



December 2017

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner

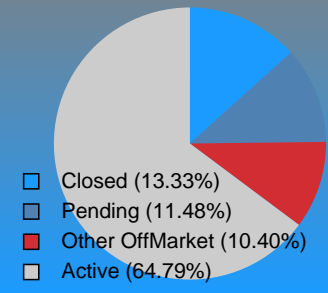


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	1,104	1,104	0.00%
Pending Listings	792	951	20.08%
New Listings	1,366	1,504	10.10%
Average List Price	193,294	201,187	4.08%
Average Sale Price	188,188	195,050	3.65%
Average Percent of List Price to Selling Price	98.42%	97.17%	-1.27%
Average Days on Market to Sale	50.33	46.08	-8.45%
End of Month Inventory	4,842	5,366	10.82%
Months Supply of Inventory	4.05	4.43	9.27%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,211** Sales/Month
Active Inventory as of December 31, 2017 = **5,366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **10.82%** to 5,366 existing homes available for sale. Over the last 12 months this area has had an average of 1,211 closed sales per month. This represents an unsold inventory index of **4.43** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **3.65%** in December 2017 to \$195,050 versus the previous year at \$188,188.

Average Days on Market Shortens

The average number of **46.08** days that homes spent on the market before selling decreased by 4.25 days or **8.45%** in December 2017 compared to last year's same month at **50.33** DOM.

Sales Success for December 2017 is Positive

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

There were 1,504 New Listings in December 2017, up **10.10%** from last year at 1,366. Furthermore, there were 1,104 Closed Listings this month versus last year at 1,104, a **0.00%** decrease.

Closed versus Listed trends yielded a **73.4%** ratio, down from previous year's, December 2016, at **80.8%**, a **9.18%** downswing. 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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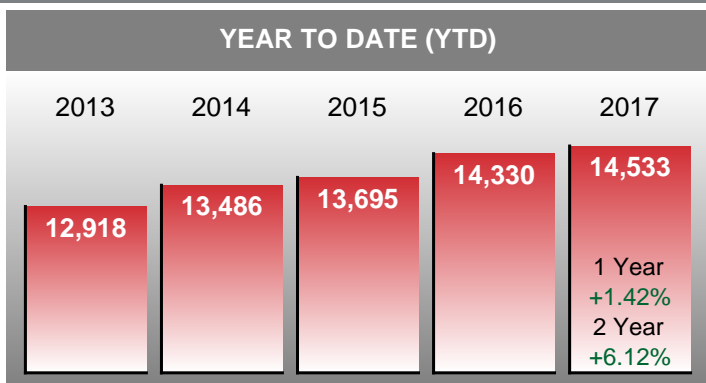
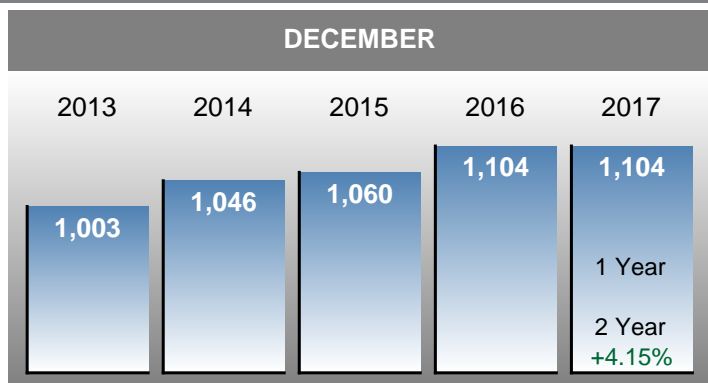
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CLOSED LISTINGS

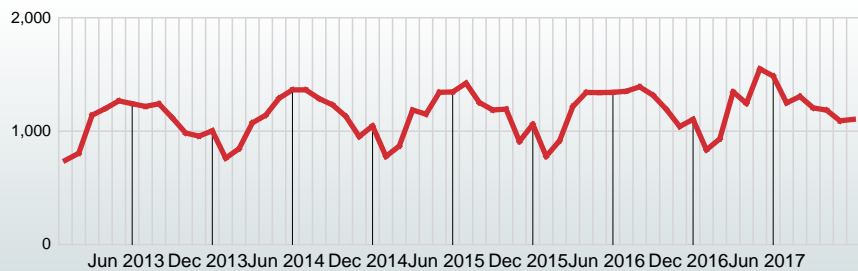
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 1,063

3 MONTHS



High
May 2017 = 1,549
Low
Jan 2013 = 743
Closed Listings
this month at **1,104**,
above the 5 yr DEC
average of **1,063**

OCT	1,185
NOV	1,091 -7.93%
DEC	1,104 1.19%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	40	3.62%	48.4	31	8	1	0
\$25,001 - \$75,000	148	13.41%	34.4	75	65	8	0
\$75,001 - \$125,000	183	16.58%	45.5	32	130	19	2
\$125,001 - \$175,000	244	22.10%	45.2	20	177	42	5
\$175,001 - \$250,000	216	19.57%	51.6	10	122	78	6
\$250,001 - \$350,000	151	13.68%	45.2	11	61	69	10
\$350,001 and up	122	11.05%	53.5	6	33	60	23
Total Closed Units	1,104			185	596	277	46
Total Closed Volume	215,335,674	100%	46.1	19.26M	103.69M	74.61M	17.77M
Average Closed Price	\$195,050			\$104,107	\$173,981	\$269,351	\$386,375

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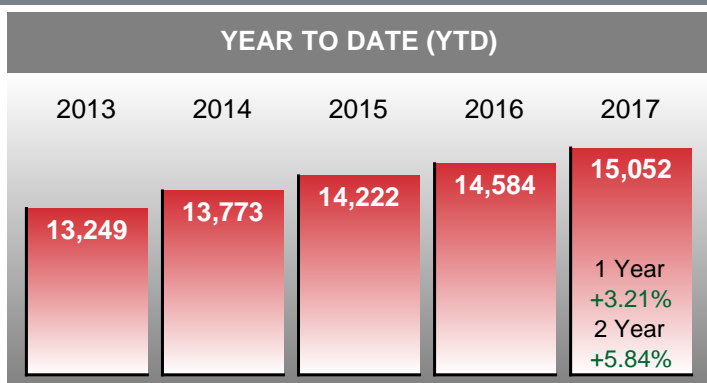
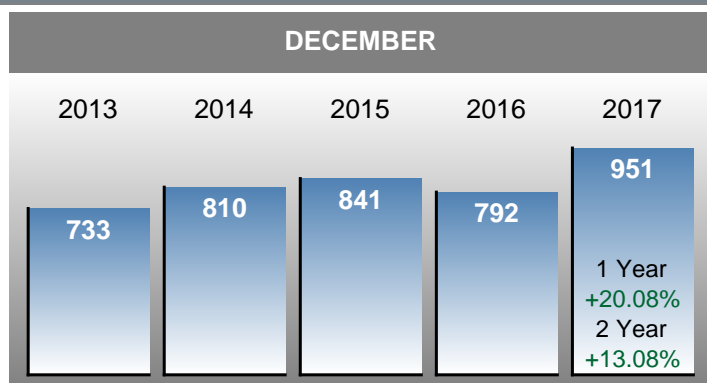
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PENDING LISTINGS

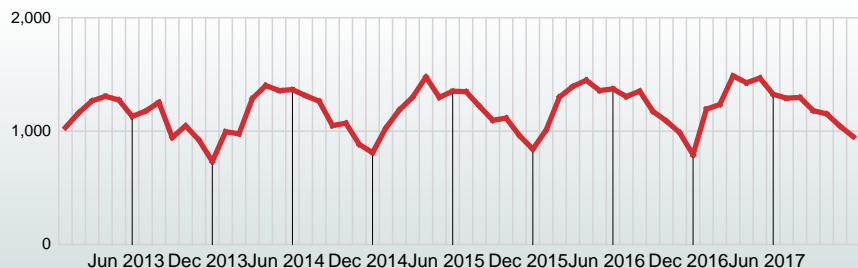
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 825

3 MONTHS



High
Mar 2017 = 1,487
Low
Dec 2013 = 733
Pending Listings
this month at **951**,
above the 5 yr DEC
average of **825**

OCT	1,152
NOV	1,044 -9.38%
DEC	951 -8.91%

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	35	3.68%	38.6	24	8	3	0
\$25,001 - \$75,000	146	15.35%	55.8	68	72	5	1
\$75,001 - \$125,000	164	17.25%	47.3	30	124	10	0
\$125,001 - \$175,000	214	22.50%	50.2	20	160	32	2
\$175,001 - \$225,000	143	15.04%	61.8	8	73	56	6
\$225,001 - \$325,000	145	15.25%	52.2	5	58	72	10
\$325,001 and up	104	10.94%	62.3	5	25	58	16
Total Pending Units	951			160	520	236	35
Total Pending Volume	177,074,818	100%	39.0	16.24M	82.17M	63.62M	15.04M
Average Listing Price	\$191,302			\$101,506	\$158,024	\$269,594	\$429,628

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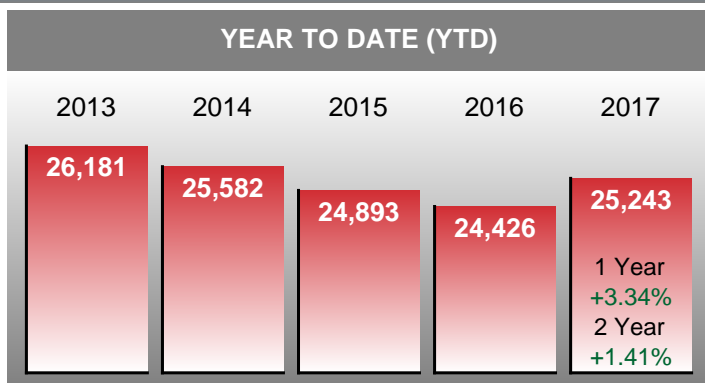
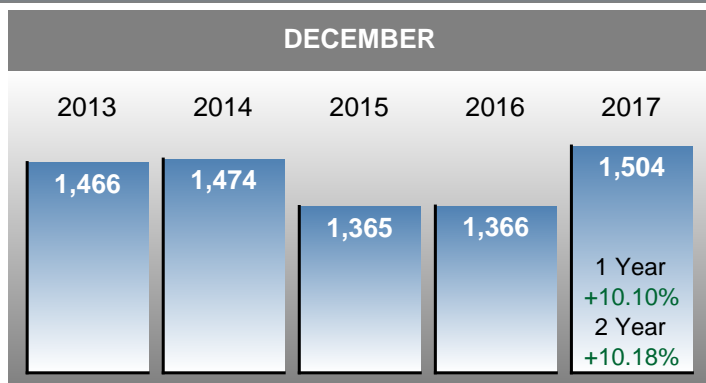
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NEW LISTINGS

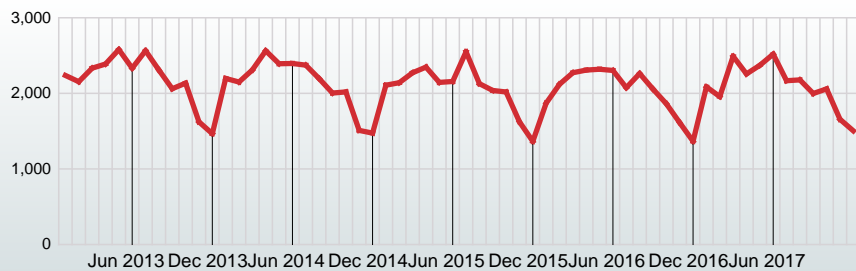
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 1,435

3 MONTHS



High
May 2013 = 2,579
Low
Dec 2015 = 1,365
New Listings
this month at **1,504**,
above the 5 yr DEC
average of **1,435**

OCT	2,059
NOV	1,657
DEC	1,504
	-9.23%

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	46	3.06%	39	6	1	0
\$25,001 - \$75,000	241	16.02%	142	85	14	0
\$75,001 - \$125,000	186	12.37%	55	118	12	1
\$125,001 - \$200,000	402	26.73%	43	285	66	8
\$200,001 - \$275,000	259	17.22%	21	116	105	17
\$275,001 - \$375,000	195	12.97%	13	61	102	19
\$375,001 and up	175	11.64%	38	22	78	37
Total New Listed Units	1,504		351	693	378	82
Total New Listed Volume	365,749,087	100%	83.00M	119.37M	119.94M	43.44M
Average New Listed Listing Price	\$227,552		\$236,458	\$172,250	\$317,301	\$529,797

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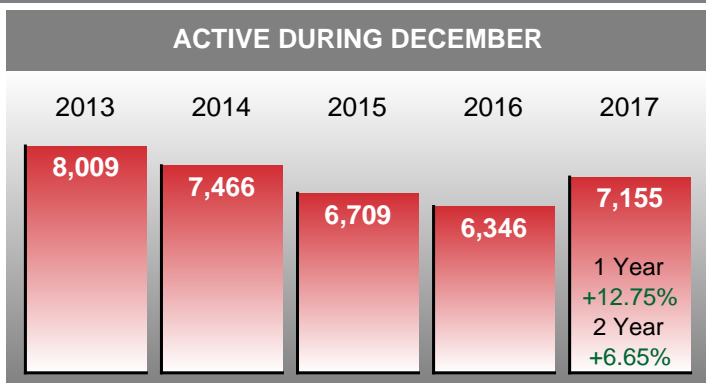
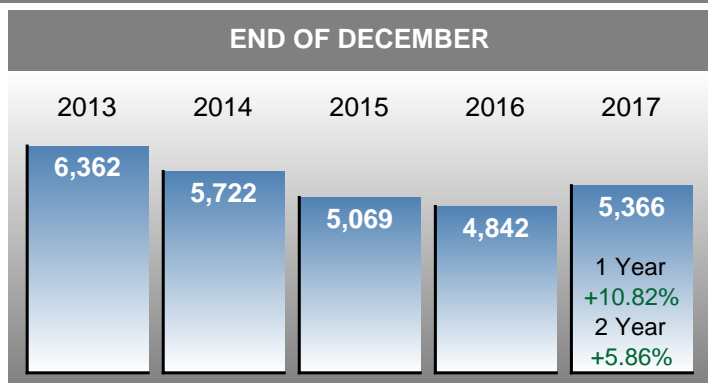
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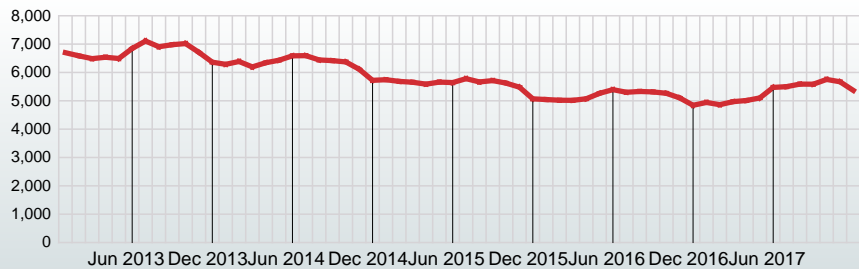
ACTIVE INVENTORY

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 5,472 3 MONTHS



High
Jul 2013 = 7,108
Low
Dec 2016 = 4,842
Inventory
this month at **5,366**,
below the 5 yr DEC
average of **5,472**

OCT	5,754
NOV	5,672 -1.43%
DEC	5,366 -5.39%

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	291	5.42%	100.1	282	8	0	1
\$25,001 - \$75,000	836	15.58%	86.9	581	196	59	0
\$75,001 - \$125,000	675	12.58%	95.1	252	361	56	6
\$125,001 - \$225,000	1,476	27.51%	75.2	231	873	346	26
\$225,001 - \$300,000	776	14.46%	76.0	66	264	383	63
\$300,001 - \$475,000	724	13.49%	84.2	76	135	424	89
\$475,001 and up	588	10.96%	95.9	129	52	218	189
Total Active Inventory by Units	5,366			1,617	1,889	1,486	374
Total Active Inventory by Volume	1,449,887,656	100%	84.5	337.86M	357.83M	504.93M	249.27M
Average Active Inventory Listing Price	\$270,199			\$208,941	\$189,427	\$339,793	\$666,497

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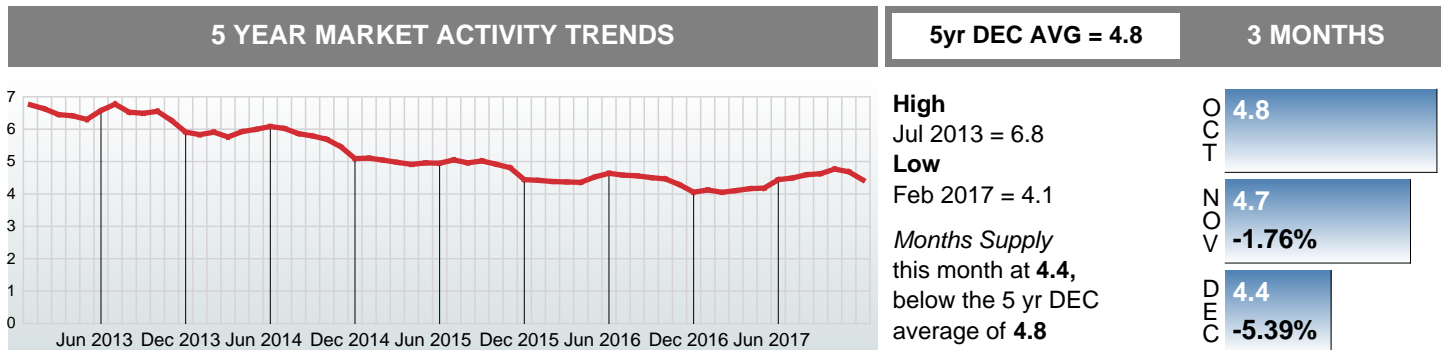
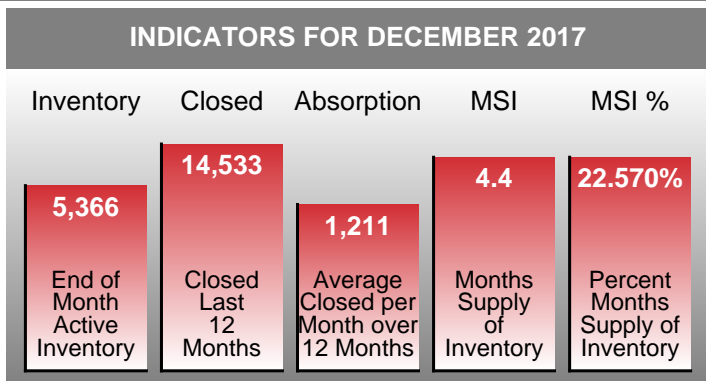
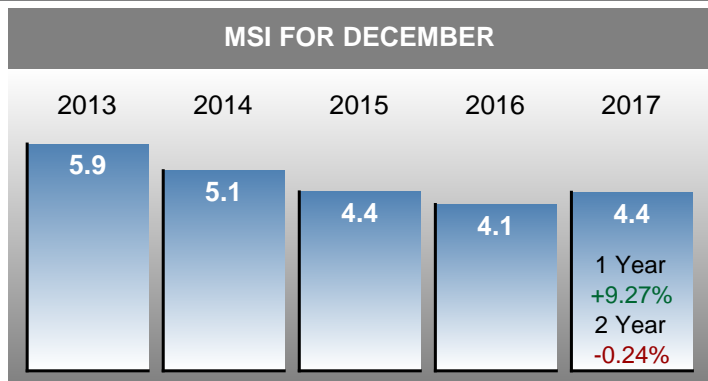
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MONTHS SUPPLY of INVENTORY (MSI)

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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
\$25,000 and less	291	5.42%	7.5	9.8	1.0	0.0	12.0
\$25,001 - \$75,000	836	15.58%	5.3	8.2	2.5	6.4	0.0
\$75,001 - \$125,000	675	12.58%	3.1	6.8	2.3	2.9	3.1
\$125,001 - \$225,000	1,476	27.51%	3.0	6.9	2.7	2.8	2.9
\$225,001 - \$300,000	776	14.46%	5.3	9.3	4.5	5.3	7.3
\$300,001 - \$475,000	724	13.49%	6.1	15.5	4.6	6.1	5.9
\$475,001 and up	588	10.96%	13.1	51.6	7.2	10.3	13.7
Market Supply of Inventory (MSI)	4.4	100%	4.4	8.7	2.9	4.7	7.6
Total Active Inventory by Units	5,366			1,617	1,889	1,486	374

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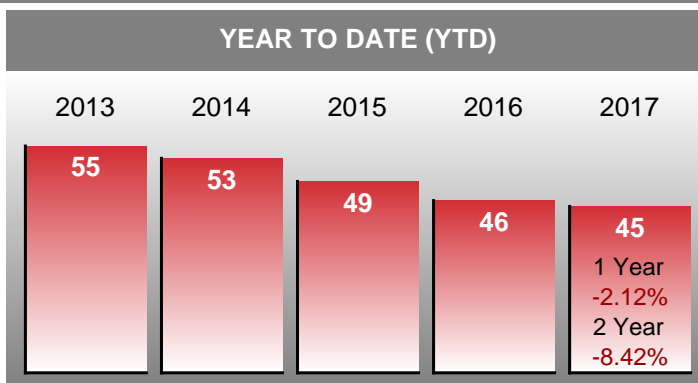
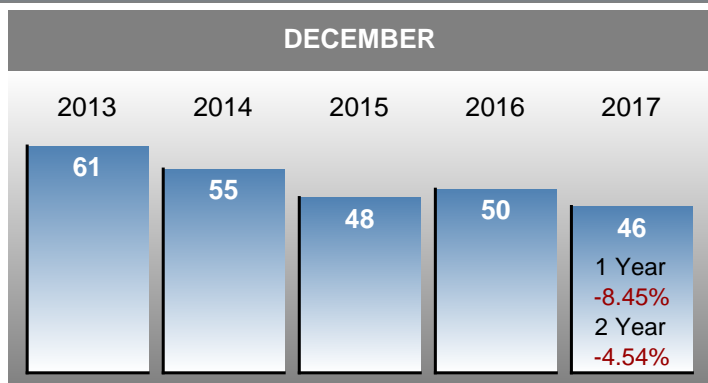
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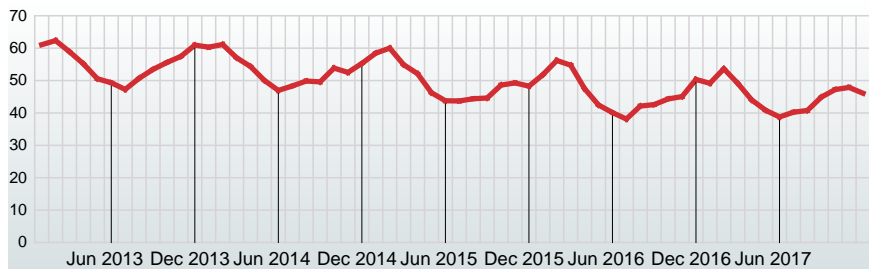


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 52 **3 MONTHS**

High
Feb 2013 = 62
Low
Jul 2016 = 38
Average Days on Market
this month at **46**,
below the 5 yr DEC
average of **52**

OCT	47
NOV	48
DEC	46
1.38%	
-3.76%	

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
\$25,000 and less	40	3.62%	48.4	46.9	51.4	72.0	0.0
\$25,001 - \$75,000	148	13.41%	34.4	38.8	28.5	41.3	0.0
\$75,001 - \$125,000	183	16.58%	45.5	42.2	43.5	62.1	69.5
\$125,001 - \$175,000	244	22.10%	45.2	48.7	41.9	54.6	69.8
\$175,001 - \$250,000	216	19.57%	51.6	23.7	50.7	58.4	28.5
\$250,001 - \$350,000	151	13.68%	45.2	37.5	39.6	48.3	65.4
\$350,001 and up	122	11.05%	53.5	17.7	41.5	53.4	80.3
Average Closed DOM	46.1			40.2	42.4	54.0	68.7
Total Closed Units	1,104	100%	46.1	185	596	277	46
Total Closed Volume	215,335,674			19.26M	103.69M	74.61M	17.77M

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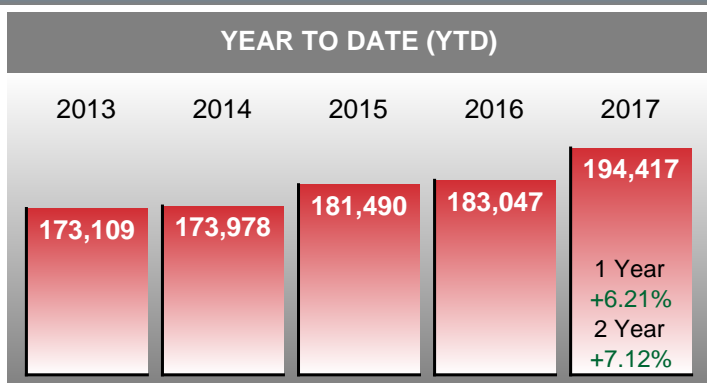
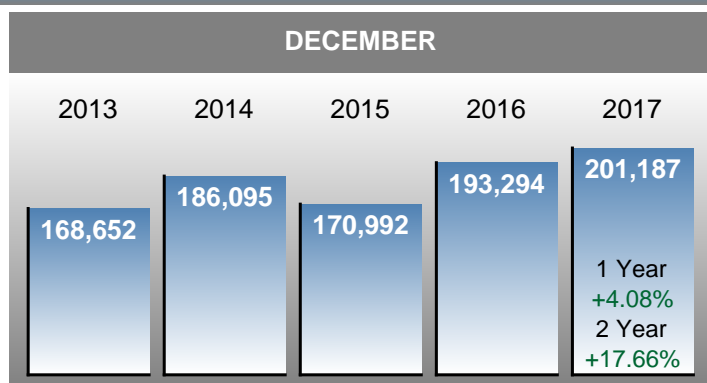
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AVERAGE LIST PRICE AT CLOSING

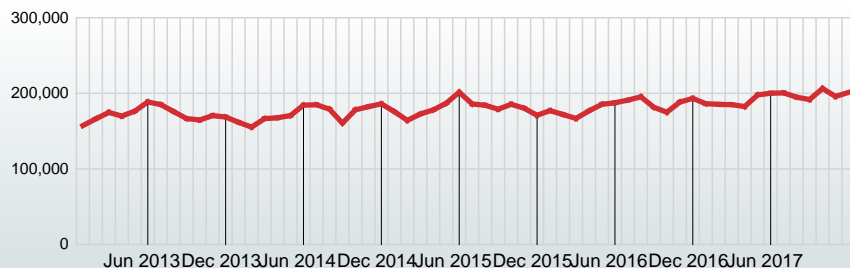
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 184,044

3 MONTHS



High
Oct 2017 = 206,418
Low
Feb 2014 = 155,354
Average List Price
this month at **201,187**,
above the 5 yr DEC
average of **184,044**

OCT 206,418
NOV 195,947
-5.07%
DEC 201,187
2.67%

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
\$25,000 and less	36	3.26%	17,607	18,985	21,881	27,500	0
\$25,001 \$75,000	149	13.50%	51,938	49,954	58,053	59,025	0
\$75,001 \$125,000	173	15.67%	105,345	105,095	107,702	107,021	112,450
\$125,001 \$175,000	243	22.01%	151,429	158,895	152,965	155,352	155,880
\$175,001 \$250,000	226	20.47%	212,003	222,450	212,510	218,421	208,650
\$250,001 \$350,000	154	13.95%	298,520	321,459	295,809	299,677	304,702
\$350,001 and up	123	11.14%	527,087	634,209	526,419	500,134	574,709
Average List Price			201,187	110,497	178,468	277,186	402,642
Total Closed Units		100%	201,187	185	596	277	46
Total Closed Volume			222,110,858	20.44M	106.37M	76.78M	18.52M

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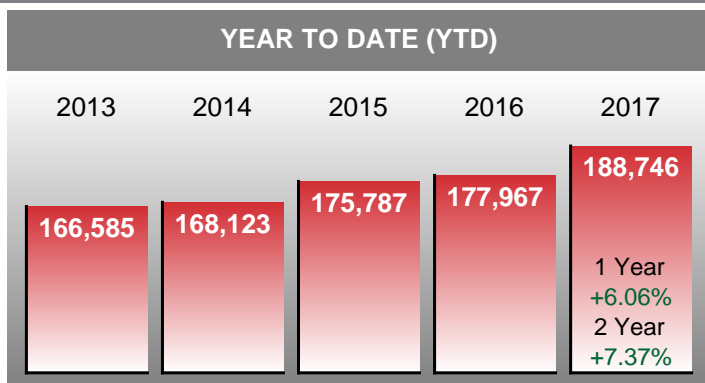
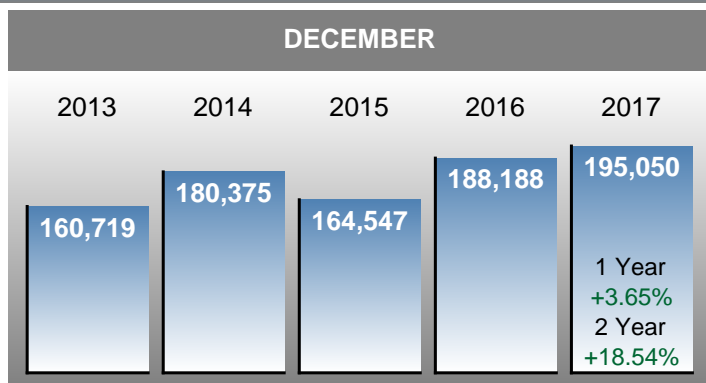
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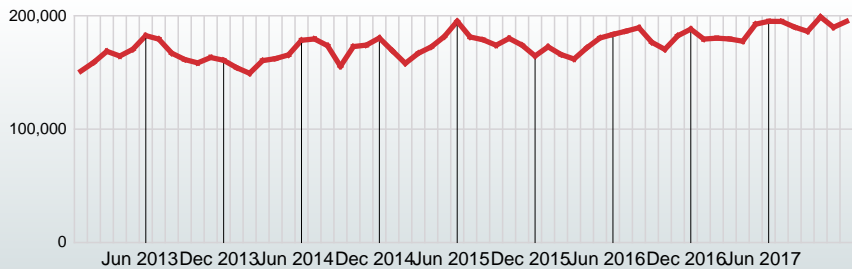
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 177,776 **3 MONTHS**



High
Oct 2017 = 198,974
Low
Feb 2014 = 149,244
Average Sold Price
this month at **195,050**,
above the 5 yr DEC
average of **177,776**

OCT	198,974
NOV	189,851
DEC	195,050
	-4.59%
	2.74%

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
\$25,000 and less	40	3.62%	16,762	16,193	17,938	25,000	0
\$25,001 - \$75,000	148	13.41%	50,454	45,397	55,320	58,325	0
\$75,001 - \$125,000	183	16.58%	104,594	99,390	105,730	105,384	106,450
\$125,001 - \$175,000	244	22.10%	150,569	149,185	150,290	152,202	152,264
\$175,001 - \$250,000	216	19.57%	210,909	216,001	208,382	214,868	202,333
\$250,001 - \$350,000	151	13.68%	293,518	299,867	289,668	294,694	301,898
\$350,001 and up	122	11.05%	503,615	621,709	500,440	477,170	546,350
Average Sold Price			195,050	104,107	173,981	269,351	386,375
Total Closed Units		100%	1,104	185	596	277	46
Total Closed Volume			215,335,674	19.26M	103.69M	74.61M	17.77M

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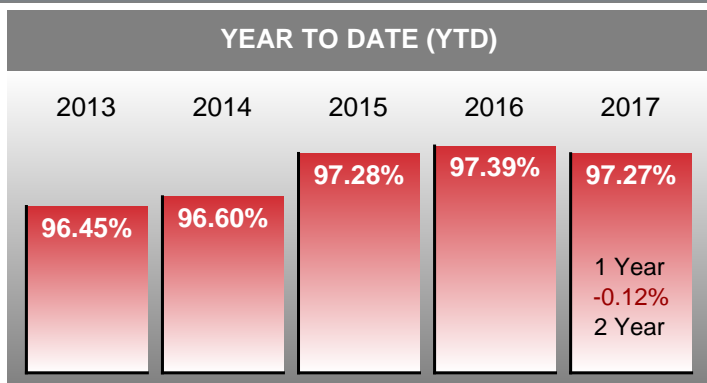
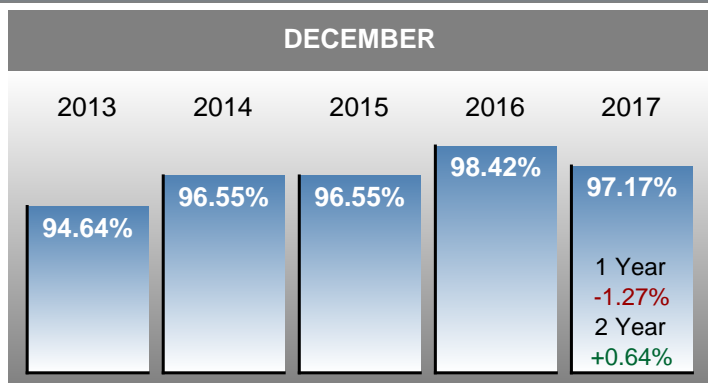
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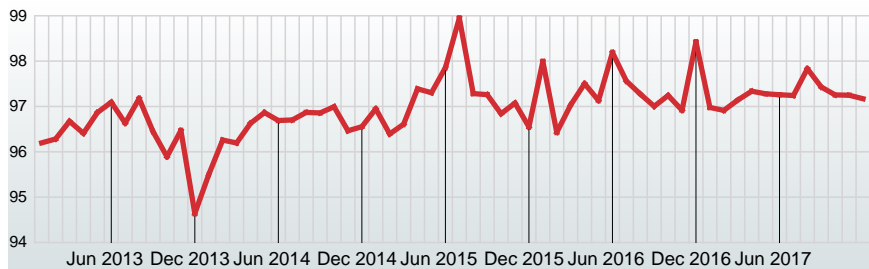


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 96.67% **3 MONTHS**

High Jul 2015 = 98.95%	OCT 97.25%
Low Dec 2013 = 94.64%	NOV 97.25%
<i>Average Sold/List Ratio this month at 97.17%, equal to 5 yr DEC average of 96.67%</i>	DEC 97.17%
	-0.08%

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
\$25,000 and less	40	3.62%	86.76%	87.07%	85.06%	90.91%	0.00%
\$25,001 - \$75,000	148	13.41%	94.27%	91.40%	96.81%	100.48%	0.00%
\$75,001 - \$125,000	183	16.58%	99.41%	101.24%	99.00%	99.44%	96.48%
\$125,001 - \$175,000	244	22.10%	97.97%	94.56%	98.35%	98.08%	97.59%
\$175,001 - \$250,000	216	19.57%	98.17%	97.41%	98.14%	98.40%	97.19%
\$250,001 - \$350,000	151	13.68%	97.93%	93.57%	98.00%	98.40%	99.07%
\$350,001 and up	122	11.05%	96.42%	98.22%	96.49%	96.28%	96.22%
Average Sold/List Ratio			97.20%	93.39%	97.96%	98.00%	97.13%
Total Closed Units	1,104	100%	97.20%	185	596	277	46
Total Closed Volume	215,335,674			19.26M	103.69M	74.61M	17.77M

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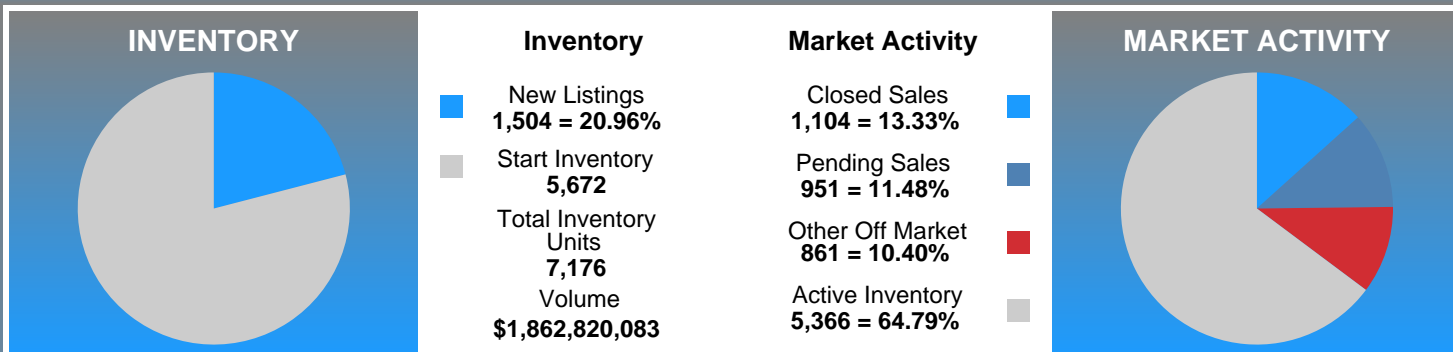
December 2017

Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

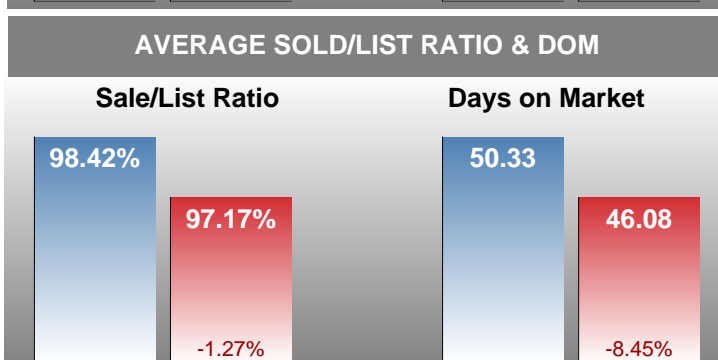
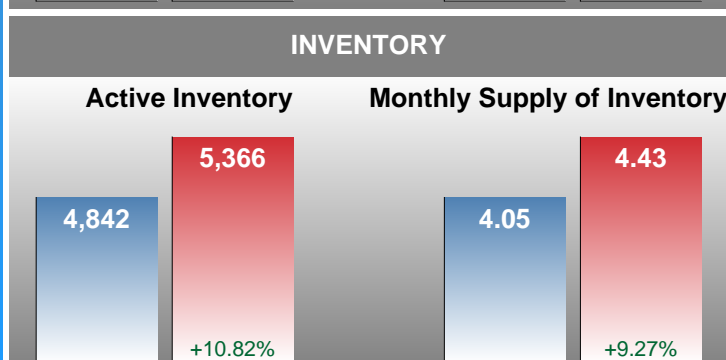
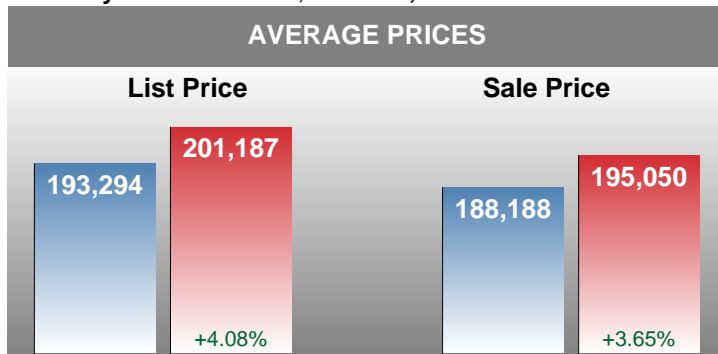
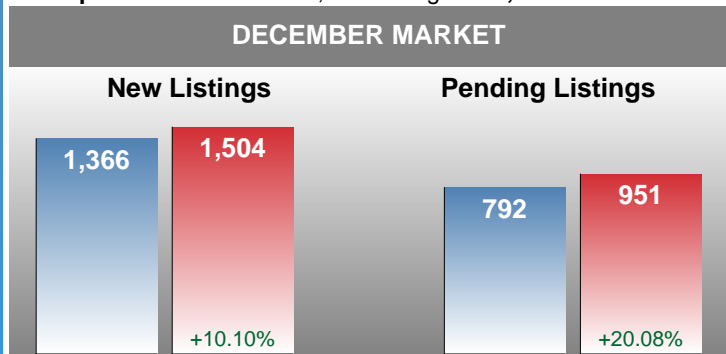
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,104	1,104	0.00%	14,330	14,533	1.42%
Pending Sales	792	951	20.08%	14,584	15,052	3.21%
New Listings	1,366	1,504	10.10%	24,426	25,243	3.34%
Average List Price	193,294	201,187	4.08%	183,047	194,417	6.21%
Average Sale Price	188,188	195,050	3.65%	177,967	188,746	6.06%
Average Percent of Selling Price to List Price	98.42%	97.17%	-1.27%	97.39%	97.27%	-0.12%
Average Days on Market to Sale	50.33	46.08	-8.45%	45.66	44.69	-2.12%
Monthly Inventory	4,842	5,366	10.82%	4,842	5,366	10.82%
Months Supply of Inventory	4.05	4.43	9.27%	4.05	4.43	9.27%

Absorption: Last 12 months, an Average of **1,211** Sales/Month

Inventory on December 31, 2017 = **5,366** 2016 2017



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