



October 2016

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

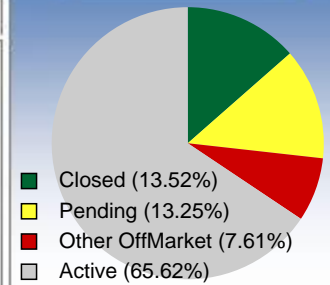


Absorption: Last 12 months, an Average of **1,171** Sales/Month

Active Inventory as of October 31, 2016 = **5,677**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	1,188	1,170	-1.52%
Pending Listings	1,114	1,146	2.87%
New Listings	2,016	1,859	-7.79%
Average List Price	185,440	175,873	-5.16%
Average Sale Price	180,235	171,300	-4.96%
Average Percent of List Price to Selling Price	97.32%	97.30%	-0.02%
Average Days on Market to Sale	48.35	44.23	-8.53%
End of Month Inventory	5,619	5,677	1.03%
Months Supply of Inventory	4.93	4.85	-1.61%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 2016

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 October 2016 rose **1.03%** to 5,677 existing homes available for sale. Over the last 12 months this area has had an average of 1,171 closed sales per month. This represents an unsold inventory index of **4.85** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.96%** in October 2016 to \$171,300 versus the previous year at \$180,235.

Average Days on Market Shortens

The average number of **44.23** days that homes spent on the market before selling decreased by 4.12 days or **8.53%** in October 2016 compared to last year's same month at **48.35** DOM.

Sales Success for October 2016 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,859 New Listings in October 2016, down **7.79%** from last year at 2,016. Furthermore, there were 1,170 Closed Listings this month versus last year at 1,188, a **-1.52%** decrease.

Closed versus Listed trends yielded a **62.9%** ratio, up from previous year's, October 2015, at **58.9%**, a **6.80%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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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Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

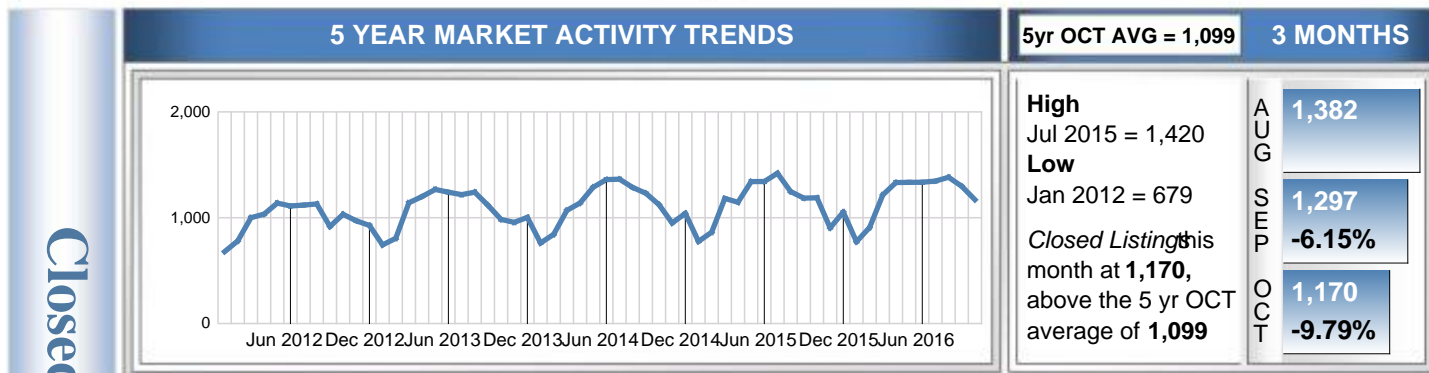
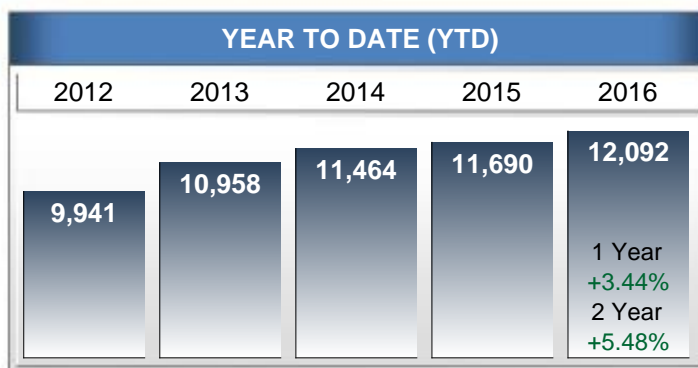
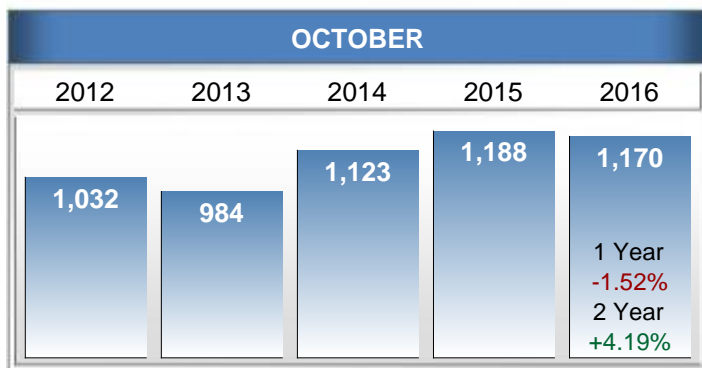
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	120	10.26%	50.9	66	52	2	0	
\$50,001 - \$75,000	96	8.21%	50.6	28	67	1	0	
\$75,001 - \$100,000	106	9.06%	41.5	24	71	9	2	
\$100,001 - \$150,000	293	25.04%	34.7	30	228	34	1	
\$150,001 - \$200,000	272	23.25%	36.9	13	173	83	3	
\$200,001 - \$300,000	166	14.19%	52.7	8	61	79	18	
\$300,001 and up	117	10.00%	63.4	6	22	67	22	
Total Closed Units: 1,170				44.2	175	674	275	46
Total Closed Volume: 200,421,024					16.39M	96.36M	70.42M	17.25M
Average Closed Price: \$171,300					\$93,656	\$142,969	\$256,087	\$374,913

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

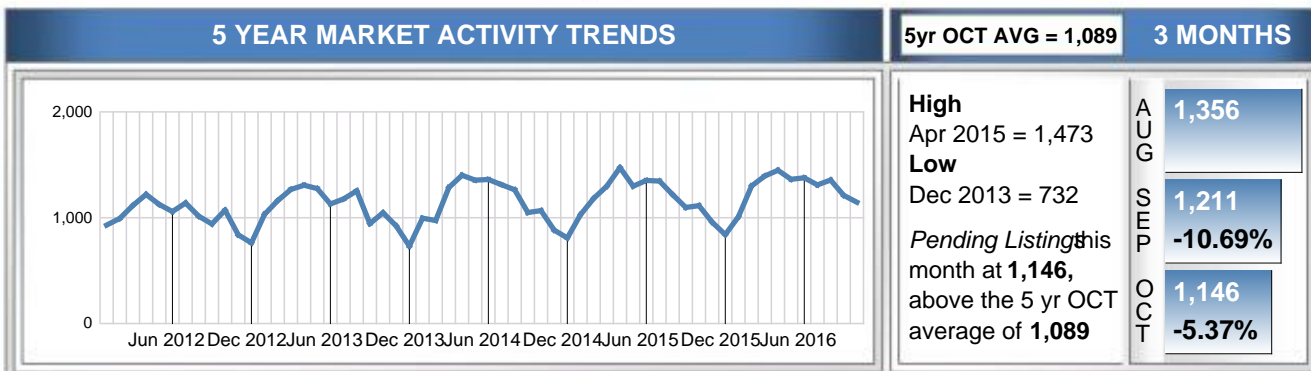
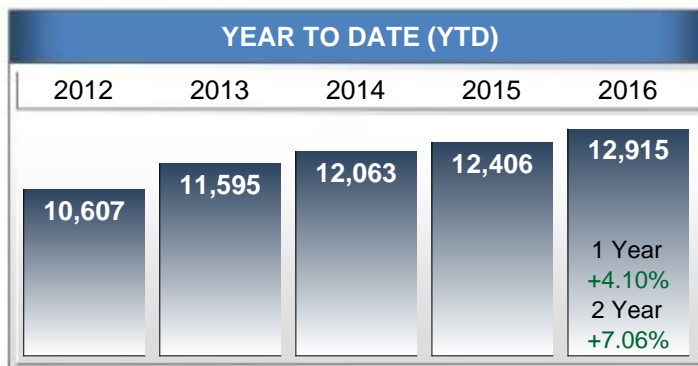
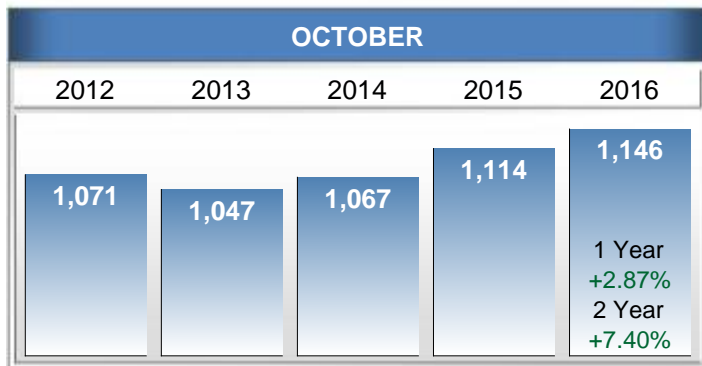
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	48	4.19%	46.1	36	8	3	1	
\$25,001 - \$75,000	183	15.97%	47.9	74	99	6	4	
\$75,001 - \$125,000	196	17.10%	46.6	43	129	24	0	
\$125,001 - \$175,000	283	24.69%	46.1	22	202	59	0	
\$175,001 - \$225,000	165	14.40%	51.8	18	83	63	1	
\$225,001 - \$325,000	152	13.26%	57.8	9	56	74	13	
\$325,001 and up	119	10.38%	62.4	7	25	65	22	
Total Pending Units: 1,146				60.2	209	602	294	41
Total Pending Volume: 214,405,232					24.14M	92.03M	77.46M	20.79M
Average Listing Price: \$161,537					\$115,482	\$152,870	\$263,453	\$506,993

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

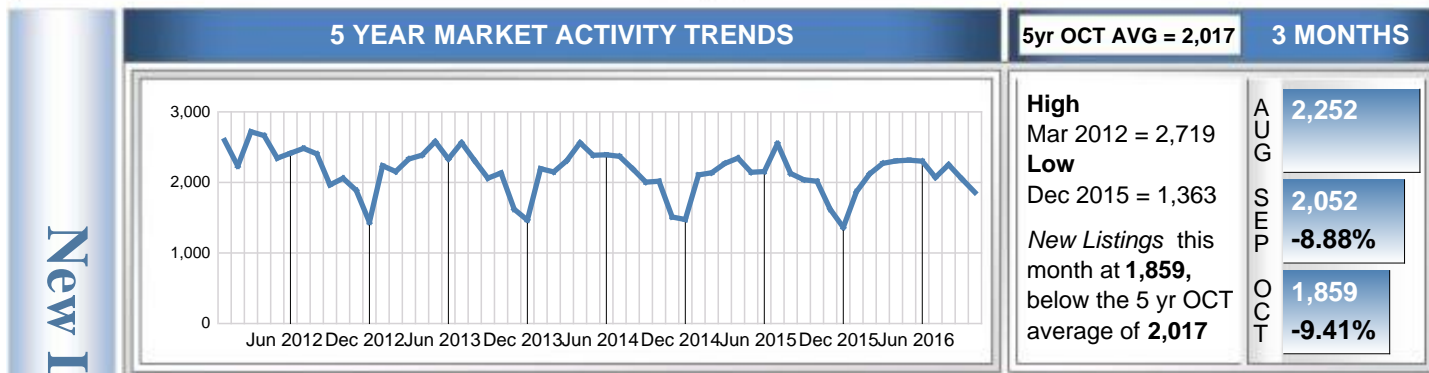
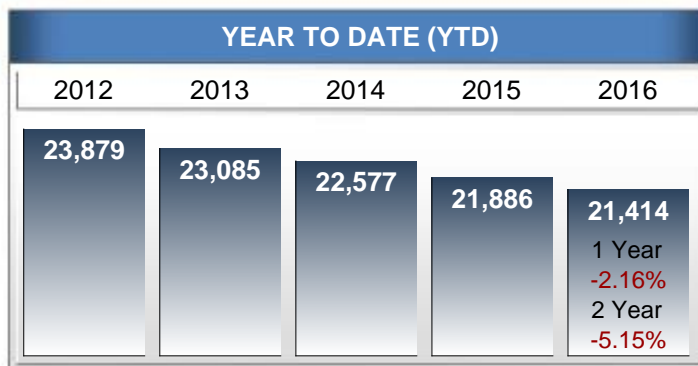
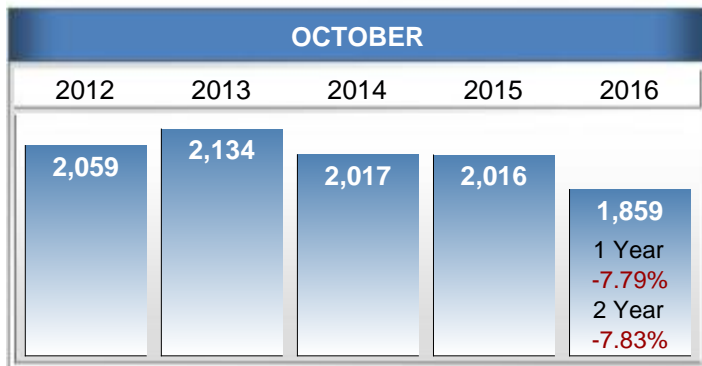
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 2016

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



New Listings

Ready to Buy or Sell Real Estate?
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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	119	6.40%	109	8	1	1
\$25,001 - \$75,000	290	15.60%	154	114	17	5
\$75,001 - \$125,000	261	14.04%	58	190	12	1
\$125,001 - \$175,000	360	19.37%	58	227	75	0
\$175,001 - \$250,000	358	19.26%	44	187	121	6
\$250,001 - \$400,000	271	14.58%	21	70	146	34
\$400,001 and up	200	10.76%	24	34	87	55
Total New Listed Units:			468	830	459	102
Total New Listed Volume:			74.51M	142.18M	139.96M	66.10M
Average New Listed Listing Price:			\$159,202	\$171,302	\$304,921	\$648,050



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

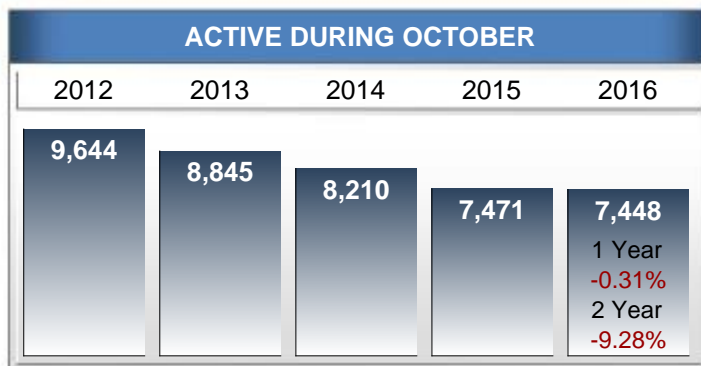
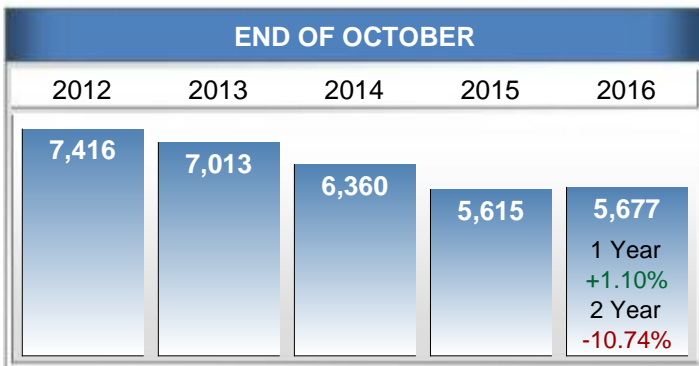
Active Inventory as of Nov 15, 2016



Active Inventory

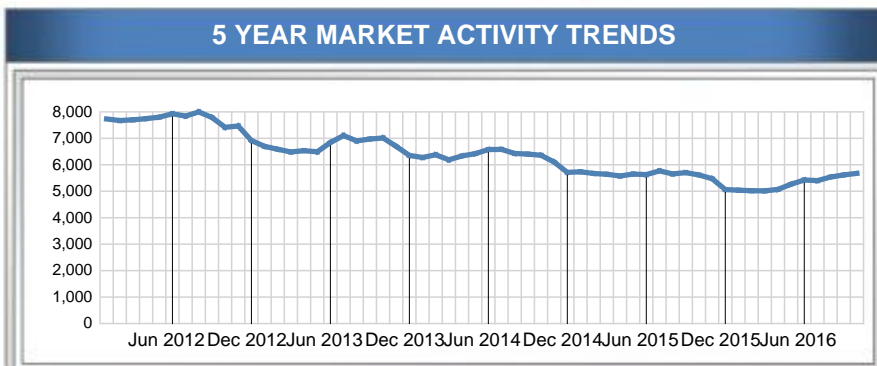
Report Produced on: Nov 15, 2016

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



Active Inventory

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5yr OCT AVG = 6,416	3 MONTHS
High Aug 2012 = 7,998	AUG 5,538
Low Mar 2016 = 5,015	SEP 5,616
<i>Inventory</i> this month at 5,677 , below the 5 yr OCT average of 6,416	OCT 5,677
	1.41%
	1.09%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	336	5.92%	78.0	319	13	3	1		
\$25,001 - \$75,000	957	16.86%	79.6	635	262	55	5		
\$75,001 - \$125,000	758	13.35%	76.1	208	485	58	7		
\$125,001 - \$225,000	1,479	26.05%	64.3	229	839	389	22		
\$225,001 - \$325,000	832	14.66%	70.6	80	282	412	58		
\$325,001 - \$525,000	749	13.19%	80.0	83	111	433	122		
\$525,001 and up	566	9.97%	83.9	117	60	196	193		
Total Active Inventory by Units:				5,677	74.2	1,671	2,052	1,546	408
Total Active Inventory by Volume:				1,505,216,043		325.92M	371.75M	527.81M	279.73M
Average Active Inventory Listing Price:				\$265,143		\$195,046	\$181,164	\$341,404	\$685,624



Monthly Inventory Analysis

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October 2016

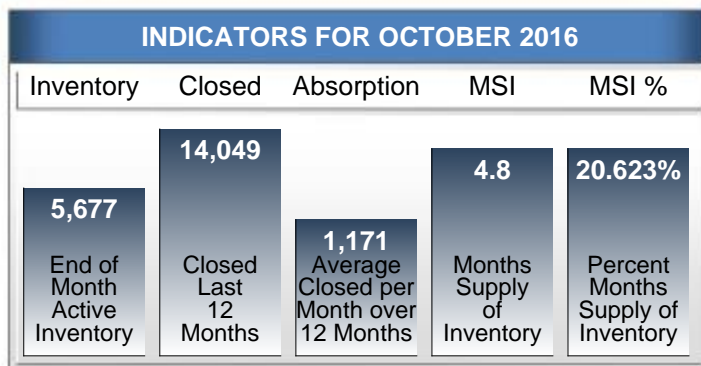
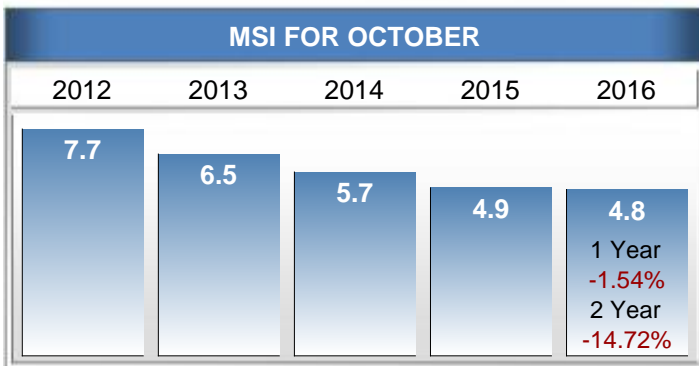
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 2016

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



Months Supply
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5yr OCT AVG = 6.0 **3 MONTHS**

High
Jan 2012 = 9.1
Low
Apr 2016 = 4.4
Months Supply this month at **4.8**, below the 5 yr OCT average of **6.0**

AUG	4.8
SEP	4.8
OCT	4.8
0.60%	

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	336	5.92%	7.7	12.1	0.9	1.2	0.0	
\$25,001 - \$75,000	957	16.86%	5.6	9.2	2.9	5.5	5.0	
\$75,001 - \$125,000	758	13.35%	3.2	5.2	2.8	2.2	4.7	
\$125,001 - \$225,000	1,479	26.05%	3.3	8.6	2.8	3.3	2.9	
\$225,001 - \$325,000	832	14.66%	5.3	12.2	5.1	5.1	4.2	
\$325,001 - \$525,000	749	13.19%	9.2	26.2	6.9	8.7	9.8	
\$525,001 and up	566	9.97%	19.9	61.0	14.7	14.3	22.1	
MSI:	4.8			9.6	3.2	5.1	9.1	
Total Active Inventory:	5,677			1,671	2,052	1,546	408	



Monthly Inventory Analysis

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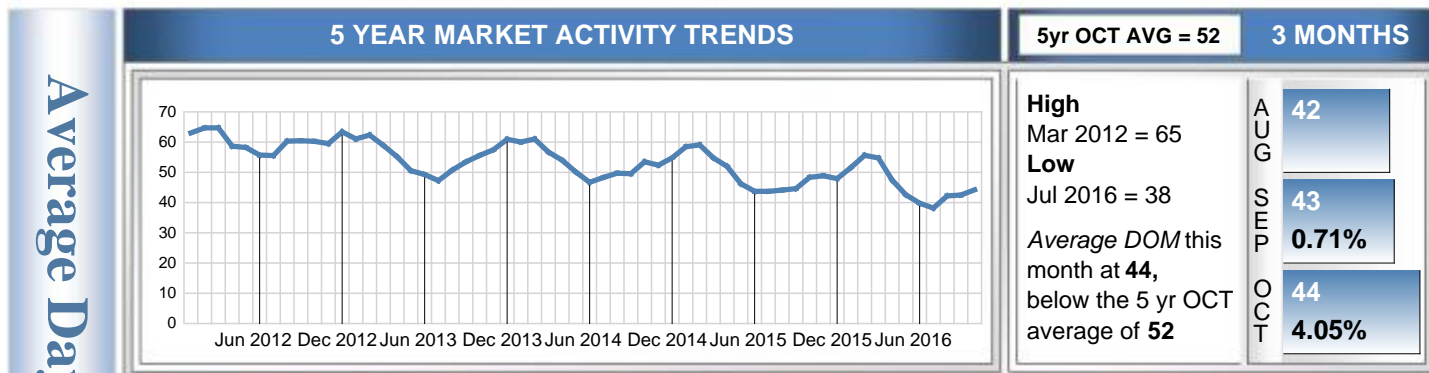
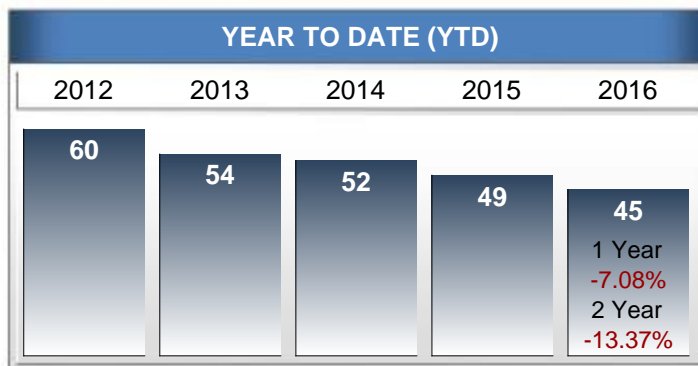
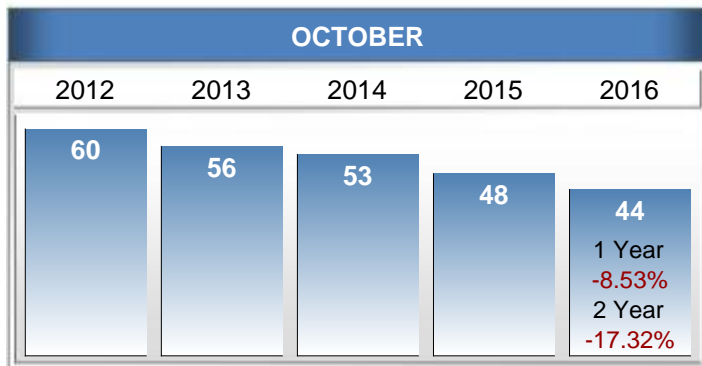
Closed Sales as of Nov 15, 2016



Average Days on Market to Sale

Report Produced on: Nov 15, 2016

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



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	120	10.26%	50.9	60.5	39.8	20.5	0.0
\$50,001 - \$75,000	96	8.21%	50.6	40.5	55.6	3.0	0.0
\$75,001 - \$100,000	106	9.06%	41.5	33.5	43.2	46.3	55.0
\$100,001 - \$150,000	293	25.04%	34.7	50.4	32.8	34.8	7.0
\$150,001 - \$200,000	272	23.25%	36.9	38.7	36.8	35.7	71.0
\$200,001 - \$300,000	166	14.19%	52.7	28.0	56.3	51.3	57.3
\$300,001 and up	117	10.00%	63.4	55.0	52.8	63.9	74.9
Average Closed DOM: 44.2				48.6	40.5	47.0	65.4
Total Closed Units: 1,170				175	674	275	46
Total Closed Volume: 200,421,024				16.39M	96.36M	70.42M	17.25M



Monthly Inventory Analysis

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October 2016

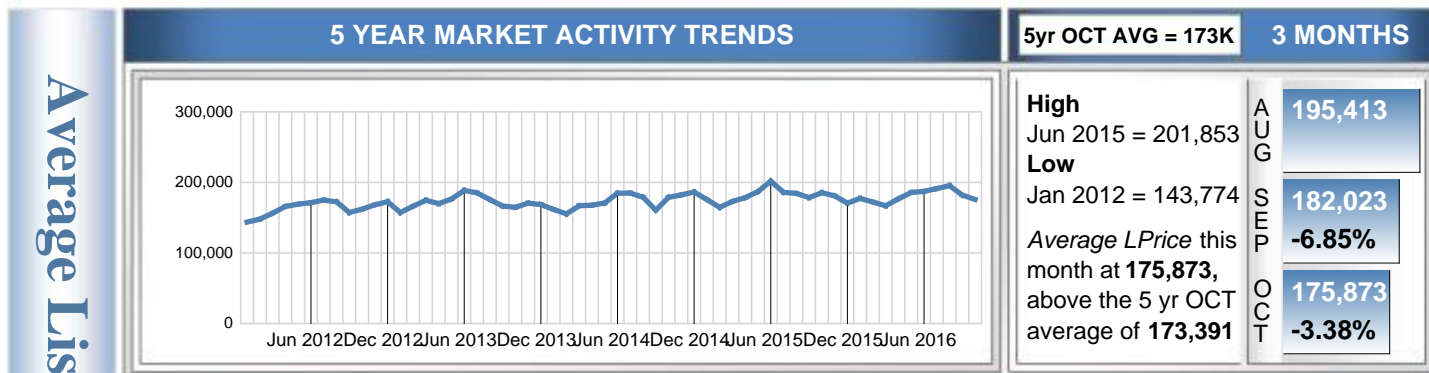
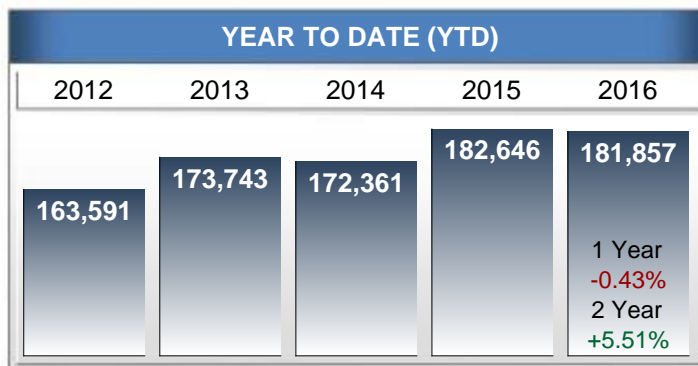
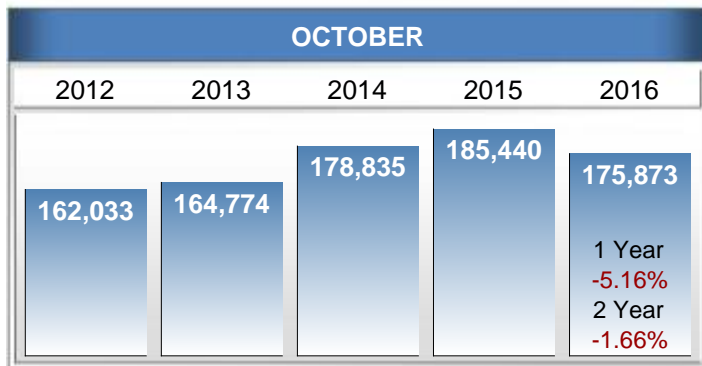
Closed Sales as of Nov 15, 2016



Average List Price at Closing

Report Produced on: Nov 15, 2016

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



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	111	9.49%	32,848	31,227	40,556	32,950	0
\$50,001 - \$75,000	91	7.78%	64,703	67,704	68,568	63,500	0
\$75,001 - \$100,000	117	10.00%	89,742	91,987	90,909	95,567	89,950
\$100,001 - \$150,000	284	24.27%	128,838	123,743	131,813	127,482	139,990
\$150,001 - \$200,000	269	22.99%	174,198	187,997	174,796	179,263	179,633
\$200,001 - \$300,000	176	15.04%	250,216	248,863	247,649	255,069	277,350
\$300,001 and up	122	10.43%	477,465	487,317	458,067	471,892	549,116
Average List Price:	\$175,873			\$98,488	\$146,342	\$261,709	\$389,818
Total Closed Units:	1,170			175	674	275	46
Total List Volume:	205,771,662			17.24M	98.63M	71.97M	17.93M



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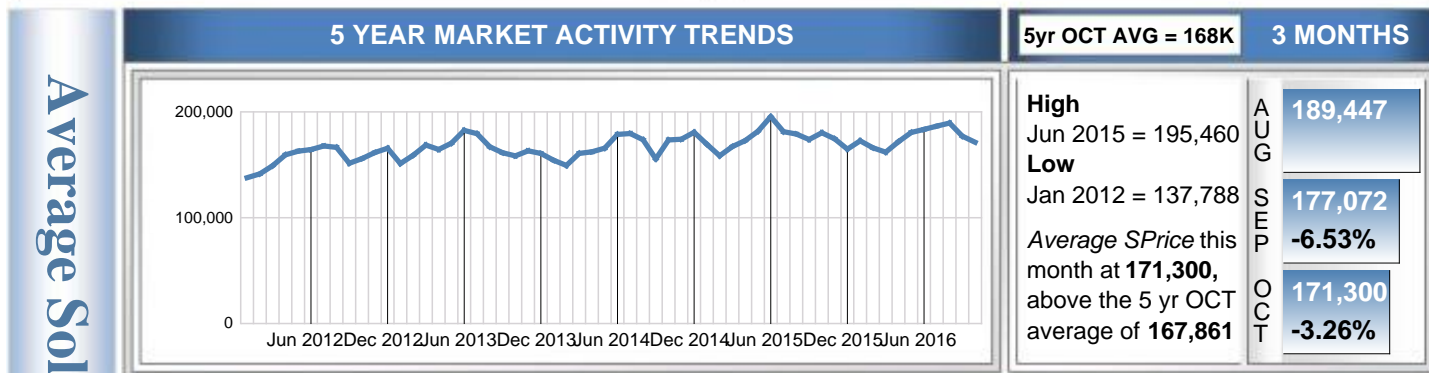
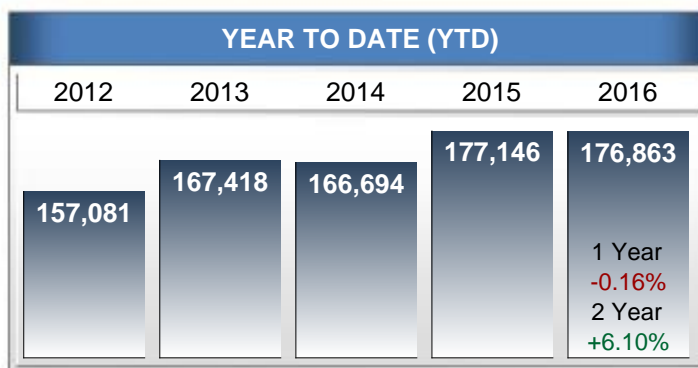
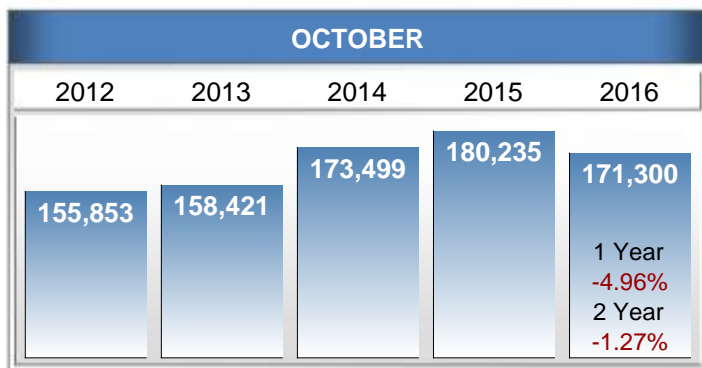
Closed Sales as of Nov 15, 2016



Average Sold Price at Closing

Report Produced on: Nov 15, 2016

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



Average Sold Price

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Contact an experienced REALTOR

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	120	10.26%	31,542	27,753	36,506	27,500	0
\$50,001 - \$75,000	96	8.21%	64,125	63,561	64,370	63,500	0
\$75,001 - \$100,000	106	9.06%	89,262	88,408	89,026	93,365	89,450
\$100,001 - \$150,000	293	25.04%	127,677	118,315	129,201	125,656	130,000
\$150,001 - \$200,000	272	23.25%	173,439	180,711	171,697	175,749	178,500
\$200,001 - \$300,000	166	14.19%	249,774	242,238	243,974	250,133	271,205
\$300,001 and up	117	10.00%	469,836	470,000	444,803	460,376	523,632
Average Closed Price: \$171,300				\$93,656	\$142,969	\$256,087	\$374,913
Total Closed Units: 1,170				175	674	275	46
Total Closed Volume: 200,421,024				16.39M	96.36M	70.42M	17.25M



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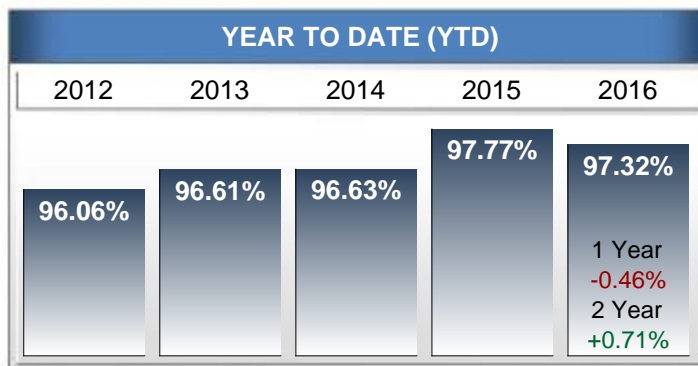
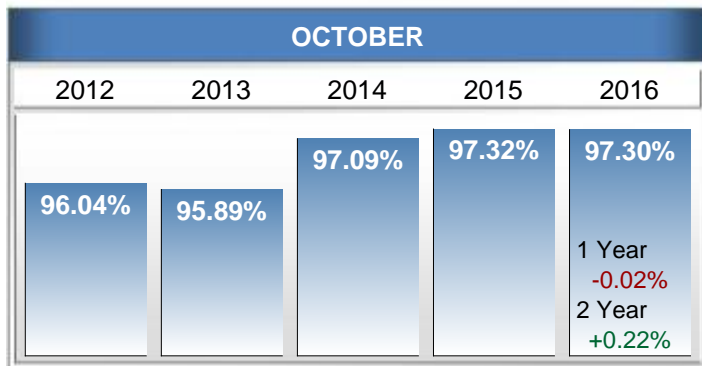
Closed Sales as of Nov 15, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr OCT AVG=96.73% **3 MONTHS**

High
Jul 2015 = 99.31%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **97.30%**, above the 5 yr OCT average of **96.73%**

Month	Value
AUG	97.26%
SEP	97.05%
OCT	97.30%
Change (OCT vs SEP)	+0.26%

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	120	10.26%	91.22%	90.42%	92.46%	85.20%	0.00%	
\$50,001 - \$75,000	96	8.21%	94.81%	94.85%	94.72%	100.00%	0.00%	
\$75,001 - \$100,000	106	9.06%	97.78%	96.33%	98.22%	97.86%	99.50%	
\$100,001 - \$150,000	293	25.04%	98.14%	96.13%	98.24%	99.42%	92.86%	
\$150,001 - \$200,000	272	23.25%	98.24%	96.51%	98.32%	98.30%	99.84%	
\$200,001 - \$300,000	166	14.19%	99.89%	97.55%	103.08%	98.13%	97.80%	
\$300,001 and up	117	10.00%	97.20%	95.79%	97.13%	97.61%	96.42%	
Average List/Sell Ratio:				97.30%	93.88%	97.86%	98.12%	97.24%
Total Closed Units:				1,170	175	674	275	46
Total Closed Volume:				200,421,024	16.39M	96.36M	70.42M	17.25M



Monthly Inventory Analysis

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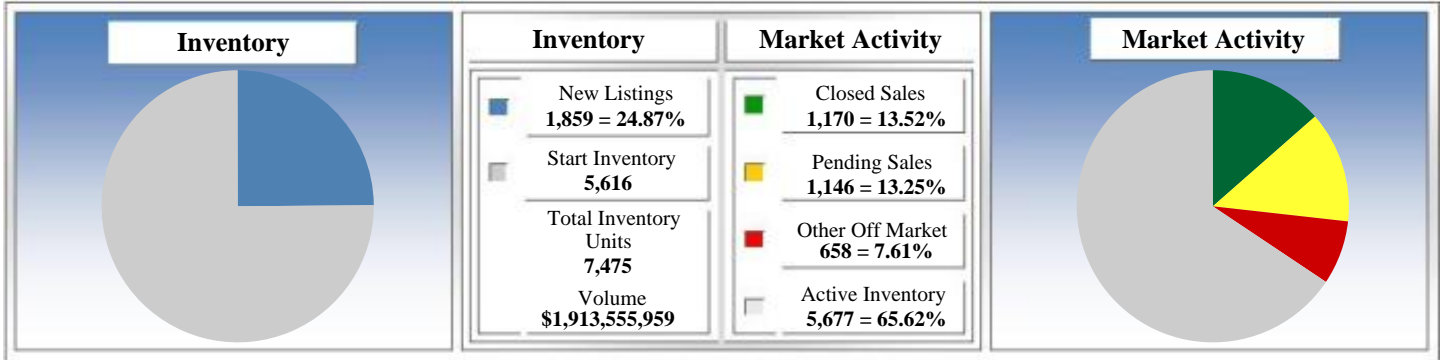
Inventory as of Nov 15, 2016



Market Summary

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



Absorption: Last 12 months, an Average of 1,171 Sales/Month

Active Inventory as of October 31, 2016 = 5,677

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,188	1,170	-1.52%	11,690	12,092	3.44%
Pending Sales	1,114	1,146	2.87%	12,406	12,915	4.10%
New Listings	2,016	1,859	-7.79%	21,886	21,414	-2.16%
Average List Price	185,440	175,873	-5.16%	182,646	181,857	-0.43%
Average Sale Price	180,235	171,300	-4.96%	177,146	176,863	-0.16%
Average Percent of List Price to Selling Price	97.32%	97.30%	-0.02%	97.77%	97.32%	-0.46%
Average Days on Market to Sale	48.35	44.23	-8.53%	48.65	45.21	-7.08%
Monthly Inventory	5,619	5,677	1.03%	5,619	5,677	1.03%
Months Supply of Inventory	4.93	4.85	-1.61%	4.93	4.85	-1.61%

