



# December 2016

Area Delimited by County Of Washington

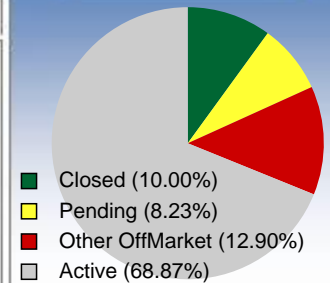


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of December 31, 2016 = **427**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	71	62	-12.68%
Pending Listings	58	51	-12.07%
New Listings	107	107	0.00%
Median List Price	110,000	117,000	6.36%
Median Sale Price	106,000	119,500	12.74%
Median Percent of List Price to Selling Price	96.94%	96.33%	-0.62%
Median Days on Market to Sale	52.00	53.00	1.92%
End of Month Inventory	418	427	2.15%
Months Supply of Inventory	6.36	6.12	-3.71%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2016 rose **2.15%** to 427 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **6.12** MSI for this period.

### Median Sale Prices 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 **12.74%** in December 2016 to \$119,500 versus the previous year at \$106,000.

### Median Days on Market Lengthens

The median number of **53.00** days that homes spent on the market before selling increased by 1.00 days or **1.92%** in December 2016 compared to last year's same month at **52.00** DOM.

### Sales Success for December 2016 is Positive

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

There were 107 New Listings in December 2016, down **0.00%** from last year at 107. Furthermore, there were 62 Closed Listings this month versus last year at 71, a **-12.68%** decrease.

Closed versus Listed trends yielded a **57.9%** ratio, down from last year's December 2016 at **66.4%**, a **12.68%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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?

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

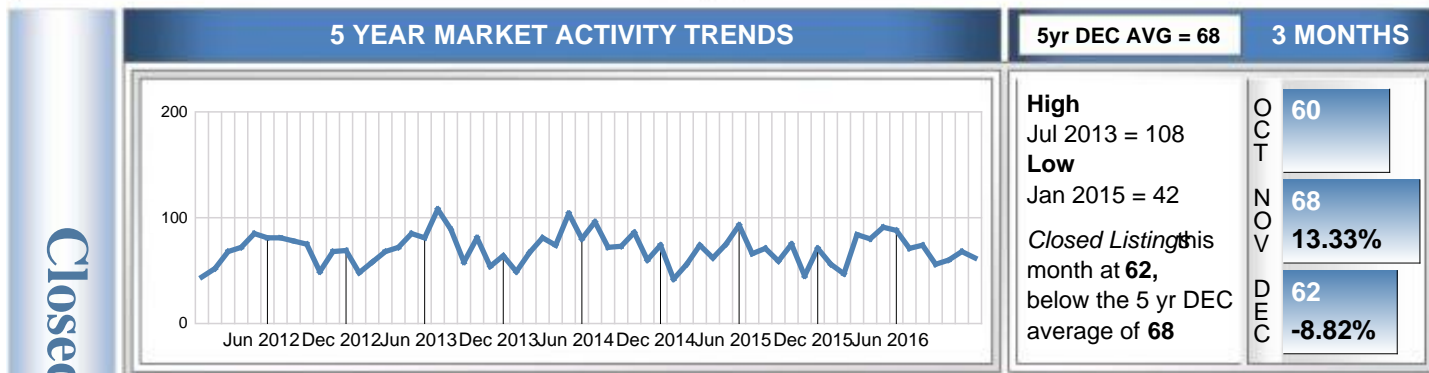
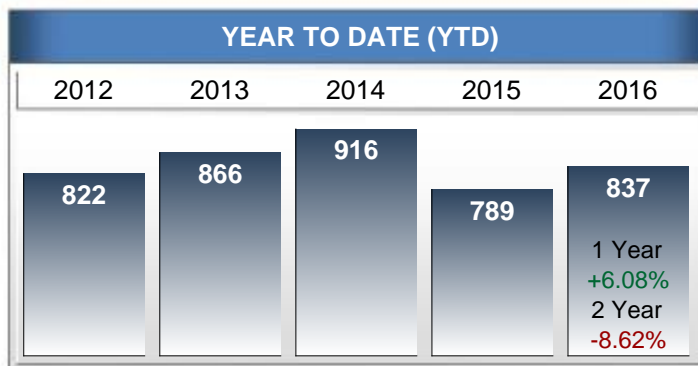
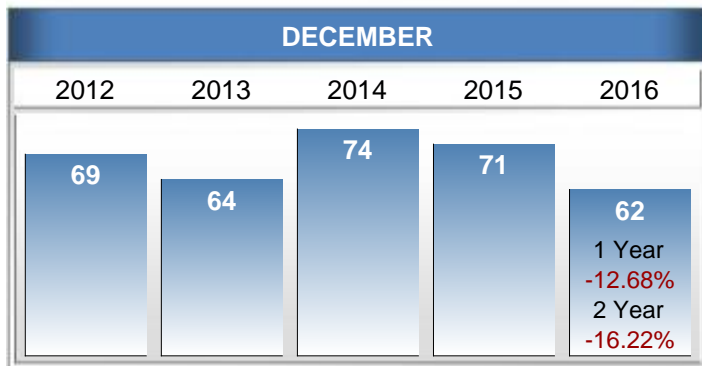
Closed Sales as of Jan 11, 2017



### Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6	9.68%	36.0	2	4	0	0
\$40,001 - \$60,000	5	8.06%	60.0	2	3	0	0
\$60,001 - \$90,000	10	16.13%	68.5	0	10	0	0
\$90,001 - \$150,000	18	29.03%	52.0	1	14	3	0
\$150,001 - \$200,000	10	16.13%	56.0	0	3	6	1
\$200,001 - \$240,000	5	8.06%	46.0	0	0	5	0
\$240,001 and up	8	12.90%	139.0	0	0	7	1
<b>Total Closed Units:</b>	<b>62</b>		<b>53.0</b>	<b>5</b>	<b>34</b>	<b>21</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>9,473,620</b>			<b>282.50K</b>	<b>3.21M</b>	<b>5.01M</b>	<b>978.50K</b>
<b>Median Closed Price:</b>	<b>\$119,500</b>			<b>\$60,000</b>	<b>\$90,500</b>	<b>\$225,000</b>	<b>\$489,250</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

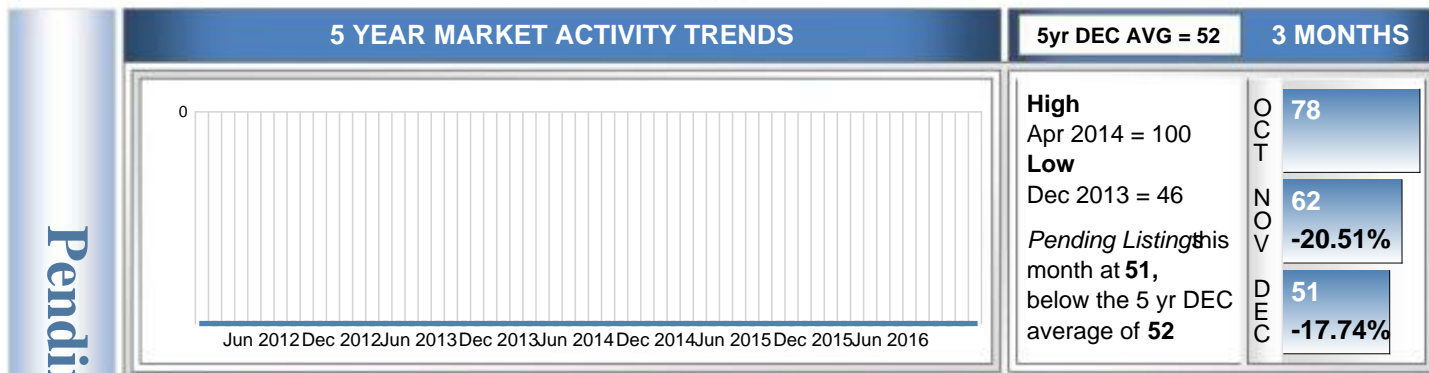
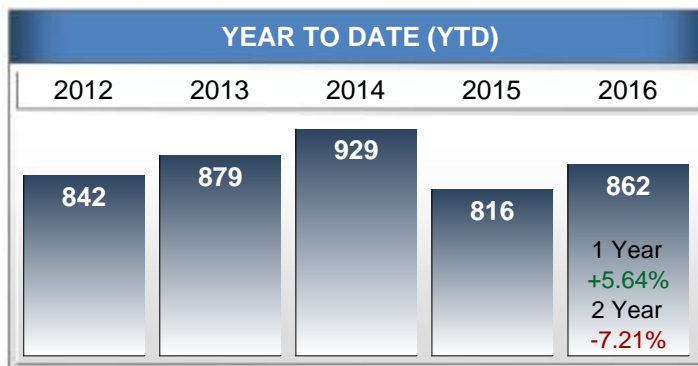
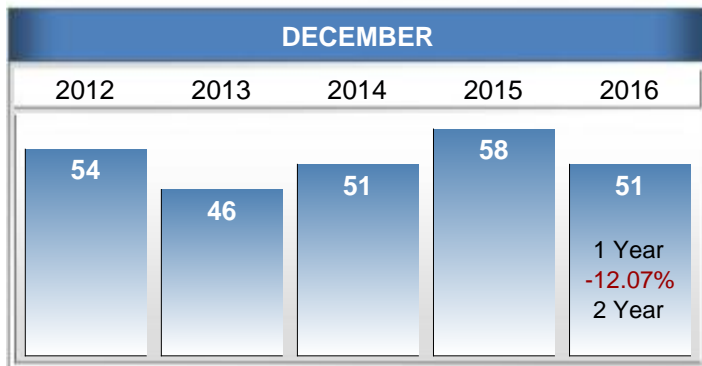
Pending Listings as of Jan 11, 2017



### Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



**Pending Listings**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	5	9.80%	66.0	1	3	1	0		
\$50,001 - \$70,000	6	11.76%	75.5	2	4	0	0		
\$70,001 - \$90,000	7	13.73%	21.0	1	5	1	0		
\$90,001 - \$120,000	11	21.57%	84.0	1	10	0	0		
\$120,001 - \$150,000	9	17.65%	83.0	0	7	2	0		
\$150,001 - \$220,000	7	13.73%	32.0	0	5	2	0		
\$220,001 and up	6	11.76%	122.5	1	0	2	3		
Total Pending Units:				51	66.0	6	34	8	3
Total Pending Volume:				7,231,659		580.80K	3.62M	1.34M	1.70M
Median Listing Price:				\$114,000		\$73,950	\$109,250	\$162,500	\$499,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

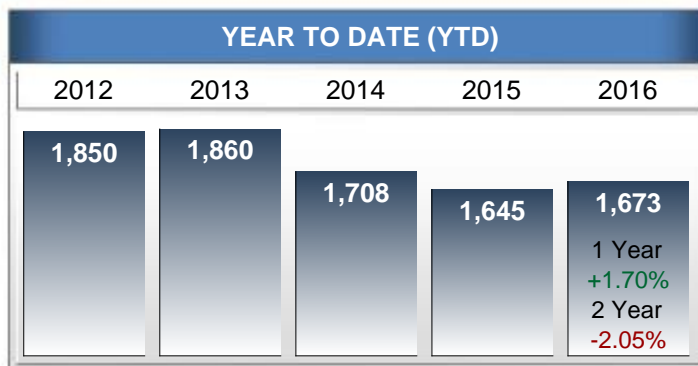
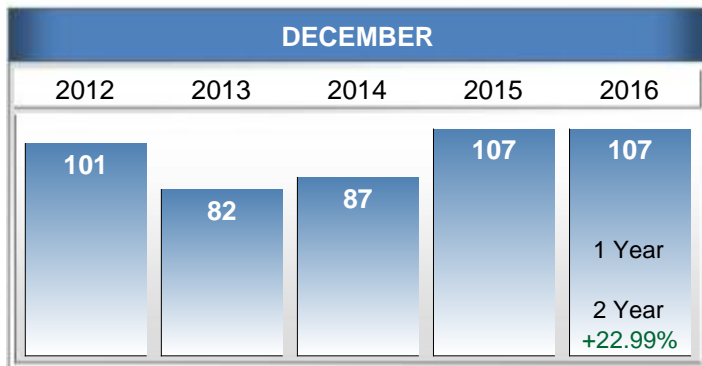
New Listings as of Jan 11, 2017



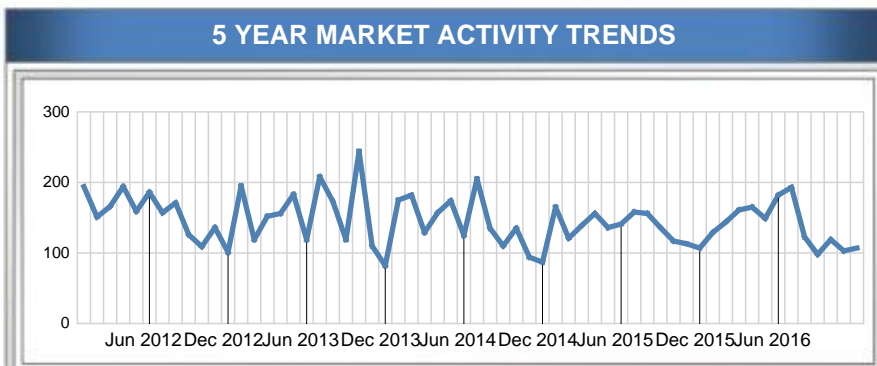
### New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



New Listings  
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**5yr DEC AVG = 97**      **3 MONTHS**

**High**  
Oct 2013 = 244  
**Low**  
Dec 2013 = 82

*New Listings* this month at **107**, above the 5 yr DEC average of **97**

OCT	119
NOV	103
DEC	107
<b>3.88%</b>	

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$20,000	24	22.43%	22	2	0	0
\$20,001 - \$60,000	16	14.95%	6	8	2	0
\$60,001 - \$90,000	23	21.50%	12	11	0	0
\$90,001 - \$130,000	19	17.76%	1	12	6	0
\$130,001 - \$210,000	14	13.08%	3	5	4	2
\$210,001 and up	11	10.28%	1	3	6	1
Total New Listed Units:			45	41	18	3
Total New Listed Volume:			4.27M	4.26M	3.10M	665.90K
Median New Listed Listing Price:			\$23,499	\$89,500	\$153,250	\$155,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

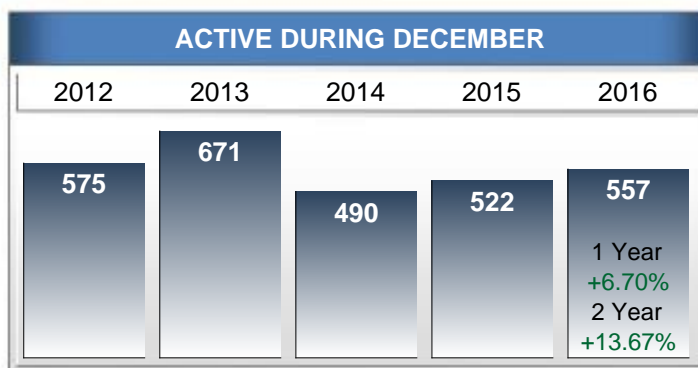
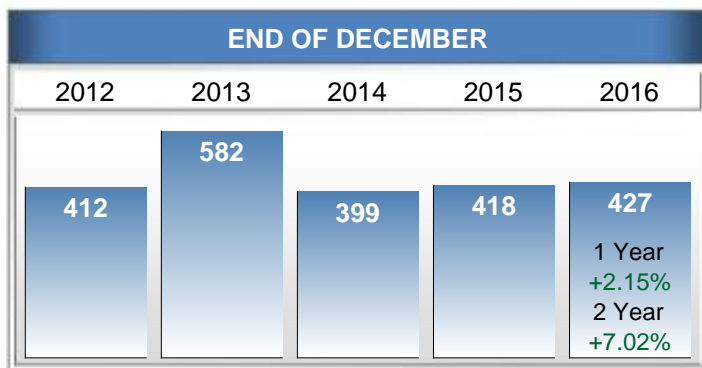
Active Inventory as of Jan 11, 2017



### Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



Active Inventory

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**5yr DEC AVG = 448**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **427**, below the 5 yr DEC average of **448**

OCT	466
NOV	450
DEC	427
	-5.11%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	33	7.73%	25.0	29	4	0	0
\$20,001 \$50,000	52	12.18%	123.0	35	15	2	0
\$50,001 \$70,000	71	16.63%	142.0	54	16	0	1
\$70,001 \$130,000	109	25.53%	71.0	40	55	13	1
\$130,001 \$180,000	58	13.58%	79.0	14	20	22	2
\$180,001 \$300,000	62	14.52%	67.0	8	18	29	7
\$300,001 and up	42	9.84%	77.5	9	9	17	7
Total Active Inventory by Units:		427	80.0	189	137	83	18
Total Active Inventory by Volume:		67,280,745		25.19M	18.31M	18.63M	5.16M
Median Active Inventory Listing Price:		\$98,500		\$62,000	\$112,000	\$189,900	\$272,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

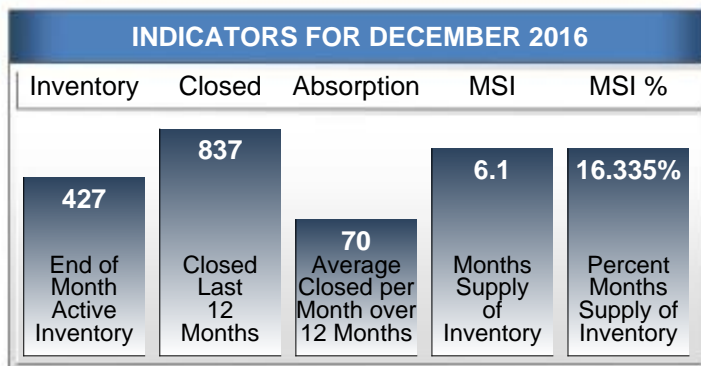
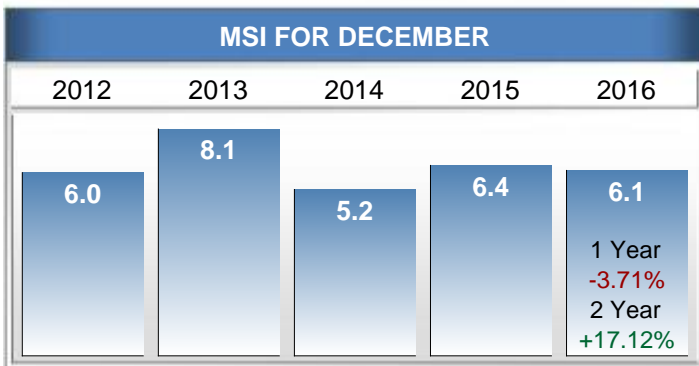
Active Inventory as of Jan 11, 2017



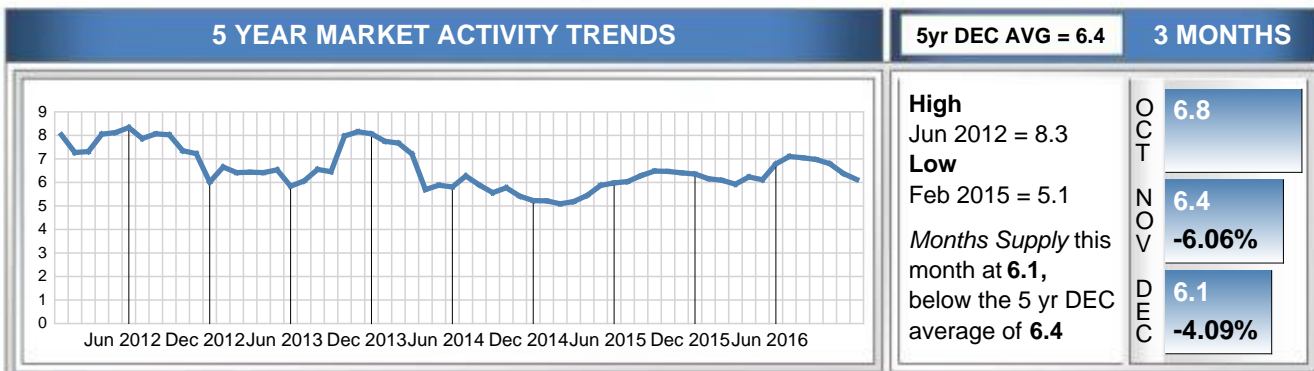
### Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



Months Supply  
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#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	33	7.73%	13.7	21.8	4.0	0.0	0.0
\$20,001 \$50,000	52	12.18%	6.8	11.1	3.6	6.0	0.0
\$50,001 \$70,000	71	16.63%	9.1	24.0	3.0	0.0	0.0
\$70,001 \$130,000	109	25.53%	5.0	22.9	3.2	4.3	0.0
\$130,001 \$180,000	58	13.58%	4.5	28.0	2.8	4.5	4.8
\$180,001 \$300,000	62	14.52%	4.9	32.0	4.9	3.4	16.8
\$300,001 and up	42	9.84%	9.7	54.0	13.5	6.4	8.4
MSI:	6.1			20.1	3.5	4.2	10.8
Total Active Inventory:	427			189	137	83	18



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

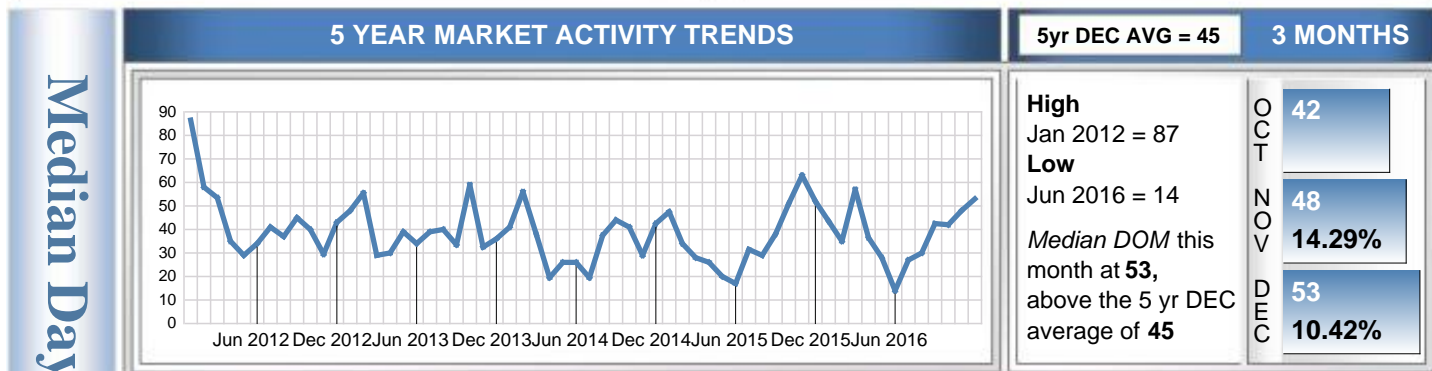
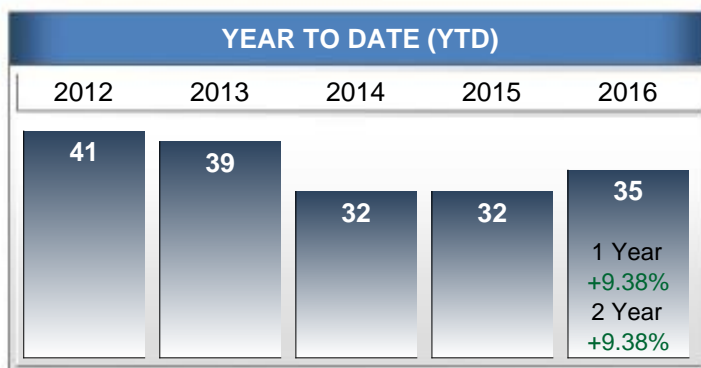
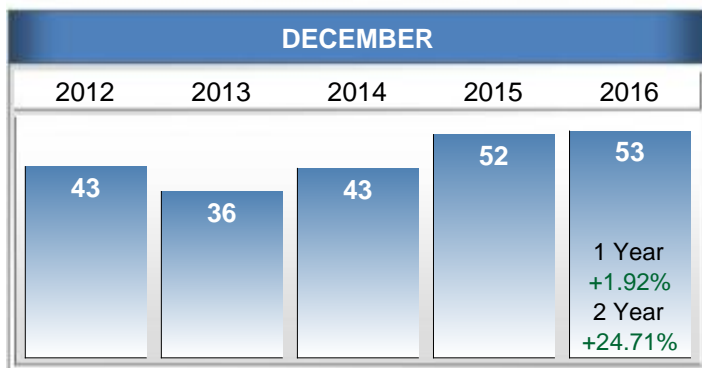
Closed Sales as of Jan 11, 2017



### Median Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



Median Days on Market

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#### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6		9.68%	36.0	29.5	41.0	0.0	0.0
\$40,001 \$60,000	5		8.06%	60.0	80.5	9.0	0.0	0.0
\$60,001 \$90,000	10		16.13%	68.5	0.0	68.5	0.0	0.0
\$90,001 \$150,000	18		29.03%	52.0	9.0	53.5	35.0	0.0
\$150,001 \$200,000	10		16.13%	56.0	0.0	61.0	38.0	151.0
\$200,001 \$240,000	5		8.06%	46.0	0.0	0.0	46.0	0.0
\$240,001 and up	8		12.90%	139.0	0.0	0.0	142.0	135.0
Median Closed DOM:				53.0	37.0	53.0	51.0	143.0
Total Closed Units:				62	5	34	21	2
Total Closed Volume:				9,473,620	282.50K	3.21M	5.01M	978.50K



# Monthly Inventory Analysis

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## December 2016

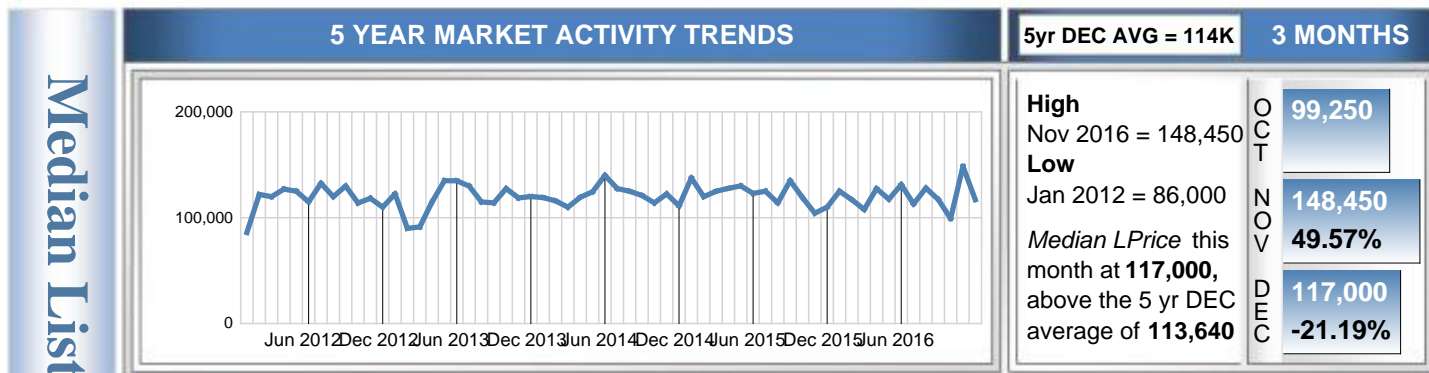
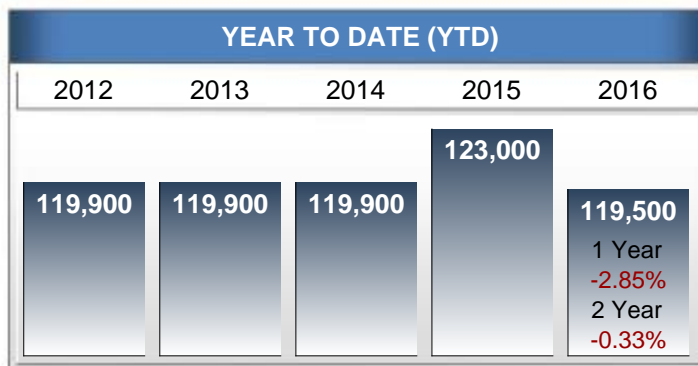
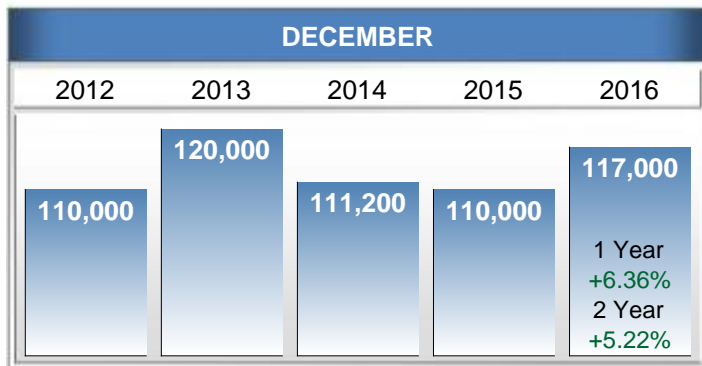
Closed Sales as of Jan 11, 2017



### Median List Price at Closing

Report Produced on: Jan 11, 2017

Area Delimited by County Of Washington



Median List Price

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#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	3		4.84%	35,000	28,800	37,250	0	0
\$40,001 - \$60,000	5		8.06%	48,300	55,000	46,600	0	0
\$60,001 - \$90,000	12		19.35%	70,250	65,950	75,000	0	0
\$90,001 - \$150,000	18		29.03%	115,000	107,000	115,000	149,900	0
\$150,001 - \$200,000	10		16.13%	184,250	0	184,950	184,500	184,000
\$200,001 - \$240,000	6		9.68%	229,450	0	0	229,450	0
\$240,001 and up	8		12.90%	365,000	0	0	345,000	900,000
Median List Price:		\$117,000			\$64,900	\$94,000	\$229,000	\$542,000
Total Closed Units:		62			5	34	21	2
Total List Volume:		9,891,700			322.70K	3.36M	5.13M	1.08M





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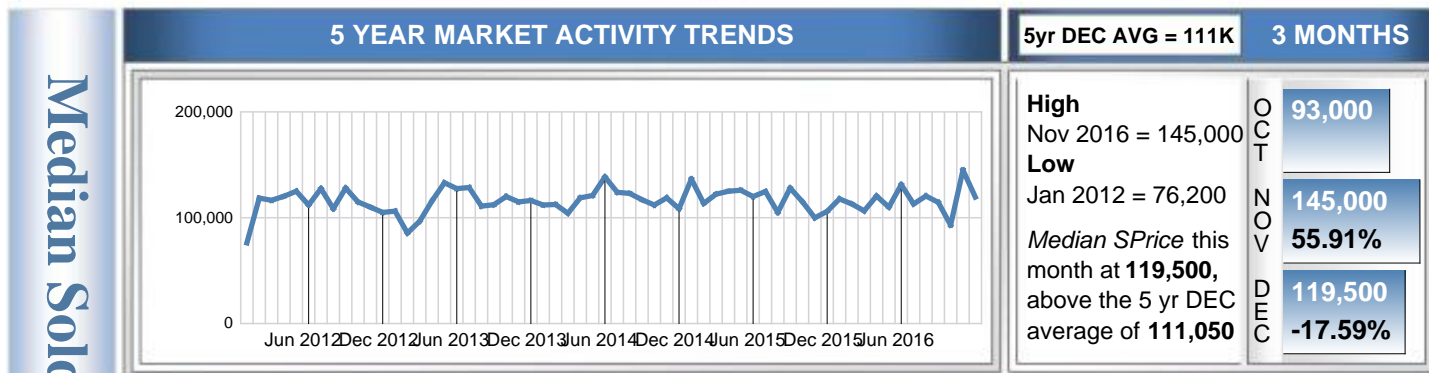
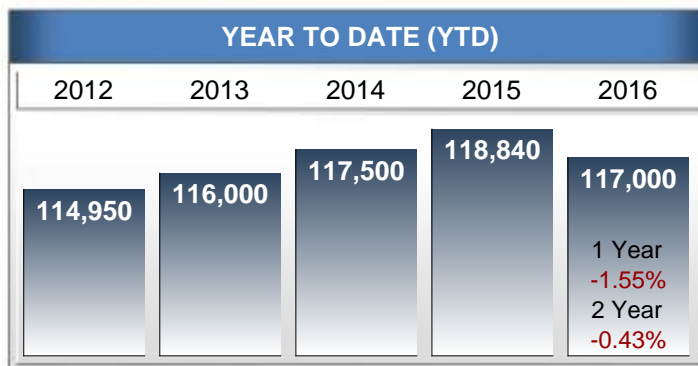
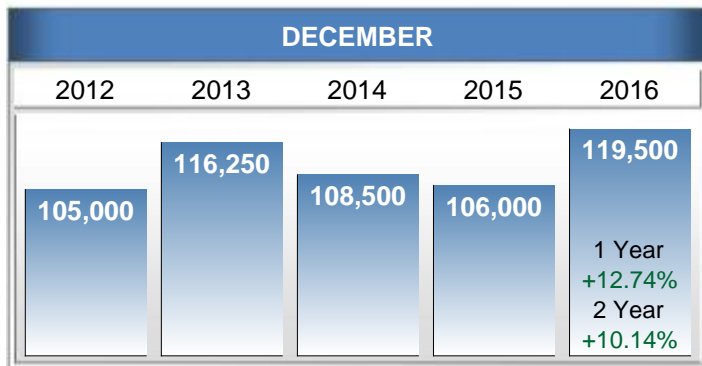
Closed Sales as of Jan 11, 2017



### Median Sold Price at Closing

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Area Delimited by County Of Washington



Median Sold Price

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#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6		9.68%	34,000	33,250	34,000	0	0
\$40,001 - \$60,000	5		8.06%	58,500	60,000	55,000	0	0
\$60,001 - \$90,000	10		16.13%	74,250	0	74,250	0	0
\$90,001 - \$150,000	18		29.03%	116,535	96,000	113,035	140,000	0
\$150,001 - \$200,000	10		16.13%	180,000	0	180,000	181,250	173,500
\$200,001 - \$240,000	5		8.06%	226,500	0	0	226,500	0
\$240,001 and up	8		12.90%	357,500	0	0	330,000	805,000
Median Closed Price:	\$119,500				\$60,000	\$90,500	\$225,000	\$489,250
Total Closed Units:	62				5	34	21	2
Total Closed Volume:	9,473,620				282.50K	3.21M	5.01M	978.50K



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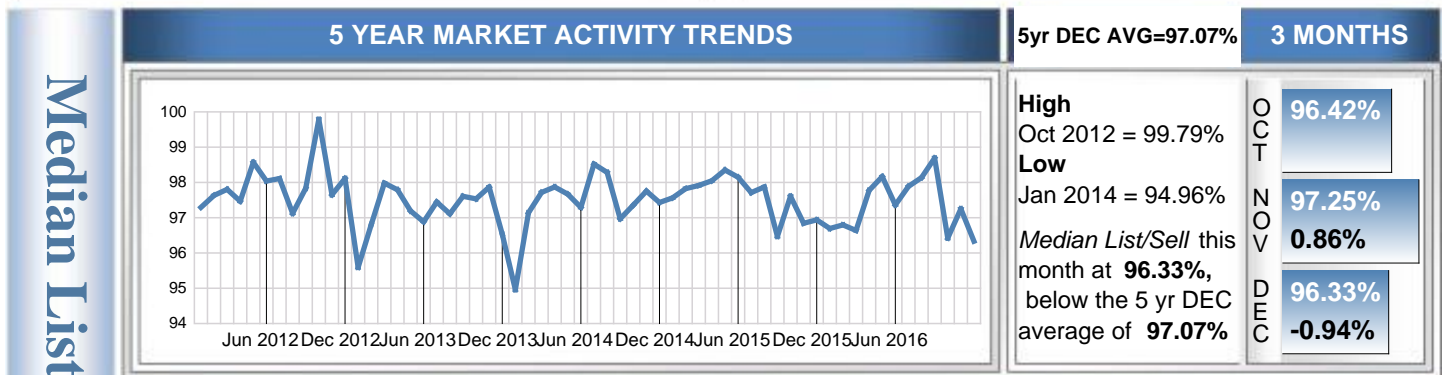
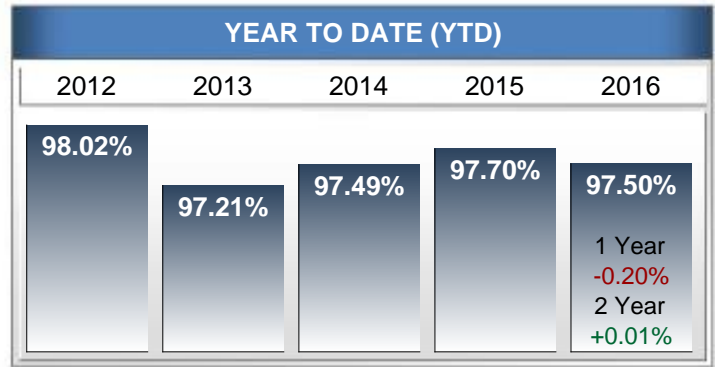
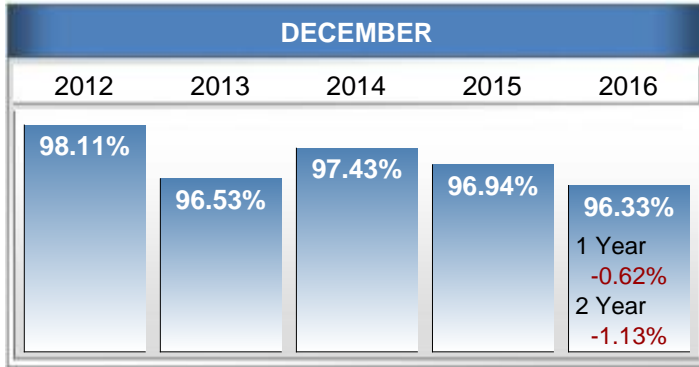
Closed Sales as of Jan 11, 2017



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Median List/Sell Price

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#### MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6	9.68%	84.98%	82.37%	86.12%	0.00%	0.00%
\$40,001 \$60,000	5	8.06%	90.00%	91.00%	90.00%	0.00%	0.00%
\$60,001 \$90,000	10	16.13%	96.75%	0.00%	96.75%	0.00%	0.00%
\$90,001 \$150,000	18	29.03%	97.77%	89.72%	97.77%	98.73%	0.00%
\$150,001 \$200,000	10	16.13%	96.79%	0.00%	97.37%	97.04%	94.29%
\$200,001 \$240,000	5	8.06%	100.00%	0.00%	0.00%	100.00%	0.00%
\$240,001 and up	8	12.90%	97.42%	0.00%	0.00%	98.22%	89.44%
Median List/Sell Ratio:	96.33%			89.72%	96.33%	98.27%	91.87%
Total Closed Units:	62			5	34	21	2
Total Closed Volume:	9,473,620			282.50K	3.21M	5.01M	978.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

Inventory as of Jan 11, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of December 31, 2016 = 427

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	71	62	-12.68%	789	837	6.08%
Pending Sales	58	51	-12.07%	816	862	5.64%
New Listings	107	107	0.00%	1,645	1,673	1.70%
Median List Price	110,000	117,000	6.36%	123,000	119,500	-2.85%
Median Sale Price	106,000	119,500	12.74%	118,840	117,000	-1.55%
Median Percent of List Price to Selling Price	96.94%	96.33%	-0.62%	97.70%	97.50%	-0.20%
Median Days on Market to Sale	52.00	53.00	1.92%	32.00	35.00	9.38%
Monthly Inventory	418	427	2.15%	418	427	2.15%
Months Supply of Inventory	6.36	6.12	-3.71%	6.36	6.12	-3.71%

