

High
Mar 2016 = 97.30%
Low
Oct 2013 = 88.96%

Median Sold/List Ratio this month at **95.65%,** above the 5 yr DEC average of **95.32%**

3 MONTHS

OCT	95.43%	
NOV	94.17%	-1.32%
DEC	95.65%	1.58%

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
$20,000 and less	5	4.81%	66.67%	66.67%	0.00%	0.00%	0.00%
$20,001 $40,000	18	17.31%	89.30%	80.81%	89.43%	111.63%	102.27%
$40,001 $60,000	15	14.42%	90.00%	88.56%	90.18%	0.00%	0.00%
$60,001 $110,000	26	25.00%	98.34%	99.00%	97.98%	96.86%	0.00%
$110,001 $150,000	16	15.38%	96.32%	0.00%	96.88%	91.10%	0.00%
$150,001 $190,000	12	11.54%	95.29%	95.60%	95.87%	94.99%	0.00%
$190,001 and up	12	11.54%	96.97%	91.27%	97.71%	100.05%	0.00%
Median Sold/List Ratio	95.65%	100%	95.65%	91.46%	96.05%	98.37%	102.27%
Total Closed Units	104			34	57	12	1
Total Closed Volume	10,810,025			2.68M	6.68M	1.42M	22.50K

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Contact: Greater Tulsa Association of REALTORS **Phone: 918-663-7500** **Email: helpdesk@tulsarealtors.com**

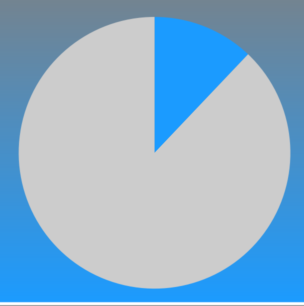
December 2017

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

MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
176 = 12.09%

Start Inventory
1,280

Total Inventory Units
1,456

Volume
$235,830,379

Market Activity

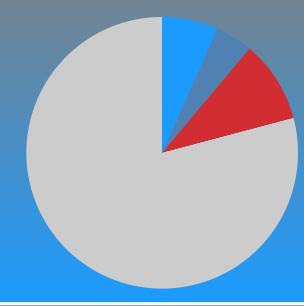
Closed Sales
104 = 6.68%

Pending Sales
69 = 4.43%

Other Off Market
152 = 9.76%

Active Inventory
1,232 = 79.13%

MARKET ACTIVITY



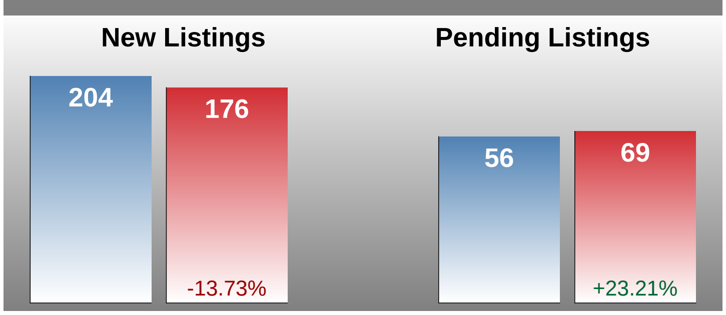
Compared	December			Year to Date		
Metrics	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	79	104	31.65%	965	1,012	4.87%
Pending Sales	56	69	23.21%	1,030	1,083	5.15%
New Listings	204	176	-13.73%	3,364	3,470	3.15%
Median List Price	97,300	83,000	-14.70%	95,000	89,900	-5.37%
Median Sale Price	88,000	79,950	-9.15%	89,500	85,000	-5.03%
Median Percent of Selling Price to List Price	96.04%	95.65%	-0.41%	94.81%	95.09%	0.29%
Median Days on Market to Sale	54.00	57.50	6.48%	56.00	55.00	-1.79%
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

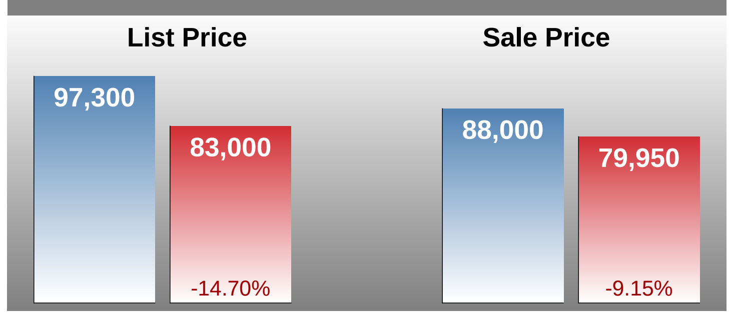
Inventory on December 31, 2017 = **1,232**

2016 2017

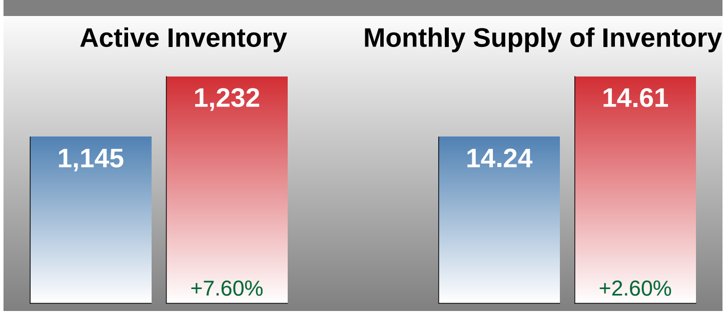
DECEMBER MARKET



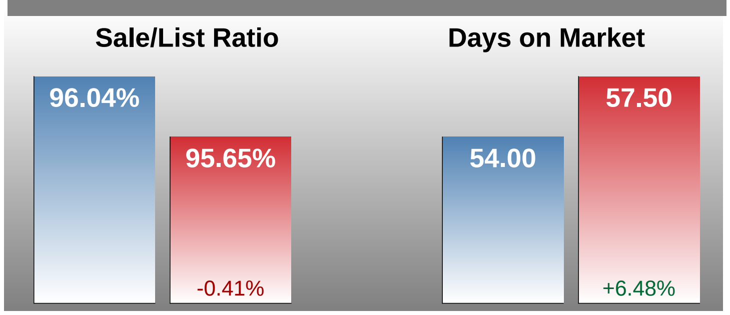
MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM



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