



## December 2017

Area Delimited by County Of Washington

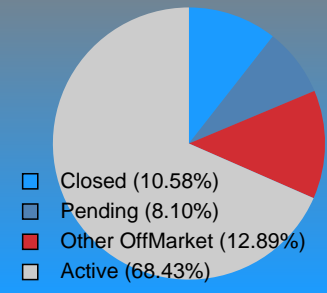


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	64	64	0.00%
Pending Listings	48	49	2.08%
New Listings	107	94	-12.15%
Average List Price	156,039	169,039	8.33%
Average Sale Price	149,738	160,892	7.45%
Average Percent of List Price to Selling Price	95.84%	94.93%	-0.94%
Average Days on Market to Sale	67.50	55.91	-17.18%
End of Month Inventory	403	414	2.73%
Months Supply of Inventory	5.73	6.04	5.35%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of December 31, 2017 = **414**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **2.73%** to 414 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.04** 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 **7.45%** in December 2017 to \$160,892 versus the previous year at \$149,738.

##### Average Days on Market Shortens

The average number of **55.91** days that homes spent on the market before selling decreased by 11.59 days or **17.18%** in December 2017 compared to last year's same month at **67.50** 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 strong this month.

There were 94 New Listings in December 2017, down **12.15%** from last year at 107. Furthermore, there were 64 Closed Listings this month versus last year at 64, a **0.00%** decrease.

Closed versus Listed trends yielded a **68.1%** ratio, up from previous year's, December 2016, at **59.8%**, a **13.83%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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](http://www.tulsarealtors.com) to find a REALTOR® today.



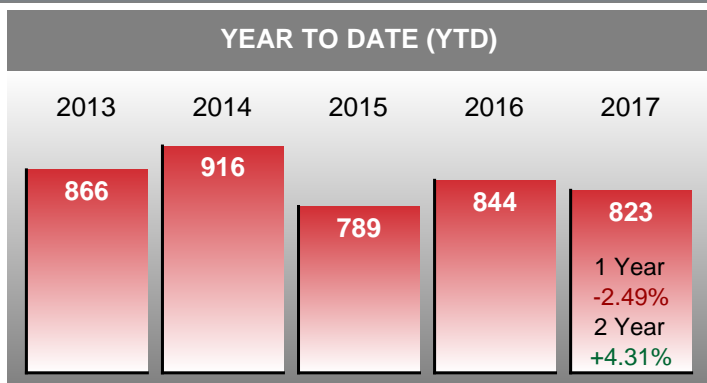
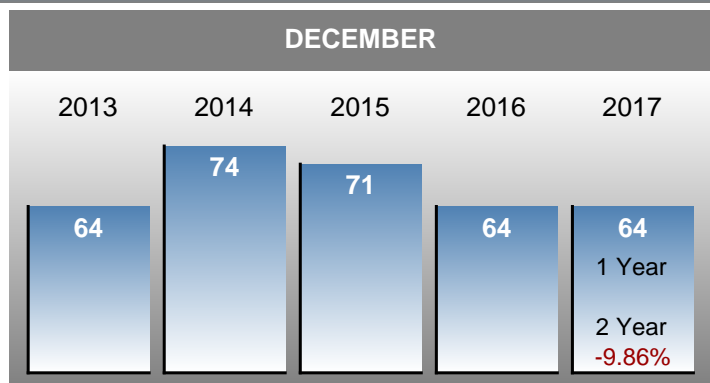
# December 2017

Area Delimited by County Of Washington



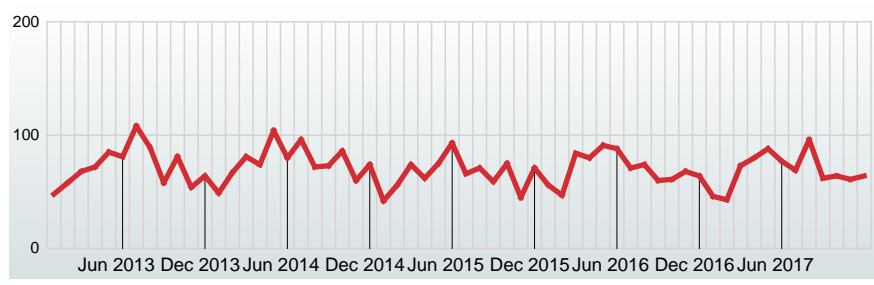
## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

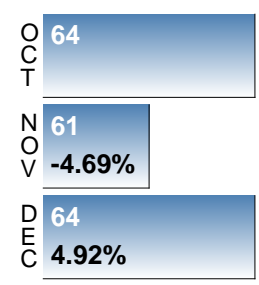
**5yr DEC AVG = 67**
**3 MONTHS**



**High**  
Jul 2013 = 108

**Low**  
Jan 2015 = 42

*Closed Listings*  
this month at **64**,  
below the 5 yr DEC  
average of **67**



### 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	5	7.81%	32.2	1	4	0	0
\$50,001 - \$75,000	9	14.06%	55.6	2	6	1	0
\$75,001 - \$100,000	5	7.81%	51.0	0	4	1	0
\$100,001 - \$150,000	16	25.00%	60.9	2	7	7	0
\$150,001 - \$200,000	9	14.06%	66.6	0	2	5	2
\$200,001 - \$300,000	14	21.88%	51.0	0	5	8	1
\$300,001 and up	6	9.38%	62.3	0	1	4	1
<b>Total Closed Units</b>	<b>64</b>			5	29	26	4
<b>Total Closed Volume</b>	<b>10,297,067</b>	100%	55.9	371.50K	3.65M	5.20M	1.08M
<b>Average Closed Price</b>	<b>\$160,892</b>			\$74,300	\$125,991	\$199,855	\$268,894

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



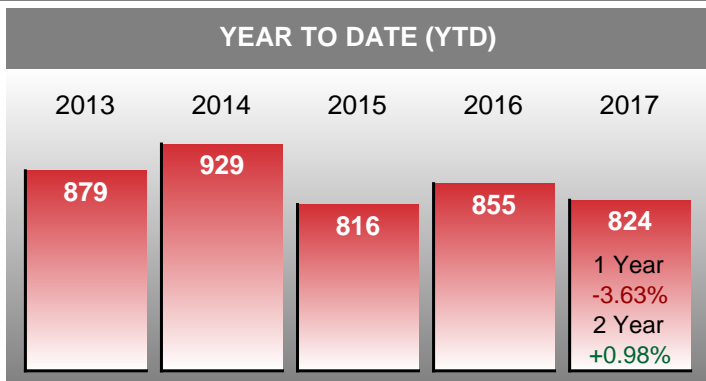
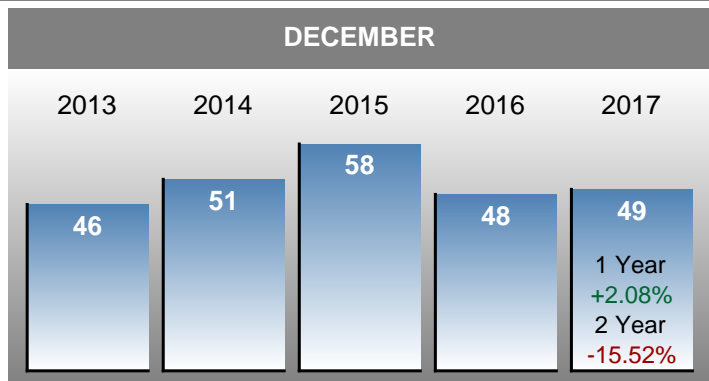
# December 2017

Area Delimited by County Of Washington



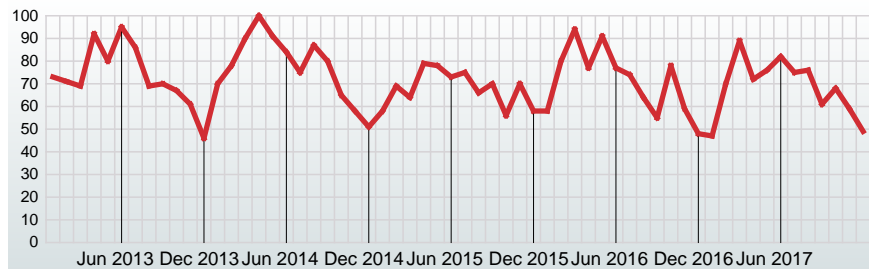
## PENDING LISTINGS

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

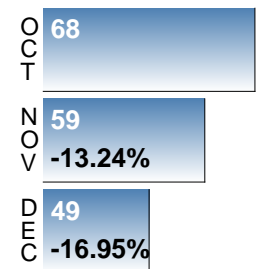


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 50**
**3 MONTHS**



**High**  
Apr 2014 = 100  
**Low**  
Dec 2013 = 46  
*Pending Listings*  
this month at **49**,  
below the 5 yr DEC  
average of **50**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.12%	41.3	1	2	0	0
\$30,001 - \$50,000	6	12.24%	97.2	2	3	1	0
\$50,001 - \$70,000	6	12.24%	38.8	1	5	0	0
\$70,001 - \$90,000	13	26.53%	44.5	2	9	1	1
\$90,001 - \$140,000	9	18.37%	91.2	1	6	2	0
\$140,001 - \$190,000	7	14.29%	70.1	0	5	2	0
\$190,001 and up	5	10.20%	76.0	0	2	3	0
<b>Total Pending Units</b>	49			7	32	9	1
<b>Total Pending Volume</b>	5,062,950	100%	79.1	394.05K	3.23M	1.37M	75.00K
<b>Average Listing Price</b>	\$144,725			\$56,293	\$100,847	\$151,867	\$75,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



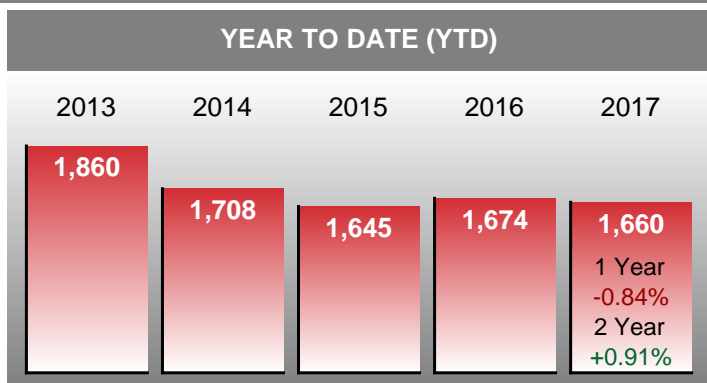
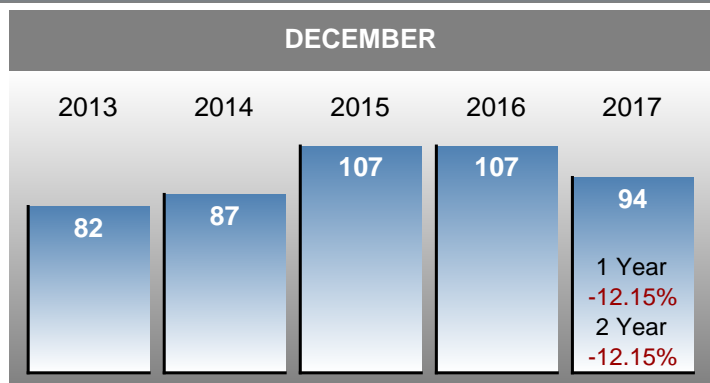
# December 2017

Area Delimited by County Of Washington

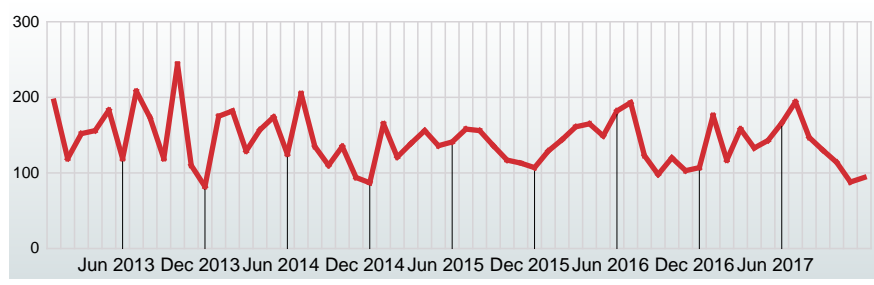


## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 95**      **3 MONTHS**

**High**  
Oct 2013 = 244

**Low**  
Dec 2013 = 82

*New Listings*  
this month at **94**,  
below the 5 yr DEC  
average of **95**

OCT	114
NOV	88 -22.81%
DEC	94 6.82%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<b>0</b>	0.00%	0	0	0	0
\$1 \$0	<b>0</b>	0.00%	0	0	0	0
\$1 \$50,000	<b>33</b>	35.11%	24	7	1	1
\$50,001 \$125,000	<b>23</b>	24.47%	8	12	2	1
\$125,001 \$175,000	<b>16</b>	17.02%	1	7	8	0
\$175,001 \$275,000	<b>8</b>	8.51%	0	2	5	1
\$275,001 and up	<b>14</b>	14.89%	2	4	7	1
<b>Total New Listed Units</b>		94	35	32	23	4
<b>Total New Listed Volume</b>		11,835,844	1.91M	4.35M	4.94M	638.80K
<b>Average New Listed Listing Price</b>		\$295,000	\$54,490	\$135,944	\$214,769	\$159,700

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



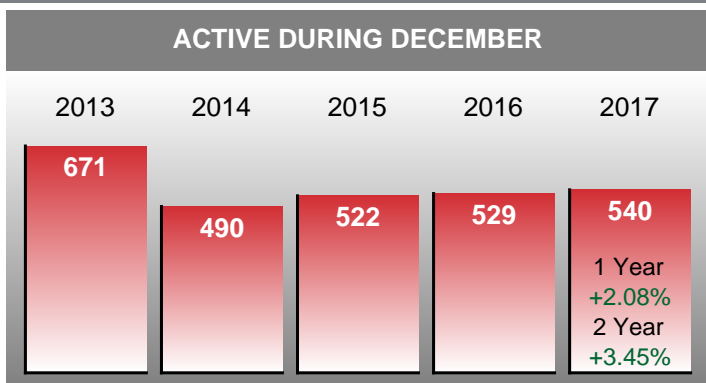
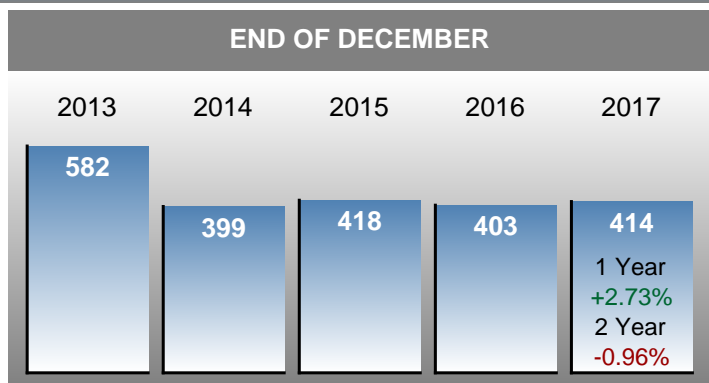
# December 2017

Area Delimited by County Of Washington



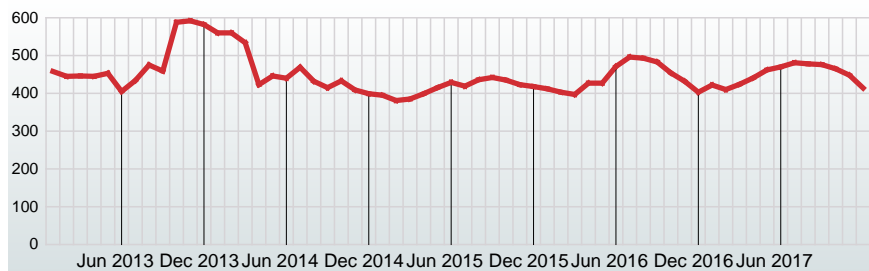
## ACTIVE INVENTORY

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 443**
**3 MONTHS**



**High**  
Nov 2013 = 592  
**Low**  
Feb 2015 = 381  
*Inventory*  
this month at **414**,  
below the 5 yr DEC  
average of **443**

OCT	465
NOV	448
DEC	414
	<b>-3.66%</b>
	<b>-7.59%</b>

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	<b>34</b>	8.21%	61.6	34	0	0	0
\$20,001 \$40,000	<b>44</b>	10.63%	117.7	36	6	2	0
\$40,001 \$60,000	<b>69</b>	16.67%	119.6	49	18	2	0
\$60,001 \$120,000	<b>109</b>	26.33%	98.5	44	56	7	2
\$120,001 \$180,000	<b>64</b>	15.46%	74.8	15	26	22	1
\$180,001 \$290,000	<b>45</b>	10.87%	89.8	4	16	21	4
\$290,001 and up	<b>49</b>	11.84%	89.4	14	8	19	8
<b>Total Active Inventory by Units</b>				196	130	73	15
<b>Total Active Inventory by Volume</b>			95.3	22.57M	16.89M	16.48M	4.31M
<b>Average Active Inventory Listing Price</b>				\$115,129	\$129,921	\$225,693	\$287,033

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



# December 2017

Area Delimited by County Of Washington



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR DECEMBER

2013	2014	2015	2016	2017
8.1	5.2	6.4	5.7	6.0
1 Year +5.35% 2 Year -5.05%				

### INDICATORS FOR DECEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
414	823	69	6.0	16.566%
End of Month 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

Jun 2013 Dec 2013 Jun 2014 Dec 2014 Jun 2015 Dec 2015 Jun 2016 Dec 2016 Jun 2017

**5yr DEC AVG = 6.3**

**3 MONTHS**

High	Nov 2013 = 8.2
Low	Feb 2015 = 5.1
<i>Months Supply this month at 6.0, equal to 5 yr DEC average of 6.3</i>	

### 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
\$20,000 and less	34	8.21%	15.7	37.1	0.0	0.0	0.0
\$20,001 \$40,000	44	10.63%	9.8	18.0	3.0	4.0	0.0
\$40,001 \$60,000	69	16.67%	12.9	28.0	5.3	12.0	0.0
\$60,001 \$120,000	109	26.33%	4.7	10.4	3.6	2.2	0.0
\$120,001 \$180,000	64	15.46%	3.8	30.0	2.7	3.9	1.1
\$180,001 \$290,000	45	10.87%	3.7	8.0	4.4	3.0	4.8
\$290,001 and up	49	11.84%	10.3	84.0	8.7	6.9	8.7
<b>Market Supply of Inventory (MSI)</b>			6.0	19.4	3.6	3.8	5.6
<b>Total Active Inventory by Units</b>		100%	6.0	196	130	73	15

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



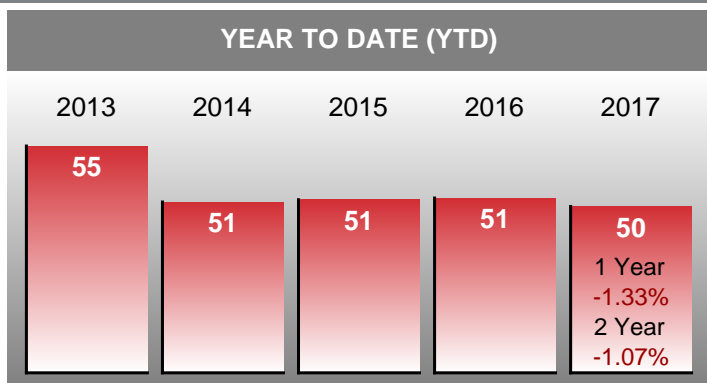
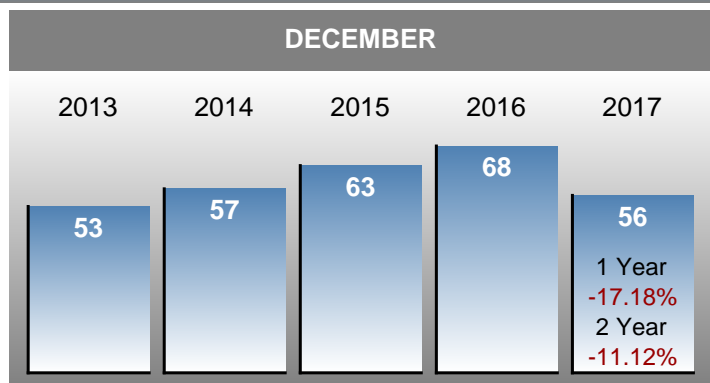
# December 2017

Area Delimited by County Of Washington



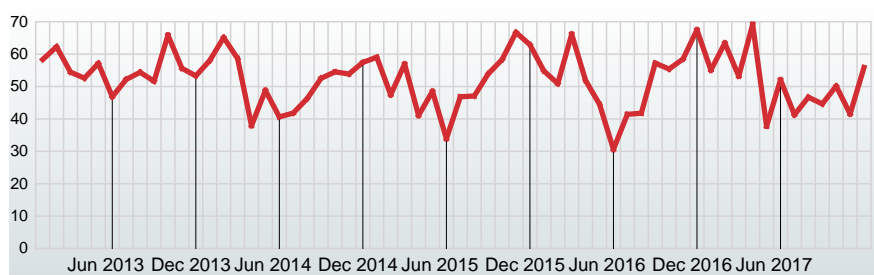
## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 59**
**3 MONTHS**



**High**  
Apr 2017 = 69

**Low**  
Jun 2016 = 31

*Average Days on Market*  
this month at **56**,  
below the 5 yr DEC  
average of **59**

OCT	50
NOV	42
DEC	56
<b>34.53%</b>	

### 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	<b>5</b>	7.81%	32.2	9.0	38.0	0.0	0.0
\$50,001 - \$75,000	<b>9</b>	14.06%	55.6	3.5	81.3	5.0	0.0
\$75,001 - \$100,000	<b>5</b>	7.81%	51.0	0.0	46.8	68.0	0.0
\$100,001 - \$150,000	<b>16</b>	25.00%	60.9	63.5	70.0	51.1	0.0
\$150,001 - \$200,000	<b>9</b>	14.06%	66.6	0.0	52.0	75.0	60.0
\$200,001 - \$300,000	<b>14</b>	21.88%	51.0	0.0	24.4	63.8	82.0
\$300,001 and up	<b>6</b>	9.38%	62.3	0.0	63.0	63.0	59.0
<b>Average Closed DOM</b>			55.9	28.6	55.4	60.3	65.3
<b>Total Closed Units</b>		100%	55.9	5	29	26	4
<b>Total Closed Volume</b>			10,297,067	371.50K	3.65M	5.20M	1.08M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



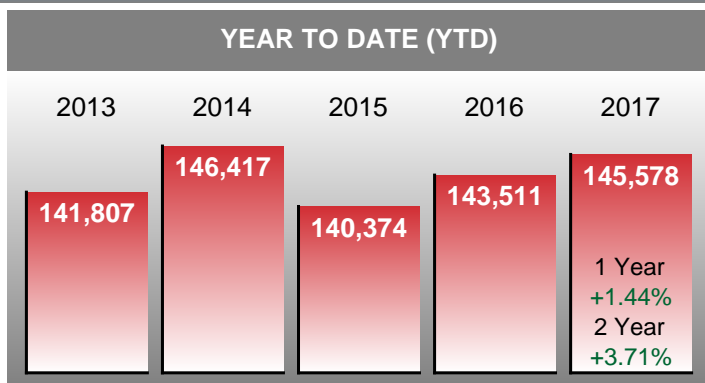
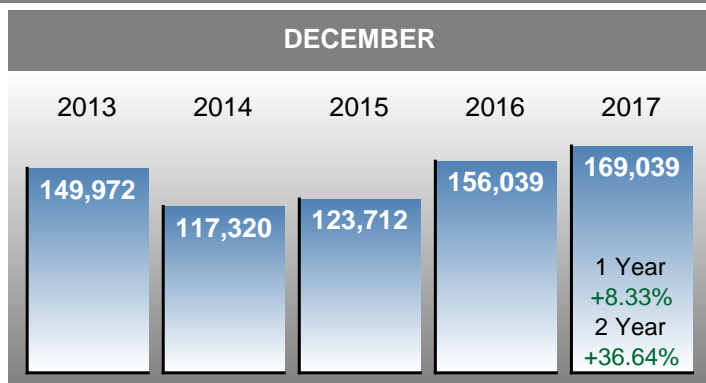
# December 2017

Area Delimited by County Of Washington



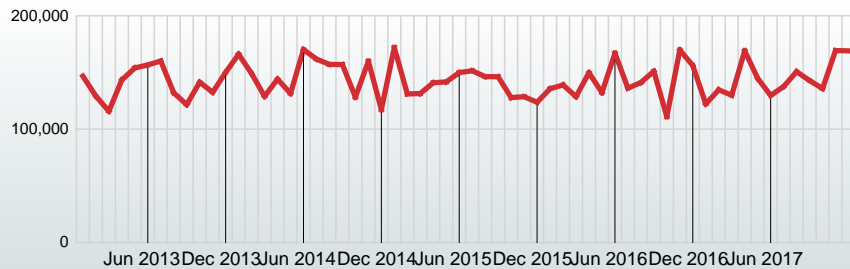
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 143,216**      **3 MONTHS**



**High**  
Jan 2015 = 171,894  
**Low**  
Oct 2016 = 111,092  
*Average List Price*  
this month at **169,039**,  
above the 5 yr DEC  
average of **143,216**

OCT	135,777
NOV	169,286
DEC	169,039
	<b>24.68%</b>
	<b>-0.15%</b>

### 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	5	7.81%	31,060	25,000	32,575	0	0
\$50,001 - \$75,000	8	12.50%	67,975	60,000	70,633	108,800	0
\$75,001 - \$100,000	5	7.81%	88,100	0	86,500	94,500	0
\$100,001 - \$150,000	17	26.56%	130,918	131,700	130,014	136,057	0
\$150,001 - \$200,000	9	14.06%	175,400	0	166,450	179,740	168,950
\$200,001 - \$300,000	12	18.75%	250,192	0	260,600	255,038	279,500
\$300,001 and up	8	12.50%	359,050	0	379,000	345,975	489,000
<b>Average List Price</b>			169,039	81,680	131,900	210,715	276,600
<b>Total Closed Units</b>		100%	169,039	5	29	26	4
<b>Total Closed Volume</b>			10,818,500	408.40K	3.83M	5.48M	1.11M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®





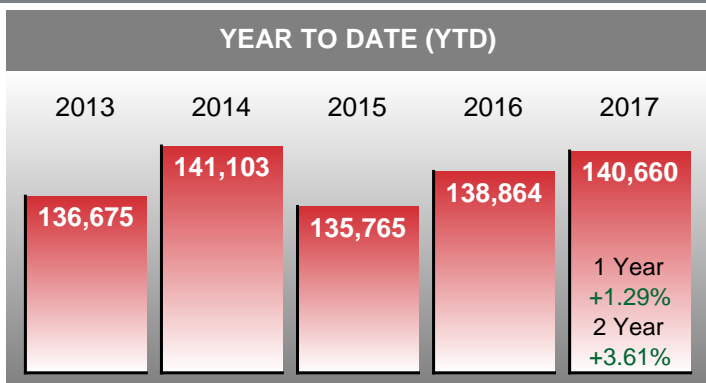
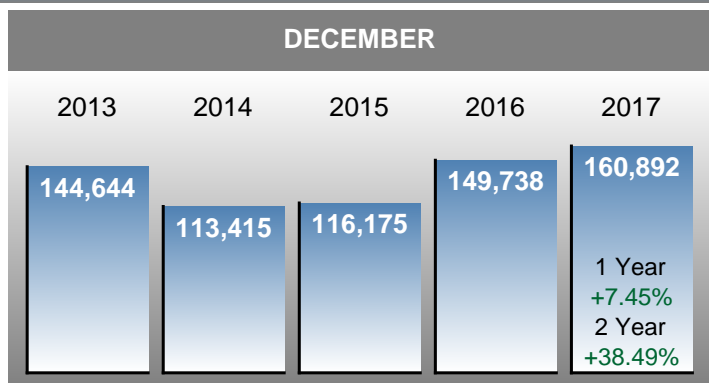
# December 2017

Area Delimited by County Of Washington



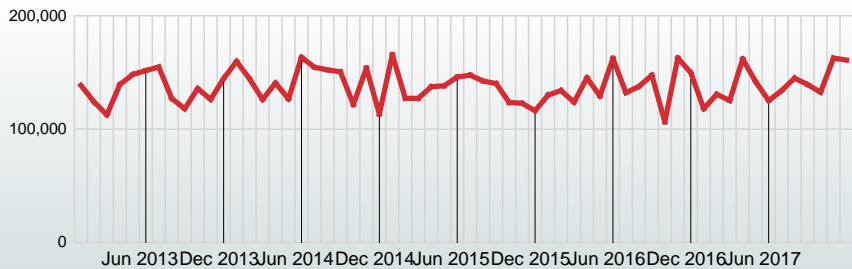
## AVERAGE SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 136,973**      **3 MONTHS**



**High**  
Jan 2015 = 165,666  
**Low**  
Oct 2016 = 106,437  
*Average Sold Price*  
this month at **160,892**,  
above the 5 yr DEC  
average of **136,973**

OCT	132,577
NOV	162,657
DEC	160,892
	<b>-1.09%</b>

### 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	<b>5</b>	7.81%	29,100	22,500	30,750	0	0
\$50,001 - \$75,000	<b>9</b>	14.06%	64,678	55,000	66,183	75,000	0
\$75,001 - \$100,000	<b>5</b>	7.81%	87,430	0	86,288	92,000	0
\$100,001 - \$150,000	<b>16</b>	25.00%	124,278	119,500	124,857	125,063	0
\$150,001 - \$200,000	<b>9</b>	14.06%	168,397	0	162,000	174,000	160,788
\$200,001 - \$300,000	<b>14</b>	21.88%	246,129	0	244,100	244,413	270,000
\$300,001 and up	<b>6</b>	9.38%	363,750	0	370,000	332,125	484,000
Average Sold Price	160,892			74,300	125,991	199,855	268,894
Total Closed Units	64	100%	160,892	5	29	26	4
Total Closed Volume	10,297,067			371.50K	3.65M	5.20M	1.08M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



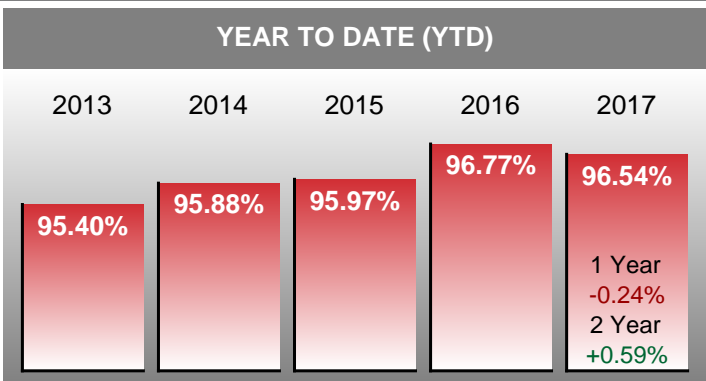
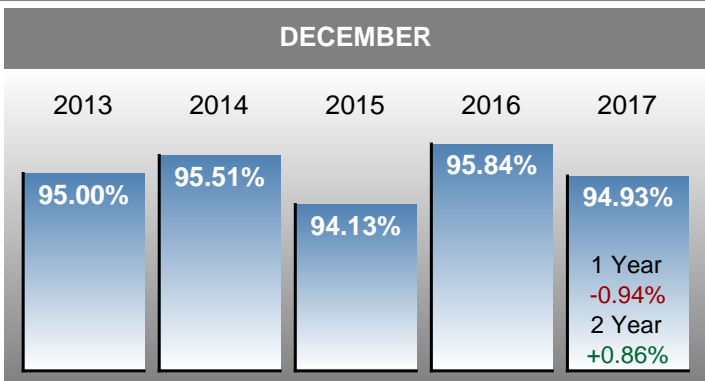
# December 2017

Area Delimited by County Of Washington



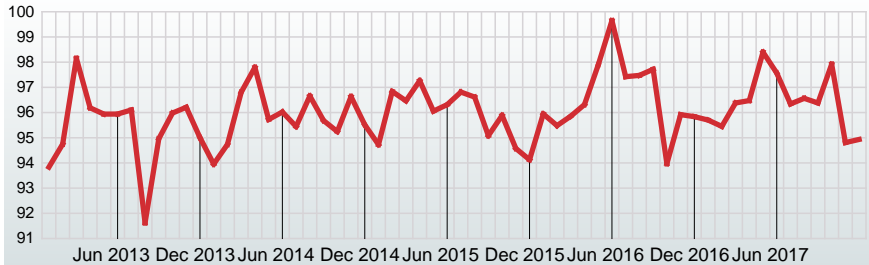
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 95.08%**      **3 MONTHS**



<b>High</b>	Jun 2016 = 99.65%
<b>Low</b>	Aug 2013 = 91.62%
<i>Average Sold/List Ratio this month at <b>94.93%</b>, equal to 5 yr DEC average of <b>95.08%</b></i>	
OCT	97.92%
NOV	94.81%
DEC	94.93%
DEC	0.13%

### 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	<b>5</b>	7.81%	94.58%	90.00%	95.72%	0.00%	0.00%
\$50,001 - \$75,000	<b>9</b>	14.06%	90.49%	91.96%	93.60%	68.93%	0.00%
\$75,001 - \$100,000	<b>5</b>	7.81%	99.41%	0.00%	99.92%	97.35%	0.00%
\$100,001 - \$150,000	<b>16</b>	25.00%	93.64%	90.49%	95.94%	92.25%	0.00%
\$150,001 - \$200,000	<b>9</b>	14.06%	96.67%	0.00%	97.30%	97.01%	95.17%
\$200,001 - \$300,000	<b>14</b>	21.88%	95.75%	0.00%	94.46%	96.46%	96.60%
\$300,001 and up	<b>6</b>	9.38%	97.08%	0.00%	97.63%	96.47%	98.98%
<b>Average Sold/List Ratio</b>			94.90%	90.98%	95.87%	94.41%	96.48%
<b>Total Closed Units</b>		100%	94.90%	5	29	26	4
<b>Total Closed Volume</b>			10,297,067	371.50K	3.65M	5.20M	1.08M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



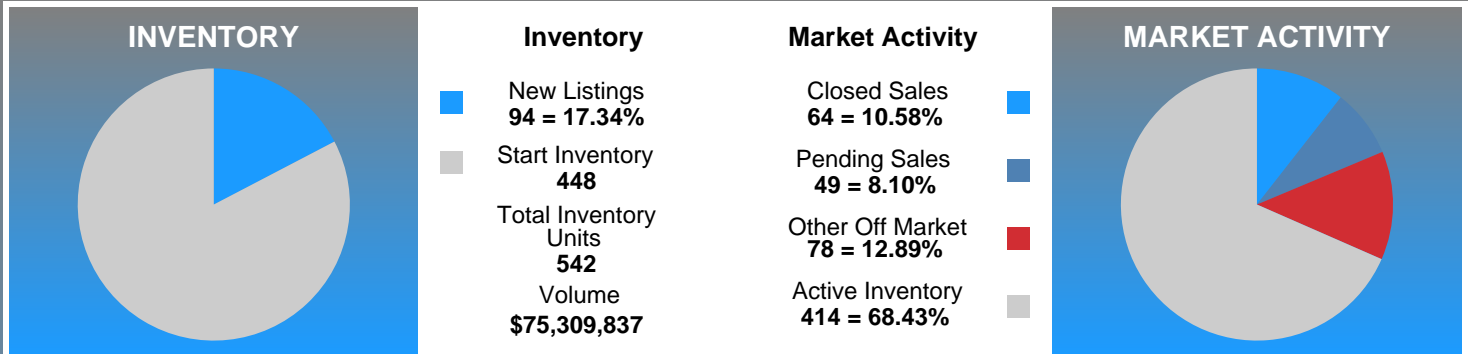
# December 2017

Area Delimited by County Of Washington



## MARKET SUMMARY

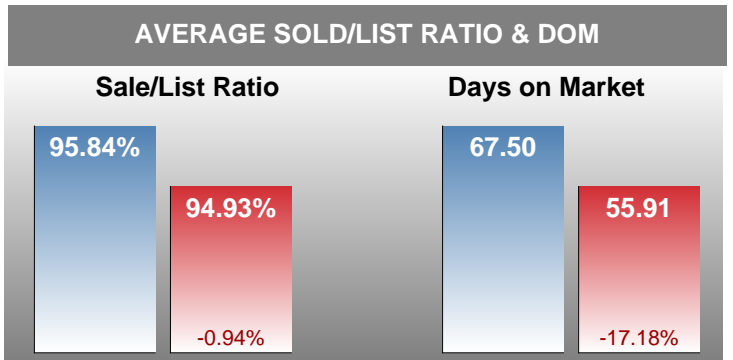
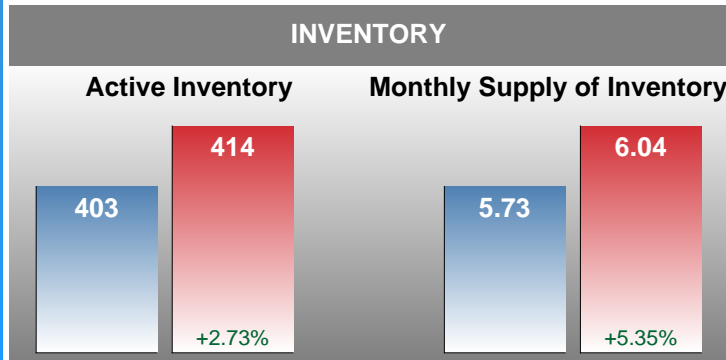
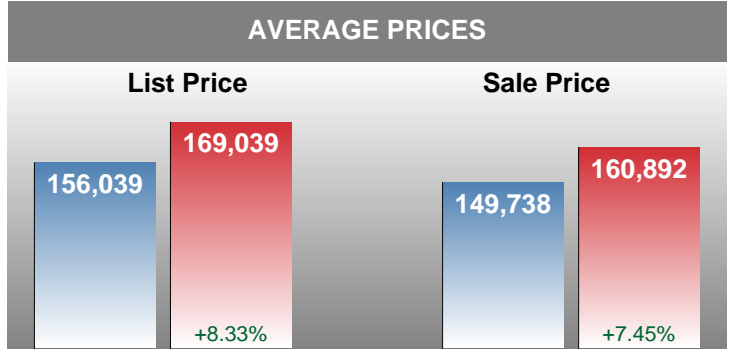
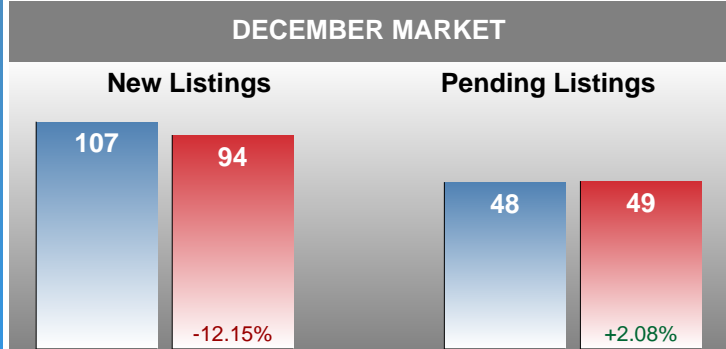
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	64	64	0.00%	844	823	-2.49%
Pending Sales	48	49	2.08%	855	824	-3.63%
New Listings	107	94	-12.15%	1,674	1,660	-0.84%
Average List Price	156,039	169,039	8.33%	143,511	145,578	1.44%
Average Sale Price	149,738	160,892	7.45%	138,864	140,660	1.29%
Average Percent of Selling Price to List Price	95.84%	94.93%	-0.94%	96.77%	96.54%	-0.24%
Average Days on Market to Sale	67.50	55.91	-17.18%	51.02	50.35	-1.33%
Monthly Inventory	403	414	2.73%	403	414	2.73%
Months Supply of Inventory	5.73	6.04	5.35%	5.73	6.04	5.35%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Inventory** on December 31, 2017 = **414** 2016 **2017**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®