



December 2017

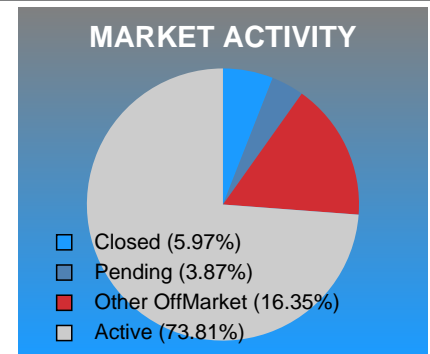
Area Delimited by County Of Cherokee



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%
Median List Price	88,700	127,750	44.02%
Median Sale Price	89,000	112,777	26.72%
Median Percent of List Price to Selling Price	95.49%	94.80%	-0.72%
Median Days on Market to Sale	45.50	46.50	2.20%
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.

Median Sale Price 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 **26.72%** in December 2017 to \$112,777 versus the previous year at \$89,000.

Median Days on Market Lengthens

The median number of **46.50** days that homes spent on the market before selling increased by 1.00 days or **2.20%** in December 2017 compared to last year's same month at **45.50** DOM.

Sales Success for December 2017 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

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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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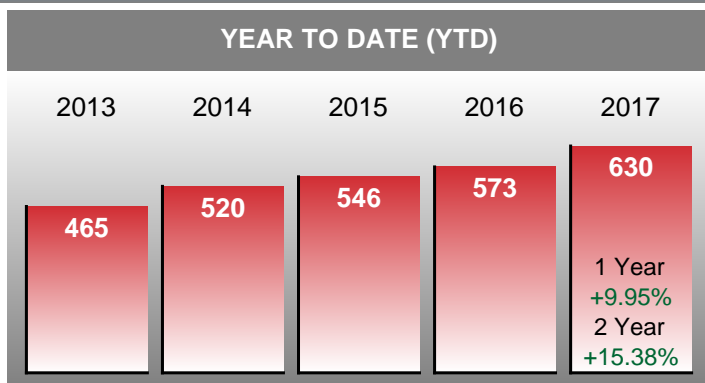
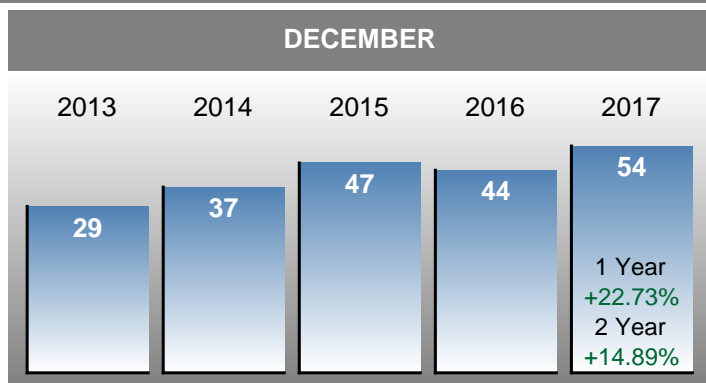
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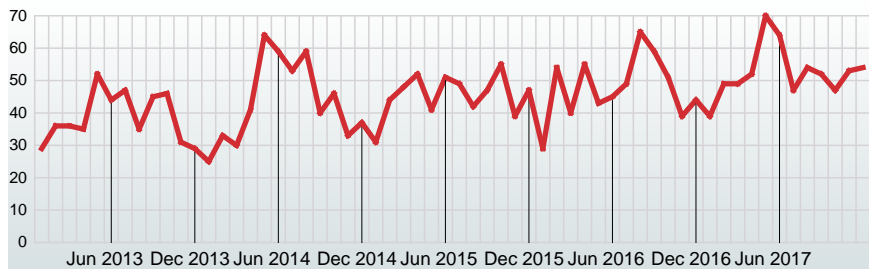


CLOSED LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.41%	71.0	4	0	0	0
\$30,001 - \$60,000	7	12.96%	82.0	2	4	1	0
\$60,001 - \$90,000	9	16.67%	10.0	4	5	0	0
\$90,001 - \$130,000	12	22.22%	48.5	3	7	2	0
\$130,001 - \$170,000	6	11.11%	45.5	1	5	0	0
\$170,001 - \$230,000	10	18.52%	41.5	1	5	4	0
\$230,001 and up	6	11.11%	33.5	0	2	3	1
Total Closed Units	54			15	28	10	1
Total Closed Volume	7,225,611	100%	46.5	1.15M	3.61M	2.01M	455.70K
Median Closed Price	\$112,777			\$63,500	\$117,052	\$200,500	\$455,700

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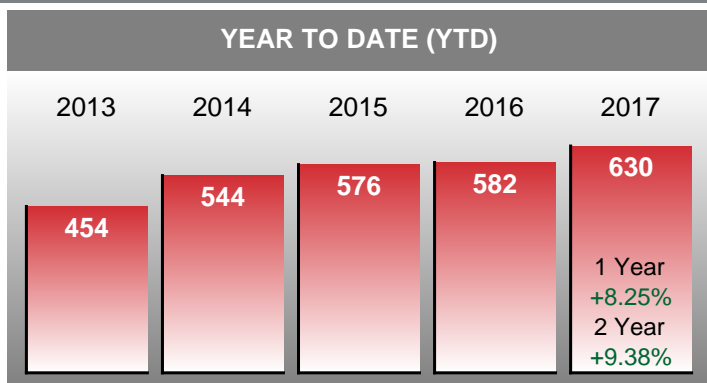
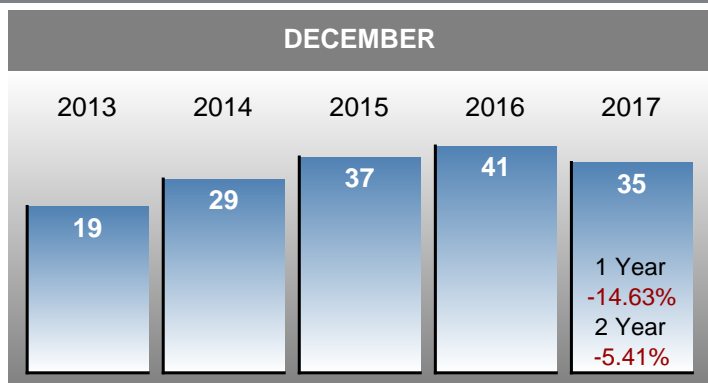
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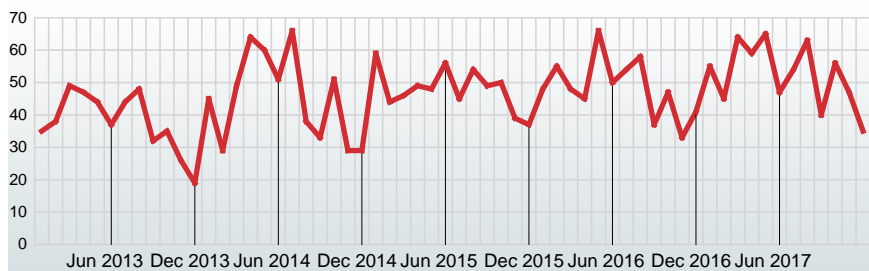
PENDING LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

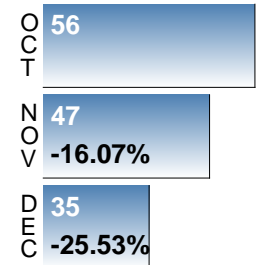
5yr DEC AVG = 32
3 MONTHS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	5.71%	94.5	2	0	0	0
\$20,001 - \$30,000	3	8.57%	29.0	2	0	1	0
\$30,001 - \$70,000	6	17.14%	41.0	5	1	0	0
\$70,001 - \$120,000	10	28.57%	113.5	2	7	1	0
\$120,001 - \$210,000	6	17.14%	45.5	2	4	0	0
\$210,001 - \$250,000	3	8.57%	10.0	0	2	1	0
\$250,001 and up	5	14.29%	73.0	1	1	2	1
Total Pending Units	35			14	15	5	1
Total Pending Volume	4,938,099	100%	57.0	1.58M	2.06M	1.04M	259.90K
Median Listing Price	\$99,999			\$46,750	\$119,000	\$220,000	\$259,900

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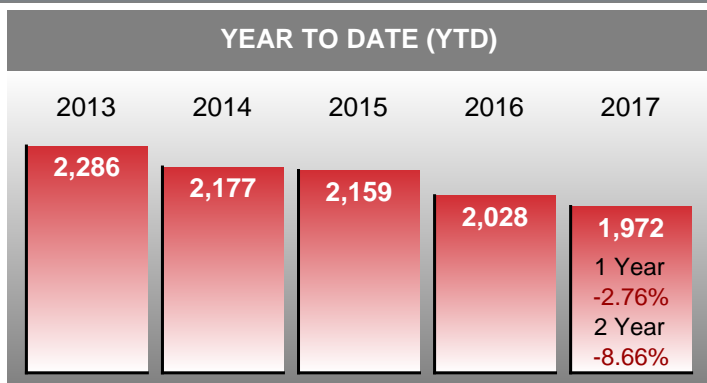
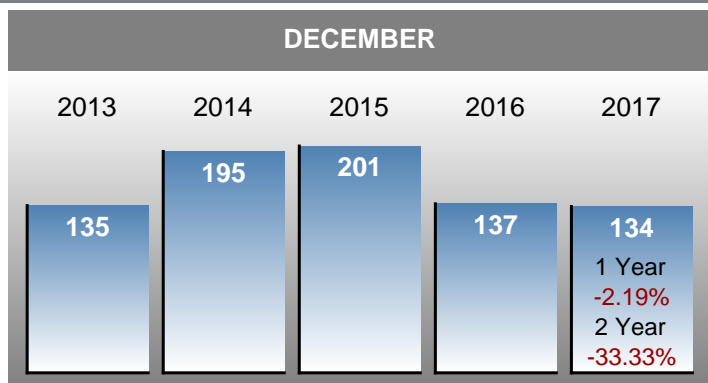
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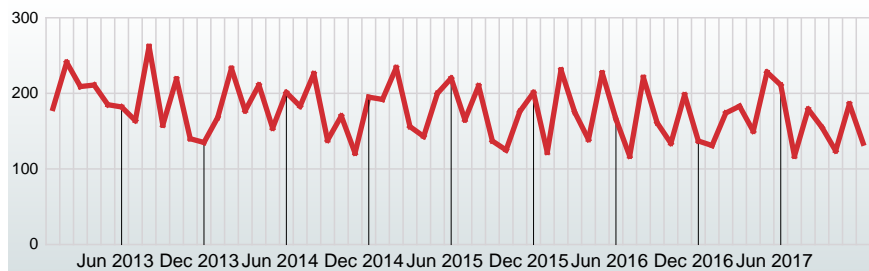


NEW LISTINGS

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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
Total New Listed Units		134	79	38	15	2
Total New Listed Volume		19,942,716	8.34M	6.58M	4.64M	387.40K
Median New Listed Listing Price		\$61,400	\$17,500	\$148,450	\$229,900	\$193,700

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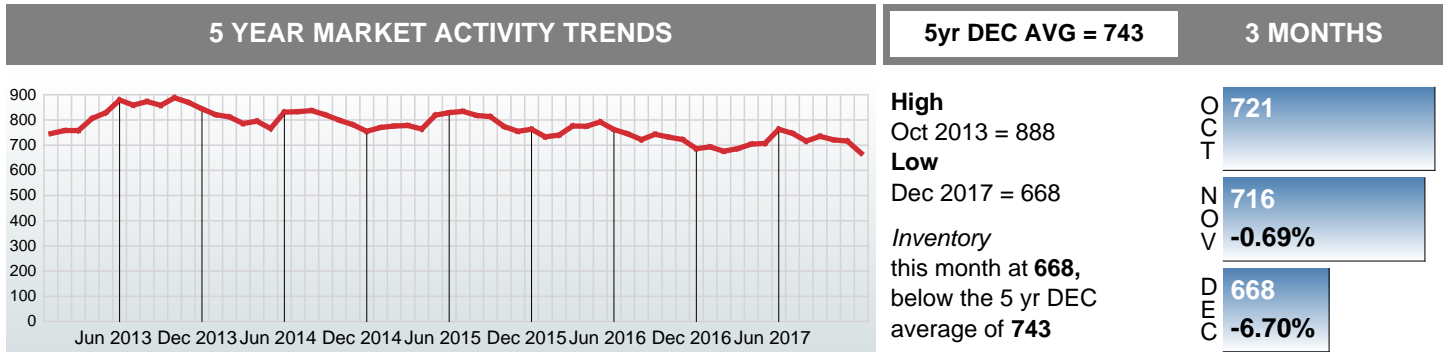
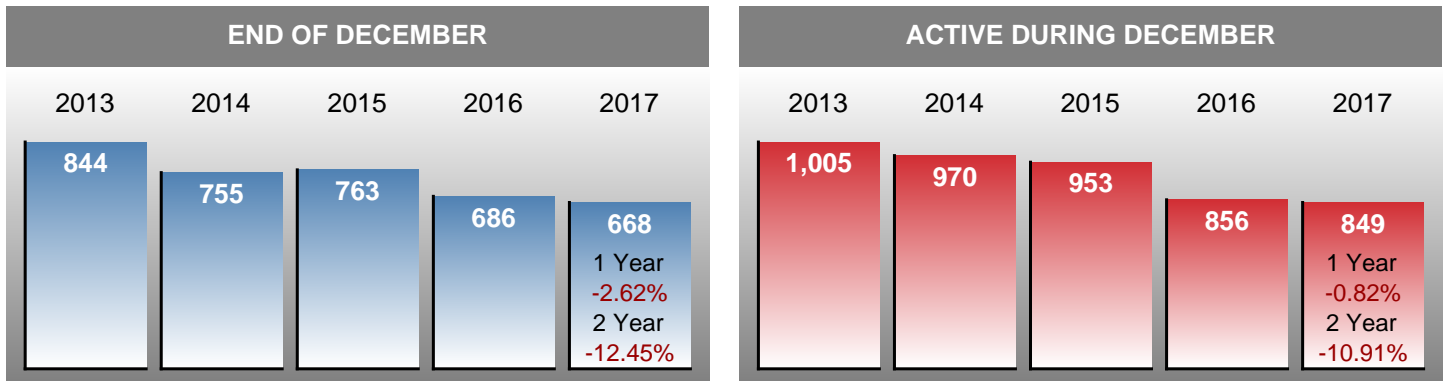
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ACTIVE INVENTORY

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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	25	3.74%	116.0	25	0	0	0
\$10,001 - \$20,000	122	18.26%	84.0	120	2	0	0
\$20,001 - \$50,000	96	14.37%	96.5	85	10	1	0
\$50,001 - \$100,000	175	26.20%	59.0	141	27	7	0
\$100,001 - \$170,000	91	13.62%	86.0	34	44	10	3
\$170,001 - \$320,000	93	13.92%	76.0	26	44	21	2
\$320,001 and up	66	9.88%	87.0	34	11	16	5
Total Active Inventory by Units	668			465	138	55	10
Total Active Inventory by Volume	93,900,245	100%	79.5	50.63M	24.73M	15.34M	3.21M
Median Active Inventory Listing Price	\$69,900			\$53,000	\$155,950	\$246,900	\$321,500

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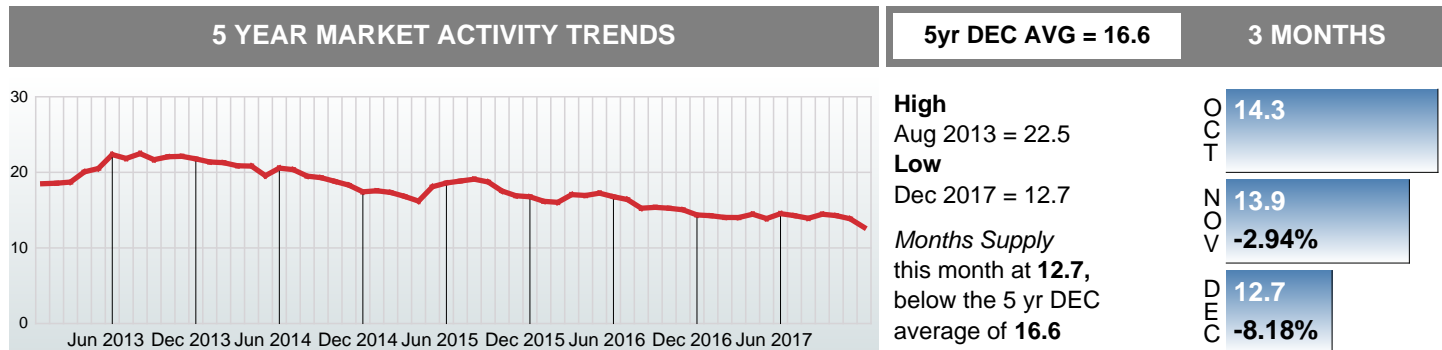
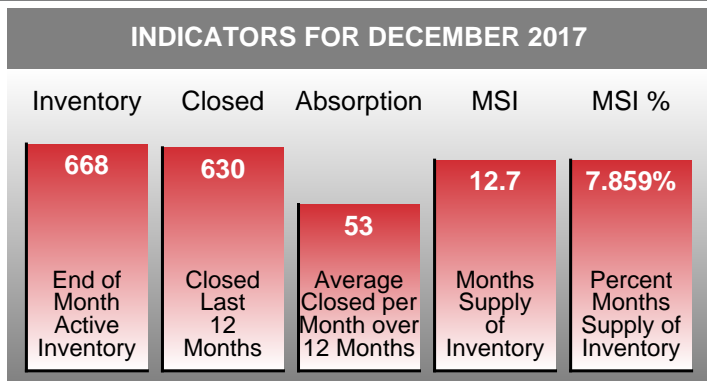
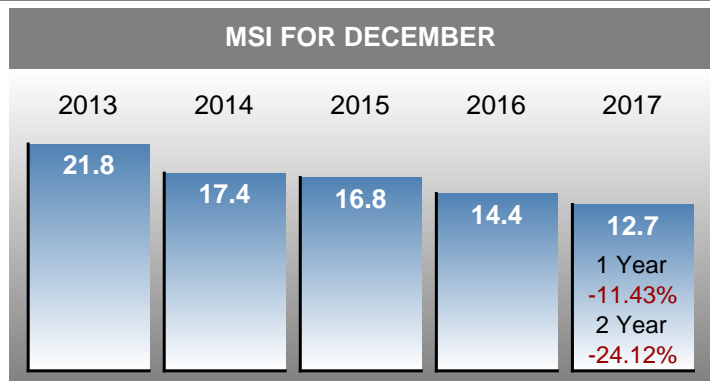
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MONTHS SUPPLY of INVENTORY (MSI)

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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
Market Supply of Inventory (MSI)			12.7	26.0	5.1	8.5	9.2
Total Active Inventory by Units		100%	12.7	465	138	55	10

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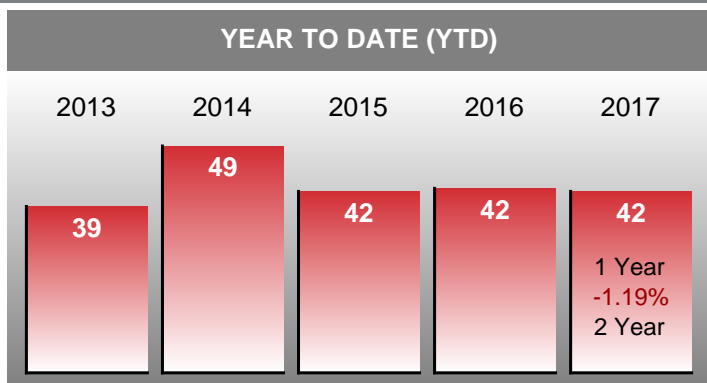
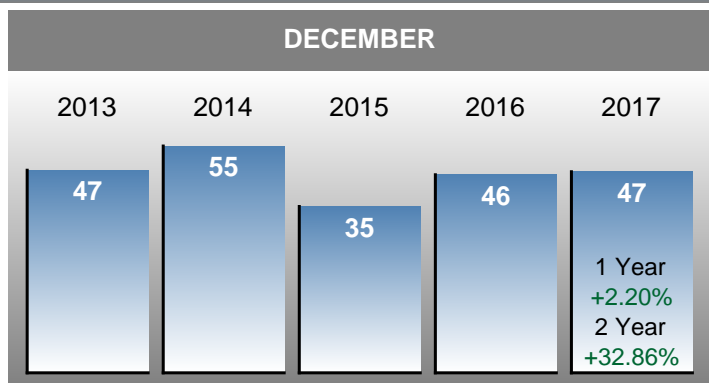
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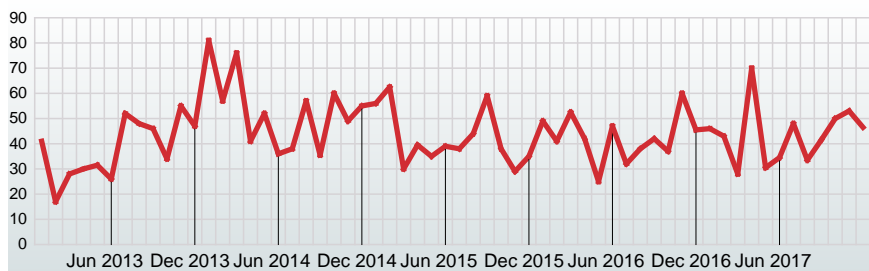


MEDIAN DAYS ON MARKET TO SALE

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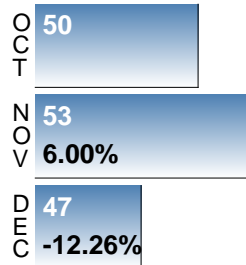
5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 46** **3 MONTHS**



High
Jan 2014 = 81

Low
Feb 2013 = 17

Median Days on Market
this month at **47**,
above the 5 yr DEC
average of **46**



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
\$30,000 and less	4	7.41%	71.0	71.0	0.0	0.0	0.0
\$30,001 \$60,000	7	12.96%	82.0	112.5	51.5	1.0	0.0
\$60,001 \$90,000	9	16.67%	10.0	43.5	8.0	0.0	0.0
\$90,001 \$130,000	12	22.22%	48.5	48.0	70.0	104.0	0.0
\$130,001 \$170,000	6	11.11%	45.5	24.0	67.0	0.0	0.0
\$170,001 \$230,000	10	18.52%	41.5	6.0	23.0	130.5	0.0
\$230,001 and up	6	11.11%	33.5	0.0	26.0	22.0	167.0
Median Closed DOM	46.5			48.0	34.0	54.5	167.0
Total Closed Units	54	100%	46.5	15	28	10	1
Total Closed Volume	7,225,611			1.15M	3.61M	2.01M	455.70K

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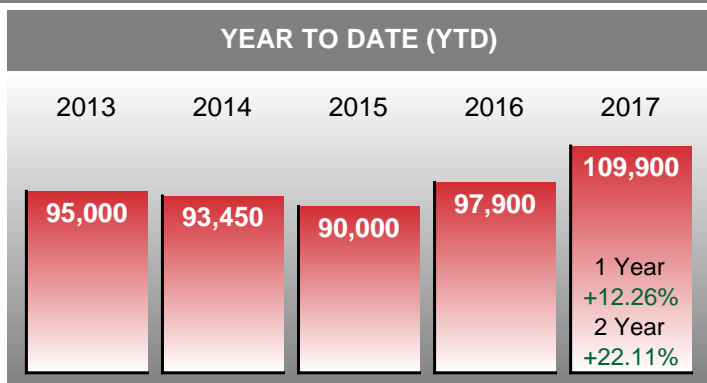
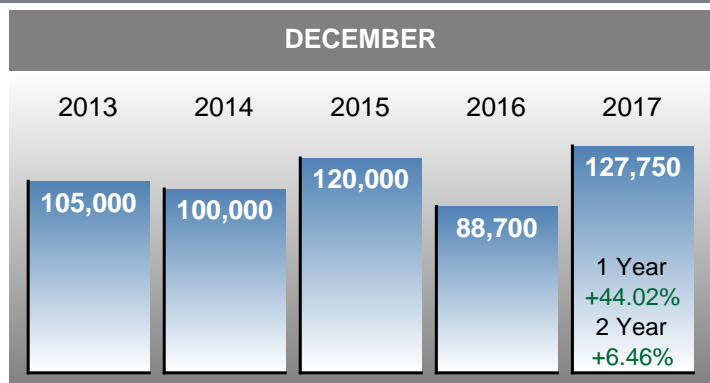
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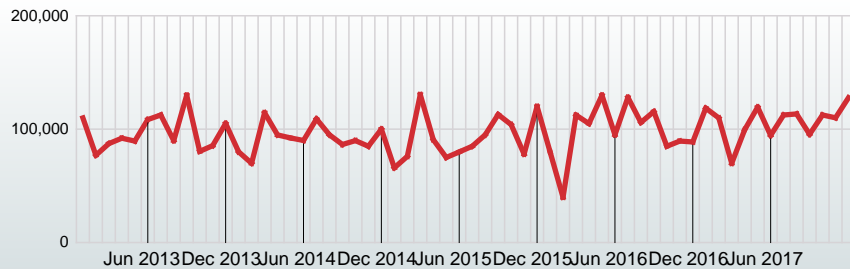
MEDIAN LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 108,290
3 MONTHS



High
Mar 2015 = 130,450

Low
Feb 2016 = 39,900

Median List Price
this month at **127,750**,
above the 5 yr DEC
average of **108,290**

OCT	112,500
NOV	110,000
DEC	127,750
-2.22%	
16.14%	

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
\$30,000 and less	4	7.41%	23,950	23,950	0	0	0
\$30,001 - \$60,000	5	9.26%	55,000	0	55,000	0	0
\$60,001 - \$90,000	9	16.67%	79,900	79,500	82,400	0	0
\$90,001 - \$130,000	11	20.37%	110,000	128,950	110,000	104,950	0
\$130,001 - \$170,000	9	16.67%	149,900	150,000	149,900	142,900	0
\$170,001 - \$230,000	10	18.52%	189,700	195,000	183,700	206,850	0
\$230,001 and up	6	11.11%	361,400	0	363,900	286,200	450,000
Median List Price			127,750	80,000	126,250	206,850	450,000
Total Closed Units			54	15	28	10	1
Total Closed Volume			7,770,150	1.39M	3.80M	2.13M	450.00K

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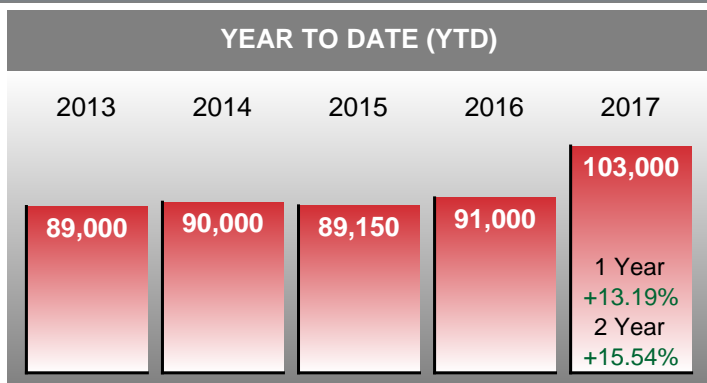
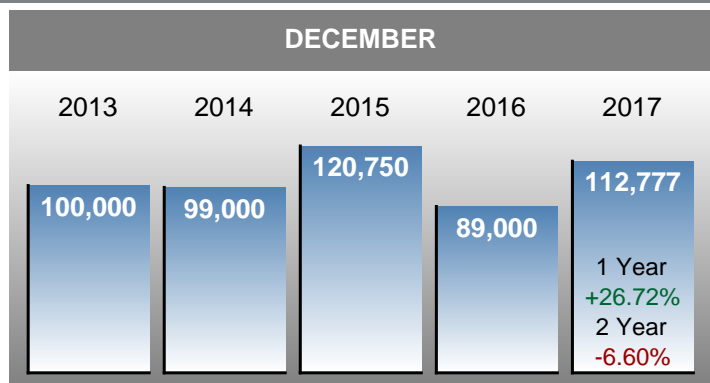
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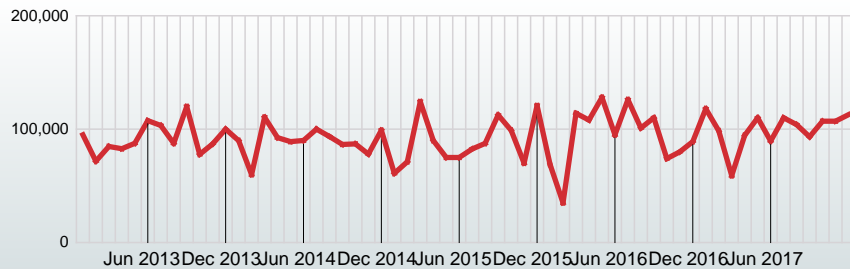
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 104,305 **3 MONTHS**



High
May 2016 = 128,000

Low
Feb 2016 = 35,000

Median Sold Price
this month at **112,777**,
above the 5 yr DEC
average of **104,305**

OCT	107,000
NOV	107,000
DEC	112,777
	0.00%
	5.40%

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
\$30,000 and less	4	7.41%	22,233	22,233	0	0	0
\$30,001 - \$60,000	7	12.96%	47,650	54,250	43,000	60,000	0
\$60,001 - \$90,000	9	16.67%	70,000	66,750	77,000	0	0
\$90,001 - \$130,000	12	22.22%	109,552	115,000	108,000	110,225	0
\$130,001 - \$170,000	6	11.11%	143,450	145,000	141,900	0	0
\$170,001 - \$230,000	10	18.52%	183,250	191,437	179,900	200,500	0
\$230,001 and up	6	11.11%	348,175	0	336,925	303,349	455,700
Median Sold Price			112,777	63,500	117,052	200,500	455,700
Total Closed Units		100%	112,777	15	28	10	1
Total Closed Volume			7,225,611	1.15M	3.61M	2.01M	455.70K

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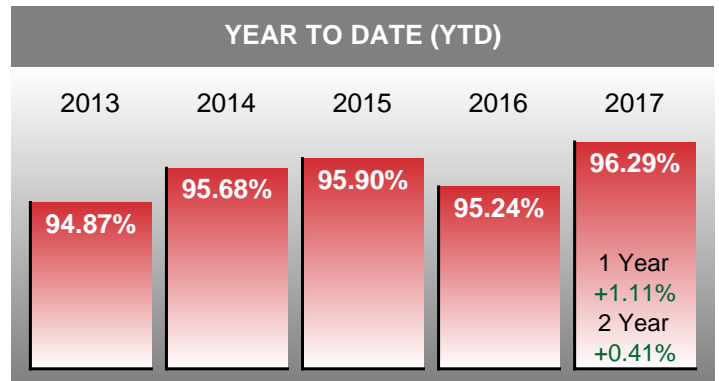
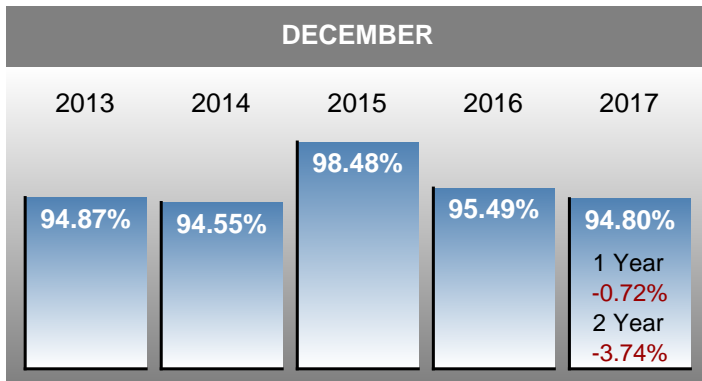
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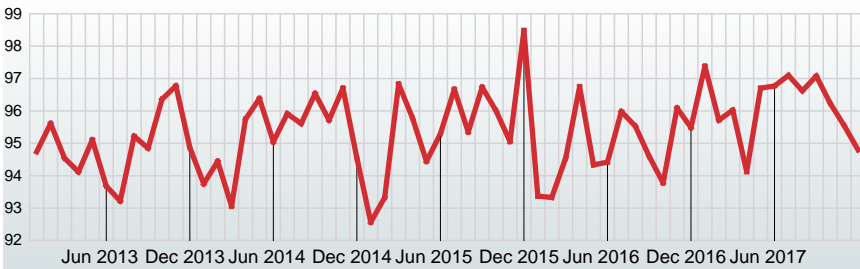


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 95.64%

3 MONTHS

High	96.24%
Dec 2015 = 98.48%	
Low	95.55%
Jan 2015 = 92.56%	
Median Sold/List Ratio this month at 94.80%, below the 5 yr DEC average of 95.64%	-0.71%
	94.80%
	-0.79%

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
\$30,000 and less	4	7.41%	91.52%	91.52%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	7	12.96%	78.16%	66.47%	82.50%	60.00%	0.00%
\$60,001 - \$90,000	9	16.67%	93.35%	83.69%	97.42%	0.00%	0.00%
\$90,001 - \$130,000	12	22.22%	93.39%	88.53%	98.18%	88.27%	0.00%
\$130,001 - \$170,000	6	11.11%	98.10%	90.63%	99.44%	0.00%	0.00%
\$170,001 - \$230,000	10	18.52%	96.78%	98.17%	95.61%	96.78%	0.00%
\$230,001 and up	6	11.11%	95.18%	0.00%	92.45%	97.11%	101.27%
Median Sold/List Ratio		94.80%		87.50%	96.42%	96.56%	101.27%
Total Closed Units	54	100%	94.80%	15	28	10	1
Total Closed Volume	7,225,611			1.15M	3.61M	2.01M	455.70K

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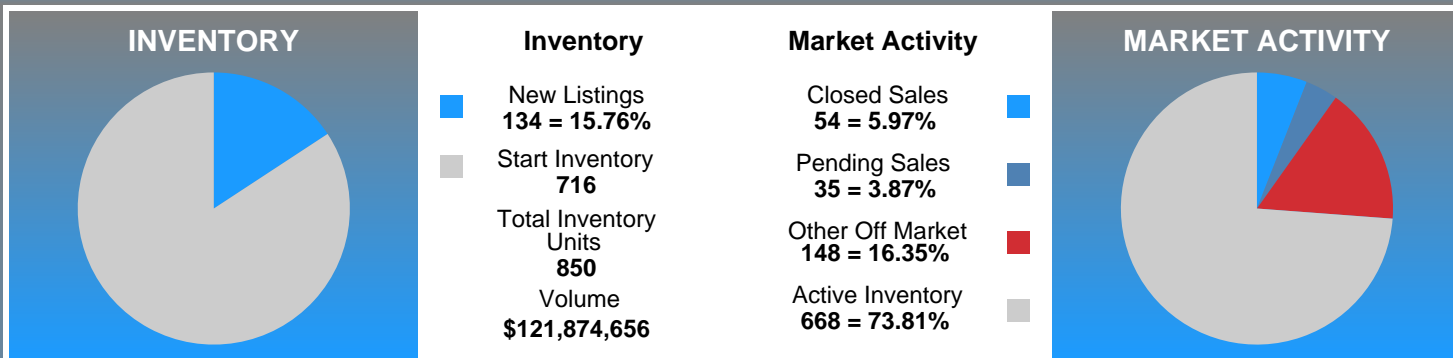
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MARKET SUMMARY

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

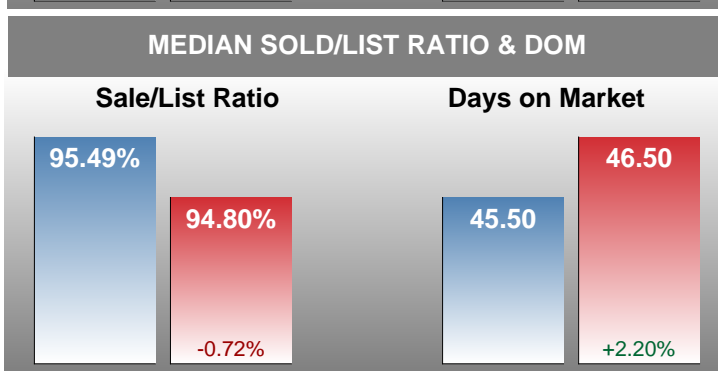
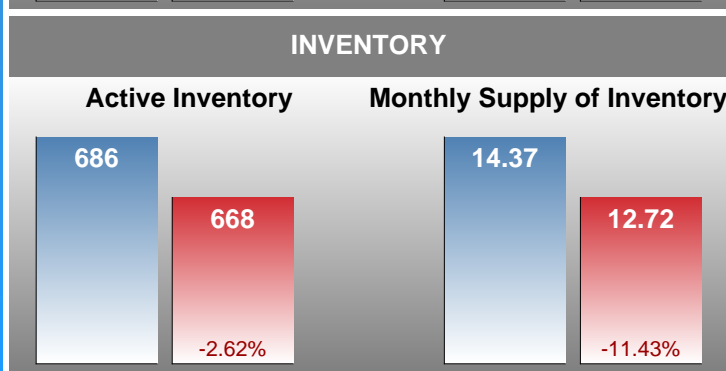
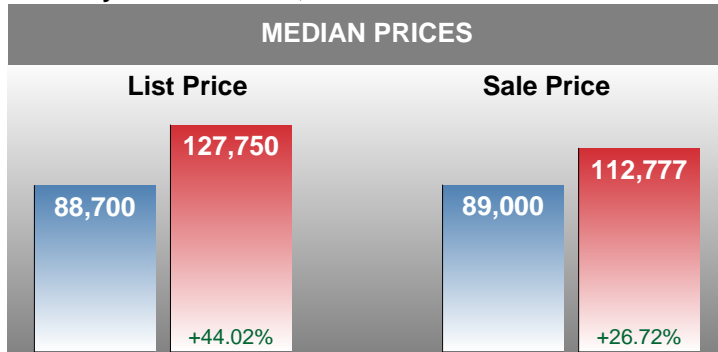
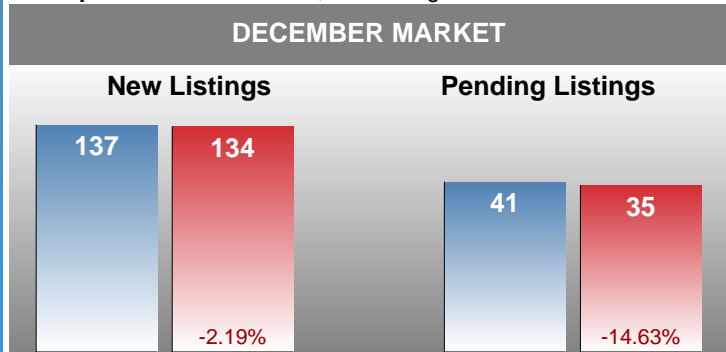


Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	44	54	22.73%	573	630	9.95%
Pending Sales	41	35	-14.63%	582	630	8.25%
New Listings	137	134	-2.19%	2,028	1,972	-2.76%
Median List Price	88,700	127,750	44.02%	97,900	109,900	12.26%
Median Sale Price	89,000	112,777	26.72%	91,000	103,000	13.19%
Median Percent of Selling Price to List Price	95.49%	94.80%	-0.72%	95.24%	96.29%	1.11%
Median Days on Market to Sale	45.50	46.50	2.20%	42.00	41.50	-1.19%
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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