



December 2017

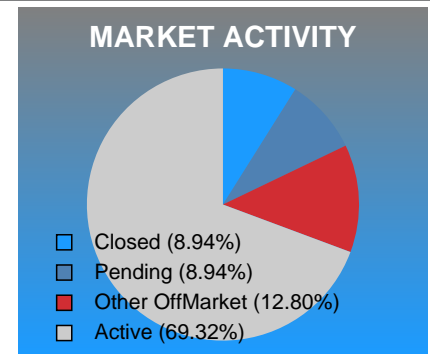
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	35	37	5.71%
Pending Listings	29	37	27.59%
New Listings	70	79	12.86%
Median List Price	139,900	135,000	-3.50%
Median Sale Price	139,500	131,500	-5.73%
Median Percent of List Price to Selling Price	96.72%	97.03%	0.31%
Median Days on Market to Sale	33.00	39.00	18.18%
End of Month Inventory	239	287	20.08%
Months Supply of Inventory	6.81	7.15	4.89%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of December 31, 2017 = **287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **20.08%** to 287 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **7.15** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.73%** in December 2017 to \$131,500 versus the previous year at \$139,500.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 6.00 days or **18.18%** in December 2017 compared to last year's same month at **33.00** DOM.

Sales Success for December 2017 is Positive

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

There were 79 New Listings in December 2017, up **12.86%** from last year at 70. Furthermore, there were 37 Closed Listings this month versus last year at 35, a **5.71%** increase.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, December 2016, at **50.0%**, a **6.33%** 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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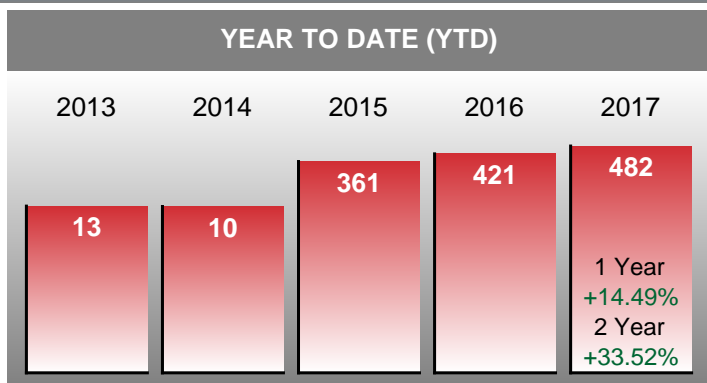
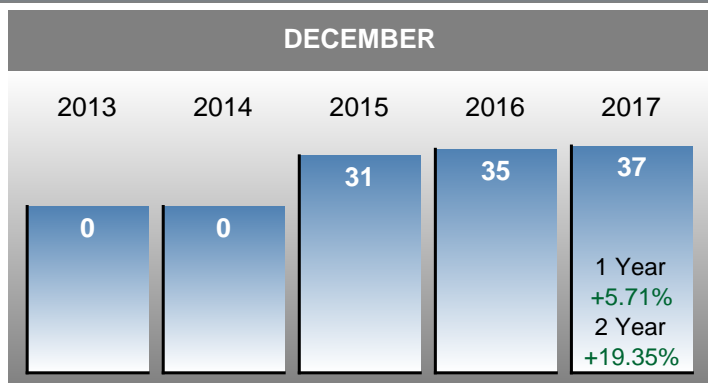
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

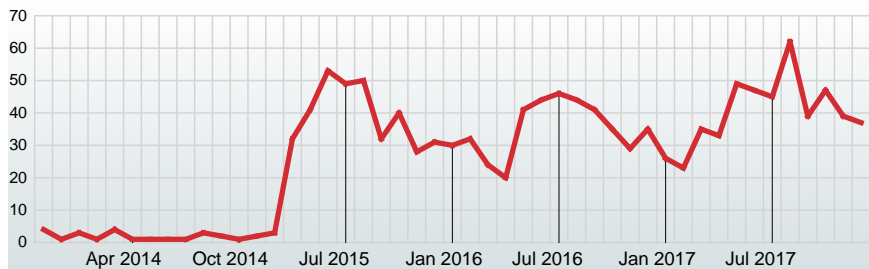


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 21

3 MONTHS

High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **37**,
above the 5 yr DEC
average of **21**

OCT	47
NOV	39 -17.02%
DEC	37 -5.13%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.81%	9.5	3	0	1	0
\$40,001 - \$60,000	5	13.51%	28.0	1	3	1	0
\$60,001 - \$80,000	3	8.11%	48.0	0	3	0	0
\$80,001 - \$160,000	11	29.73%	48.0	1	9	1	0
\$160,001 - \$170,000	4	10.81%	176.5	0	1	3	0
\$170,001 - \$220,000	5	13.51%	22.0	0	4	1	0
\$220,001 and up	5	13.51%	7.0	1	3	1	0
Total Closed Units	37			6	23	8	0
Total Closed Volume	4,753,350	100%	39.0	424.55K	3.20M	1.13M	0.00B
Median Closed Price	\$131,500			\$39,450	\$133,000	\$164,000	\$0

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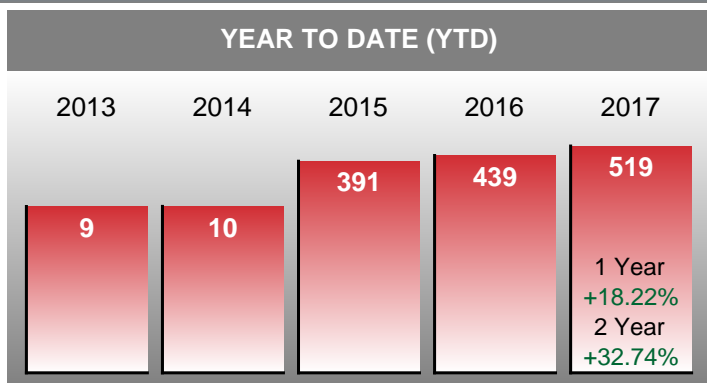
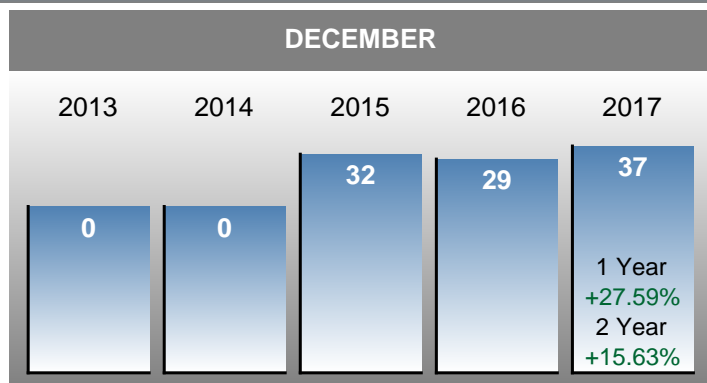
December 2017

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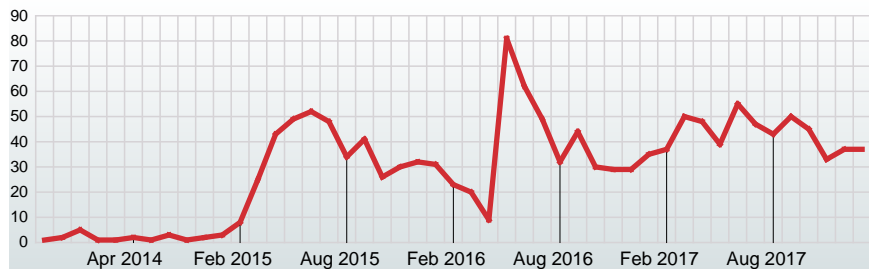


PENDING LISTINGS

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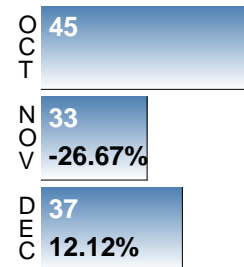
5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 20

3 MONTHS

High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **37**,
above the 5 yr DEC
average of **20**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	8.11%	56.0	2	1	0	0
\$60,001 - \$70,000	3	8.11%	10.0	1	2	0	0
\$70,001 - \$100,000	7	18.92%	39.0	1	5	1	0
\$100,001 - \$160,000	8	21.62%	83.5	0	7	1	0
\$160,001 - \$220,000	8	21.62%	107.0	2	4	2	0
\$220,001 - \$250,000	4	10.81%	24.5	1	2	1	0
\$250,001 and up	4	10.81%	22.0	0	3	1	0
Total Pending Units	37			7	24	6	0
Total Pending Volume	5,453,100	100%	56.0	785.00K	3.55M	1.12M	0.00B
Median Listing Price	\$142,500			\$79,500	\$138,750	\$197,450	\$0

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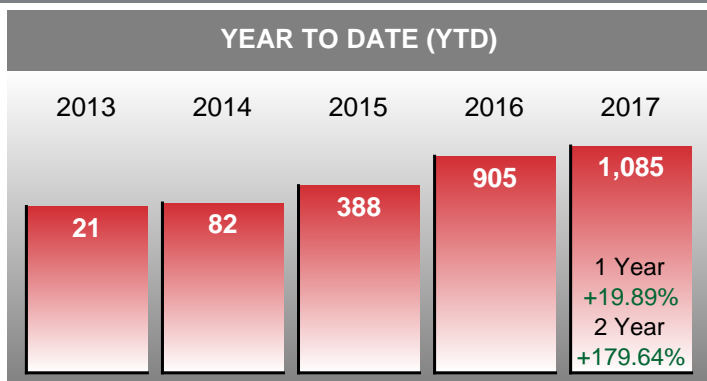
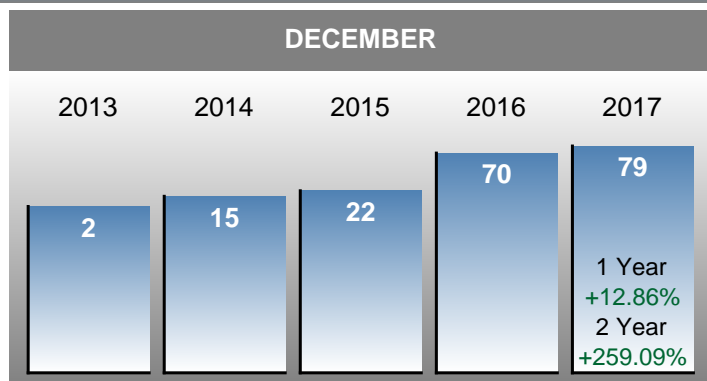
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NEW LISTINGS

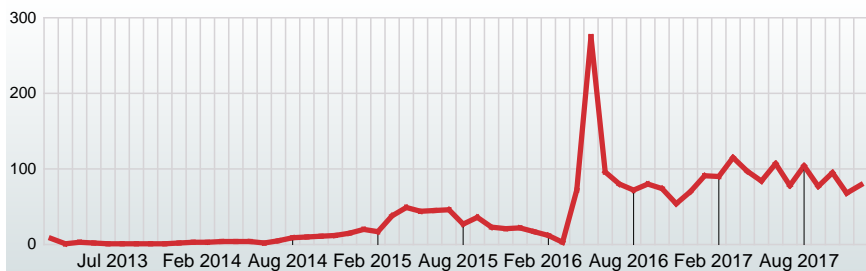
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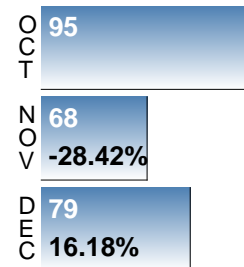
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 38

3 MONTHS



High
May 2016 = 275
Low
Oct 2013 = 1
New Listings
this month at **79**,
above the 5 yr DEC
average of **38**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.33%	4	1	0	0
\$20,001 - \$60,000	12	15.19%	8	4	0	0
\$60,001 - \$100,000	10	12.66%	5	4	1	0
\$100,001 - \$190,000	23	29.11%	7	13	3	0
\$190,001 - \$280,000	11	13.92%	1	9	0	1
\$280,001 - \$410,000	10	12.66%	2	4	4	0
\$410,001 and up	8	10.13%	3	3	0	2
Total New Listed Units	79		30	38	8	3
Total New Listed Volume	16,311,750	100%	5.14M	7.18M	1.66M	2.34M
Median New Listed Listing Price	\$124,000		\$77,000	\$147,400	\$204,500	\$849,000

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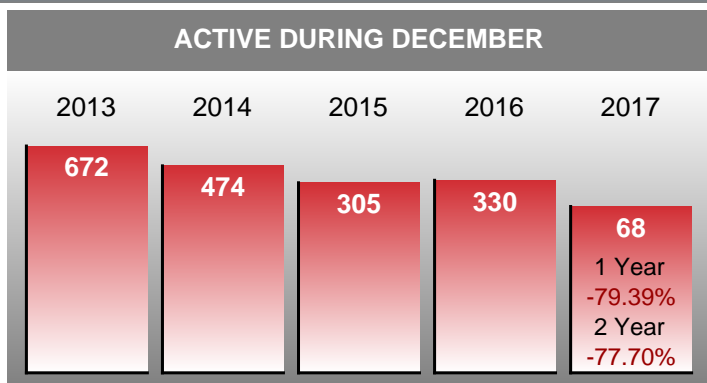
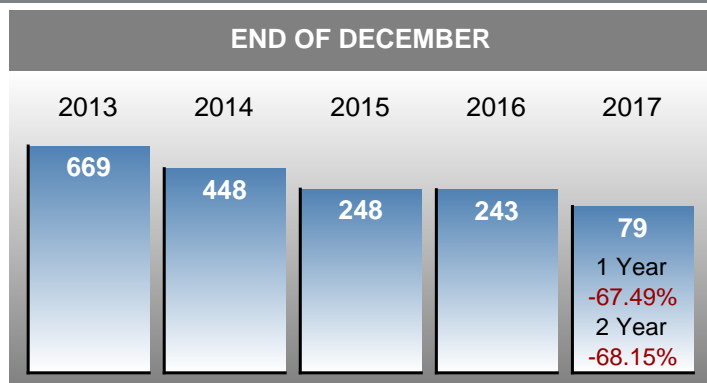
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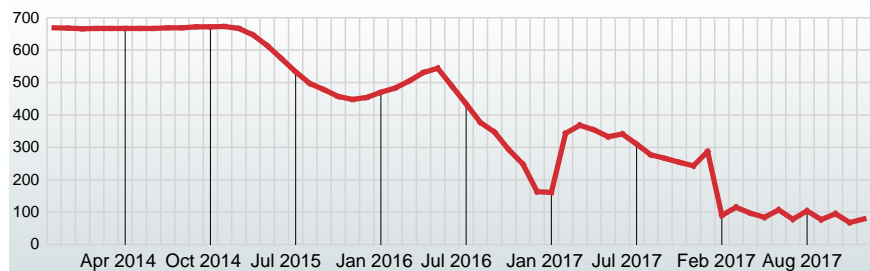


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 337 **3 MONTHS**

High
Jan 2015 = 673
Low
Nov 2017 = 68
Inventory
this month at **79**,
below the 5 yr DEC
average of **337**

OCT	254
NOV	243 -4.33%
DEC	287 18.11%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	29	10.10%	45.0	26	3	0	0
\$30,001 - \$60,000	34	11.85%	69.5	25	8	1	0
\$60,001 - \$90,000	43	14.98%	102.0	24	15	4	0
\$90,001 - \$170,000	73	25.44%	68.0	17	45	9	2
\$170,001 - \$250,000	44	15.33%	66.0	9	26	7	2
\$250,001 - \$370,000	35	12.20%	73.0	8	12	14	1
\$370,001 and up	29	10.10%	60.0	6	10	8	5
Total Active Inventory by Units	287			115	119	43	10
Total Active Inventory by Volume	54,292,549	100%	68.0	15.63M	22.08M	11.83M	4.74M
Median Active Inventory Listing Price	\$124,000			\$69,000	\$145,000	\$264,000	\$397,450

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December 2017

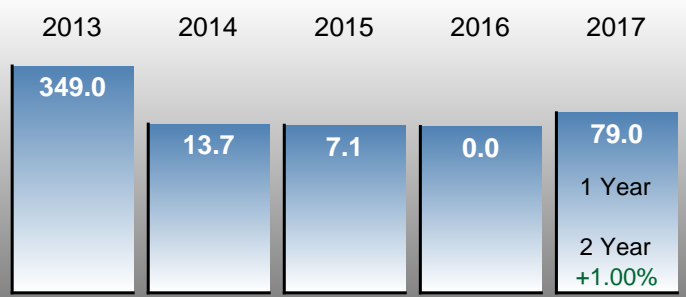
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



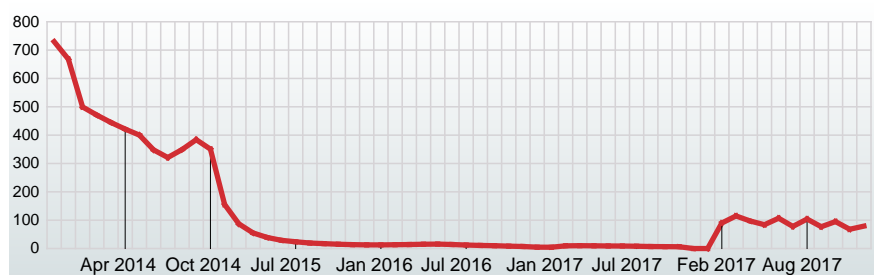
INDICATORS FOR DECEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active 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

5yr DEC AVG = 89.8

3 MONTHS



High
Jan 2013 = 729.8
Low
Dec 2017 = 0.0
Months Supply
this month at **79.0**,
below the 5 yr DEC
average of **89.8**

OCT	6.3
NOV	0.0
DEC	0.00%

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
\$30,000 and less	29	10.10%	9.4	9.5	9.0	0.0	0.0
\$30,001 \$60,000	34	11.85%	5.2	7.9	2.7	2.4	0.0
\$60,001 \$90,000	43	14.98%	6.9	19.2	3.8	4.4	0.0
\$90,001 \$170,000	73	25.44%	4.6	8.9	3.7	4.9	12.0
\$170,001 \$250,000	44	15.33%	8.8	21.6	8.0	5.6	24.0
\$250,001 \$370,000	35	12.20%	13.5	0.0	7.2	16.8	12.0
\$370,001 and up	29	10.10%	38.7	24.0	60.0	24.0	0.0
Market Supply of Inventory (MSI)	7.1			11.8	4.9	7.7	24.0
Total Active Inventory by Units	287	100%	7.1	115	119	43	10

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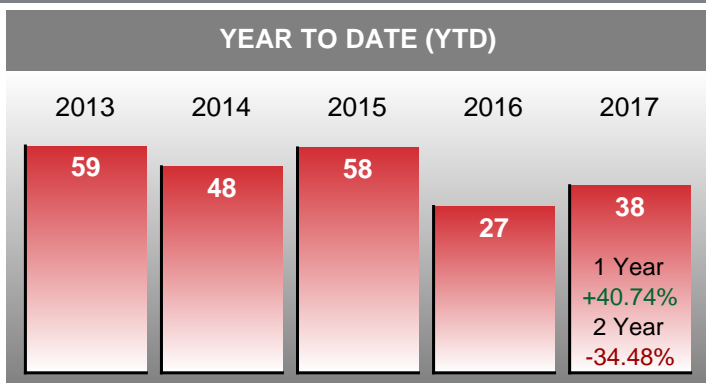
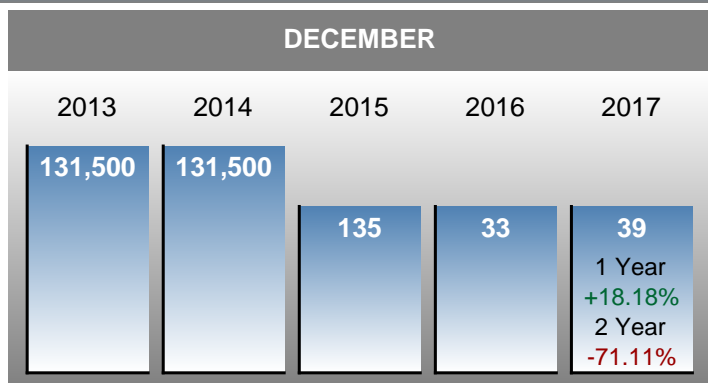
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MEDIAN DAYS ON MARKET TO SALE

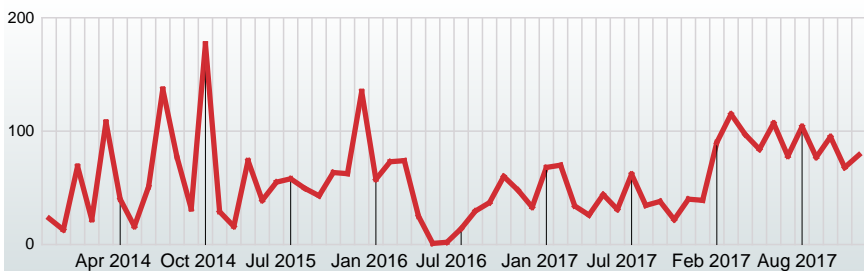
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 52,641

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 1

Median Days on Market this month at **39**, below the 5 yr DEC average of **52,641**

OCT	22
NOV	40
DEC	39
	-2.50%

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
\$40,000 and less	4	10.81%	9.5	12.0	0.0	7.0	0.0
\$40,001 - \$60,000	5	13.51%	28.0	77.0	24.0	28.0	0.0
\$60,001 - \$80,000	3	8.11%	48.0	0.0	48.0	0.0	0.0
\$80,001 - \$160,000	11	29.73%	48.0	10.0	48.0	104.0	0.0
\$160,001 - \$170,000	4	10.81%	176.5	0.0	173.0	180.0	0.0
\$170,001 - \$220,000	5	13.51%	22.0	0.0	17.5	134.0	0.0
\$220,001 and up	5	13.51%	7.0	3.0	54.0	7.0	0.0
Median Closed DOM			39.0	11.0	46.0	77.5	0.0
Total Closed Units		100%	39.0	6	23	8	
Total Closed Volume			4,753,350	424.55K	3.20M	1.13M	0.00B

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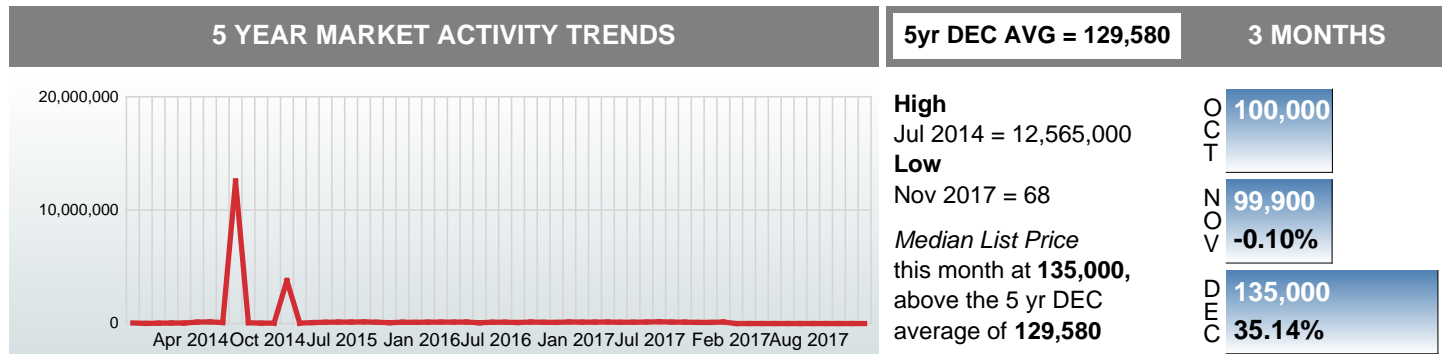
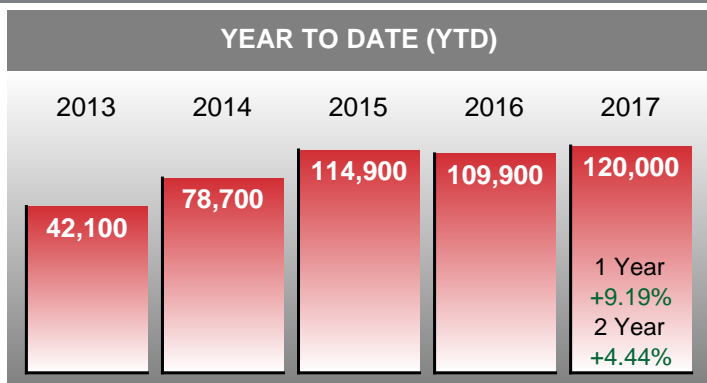
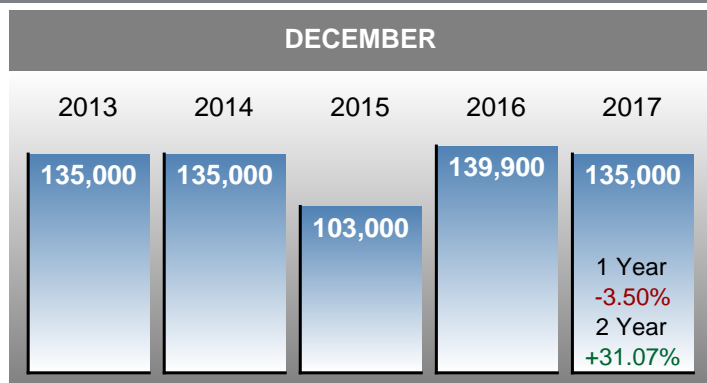
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MEDIAN LIST PRICE AT CLOSING

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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
\$40,000 and less	4	10.81%	27,750	26,500	0	40,000	0
\$40,001 - \$60,000	3	8.11%	53,500	53,500	53,000	59,000	0
\$60,001 - \$80,000	6	16.22%	76,500	80,000	75,000	0	0
\$80,001 - \$160,000	8	21.62%	122,450	0	115,000	139,500	0
\$160,001 - \$170,000	5	13.51%	166,799	0	165,500	167,900	0
\$170,001 - \$220,000	5	13.51%	185,900	0	189,500	180,400	0
\$220,001 and up	6	16.22%	237,500	225,000	269,950	222,000	0
Median List Price			135,000	41,250	135,000	167,900	0
Total Closed Units		100%	135,000	6	23	8	
Total Closed Volume			4,959,399	426.00K	3.38M	1.16M	0.00B

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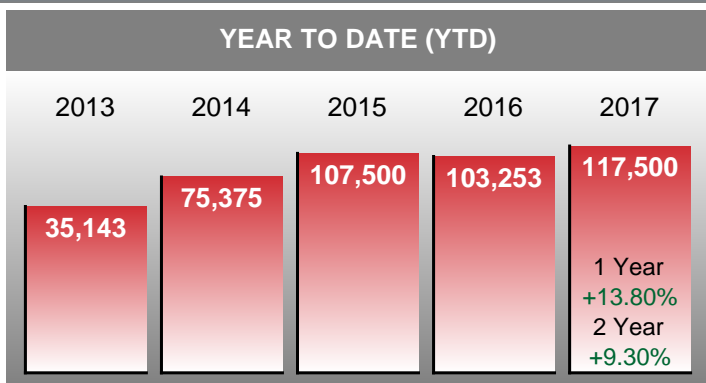
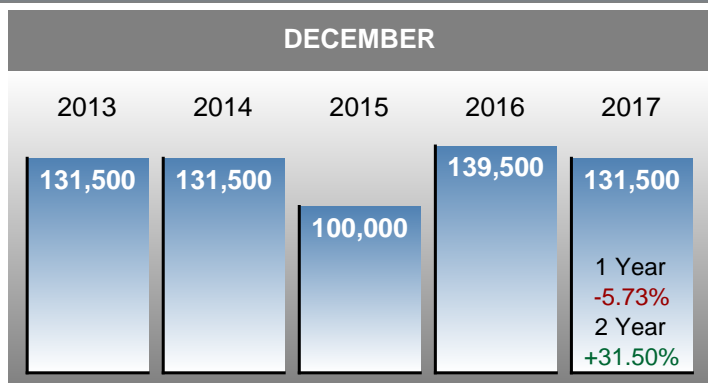
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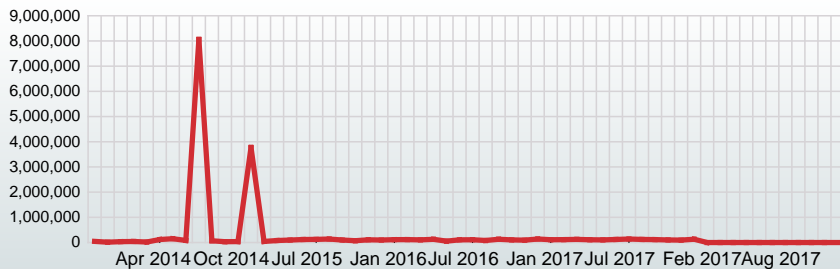
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 126,800 **3 MONTHS**



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Median Sold Price
this month at **131,500**,
above the 5 yr DEC
average of **126,800**

OCT	103,000
NOV	96,000
DEC	131,500
	-6.80%
	36.98%

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
\$40,000 and less	4	10.81%	26,250	23,500	0	40,000	0
\$40,001 - \$60,000	5	13.51%	50,000	49,900	50,000	55,000	0
\$60,001 - \$80,000	3	8.11%	70,000	0	70,000	0	0
\$80,001 - \$160,000	11	29.73%	125,000	85,150	125,000	131,500	0
\$160,001 - \$170,000	4	10.81%	167,250	0	169,500	165,000	0
\$170,001 - \$220,000	5	13.51%	189,500	0	194,750	179,900	0
\$220,001 and up	5	13.51%	250,000	225,000	265,000	228,000	0
Median Sold Price			131,500	39,450	133,000	164,000	0
Total Closed Units		100%	131,500	6	23	8	
Total Closed Volume			4,753,350	424.55K	3.20M	1.13M	0.00B

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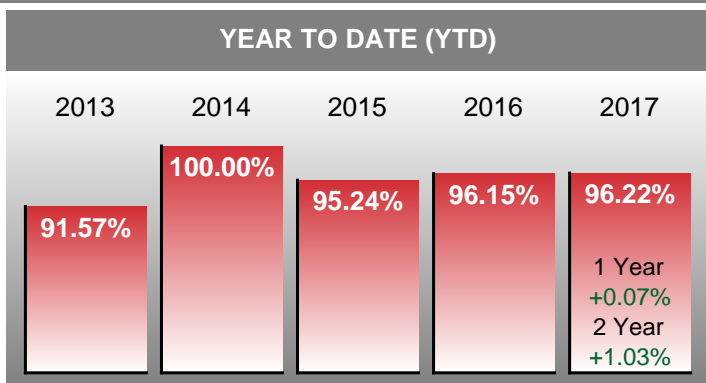
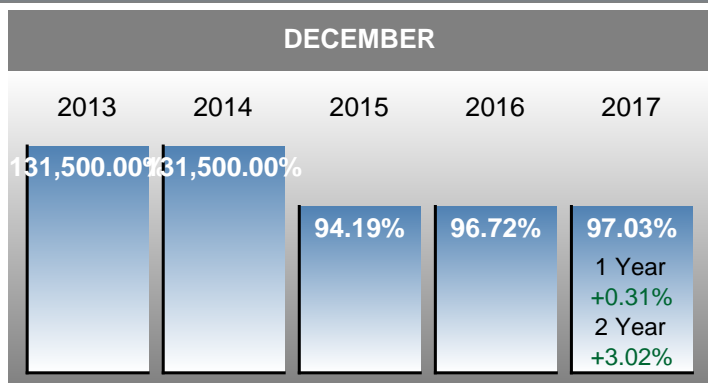
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

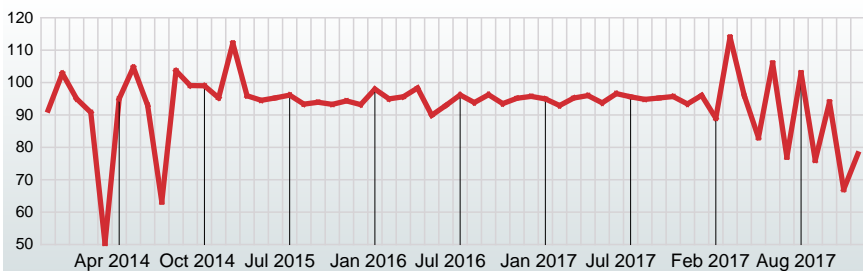
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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 52,657.59%

3 MONTHS



High
Mar 2017 = 115.00%
Low
Jul 2013 = 51.36%
Median Sold/List Ratio
this month at **97.03%**,
below the 5 yr DEC
average of **52,657.59%**

OCT	96.69%
NOV	94.40%
DEC	97.03%
	-2.37%
	2.78%

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
\$40,000 and less	4	10.81%	100.00%	100.00%	0.00%	100.00%	0.00%
\$40,001 \$60,000	5	13.51%	92.45%	93.27%	92.45%	93.22%	0.00%
\$60,001 \$80,000	3	8.11%	93.24%	0.00%	93.24%	0.00%	0.00%
\$80,001 \$160,000	11	29.73%	97.03%	106.44%	97.03%	94.27%	0.00%
\$160,001 \$170,000	4	10.81%	98.06%	0.00%	100.00%	97.20%	0.00%
\$170,001 \$220,000	5	13.51%	97.95%	0.00%	98.97%	96.77%	0.00%
\$220,001 and up	5	13.51%	100.00%	100.00%	98.14%	102.70%	0.00%
Median Sold/List Ratio		97.03%		100.00%	96.23%	96.99%	0.00%
Total Closed Units		37	100%	6	23	8	
Total Closed Volume		4,753,350		424.55K	3.20M	1.13M	0.00B

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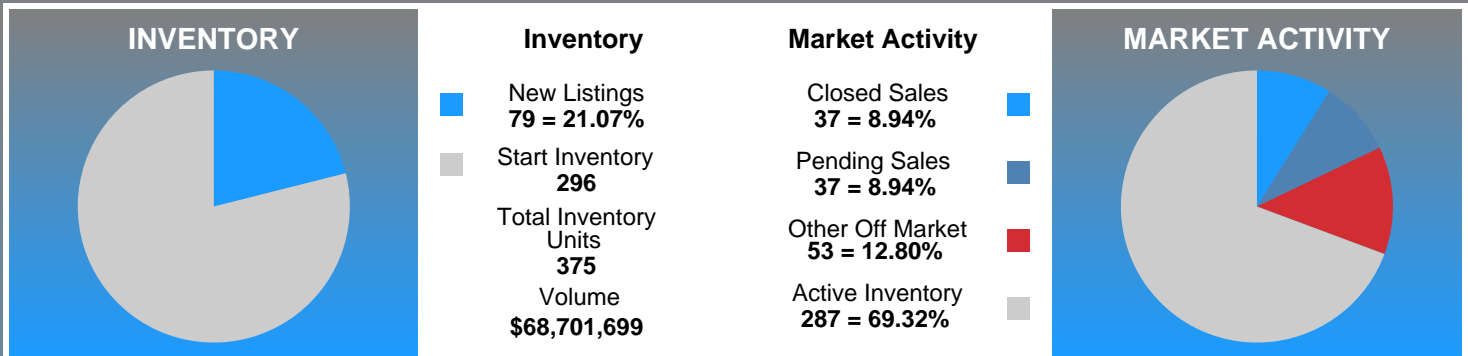
December 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

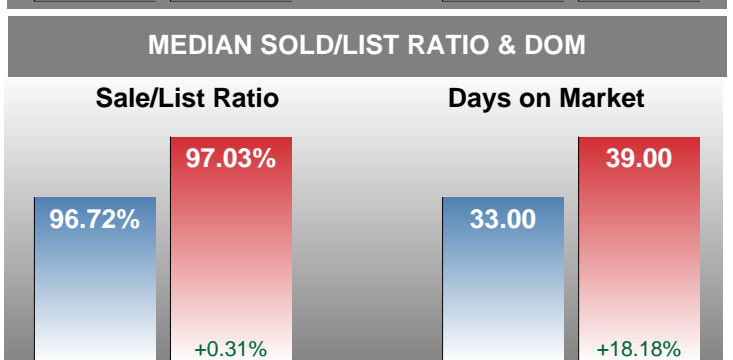
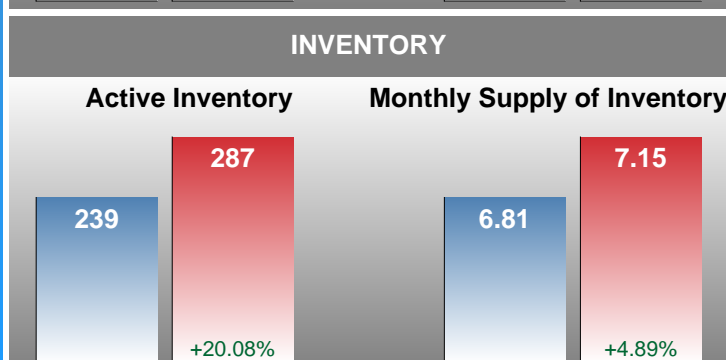
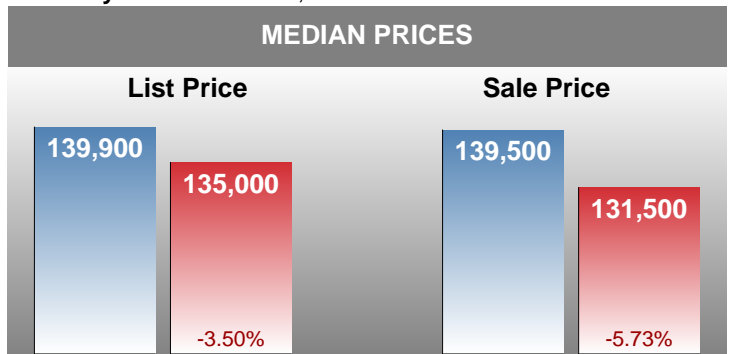
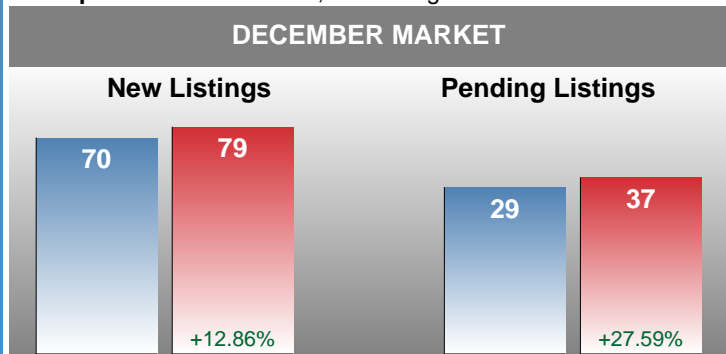
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	37	5.71%	421	482	14.49%
Pending Sales	29	37	27.59%	439	519	18.22%
New Listings	70	79	12.86%	905	1,085	19.89%
Median List Price	139,900	135,000	-3.50%	109,900	120,000	9.19%
Median Sale Price	139,500	131,500	-5.73%	103,253	117,500	13.80%
Median Percent of Selling Price to List Price	96.72%	97.03%	0.31%	96.15%	96.22%	0.07%
Median Days on Market to Sale	33.00	39.00	18.18%	27.00	38.00	40.74%
Monthly Inventory	239	287	20.08%	239	287	20.08%
Months Supply of Inventory	6.81	7.15	4.89%	6.81	7.15	4.89%

Absorption: Last 12 months, an Average of **40** Sales/Month

Inventory on December 31, 2017 = **287** 2016 2017



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