



December 2017

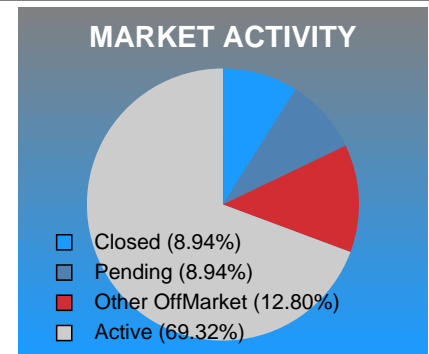
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	35	37	5.71%
Pending Listings	29	37	27.59%
New Listings	70	79	12.86%
Average List Price	158,984	134,038	-15.69%
Average Sale Price	152,019	128,469	-15.49%
Average Percent of List Price to Selling Price	94.11%	95.16%	1.12%
Average Days on Market to Sale	56.00	54.59	-2.51%
End of Month Inventory	239	287	20.08%
Months Supply of Inventory	6.81	7.15	4.89%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of December 31, 2017 = **287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **20.08%** to 287 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **7.15** 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 **15.49%** in December 2017 to \$128,469 versus the previous year at \$152,019.

Average Days on Market Shortens

The average number of **54.59** days that homes spent on the market before selling decreased by 1.41 days or **2.51%** in December 2017 compared to last year's same month at **56.00** DOM.

Sales Success for December 2017 is Positive

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

There were 79 New Listings in December 2017, up **12.86%** from last year at 70. Furthermore, there were 37 Closed Listings this month versus last year at 35, a **5.71%** increase.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, December 2016, at **50.0%**, a **6.33%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.



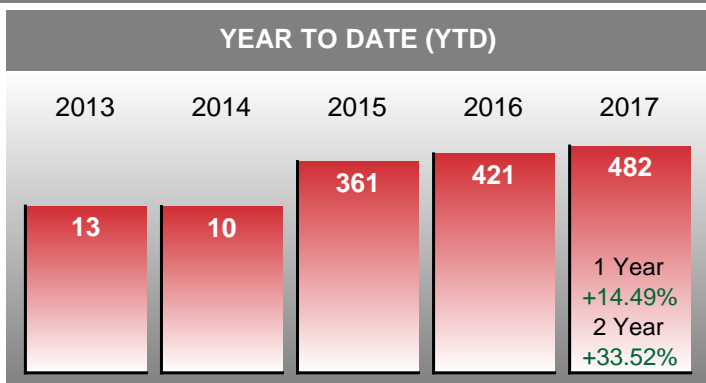
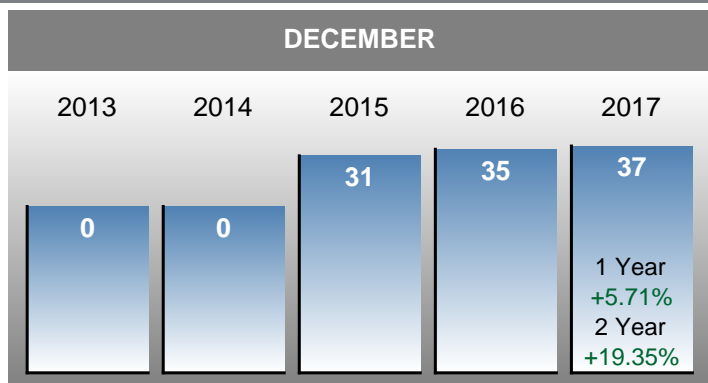
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

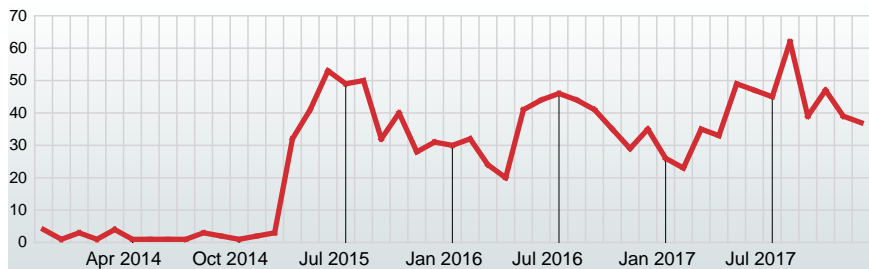


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 21

3 MONTHS

High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **37**,
above the 5 yr DEC
average of **21**

OCT	47
NOV	39 -17.02%
DEC	37 -5.13%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.81%	13.8	3	0	1	0
\$40,001 - \$60,000	5	13.51%	35.6	1	3	1	0
\$60,001 - \$80,000	3	8.11%	48.0	0	3	0	0
\$80,001 - \$160,000	11	29.73%	56.7	1	9	1	0
\$160,001 - \$170,000	4	10.81%	147.0	0	1	3	0
\$170,001 - \$220,000	5	13.51%	43.6	0	4	1	0
\$220,001 and up	5	13.51%	42.6	1	3	1	0
Total Closed Units	37			6	23	8	0
Total Closed Volume	4,753,350	100%	54.6	424.55K	3.20M	1.13M	0.00B
Average Closed Price	\$128,469			\$70,758	\$138,974	\$141,550	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



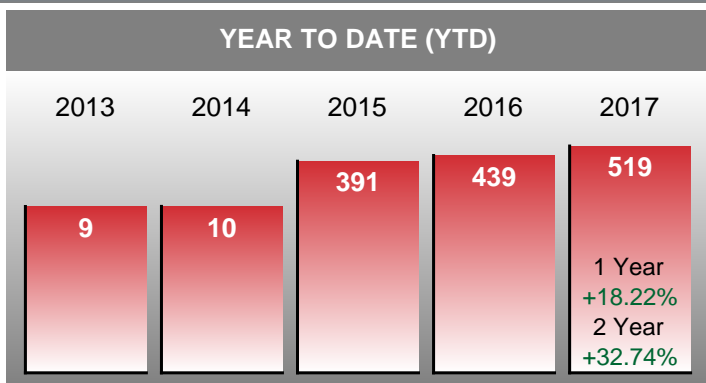
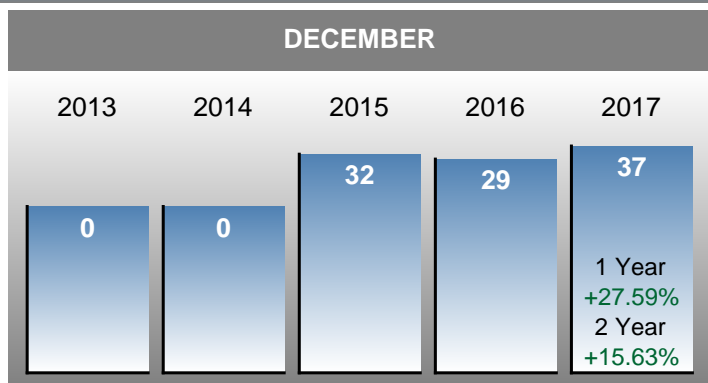
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



PENDING LISTINGS

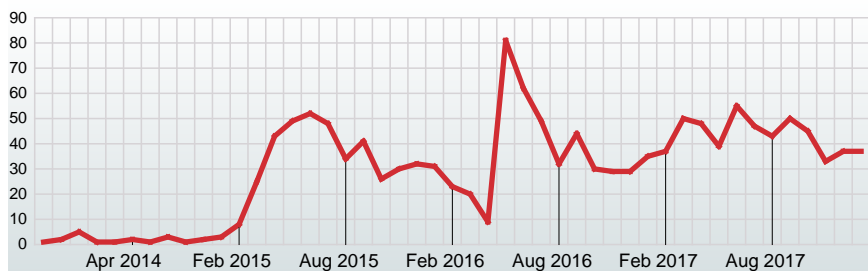
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



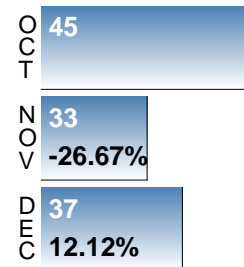
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 20

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **37**,
above the 5 yr DEC
average of **20**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.11%	72.7	2	1	0	0
\$50,001 - \$75,000	3	8.11%	66.7	1	2	0	0
\$75,001 - \$100,000	7	18.92%	50.6	1	5	1	0
\$100,001 - \$150,000	7	18.92%	84.6	0	6	1	0
\$150,001 - \$200,000	7	18.92%	73.3	2	4	1	0
\$200,001 - \$250,000	6	16.22%	63.5	1	3	2	0
\$250,001 and up	4	10.81%	26.8	0	3	1	0
Total Pending Units	37			7	24	6	0
Total Pending Volume	5,453,100	100%	45.4	785.00K	3.55M	1.12M	0.00B
Average Listing Price	\$172,671			\$112,143	\$147,725	\$187,117	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



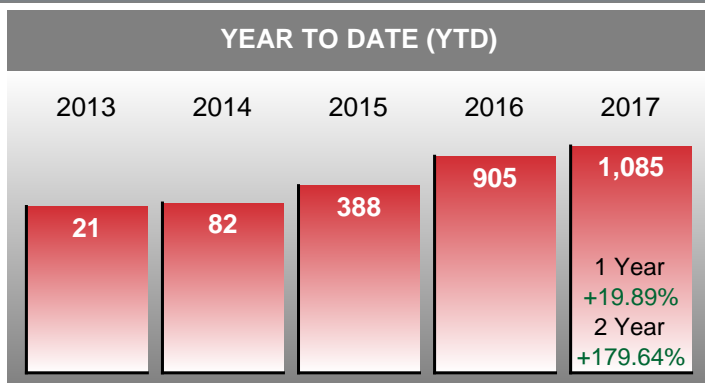
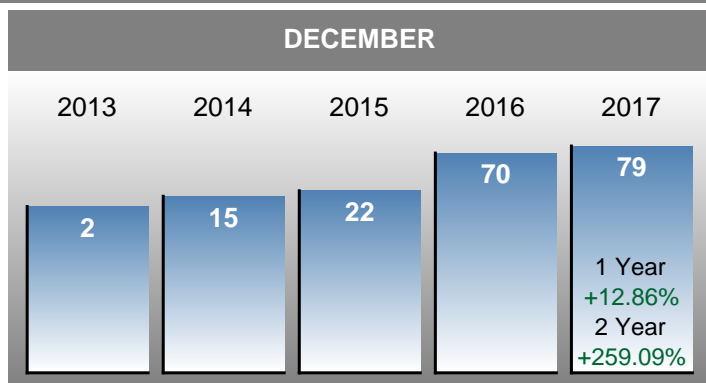
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



NEW LISTINGS

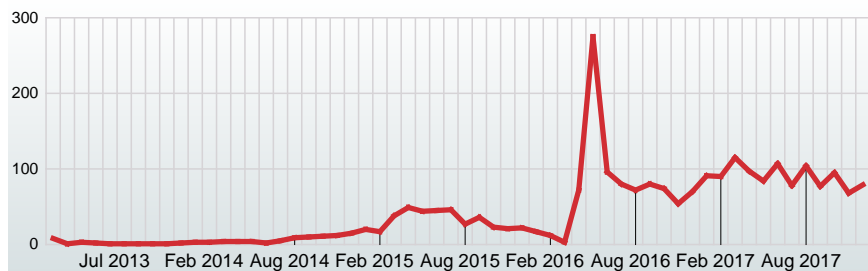
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



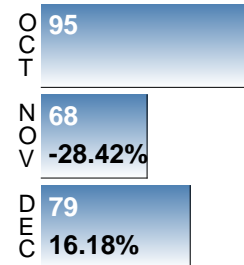
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 38

3 MONTHS



High
May 2016 = 275
Low
Oct 2013 = 1
New Listings
this month at **79**,
above the 5 yr DEC
average of **38**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.59%	5	1	0	0
\$25,001 - \$50,000	8	10.13%	4	4	0	0
\$50,001 - \$100,000	13	16.46%	8	4	1	0
\$100,001 - \$175,000	21	26.58%	6	12	3	0
\$175,001 - \$275,000	13	16.46%	2	10	0	1
\$275,001 - \$400,000	10	12.66%	2	4	4	0
\$400,001 and up	8	10.13%	3	3	0	2
Total New Listed Units	79		30	38	8	3
Total New Listed Volume	16,311,750	100%	5.14M	7.18M	1.66M	2.34M
Average New Listed Listing Price	\$237,500		\$171,168	\$188,847	\$207,063	\$781,333

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



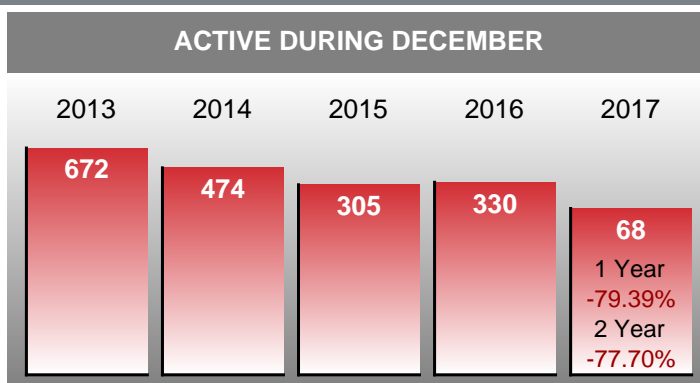
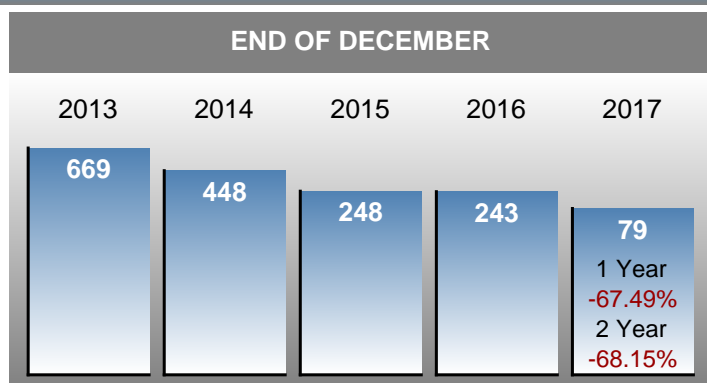
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

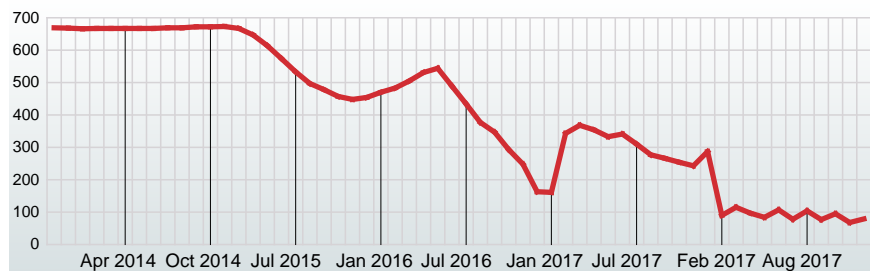


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 337 **3 MONTHS**

High
Jan 2015 = 673
Low
Nov 2017 = 68
Inventory
this month at **79**,
below the 5 yr DEC
average of **337**

OCT	254
NOV	243 -4.33%
DEC	287 18.11%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	6.62%	59.0	18	1	0	0
\$25,001 - \$50,000	35	12.20%	88.7	27	8	0	0
\$50,001 - \$75,000	28	9.76%	100.2	18	7	3	0
\$75,001 - \$150,000	82	28.57%	79.0	26	44	11	1
\$150,001 - \$250,000	59	20.56%	76.4	12	37	7	3
\$250,001 - \$350,000	32	11.15%	71.4	5	12	14	1
\$350,001 and up	32	11.15%	67.8	9	10	8	5
Total Active Inventory by Units	287			115	119	43	10
Total Active Inventory by Volume	54,292,549	100%	78.3	15.63M	22.08M	11.83M	4.74M
Average Active Inventory Listing Price	\$189,173			\$135,956	\$185,587	\$275,151	\$474,130

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



December 2017

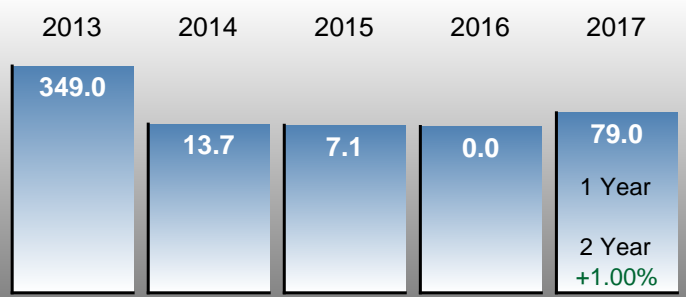
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR DECEMBER



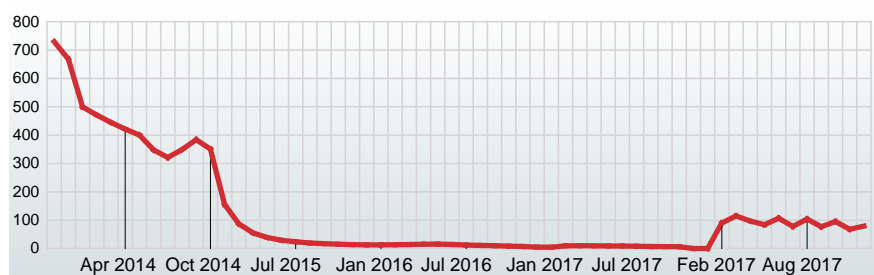
INDICATORS FOR DECEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
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 = 89.8

3 MONTHS



High
Jan 2013 = 729.8
Low
Dec 2017 = 0.0
Months Supply
this month at **79.0**,
below the 5 yr DEC
average of **89.8**

OCT	6.3
NOV	0.0
DEC	0.00%

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
\$30,000 and less	29	10.10%	9.4	9.5	9.0	0.0	0.0
\$30,001 \$60,000	34	11.85%	5.2	7.9	2.7	2.4	0.0
\$60,001 \$90,000	43	14.98%	6.9	19.2	3.8	4.4	0.0
\$90,001 \$170,000	73	25.44%	4.6	8.9	3.7	4.9	12.0
\$170,001 \$250,000	44	15.33%	8.8	21.6	8.0	5.6	24.0
\$250,001 \$370,000	35	12.20%	13.5	0.0	7.2	16.8	12.0
\$370,001 and up	29	10.10%	38.7	24.0	60.0	24.0	0.0
Market Supply of Inventory (MSI)	7.1	100%	7.1	11.8	4.9	7.7	24.0
Total Active Inventory by Units	287			115	119	43	10

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



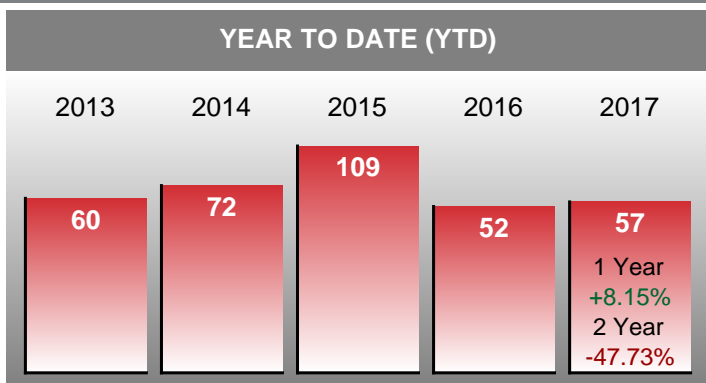
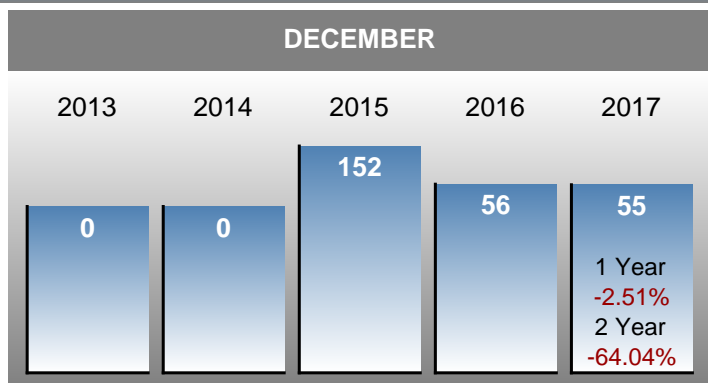
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE DAYS ON MARKET TO SALE

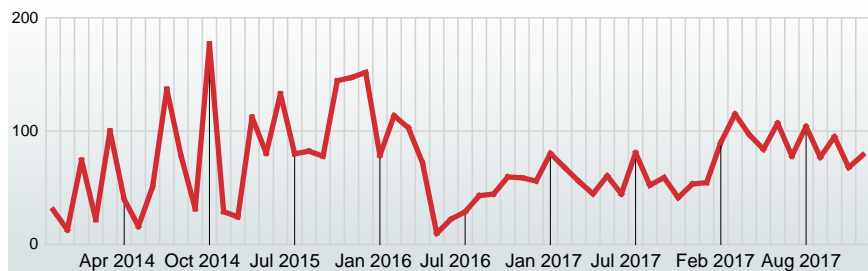
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



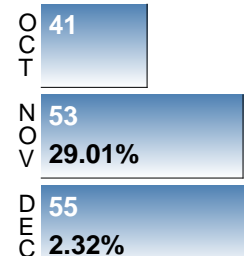
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 52

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **55**,
above the 5 yr DEC
average of **52**



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
\$40,000 and less	4	10.81%	13.8	16.0	0.0	7.0	0.0
\$40,001 - \$60,000	5	13.51%	35.6	77.0	24.3	28.0	0.0
\$60,001 - \$80,000	3	8.11%	48.0	0.0	48.0	0.0	0.0
\$80,001 - \$160,000	11	29.73%	56.7	10.0	56.7	104.0	0.0
\$160,001 - \$170,000	4	10.81%	147.0	0.0	173.0	138.3	0.0
\$170,001 - \$220,000	5	13.51%	43.6	0.0	21.0	134.0	0.0
\$220,001 and up	5	13.51%	42.6	3.0	67.7	7.0	0.0
Average Closed DOM			54.6	23.0	51.6	86.9	0.0
Total Closed Units		100%	54.6	6	23	8	
Total Closed Volume			4,753,350	424.55K	3.20M	1.13M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



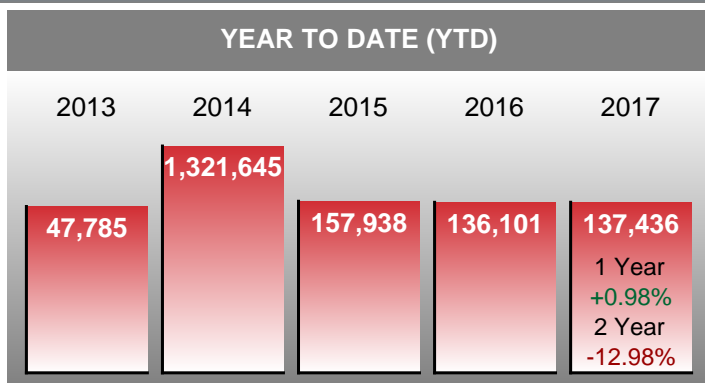
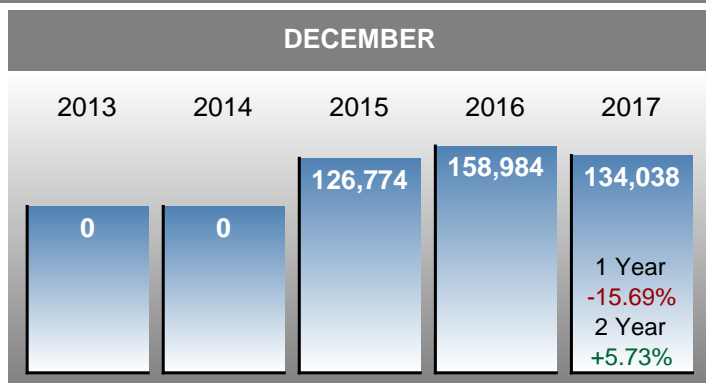
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



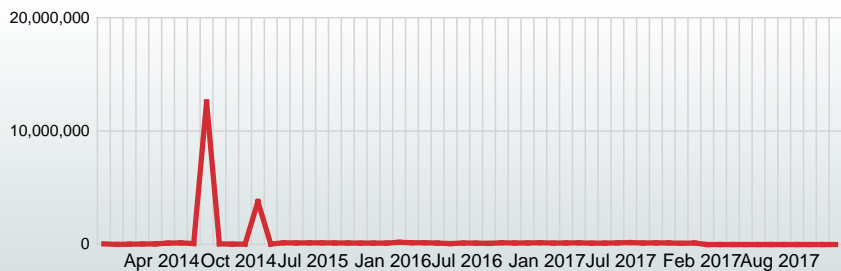
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 83,959 3 MONTHS



High
Jul 2014 = 12,565,000
Low
Nov 2017 = 68
Average List Price
this month at **134,038**,
above the 5 yr DEC
average of **83,959**

OCT	141,441
NOV	108,844 -23.05%
DEC	134,038 23.15%

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
\$40,000 and less	4	10.81%	26,875	22,500	0	40,000	0
\$40,001 - \$60,000	3	8.11%	55,167	53,500	64,133	59,000	0
\$60,001 - \$80,000	6	16.22%	75,383	0	77,633	0	0
\$80,001 - \$160,000	8	21.62%	118,350	80,000	126,411	139,500	0
\$160,001 - \$170,000	5	13.51%	167,140	0	169,500	170,233	0
\$170,001 - \$220,000	5	13.51%	188,940	0	202,225	185,900	0
\$220,001 and up	6	16.22%	251,150	225,000	278,300	222,000	0
Average List Price			134,038	71,000	146,796	144,637	0
Total Closed Units		100%	134,038	6	23	8	
Total Closed Volume			4,959,399	426.00K	3.38M	1.16M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



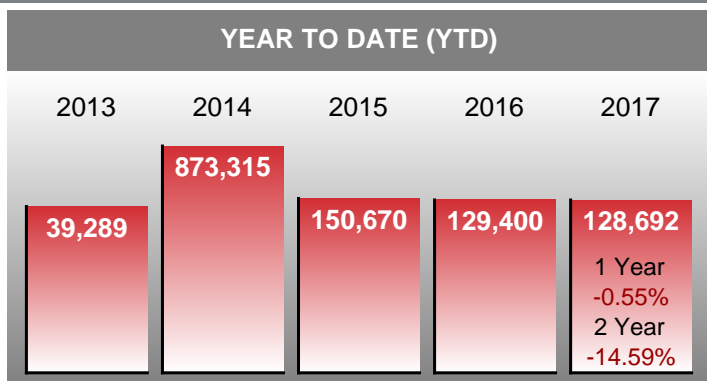
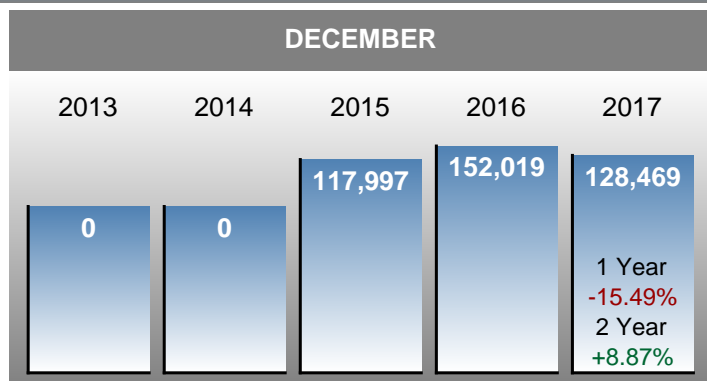
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



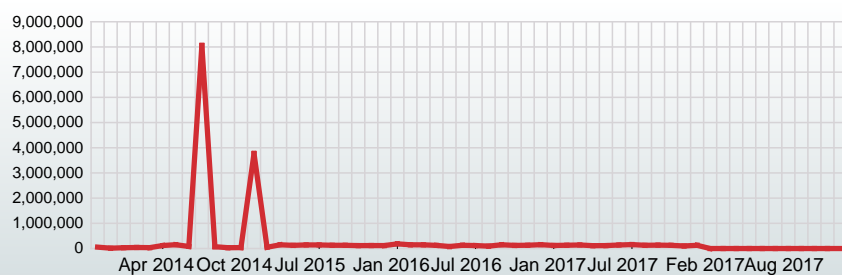
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 79,697 3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Average Sold Price
this month at **128,469**,
above the 5 yr DEC
average of **79,697**

OCT	126,574
NOV	101,496
NOV	-19.81%
DEC	128,469
DEC	26.58%

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
\$40,000 and less	4	10.81%	26,125	21,500	0	40,000	0
\$40,001 - \$60,000	5	13.51%	52,780	49,900	53,000	55,000	0
\$60,001 - \$80,000	3	8.11%	69,833	0	69,833	0	0
\$80,001 - \$160,000	11	29.73%	117,832	85,150	119,944	131,500	0
\$160,001 - \$170,000	4	10.81%	166,875	0	169,500	166,000	0
\$170,001 - \$220,000	5	13.51%	191,860	0	194,850	179,900	0
\$220,001 and up	5	13.51%	250,500	225,000	266,500	228,000	0
Average Sold Price			128,469	70,758	138,974	141,550	0
Total Closed Units		100%	128,469	6	23	8	
Total Closed Volume			4,753,350	424.55K	3.20M	1.13M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



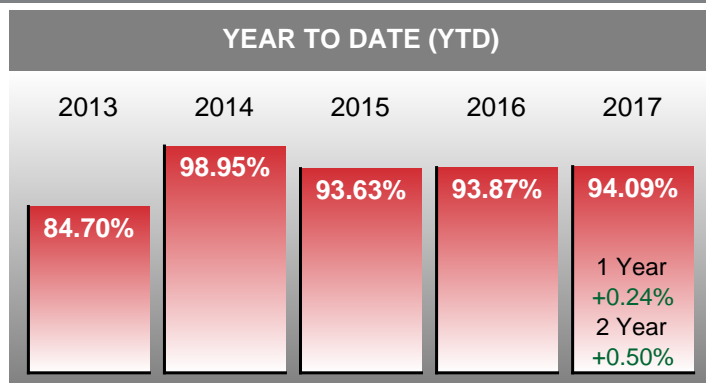
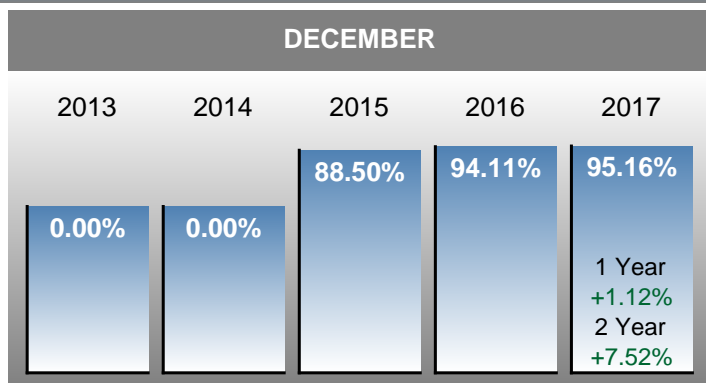
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

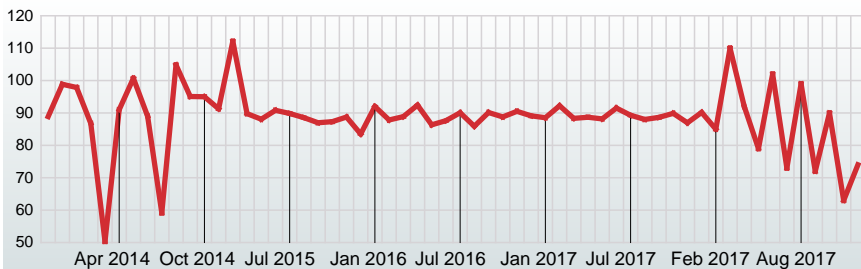
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 55.55%

3 MONTHS



High
Mar 2015 = 117.11%
Low
Jul 2013 = 55.34%
Average Sold/List Ratio this month at **95.16%**, above the 5 yr DEC average of **55.55%**

OCT	94.87%
NOV	91.96%
DEC	95.16%
DEC	3.48%

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
\$40,000 and less	4	10.81%	97.17%	96.23%	0.00%	100.00%	0.00%
\$40,001 - \$60,000	5	13.51%	87.70%	93.27%	84.01%	93.22%	0.00%
\$60,001 - \$80,000	3	8.11%	89.97%	0.00%	89.97%	0.00%	0.00%
\$80,001 - \$160,000	11	29.73%	96.09%	106.44%	95.14%	94.27%	0.00%
\$160,001 - \$170,000	4	10.81%	98.14%	0.00%	100.00%	97.52%	0.00%
\$170,001 - \$220,000	5	13.51%	96.72%	0.00%	96.71%	96.77%	0.00%
\$220,001 and up	5	13.51%	98.13%	100.00%	95.99%	102.70%	0.00%
Average Sold/List Ratio			95.20%	98.06%	93.61%	97.44%	0.00%
Total Closed Units		100%	95.20%	6	23	8	
Total Closed Volume			4,753,350	424.55K	3.20M	1.13M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



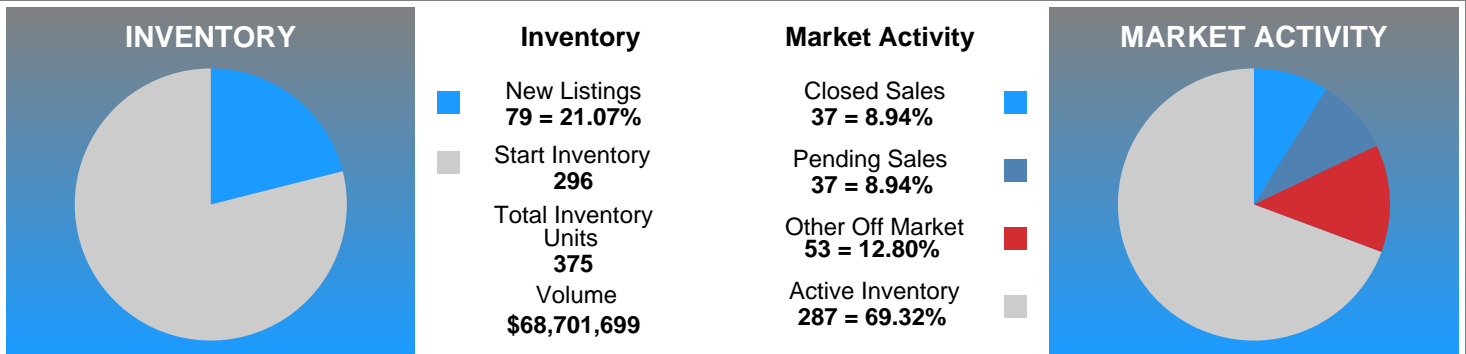
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

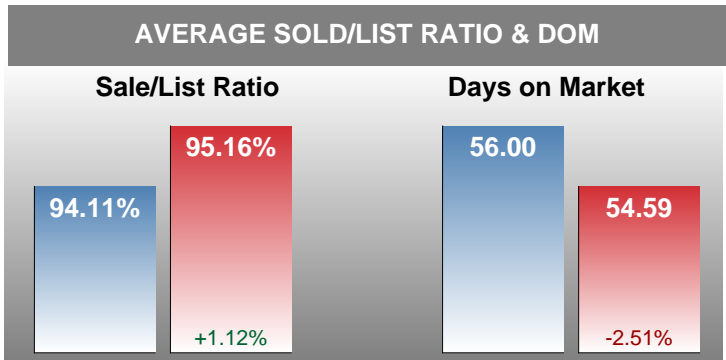
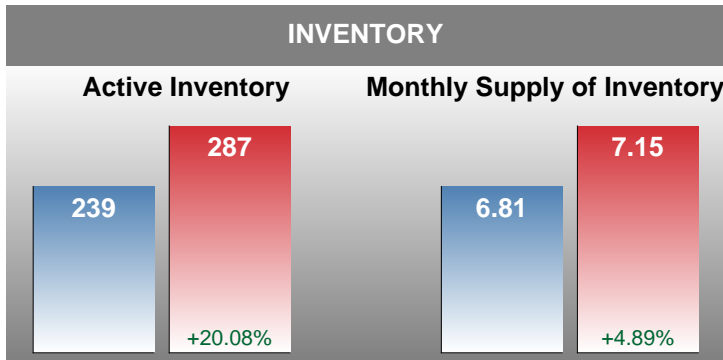
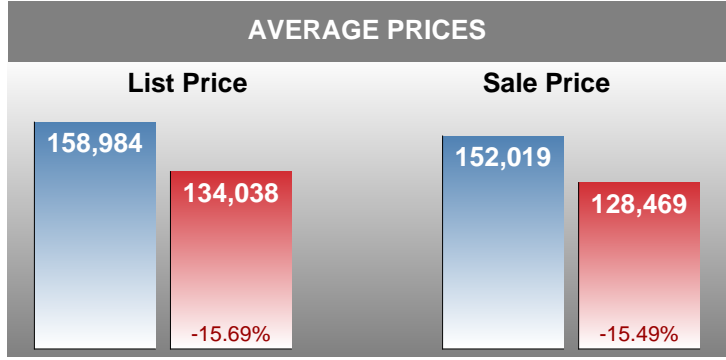
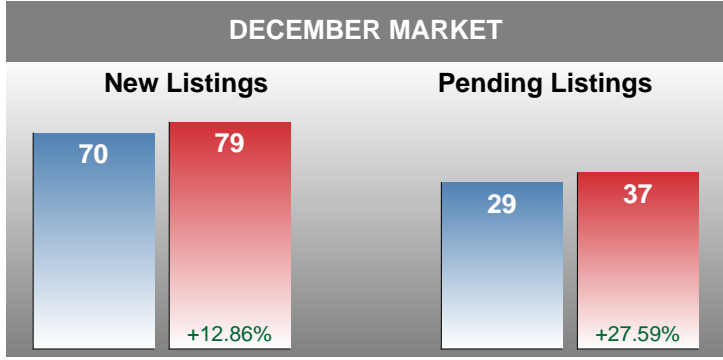
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	37	5.71%	421	482	14.49%
Pending Sales	29	37	27.59%	439	519	18.22%
New Listings	70	79	12.86%	905	1,085	19.89%
Average List Price	158,984	134,038	-15.69%	136,101	137,436	0.98%
Average Sale Price	152,019	128,469	-15.49%	129,400	128,692	-0.55%
Average Percent of Selling Price to List Price	94.11%	95.16%	1.12%	93.87%	94.09%	0.24%
Average Days on Market to Sale	56.00	54.59	-2.51%	52.49	56.77	8.15%
Monthly Inventory	239	287	20.08%	239	287	20.08%
Months Supply of Inventory	6.81	7.15	4.89%	6.81	7.15	4.89%

Absorption: Last 12 months, an Average of **40** Sales/Month

Inventory on December 31, 2017 = **287** 2016 2017



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®