



December 2017

Area Delimited by County Of Rogers

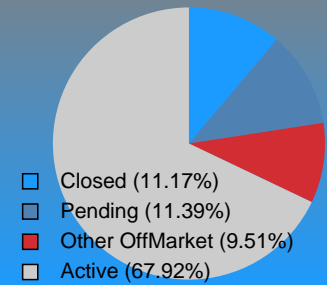


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	125	101	-19.20%
Pending Listings	84	103	22.62%
New Listings	161	168	4.35%
Average List Price	211,198	196,658	-6.88%
Average Sale Price	208,262	191,102	-8.24%
Average Percent of List Price to Selling Price	107.52%	97.88%	-8.97%
Average Days on Market to Sale	52.25	52.02	-0.44%
End of Month Inventory	584	614	5.14%
Months Supply of Inventory	4.89	4.90	0.31%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of December 31, 2017 = **614**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **5.14%** to 614 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **4.90** 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 **8.24%** in December 2017 to \$191,102 versus the previous year at \$208,262.

Average Days on Market Shortens

The average number of **52.02** days that homes spent on the market before selling decreased by 0.23 days or **0.44%** in December 2017 compared to last year's same month at **52.25** 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 168 New Listings in December 2017, up **4.35%** from last year at 161. Furthermore, there were 101 Closed Listings this month versus last year at 125, a **-19.20%** decrease.

Closed versus Listed trends yielded a **60.1%** ratio, down from previous year's, December 2016, at **77.6%**, a **22.57%** 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.



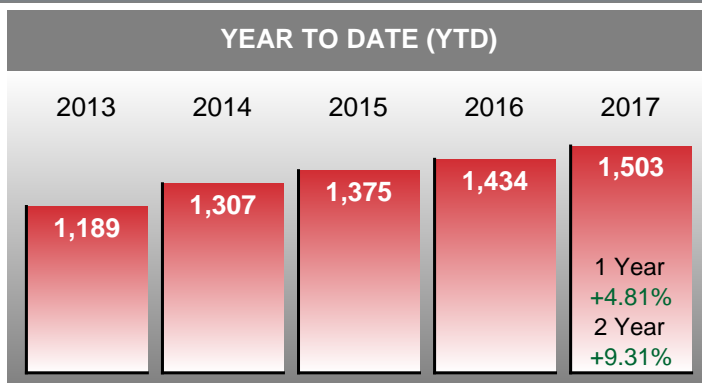
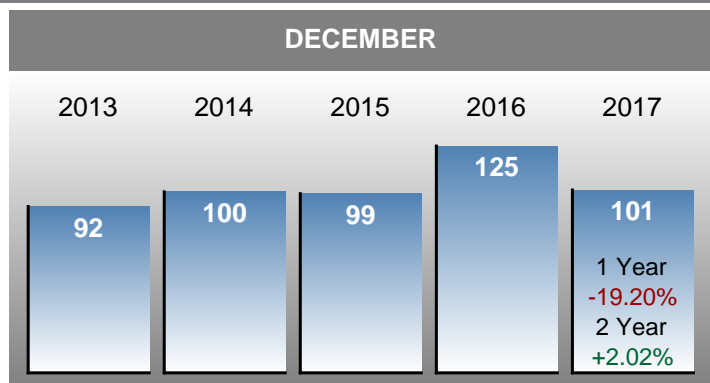
December 2017

Area Delimited by County Of Rogers

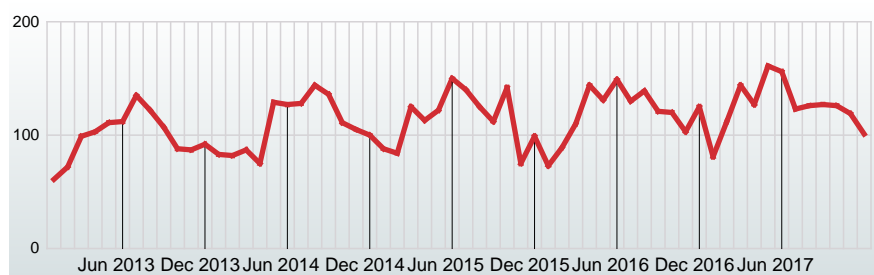


CLOSED LISTINGS

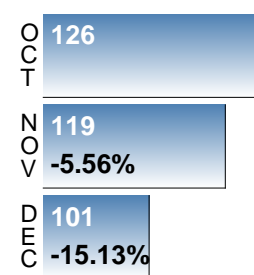
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 103** **3 MONTHS**



High
May 2017 = 161
Low
Jan 2013 = 61
Closed Listings
this month at **101**,
below the 5 yr DEC
average of **103**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.91%	61.4	8	0	1	0
\$50,001 - \$100,000	12	11.88%	45.7	3	7	2	0
\$100,001 - \$125,000	10	9.90%	48.5	1	7	2	0
\$125,001 - \$200,000	32	31.68%	53.8	2	23	6	1
\$200,001 - \$250,000	14	13.86%	53.7	1	13	0	0
\$250,001 - \$350,000	13	12.87%	31.9	1	6	6	0
\$350,001 and up	11	10.89%	71.0	0	4	5	2
Total Closed Units	101			16	60	22	3
Total Closed Volume	19,301,288	100%	52.0	1.39M	11.24M	5.48M	1.19M
Average Closed Price	\$191,102			\$86,719	\$187,358	\$249,273	\$396,107

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



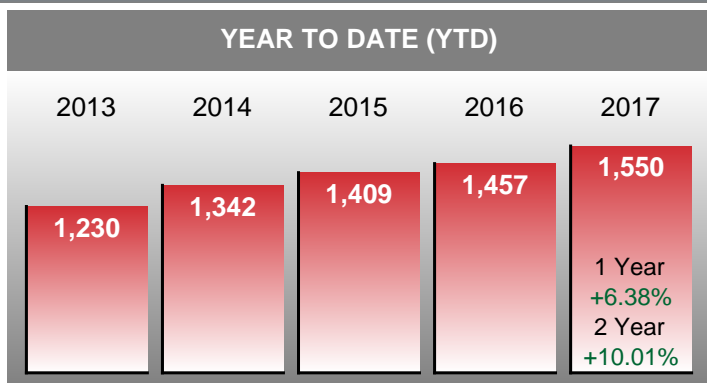
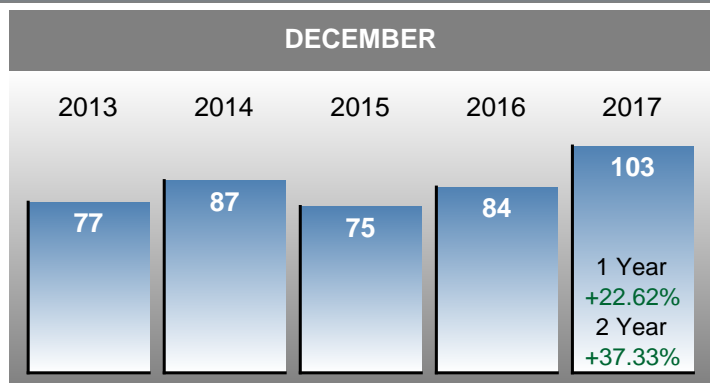
December 2017

Area Delimited by County Of Rogers



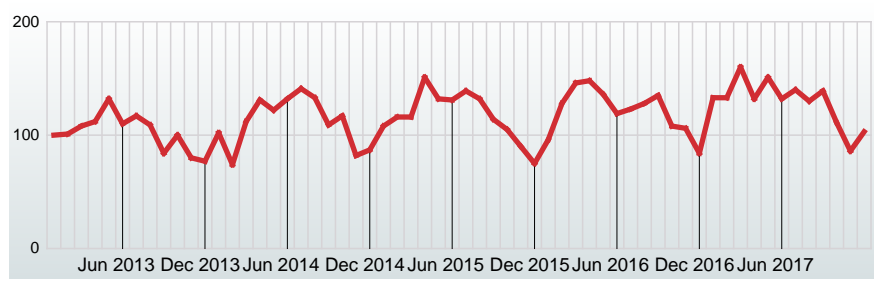
PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 85
3 MONTHS



High
Mar 2017 = 160

Low
Feb 2014 = 74

Pending Listings
this month at **103**,
above the 5 yr DEC
average of **85**

OCT	111
NOV	86
-22.52%	
DEC	103
19.77%	

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	8	7.77%	40.6	7	1	0	0
\$25,001 - \$75,000	11	10.68%	64.3	7	3	1	0
\$75,001 - \$125,000	12	11.65%	32.5	1	9	2	0
\$125,001 - \$200,000	30	29.13%	75.1	0	20	10	0
\$200,001 - \$250,000	16	15.53%	39.4	0	9	6	1
\$250,001 - \$300,000	15	14.56%	64.7	1	6	8	0
\$300,001 and up	11	10.68%	35.0	0	2	9	0
Total Pending Units	103			16	50	36	1
Total Pending Volume	19,064,498	100%	36.0	798.55K	8.64M	9.42M	208.00K
Average Listing Price	\$205,837			\$49,909	\$172,808	\$261,599	\$208,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



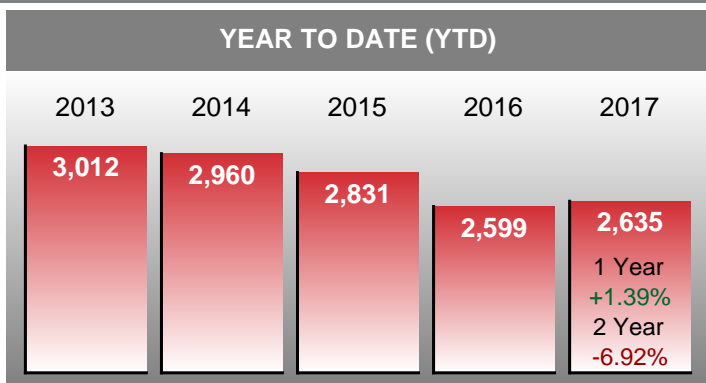
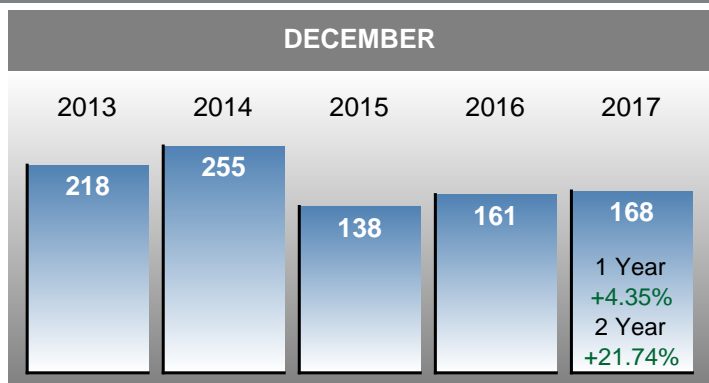
December 2017

Area Delimited by County Of Rogers

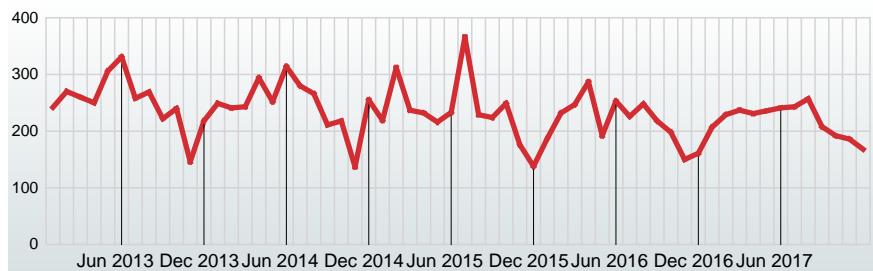


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 188 **3 MONTHS**

High
Jul 2015 = 366

Low
Nov 2014 = 137

New Listings
this month at **168**,
below the 5 yr DEC
average of **188**

OCT	192
NOV	186 -3.13%
DEC	168 -9.68%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	8.93%	11	4	0	0
\$50,001 - \$100,000	15	8.93%	7	8	0	0
\$100,001 - \$150,000	27	16.07%	1	21	5	0
\$150,001 - \$225,000	44	26.19%	0	27	15	2
\$225,001 - \$275,000	26	15.48%	1	15	8	2
\$275,001 - \$400,000	25	14.88%	7	5	11	2
\$400,001 and up	16	9.52%	7	1	7	1
Total New Listed Units	168		34	81	46	7
Total New Listed Volume	38,561,107	100%	8.96M	14.10M	13.24M	2.26M
Average New Listed Listing Price	\$238,167		\$263,551	\$174,100	\$287,864	\$322,357

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



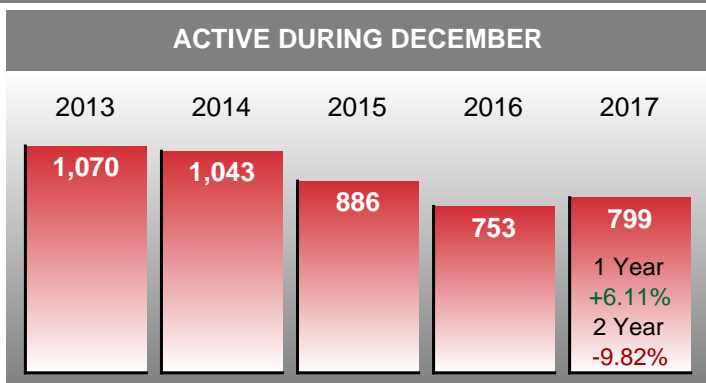
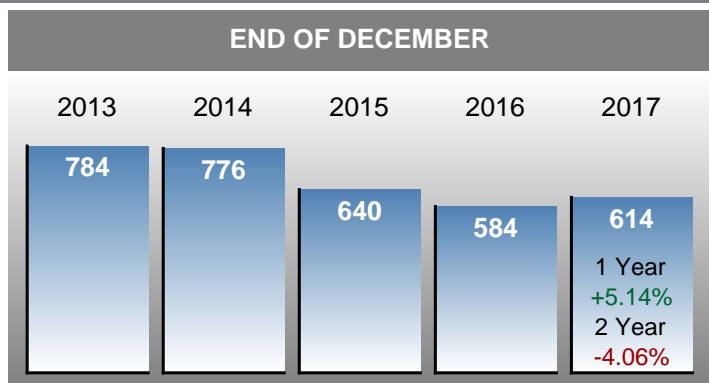
December 2017

Area Delimited by County Of Rogers



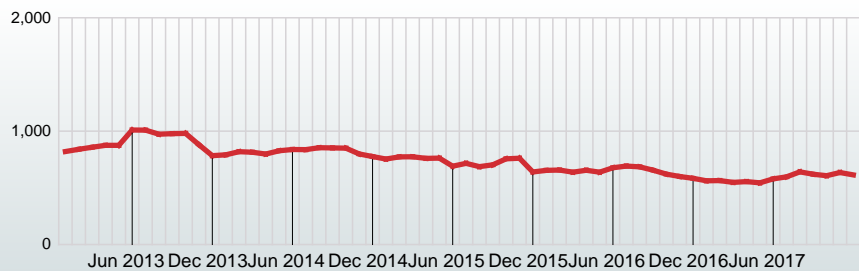
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 680
3 MONTHS



High
Jun 2013 = 1,010

Low
May 2017 = 544

Inventory
this month at **614**,
below the 5 yr DEC
average of **680**

OCT	607
NOV	635
	4.61%
DEC	614
	-3.31%

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	58	9.45%	88.0	57	1	0	0
\$25,001 - \$75,000	76	12.38%	105.4	63	12	1	0
\$75,001 - \$125,000	72	11.73%	98.8	30	34	5	3
\$125,001 - \$200,000	162	26.38%	75.7	25	98	35	4
\$200,001 - \$275,000	89	14.50%	80.9	5	45	37	2
\$275,001 - \$475,000	95	15.47%	74.8	15	15	54	11
\$475,001 and up	62	10.10%	91.9	13	6	20	23
Total Active Inventory by Units				208	211	152	43
Total Active Inventory by Volume				30.15M	42.49M	47.07M	31.46M
Average Active Inventory Listing Price				\$144,953	\$201,365	\$309,685	\$731,540

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



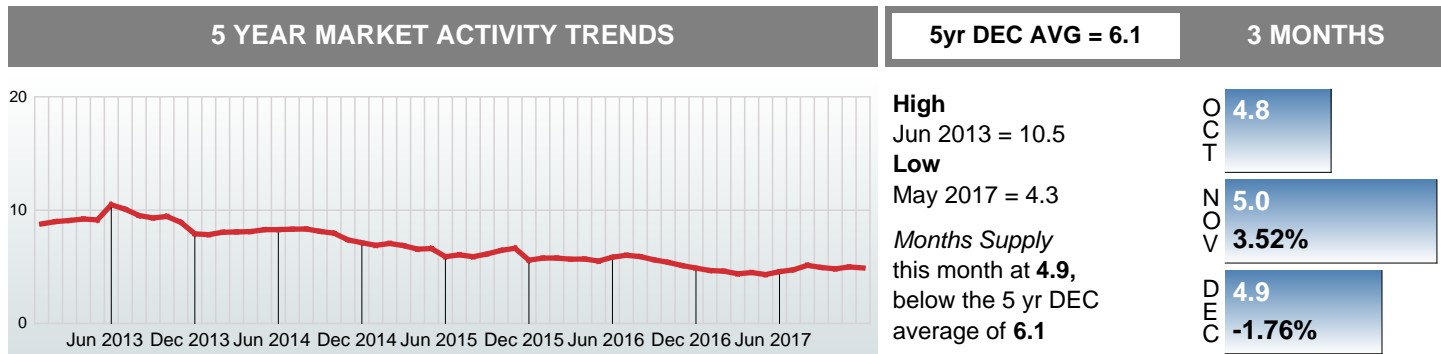
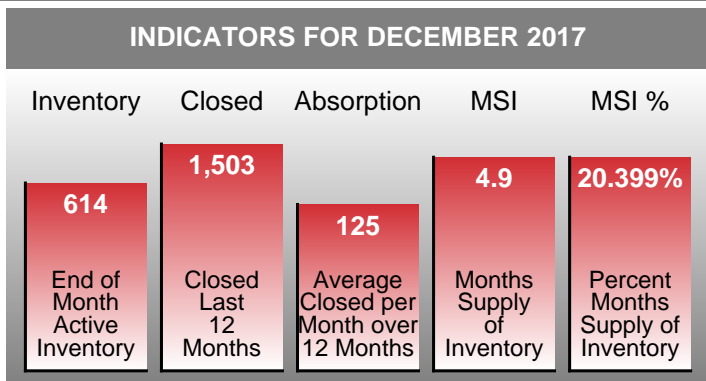
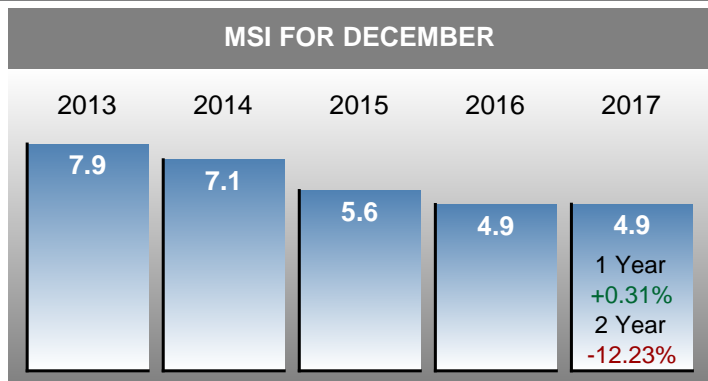
December 2017

Area Delimited by County Of Rogers



MONTHS SUPPLY of INVENTORY (MSI)

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



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
\$25,000 and less	58	9.45%	12.2	13.7	2.0	0.0	0.0
\$25,001 - \$75,000	76	12.38%	5.3	8.8	2.0	1.0	0.0
\$75,001 - \$125,000	72	11.73%	3.2	7.1	2.2	2.0	36.0
\$125,001 - \$200,000	162	26.38%	3.6	9.1	3.1	3.7	4.8
\$200,001 - \$275,000	89	14.50%	4.9	7.5	5.0	4.7	2.7
\$275,001 - \$475,000	95	15.47%	5.7	20.0	4.4	5.3	4.9
\$475,001 and up	62	10.10%	16.2	156.0	36.0	9.2	16.2
Market Supply of Inventory (MSI)	4.9	100%	4.9	10.5	3.2	4.5	7.8
Total Active Inventory by Units	614			208	211	152	43

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



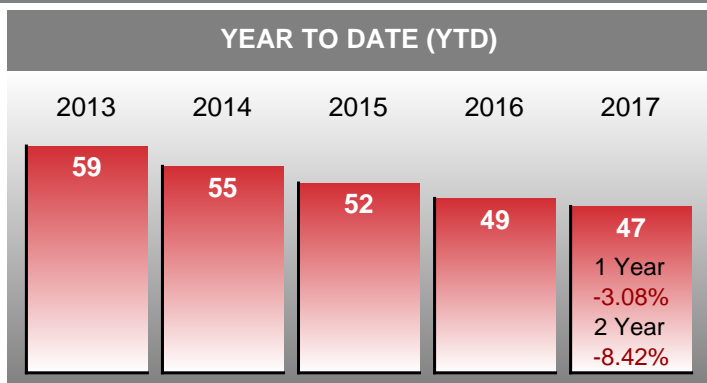
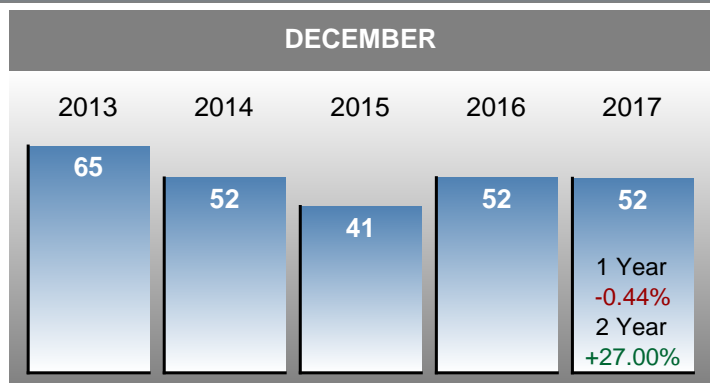
December 2017

Area Delimited by County Of Rogers

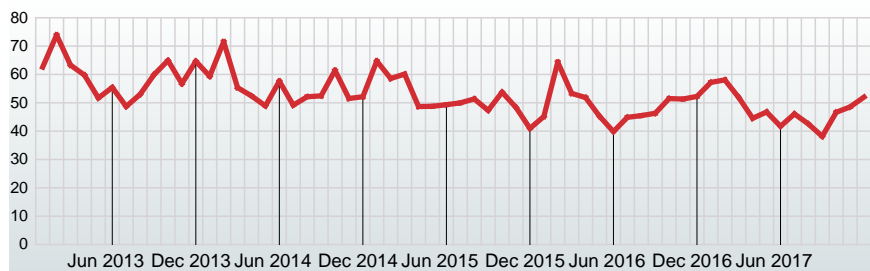


AVERAGE DAYS ON MARKET TO SALE

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



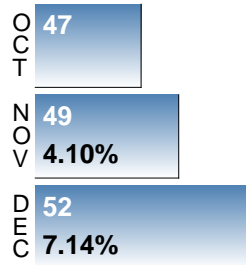
5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 52** **3 MONTHS**



High
Feb 2013 = 74

Low
Sep 2017 = 38

Average Days on Market
this month at **52**,
equal to 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
\$50,000 and less	9	8.91%	61.4	60.8	0.0	67.0	0.0
\$50,001 - \$100,000	12	11.88%	45.7	18.7	61.3	31.5	0.0
\$100,001 - \$125,000	10	9.90%	48.5	16.0	54.0	45.5	0.0
\$125,001 - \$200,000	32	31.68%	53.8	36.0	52.0	73.8	10.0
\$200,001 - \$250,000	14	13.86%	53.7	140.0	47.1	0.0	0.0
\$250,001 - \$350,000	13	12.87%	31.9	2.0	49.3	19.5	0.0
\$350,001 and up	11	10.89%	71.0	0.0	94.8	43.4	92.5
Average Closed DOM			52.0	48.3	54.8	45.4	65.0
Total Closed Units			101	16	60	22	3
Total Closed Volume			19,301,288	1.39M	11.24M	5.48M	1.19M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



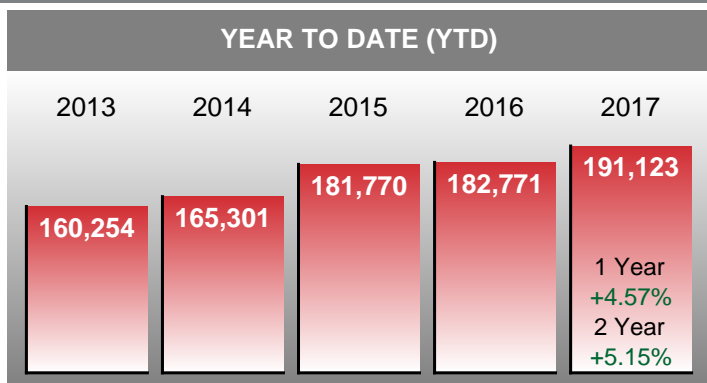
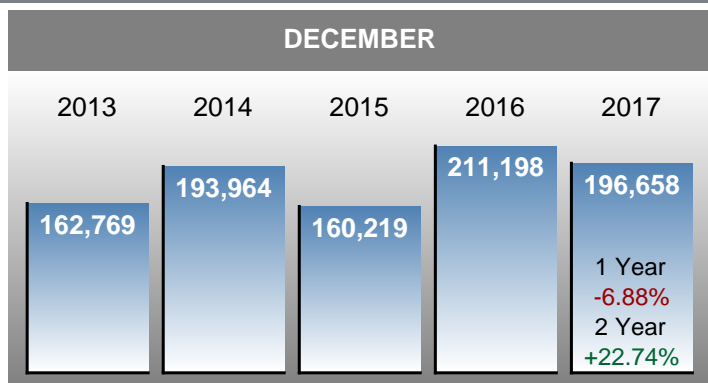
December 2017

Area Delimited by County Of Rogers



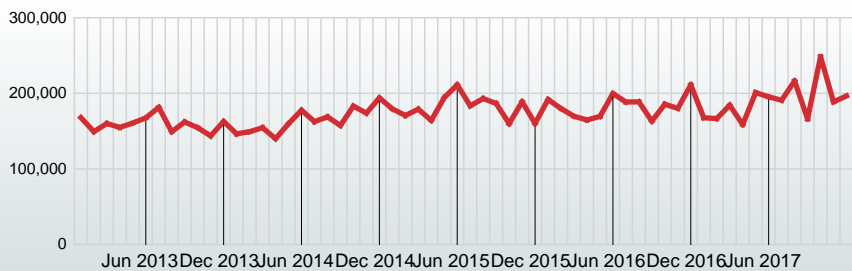
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 184,962 **3 MONTHS**



High
Oct 2017 = 248,388
Low
Apr 2014 = 140,051
Average List Price
this month at **196,658**,
above the 5 yr DEC
average of **184,962**

OCT	248,388
NOV	188,719
DEC	196,658
	-24.02%
	4.21%

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
\$50,000 and less	10	9.90%	27,740	23,438	0	39,900	0
\$50,001 - \$100,000	13	12.87%	84,285	93,333	79,543	79,700	0
\$100,001 - \$125,000	7	6.93%	119,371	107,000	113,357	117,200	0
\$125,001 - \$200,000	33	32.67%	161,079	160,000	157,104	181,733	142,000
\$200,001 - \$250,000	14	13.86%	231,304	234,000	231,096	0	0
\$250,001 - \$350,000	13	12.87%	301,175	345,000	298,286	296,760	0
\$350,001 and up	11	10.89%	471,331	0	443,850	450,602	578,115
Average List Price			196,658	92,094	192,218	252,621	432,743
Total Closed Units		100%	196,658	16	60	22	3
Total Closed Volume			19,862,463	1.47M	11.53M	5.56M	1.30M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



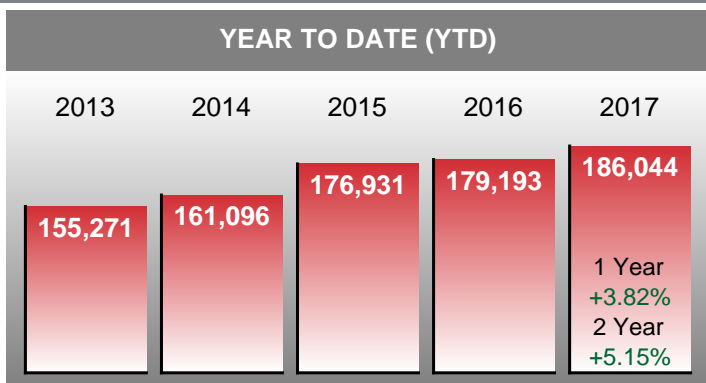
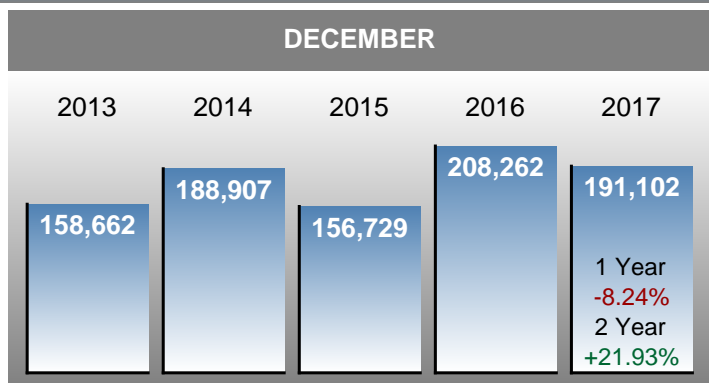
December 2017

Area Delimited by County Of Rogers



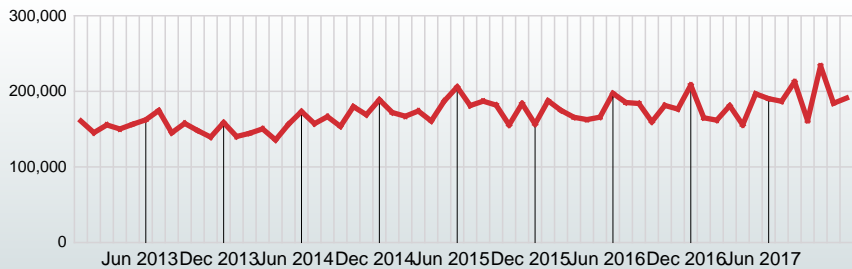
AVERAGE SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 180,732 **3 MONTHS**



High
Oct 2017 = 233,723

Low
Apr 2014 = 135,757

Average Sold Price this month at **191,102**, above the 5 yr DEC average of **180,732**

OCT	233,723
NOV	184,226
DEC	191,102
	-21.18%
	3.73%

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
\$50,000 and less	9	8.91%	23,111	20,375	0	45,000	0
\$50,001 - \$100,000	12	11.88%	76,818	78,833	75,131	79,700	0
\$100,001 - \$125,000	10	9.90%	117,735	103,000	120,679	114,800	0
\$125,001 - \$200,000	32	31.68%	157,930	156,000	153,736	178,250	136,320
\$200,001 - \$250,000	14	13.86%	226,711	228,000	226,612	0	0
\$250,001 - \$350,000	13	12.87%	296,702	345,000	291,653	293,701	0
\$350,001 and up	11	10.89%	446,300	0	409,750	443,660	526,000
Average Sold Price			191,102	86,719	187,358	249,273	396,107
Total Closed Units		100%	191,102	16	60	22	3
Total Closed Volume			19,301,288	1.39M	11.24M	5.48M	1.19M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



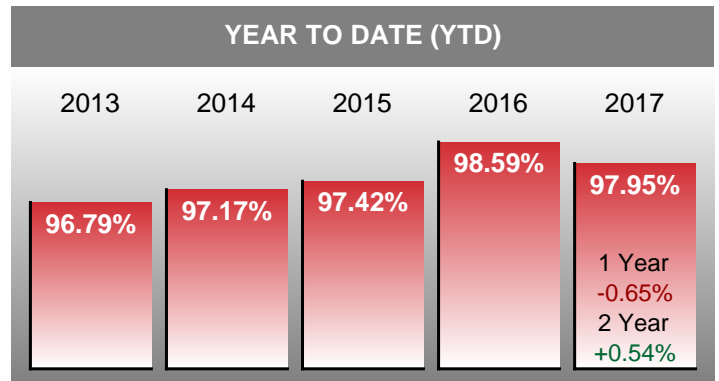
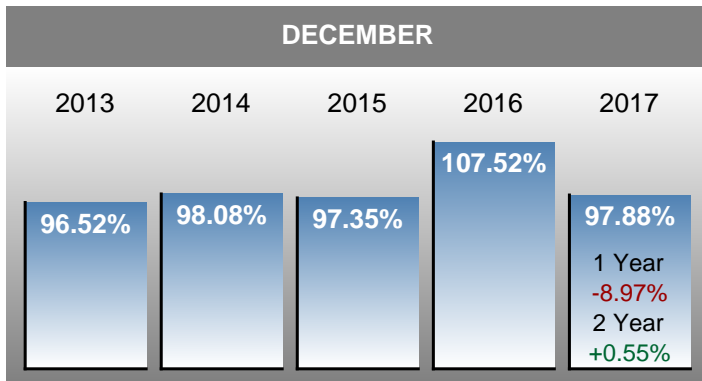
December 2017

Area Delimited by County Of Rogers

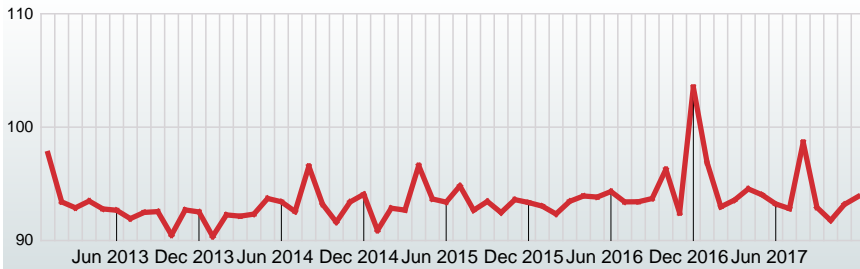


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 99.47%

3 MONTHS

High
Dec 2016 = 107.52%

Low
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **97.88%**, below the 5 yr DEC average of **99.47%**

OCT	95.77%
NOV	97.18%
DEC	97.88%
DEC	0.72%

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
\$50,000 and less	9	8.91%	89.95%	87.10%	0.00%	112.78%	0.00%
\$50,001 - \$100,000	12	11.88%	92.91%	84.85%	94.34%	100.00%	0.00%
\$100,001 - \$125,000	10	9.90%	111.71%	96.26%	117.40%	99.55%	0.00%
\$125,001 - \$200,000	32	31.68%	98.08%	97.78%	98.20%	98.08%	96.00%
\$200,001 - \$250,000	14	13.86%	98.10%	97.44%	98.16%	0.00%	0.00%
\$250,001 - \$350,000	13	12.87%	98.63%	100.00%	98.08%	98.96%	0.00%
\$350,001 and up	11	10.89%	95.46%	0.00%	93.41%	98.45%	92.10%
Average Sold/List Ratio			97.90%	90.04%	99.65%	99.38%	93.40%
Total Closed Units	101	100%	97.90%	16	60	22	3
Total Closed Volume	19,301,288			1.39M	11.24M	5.48M	1.19M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



December 2017

Area Delimited by County Of Rogers



MARKET SUMMARY

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

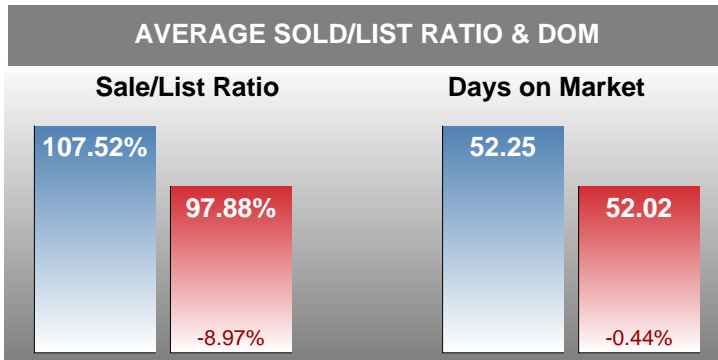
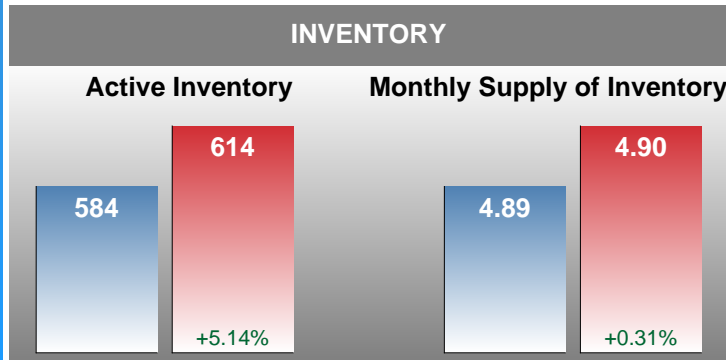
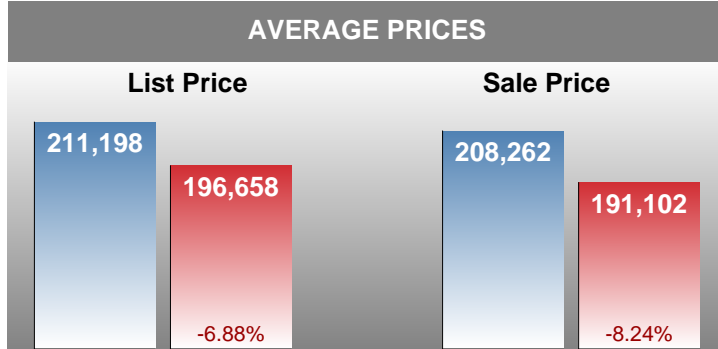
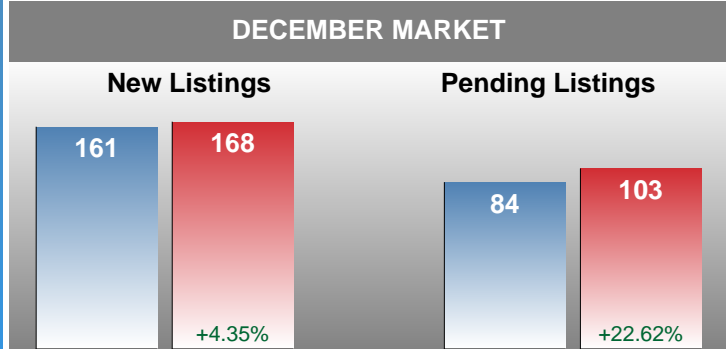


Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	125	101	-19.20%	1,434	1,503	4.81%
Pending Sales	84	103	22.62%	1,457	1,550	6.38%
New Listings	161	168	4.35%	2,599	2,635	1.39%
Average List Price	211,198	196,658	-6.88%	182,771	191,123	4.57%
Average Sale Price	208,262	191,102	-8.24%	179,193	186,044	3.82%
Average Percent of Selling Price to List Price	107.52%	97.88%	-8.97%	98.59%	97.95%	-0.65%
Average Days on Market to Sale	52.25	52.02	-0.44%	48.79	47.29	-3.08%
Monthly Inventory	584	614	5.14%	584	614	5.14%
Months Supply of Inventory	4.89	4.90	0.31%	4.89	4.90	0.31%

Absorption: Last 12 months, an Average of **125** Sales/Month

Inventory on December 31, 2017 = **614**

2016 **2017**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®