



October 2017

Area Delimited by County Of Rogers

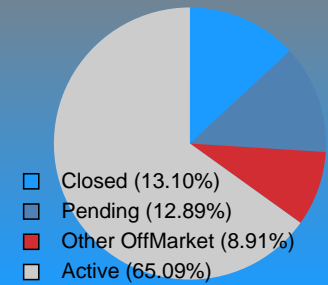


MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	120	125	4.17%
Pending Listings	108	123	13.89%
New Listings	198	192	-3.03%
Average List Price	185,559	248,960	34.17%
Average Sale Price	181,354	234,554	29.33%
Average Percent of List Price to Selling Price	100.27%	101.22%	0.95%
Average Days on Market to Sale	51.48	46.87	-8.96%
End of Month Inventory	621	621	0.00%
Months Supply of Inventory	5.40	4.94	-8.43%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of October 31, 2017 = **621**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2017 decreased **0.00%** to 621 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **4.94** 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 **29.33%** in October 2017 to \$234,554 versus the previous year at \$181,354.

Average Days on Market Shortens

The average number of **46.87** days that homes spent on the market before selling decreased by 4.61 days or **8.96%** in October 2017 compared to last year's same month at **51.48** DOM.

Sales Success for October 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 192 New Listings in October 2017, down **3.03%** from last year at 198. Furthermore, there were 125 Closed Listings this month versus last year at 120, a **4.17%** increase.

Closed versus Listed trends yielded a **65.1%** ratio, up from previous year's, October 2016, at **60.6%**, a **7.42%** upswing. This will certainly create pressure on a decreasing 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.



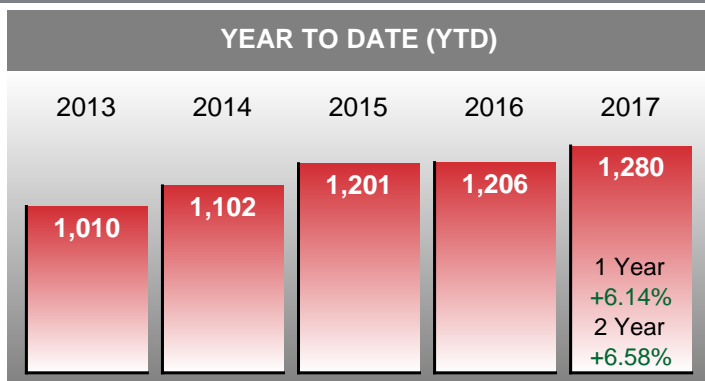
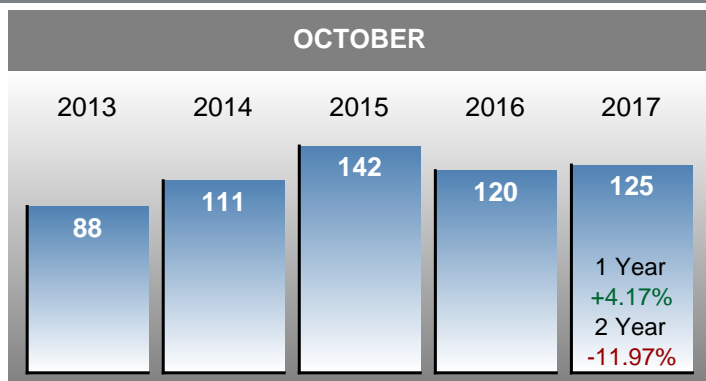
October 2017

Area Delimited by County Of Rogers



CLOSED LISTINGS

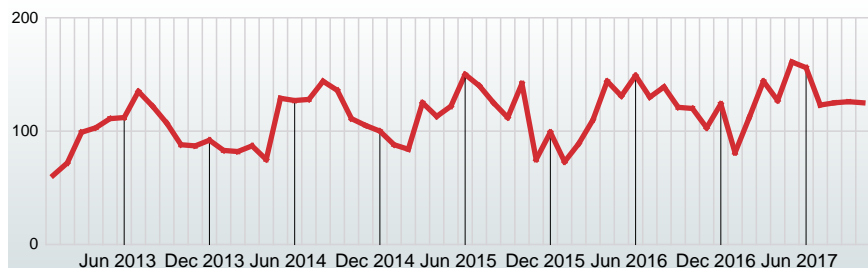
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 117

3 MONTHS



High
May 2017 = 161
Low
Jan 2013 = 61
Closed Listings
this month at **125**,
above the 5 yr OCT
average of **117**

AUG	125
SEP	126 0.80%
OCT	125 -0.79%

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	11	8.80%	48.0	4	5	2	0
\$50,001 - \$100,000	14	11.20%	53.6	6	8	0	0
\$100,001 - \$125,000	14	11.20%	55.8	2	10	2	0
\$125,001 - \$175,000	29	23.20%	34.7	0	24	5	0
\$175,001 - \$250,000	24	19.20%	46.7	3	9	12	0
\$250,001 - \$350,000	20	16.00%	48.9	2	6	11	1
\$350,001 and up	13	10.40%	53.4	0	1	8	4
Total Closed Units	125			17	63	40	5
Total Closed Volume	29,319,214	100%	46.9	1.82M	9.57M	10.36M	7.57M
Average Closed Price	\$234,554			\$106,978	\$151,833	\$259,078	\$1,514,400

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



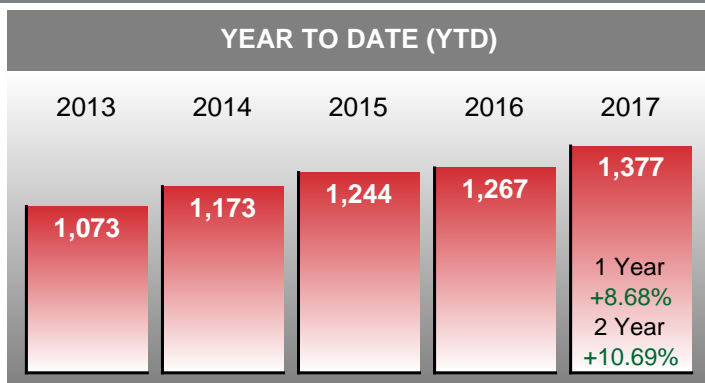
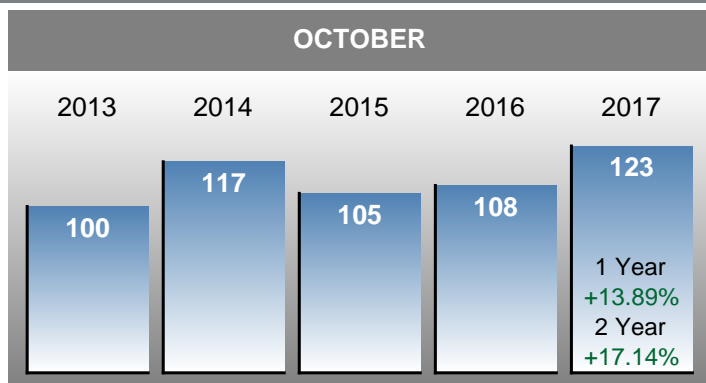
October 2017

Area Delimited by County Of Rogers



PENDING LISTINGS

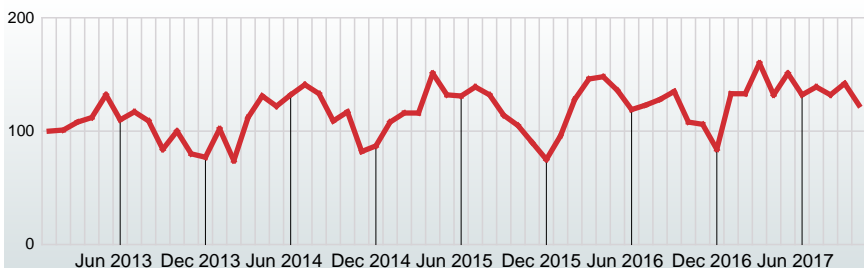
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



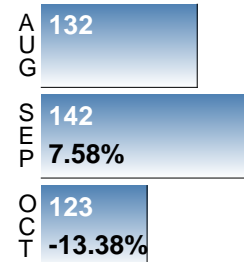
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 111

3 MONTHS



High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **123**,
above the 5 yr OCT
average of 111



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	9.76%	60.2	10	2	0	0
\$40,001 - \$100,000	15	12.20%	50.3	9	5	1	0
\$100,001 - \$130,000	14	11.38%	42.6	1	12	1	0
\$130,001 - \$180,000	34	27.64%	50.4	4	26	4	0
\$180,001 - \$230,000	20	16.26%	54.1	2	9	9	0
\$230,001 - \$310,000	16	13.01%	52.9	2	9	4	1
\$310,001 and up	12	9.76%	76.7	1	4	3	4
Total Pending Units	123			29	67	22	5
Total Pending Volume	21,768,511	100%	56.7	2.94M	11.70M	4.86M	2.27M
Average Listing Price	\$139,190			\$101,462	\$174,662	\$220,739	\$453,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



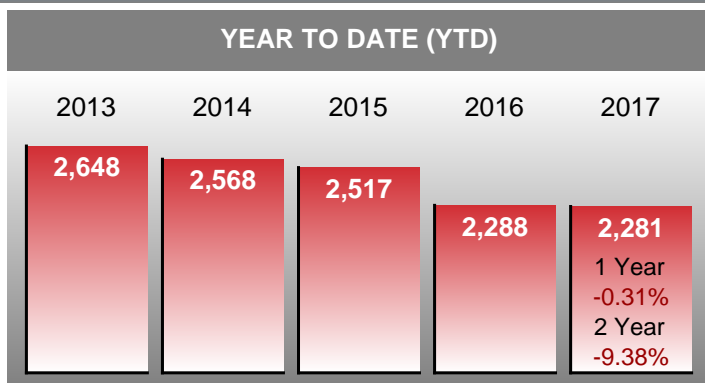
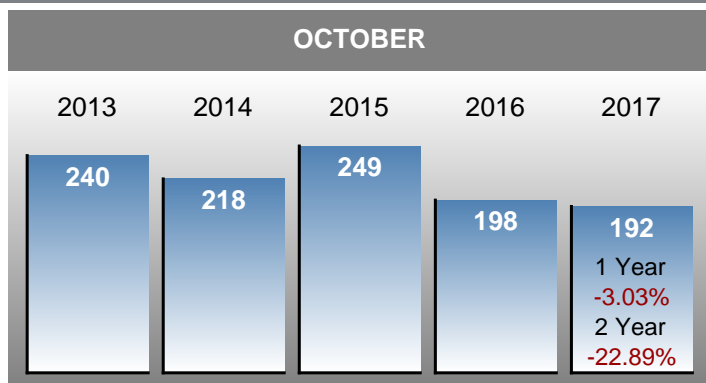
October 2017

Area Delimited by County Of Rogers



NEW LISTINGS

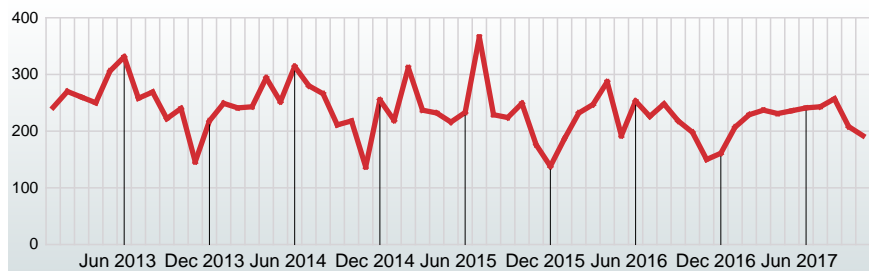
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 219

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **192**,
below the 5 yr OCT
average of **219**

AUG	257
SEP	208 -19.07%
OCT	192 -7.69%

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	13	6.77%	13	0	0	0
\$20,001 - \$70,000	30	15.63%	22	7	1	0
\$70,001 - \$130,000	25	13.02%	7	16	2	0
\$130,001 - \$210,000	52	27.08%	4	38	10	0
\$210,001 - \$290,000	28	14.58%	2	14	11	1
\$290,001 - \$430,000	23	11.98%	4	7	11	1
\$430,001 and up	21	10.94%	3	4	8	6
Total New Listed Units	192		55	86	43	8
Total New Listed Volume	47,042,213	100%	6.99M	20.29M	13.76M	6.00M
Average New Listed Listing Price	\$0		\$127,063	\$235,925	\$320,009	\$750,475

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



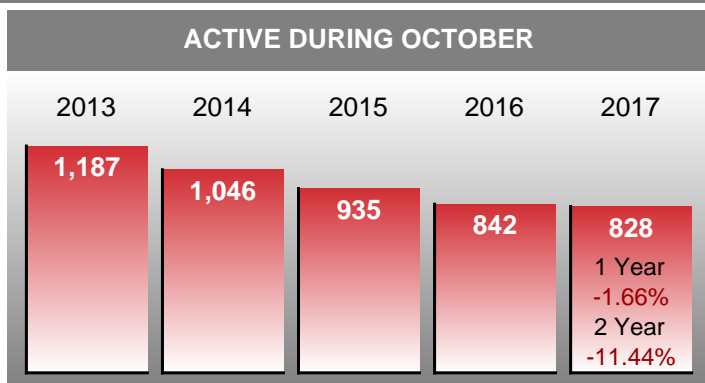
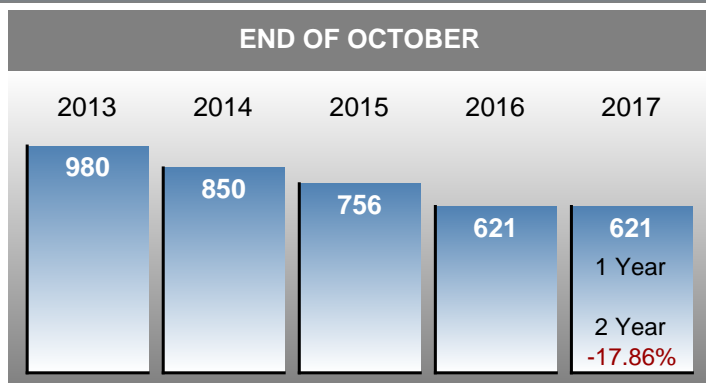
October 2017

Area Delimited by County Of Rogers



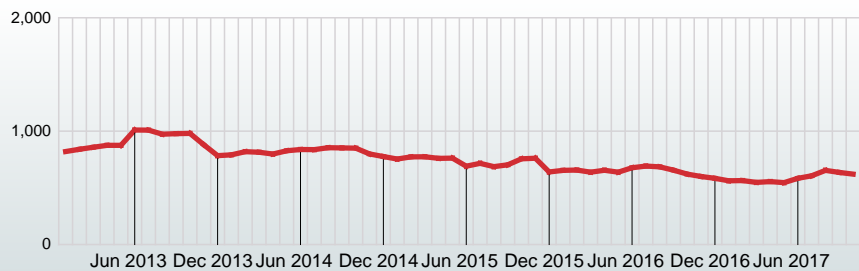
ACTIVE INVENTORY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

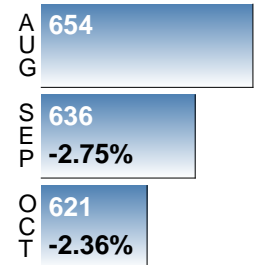


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 766 **3 MONTHS**



High
Jun 2013 = 1,010
Low
May 2017 = 546
Inventory
this month at **621**,
below the 5 yr OCT
average of **766**



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	46	7.41%	68.8	45	1	0	0
\$25,001 - \$75,000	93	14.98%	80.9	76	11	6	0
\$75,001 - \$125,000	65	10.47%	84.6	26	30	5	4
\$125,001 - \$225,000	189	30.43%	73.5	31	103	53	2
\$225,001 - \$300,000	86	13.85%	97.9	8	35	36	7
\$300,001 - \$475,000	74	11.92%	72.9	12	17	36	9
\$475,001 and up	68	10.95%	66.7	11	9	23	25
Total Active Inventory by Units	621			209	206	159	47
Total Active Inventory by Volume	164,728,882	100%	78.0	30.41M	47.34M	47.92M	39.06M
Average Active Inventory Listing Price	\$265,264			\$145,500	\$229,792	\$301,400	\$831,057

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



October 2017

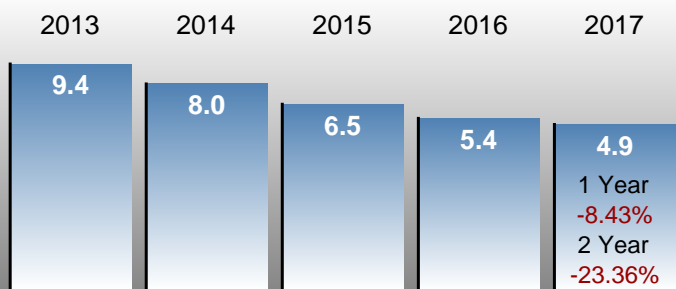
Area Delimited by County Of Rogers



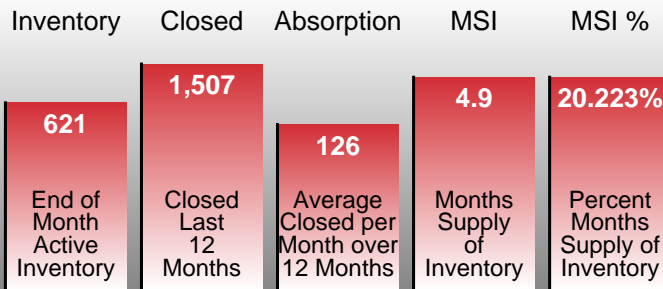
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

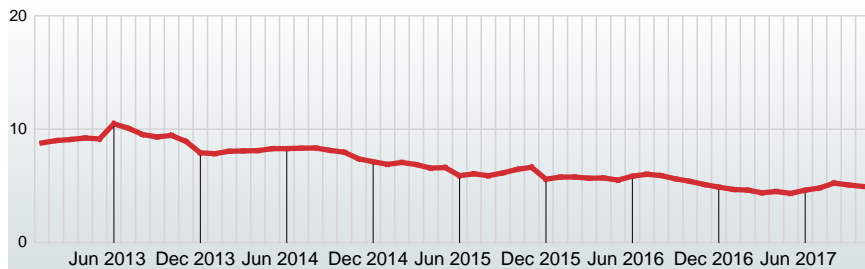
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017



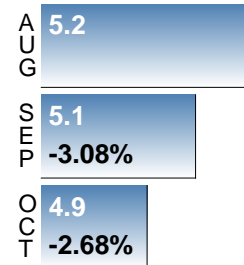
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 6.8

3 MONTHS

High
Jun 2013 = 10.5
Low
May 2017 = 4.3
Months Supply
this month at **4.9**,
below the 5 yr OCT
average of **6.8**



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	46	7.41%	9.7	11.0	1.7	0.0	0.0
\$25,001 - \$75,000	93	14.98%	6.0	10.1	1.7	5.5	0.0
\$75,001 - \$125,000	65	10.47%	2.9	6.5	1.9	2.2	48.0
\$125,001 - \$225,000	189	30.43%	3.7	11.3	3.0	4.3	1.8
\$225,001 - \$300,000	86	13.85%	5.6	16.0	6.0	4.5	7.0
\$300,001 - \$475,000	74	11.92%	6.2	24.0	8.9	4.5	5.7
\$475,001 and up	68	10.95%	15.4	44.0	54.0	9.2	16.7
Market Supply of Inventory (MSI)	4.9			10.7	3.1	4.6	8.7
Total Active Inventory by Units	621	100%	4.9	209	206	159	47

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



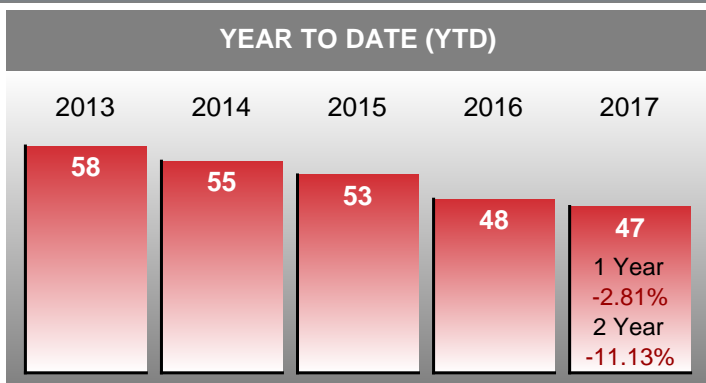
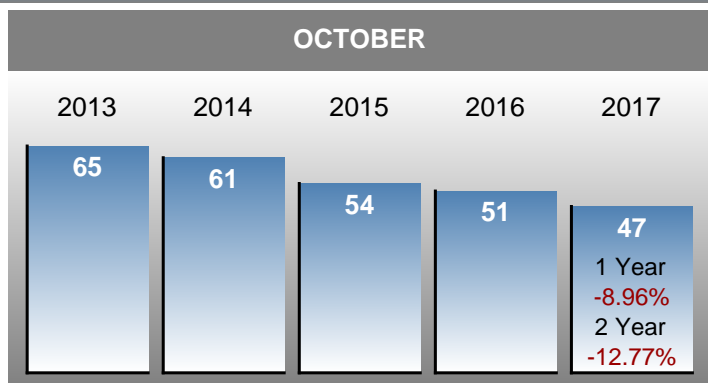
October 2017

Area Delimited by County Of Rogers

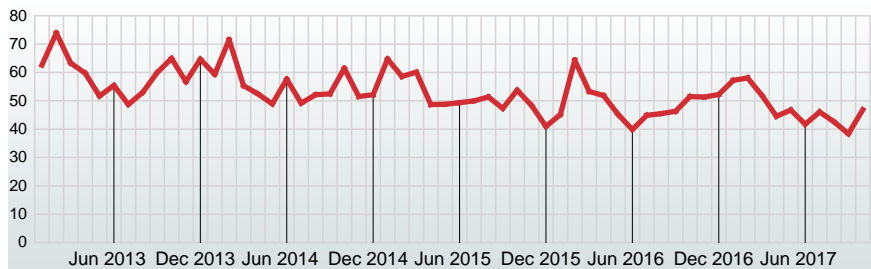


AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 56 **3 MONTHS**

High
Feb 2013 = 74
Low
Sep 2017 = 38
Average Days on Market
this month at **47**,
below the 5 yr OCT
average of **56**

AUG	43
SEP	38 -9.94%
OCT	47 22.15%

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	11	8.80%	48.0	76.0	32.2	31.5	0.0
\$50,001 - \$100,000	14	11.20%	53.6	93.2	24.0	0.0	0.0
\$100,001 - \$125,000	14	11.20%	55.8	92.5	46.4	66.0	0.0
\$125,001 - \$175,000	29	23.20%	34.7	0.0	32.1	47.2	0.0
\$175,001 - \$250,000	24	19.20%	46.7	85.3	31.2	48.7	0.0
\$250,001 - \$350,000	20	16.00%	48.9	24.0	22.8	58.8	145.0
\$350,001 and up	13	10.40%	53.4	0.0	13.0	59.3	51.8
Average Closed DOM			46.9	79.5	32.0	53.4	70.4
Total Closed Units		100%	46.9	17	63	40	5
Total Closed Volume			29,319,214	1.82M	9.57M	10.36M	7.57M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



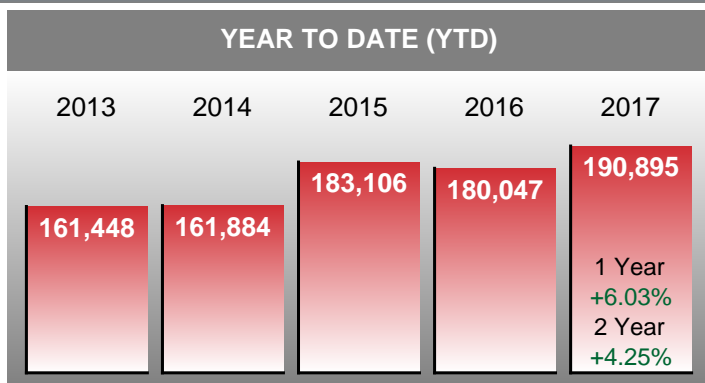
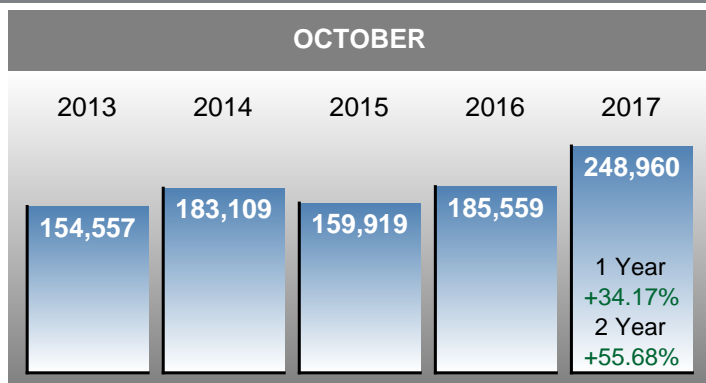
October 2017

Area Delimited by County Of Rogers



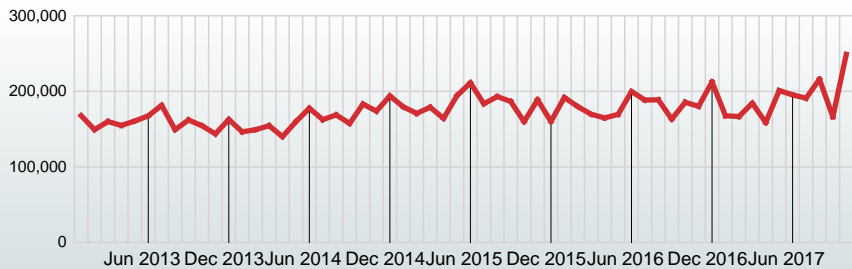
AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 186,421 **3 MONTHS**



High
 Oct 2017 = 248,960
Low
 Apr 2014 = 140,051
Average List Price
 this month at **248,960**,
 above the 5 yr OCT
 average of **186,421**

AUG	215,923
SEP	166,385
SEP	-22.94%
OCT	248,960
OCT	49.63%

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	8.00%	23,260	19,000	25,340	40,900	0
\$50,001 - \$100,000	15	12.00%	77,413	67,750	87,850	0	0
\$100,001 - \$125,000	11	8.80%	117,654	127,000	117,420	134,500	0
\$125,001 - \$175,000	30	24.00%	147,543	0	148,767	163,460	0
\$175,001 - \$250,000	25	20.00%	209,883	206,633	206,266	222,690	0
\$250,001 - \$350,000	17	13.60%	290,505	338,750	293,764	304,990	375,000
\$350,001 and up	17	13.60%	812,947	0	450,000	451,600	2,065,000
Average List Price			248,960	119,641	153,065	270,202	1,727,000
Total Closed Units		100%	248,960	17	63	40	5
Total Closed Volume			31,120,050	2.03M	9.64M	10.81M	8.64M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



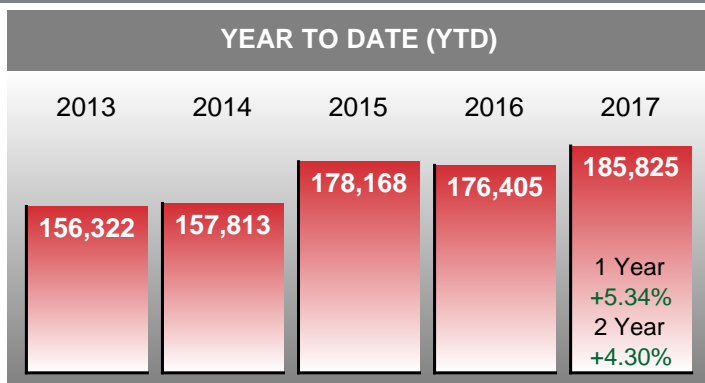
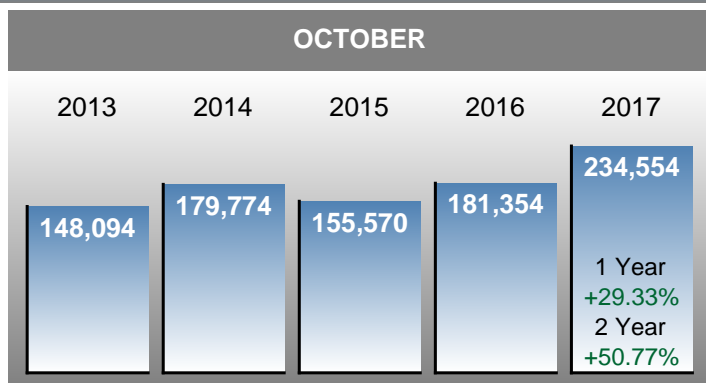
October 2017

Area Delimited by County Of Rogers



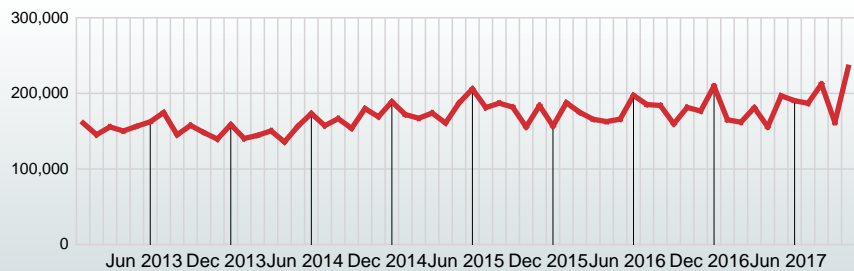
AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 179,869 **3 MONTHS**



High
Oct 2017 = 234,554
Low
Apr 2014 = 135,757
Average Sold Price
this month at **234,554**,
above the 5 yr OCT
average of **179,869**

AUG	212,183
SEP	161,459
SEP	-23.91%
OCT	234,554
OCT	45.27%

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	11	8.80%	25,964	14,875	29,220	40,000	0
\$50,001 - \$100,000	14	11.20%	74,893	63,750	83,250	0	0
\$100,001 - \$125,000	14	11.20%	115,133	111,750	116,337	112,500	0
\$125,001 - \$175,000	29	23.20%	150,078	0	148,552	157,400	0
\$175,001 - \$250,000	24	19.20%	208,127	193,000	206,119	213,415	0
\$250,001 - \$350,000	20	16.00%	295,347	287,059	288,281	295,740	350,000
\$350,001 and up	13	10.40%	855,308	0	440,000	432,125	1,805,500
Average Sold Price			234,554	106,978	151,833	259,078	1,514,400
Total Closed Units		100%	234,554	17	63	40	5
Total Closed Volume			29,319,214	1.82M	9.57M	10.36M	7.57M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



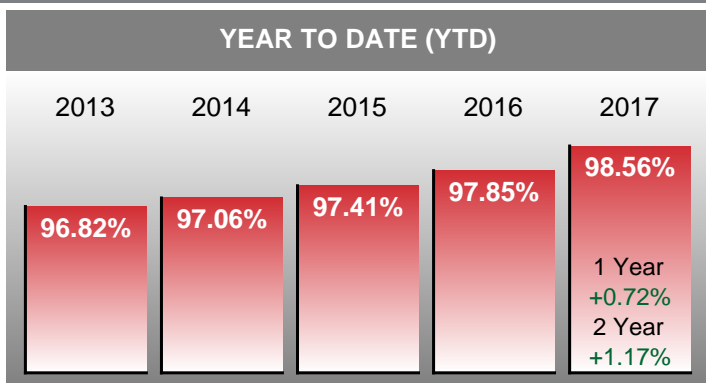
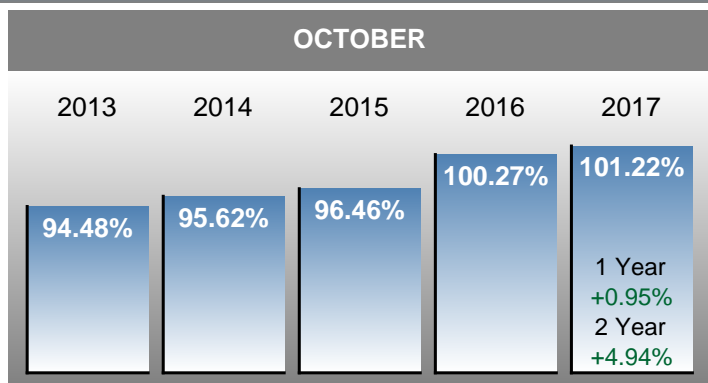
October 2017

Area Delimited by County Of Rogers



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

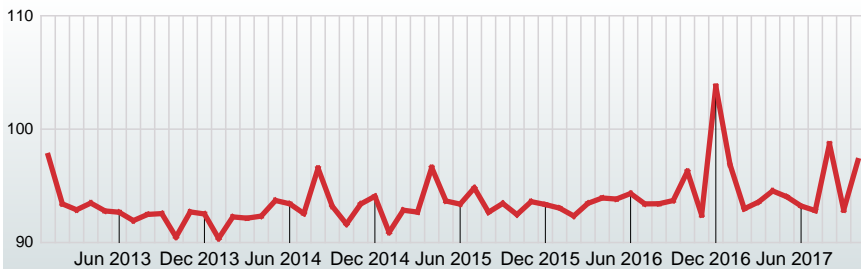
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 97.61%

3 MONTHS



High
Dec 2016 = 107.78%

Low
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **101.22%**, above the 5 yr OCT average of **97.61%**

AUG 102.71%

SEP 96.87%
-5.69%

OCT 101.22%
4.50%

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	11	8.80%	148.14%	80.28%	221.78%	99.75%	0.00%
\$50,001 - \$100,000	14	11.20%	94.44%	94.22%	94.61%	0.00%	0.00%
\$100,001 - \$125,000	14	11.20%	95.32%	88.29%	99.08%	83.58%	0.00%
\$125,001 - \$175,000	29	23.20%	99.30%	0.00%	99.90%	96.41%	0.00%
\$175,001 - \$250,000	24	19.20%	97.16%	93.34%	100.09%	95.93%	0.00%
\$250,001 - \$350,000	20	16.00%	96.12%	86.29%	98.08%	97.08%	93.33%
\$350,001 and up	13	10.40%	94.83%	0.00%	97.78%	95.45%	92.87%
Average Sold/List Ratio			101.20%	89.16%	108.59%	95.78%	92.97%
Total Closed Units	125	100%	101.20%	17	63	40	5
Total Closed Volume	29,319,214			1.82M	9.57M	10.36M	7.57M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



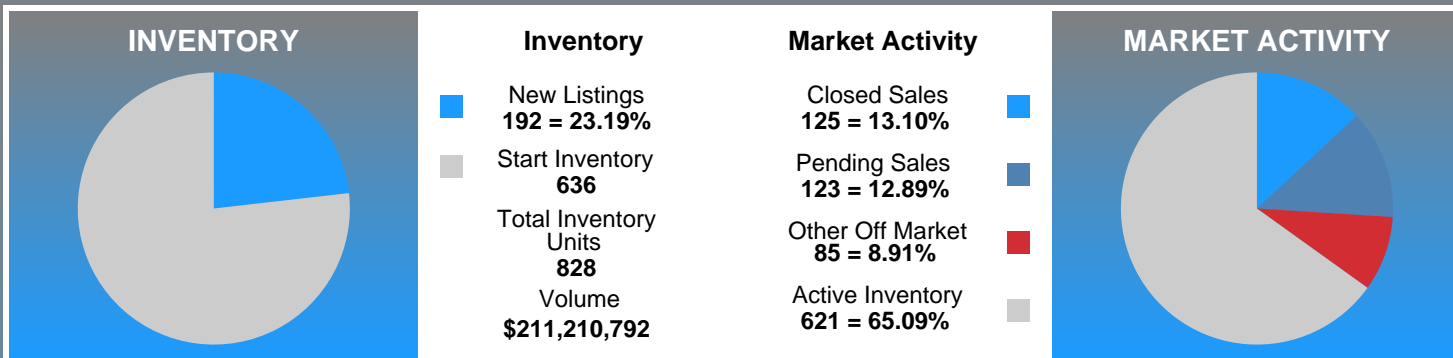
October 2017

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

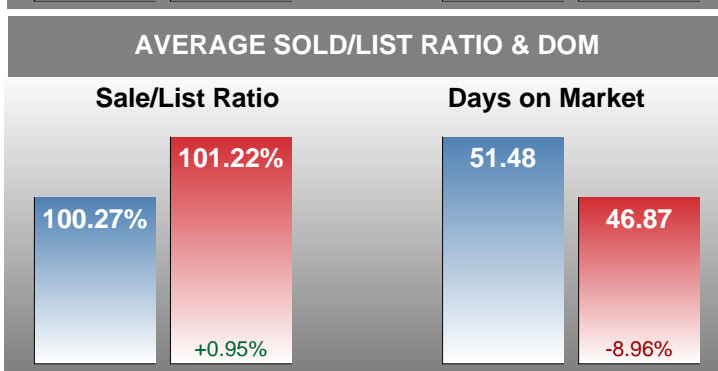
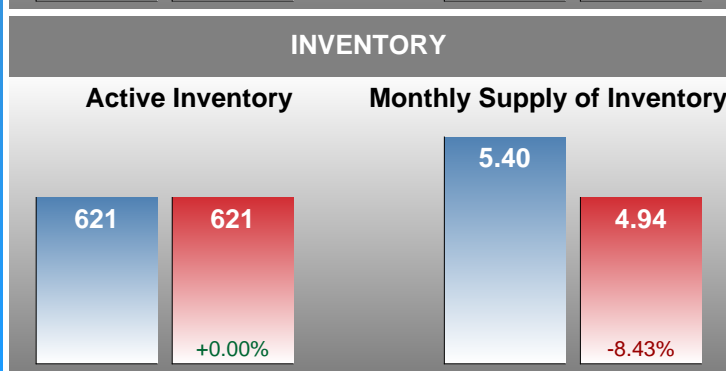
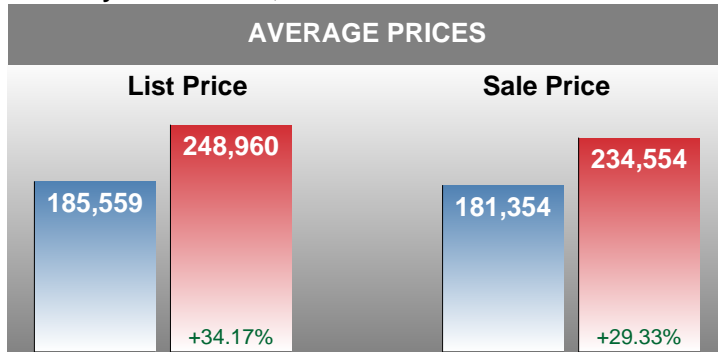
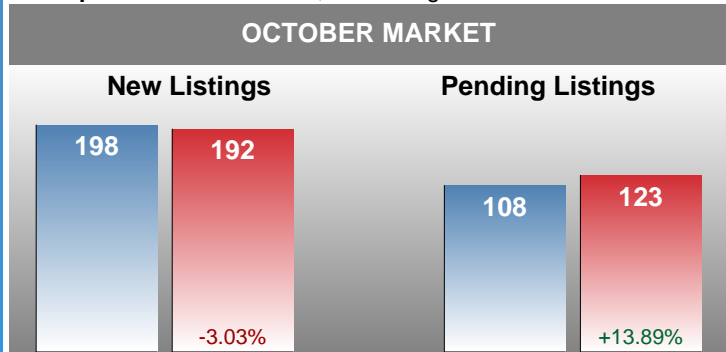


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	120	125	4.17%	1,206	1,280	6.14%
Pending Sales	108	123	13.89%	1,267	1,377	8.68%
New Listings	198	192	-3.03%	2,288	2,281	-0.31%
Average List Price	185,559	248,960	34.17%	180,047	190,895	6.03%
Average Sale Price	181,354	234,554	29.33%	176,405	185,825	5.34%
Average Percent of Selling Price to List Price	100.27%	101.22%	0.95%	97.85%	98.56%	0.72%
Average Days on Market to Sale	51.48	46.87	-8.96%	48.22	46.86	-2.81%
Monthly Inventory	621	621	0.00%	621	621	0.00%
Months Supply of Inventory	5.40	4.94	-8.43%	5.40	4.94	-8.43%

Absorption: Last 12 months, an Average of **126** Sales/Month

Inventory on October 31, 2017 = **621**

2016 2017



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®