



# October 2016

Area Delimited by County Of Rogers

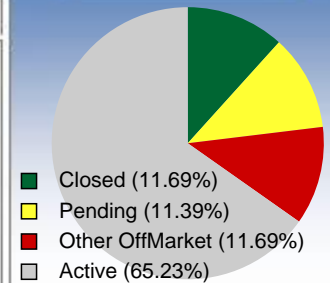


**Absorption:** Last 12 months, an Average of **114** Sales/Month

**Active Inventory** as of October 31, 2016 = **653**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	140	117	-16.43%
Pending Listings	105	114	8.57%
New Listings	249	198	-20.48%
Median List Price	129,950	154,999	19.28%
Median Sale Price	128,500	153,200	19.22%
Median Percent of List Price to Selling Price	98.15%	98.82%	0.69%
Median Days on Market to Sale	36.50	33.00	-9.59%
End of Month Inventory	756	653	-13.62%
Months Supply of Inventory	6.47	5.74	-11.35%

## 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) Decreases

The total housing inventory at the end of October 2016 decreased **13.62%** to 653 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **5.74** 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 **19.22%** in October 2016 to \$153,200 versus the previous year at \$128,500.

### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 3.50 days or **9.59%** in October 2016 compared to last year's same month at **36.50** DOM.

### Sales Success for October 2016 is Positive

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

There were 198 New Listings in October 2016, down **20.48%** from last year at 249. Furthermore, there were 117 Closed Listings this month versus last year at 140, a **-16.43%** decrease.

Closed versus Listed trends yielded a **59.1%** ratio, up from last year's October 2016 at **56.2%**, a **5.10%** upswing. This will certainly create pressure on a decreasing 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?

Contact an experienced REALTOR®

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

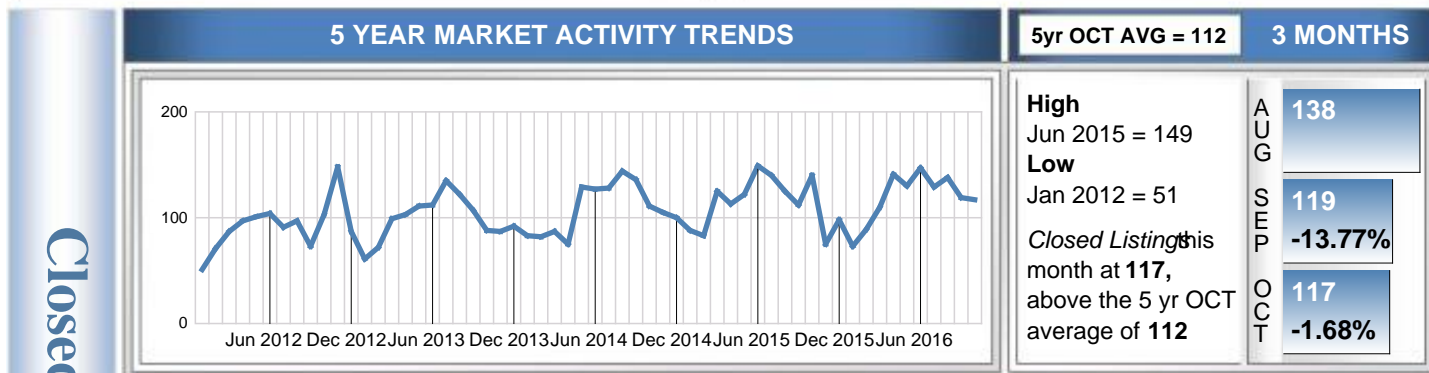
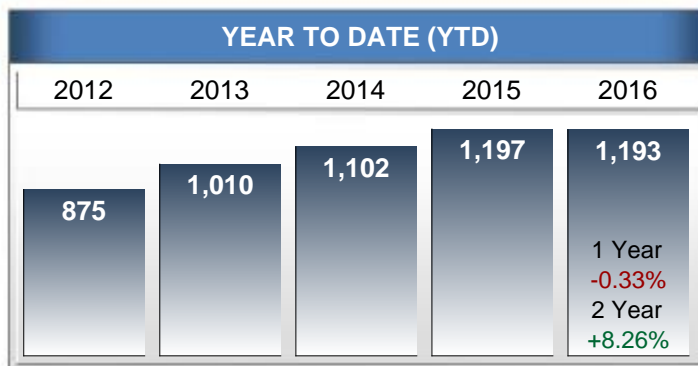
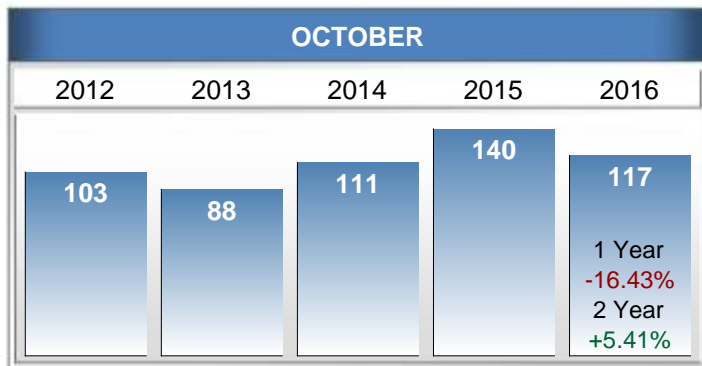
Closed Sales as of Nov 15, 2016



### Closed Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	8	6.84%	14.5	5	3	0	0
\$50,001 - \$100,000	16	13.68%	49.5	4	9	3	0
\$100,001 - \$125,000	10	8.55%	27.0	2	7	1	0
\$125,001 - \$175,000	37	31.62%	23.0	1	30	6	0
\$175,001 - \$175,000	0	0.00%	23.0	0	0	0	0
\$175,001 - \$250,000	31	26.50%	28.0	2	16	13	0
\$250,001 and up	15	12.82%	61.0	1	3	6	5
Total Closed Units: 117				15	68	29	5
Total Closed Volume: 21,481,074				1.70M	10.52M	6.10M	3.16M
Median Closed Price: \$153,200				\$78,000	\$148,350	\$188,500	\$440,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

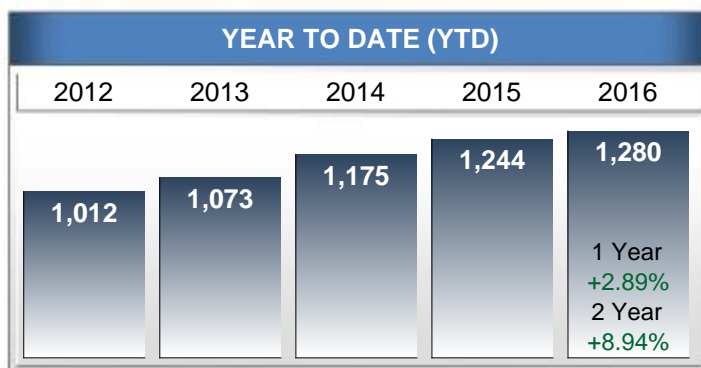
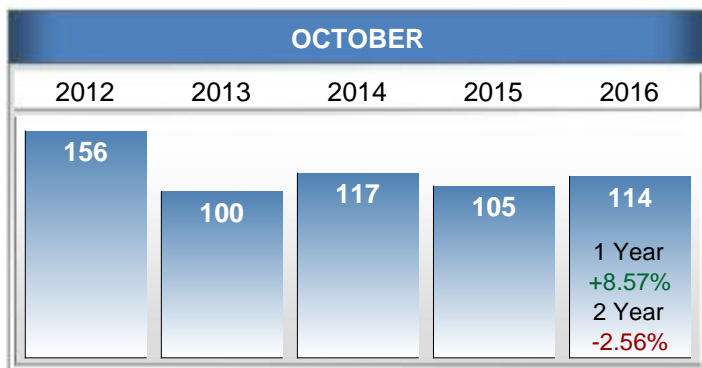
Pending Listings as of Nov 15, 2016



### Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



**Pending Listings**  
  
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<b>5yr OCT AVG = 118</b>	<b>3 MONTHS</b>										
<b>High</b> Oct 2012 = 156 <b>Low</b> Nov 2012 = 65 <i>Pending Listing</i> this month at <b>114</b> , below the 5 yr OCT average of <b>118</b>	<table border="1"> <tr> <td>AUG</td> <td>129</td> </tr> <tr> <td>SEP</td> <td>141</td> </tr> <tr> <td>SEP</td> <td><b>9.30%</b></td> </tr> <tr> <td>OCT</td> <td>114</td> </tr> <tr> <td>OCT</td> <td><b>-19.15%</b></td> </tr> </table>	AUG	129	SEP	141	SEP	<b>9.30%</b>	OCT	114	OCT	<b>-19.15%</b>
AUG	129										
SEP	141										
SEP	<b>9.30%</b>										
OCT	114										
OCT	<b>-19.15%</b>										

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$75,000 and less	10	8.77%	42.5	6	4	0	0
\$75,001 - \$100,000	9	7.89%	21.0	3	5	1	0
\$100,001 - \$125,000	10	8.77%	48.0	1	9	0	0
\$125,001 - \$175,000	40	35.09%	51.5	1	30	9	0
\$175,001 - \$225,000	19	16.67%	38.0	0	7	11	1
\$225,001 - \$275,000	12	10.53%	72.5	0	5	6	1
\$275,001 and up	14	12.28%	81.0	0	2	9	3
Total Pending Units: 114				11	62	36	5
Total Pending Volume: 21,034,808				791.58K	9.63M	8.60M	2.01M
Median Listing Price: \$159,900				\$71,000	\$148,450	\$214,959	\$450,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

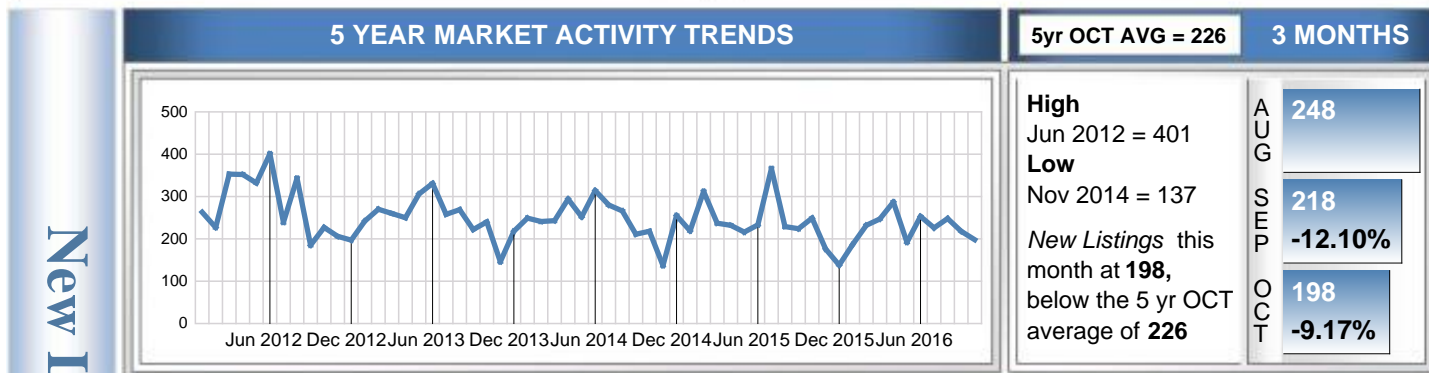
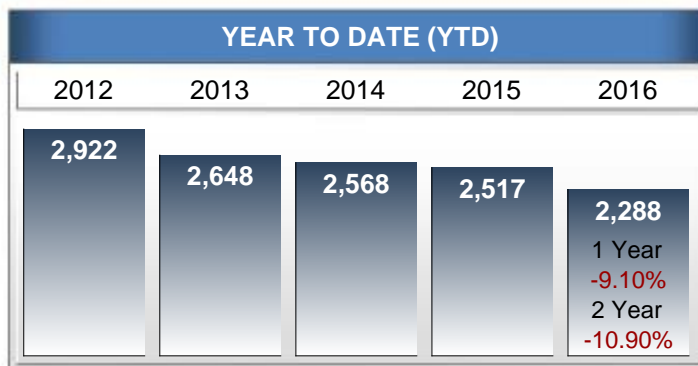
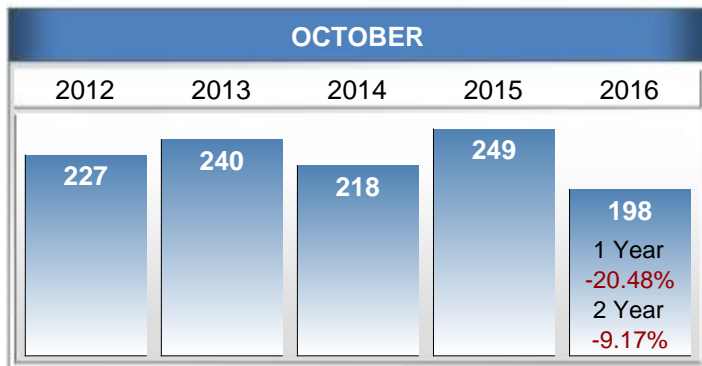
New Listings as of Nov 15, 2016



### New Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



New Listings

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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	6	3.03%	6	0	0	0
\$25,001 - \$50,000	33	16.67%	30	2	0	1
\$50,001 - \$125,000	37	18.69%	13	23	1	0
\$125,001 - \$175,000	38	19.19%	4	26	8	0
\$175,001 - \$225,000	29	14.65%	6	18	5	0
\$225,001 - \$375,000	36	18.18%	2	12	19	3
\$375,001 and up	19	9.60%	4	3	8	4
Total New Listed Units:			65	84	41	8
Total New Listed Volume:			7.10M	14.77M	11.31M	6.37M
Median New Listed Listing Price:			\$40,000	\$156,250	\$255,000	\$379,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

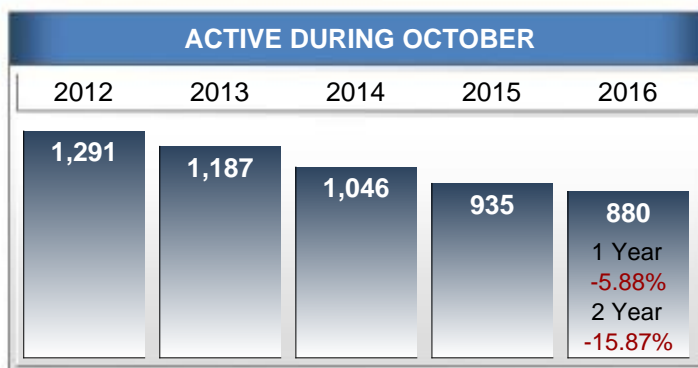
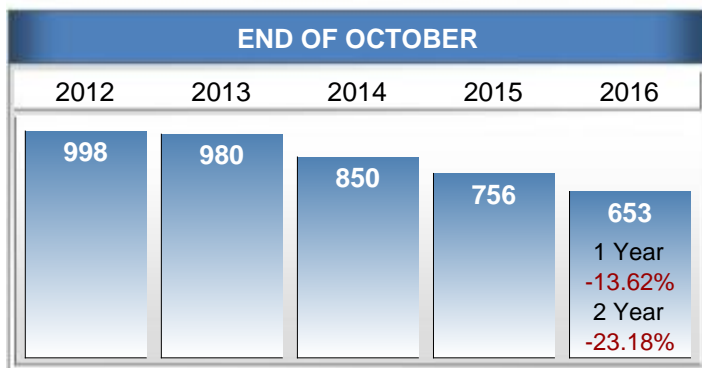
Active Inventory as of Nov 15, 2016



### Active Inventory

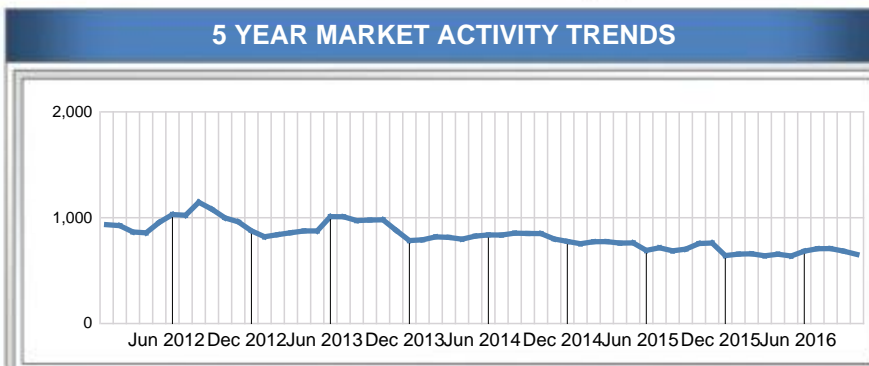
Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



Active Inventory

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**5yr OCT AVG = 847**      **3 MONTHS**

**High**  
Aug 2012 = 1,146

**Low**  
May 2016 = 638

*Inventory* this month at **653**, below the 5 yr OCT average of **847**

<b>AUG</b>	708
<b>SEP</b>	684
<b>OCT</b>	653
<b>-3.39%</b>	
<b>-4.53%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	42	6.43%	75.0	41	1	0	0		
\$25,001 - \$75,000	87	13.32%	61.0	72	12	2	1		
\$75,001 - \$125,000	94	14.40%	69.0	30	60	4	0		
\$125,001 - \$225,000	189	28.94%	61.0	26	119	42	2		
\$225,001 - \$300,000	88	13.48%	66.5	7	31	47	3		
\$300,001 - \$475,000	88	13.48%	79.0	8	11	57	12		
\$475,001 and up	65	9.95%	77.0	12	6	26	21		
Total Active Inventory by Units:				653	69.0	196	240	178	39
Total Active Inventory by Volume:				161,984,393		25.42M	44.31M	58.54M	33.71M
Median Active Inventory Listing Price:				\$172,900		\$58,000	\$155,450	\$295,330	\$529,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

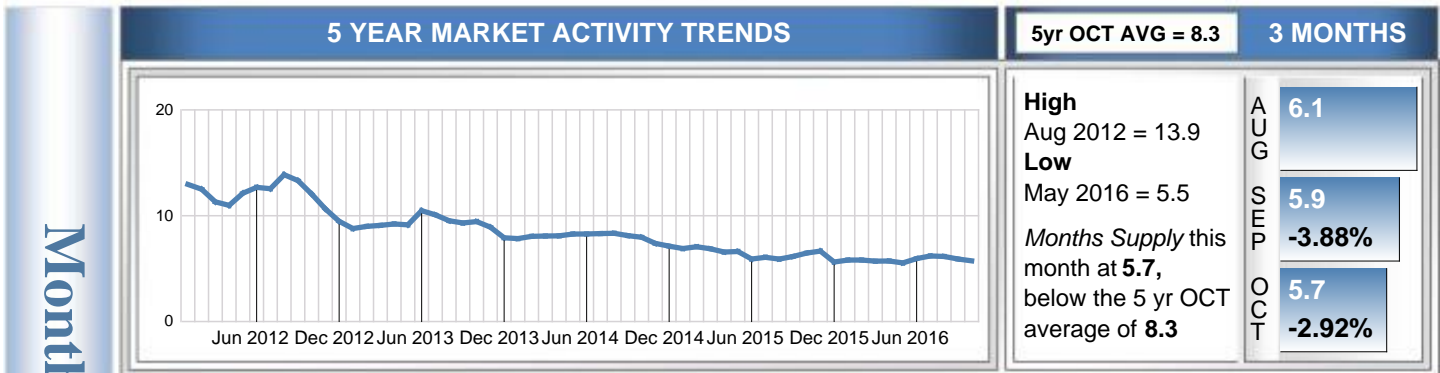
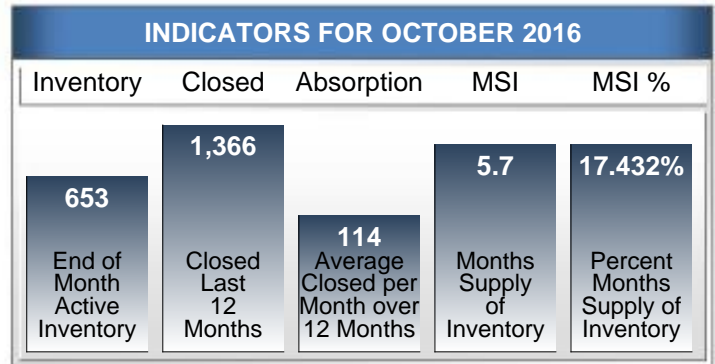
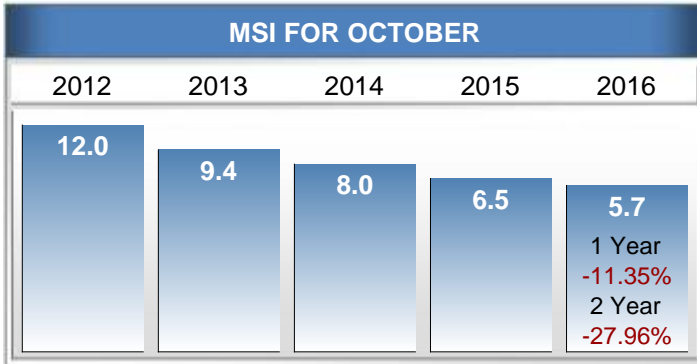
Active Inventory as of Nov 15, 2016



### Months Supply of Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



Months Supply

Ready to Buy or Sell Real Estate?  
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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+
\$25,000 and less	42	6.43%	13.6	15.9	3.0	0.0	0.0
\$25,001 \$75,000	87	13.32%	6.2	11.5	1.8	1.7	12.0
\$75,001 \$125,000	94	14.40%	4.3	9.5	3.8	1.4	0.0
\$125,001 \$225,000	189	28.94%	3.8	14.2	3.4	3.3	4.0
\$225,001 \$300,000	88	13.48%	6.8	12.0	5.7	8.3	2.4
\$300,001 \$475,000	88	13.48%	9.3	32.0	9.4	9.2	6.5
\$475,001 and up	65	9.95%	25.2	0.0	72.0	16.4	22.9
MSI:	5.7			13.4	3.7	5.9	8.4
Total Active Inventory:	653			196	240	178	39



# Monthly Inventory Analysis

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## October 2016

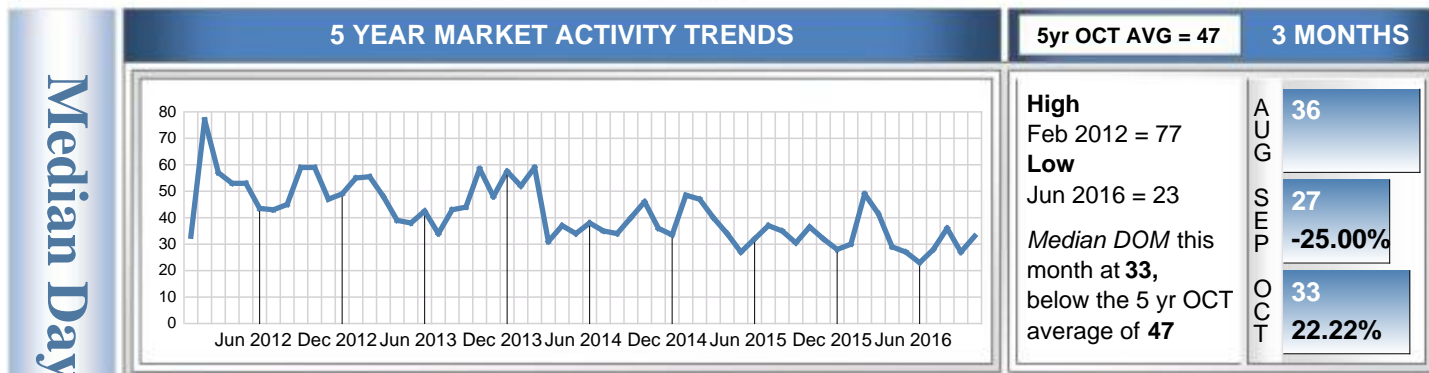
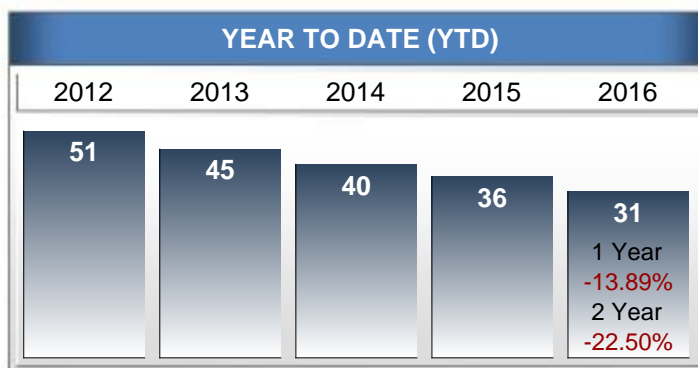
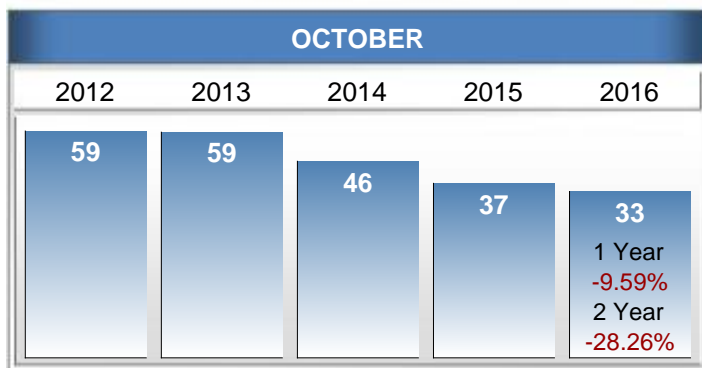
Closed Sales as of Nov 15, 2016



### Median Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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+
\$50,000 and less	8			6.84%	14.5	81.0	11.0	0.0	0.0
\$50,001 - \$100,000	16			13.68%	49.5	45.5	58.0	10.0	0.0
\$100,001 - \$125,000	10			8.55%	27.0	83.0	15.0	133.0	0.0
\$125,001 - \$175,000	37			31.62%	23.0	77.0	21.5	39.5	0.0
\$175,001 - \$175,000	0			0.00%	23.0	0.0	0.0	0.0	0.0
\$175,001 - \$250,000	31			26.50%	28.0	17.5	24.5	32.0	0.0
\$250,001 and up	15			12.82%	61.0	148.0	74.0	74.5	37.0
Median Closed DOM:					33.0	75.0	24.5	42.0	37.0
Total Closed Units:					117	15	68	29	5
Total Closed Volume:					21,481,074	1.70M	10.52M	6.10M	3.16M



# Monthly Inventory Analysis

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## October 2016

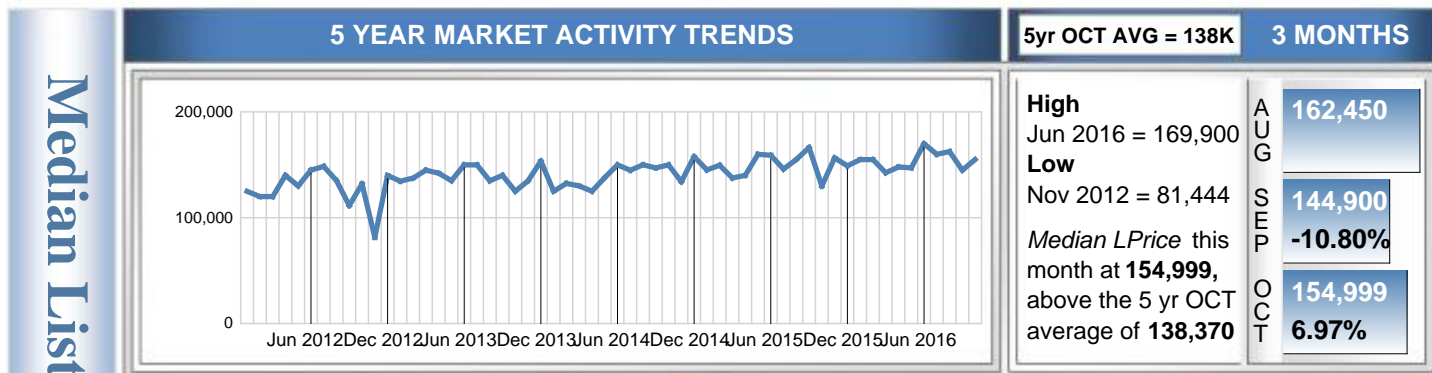
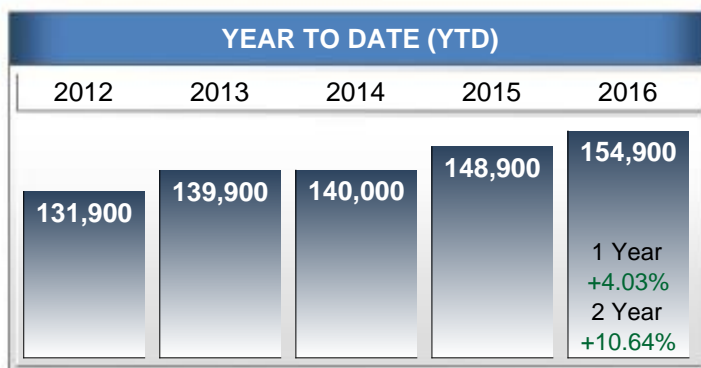
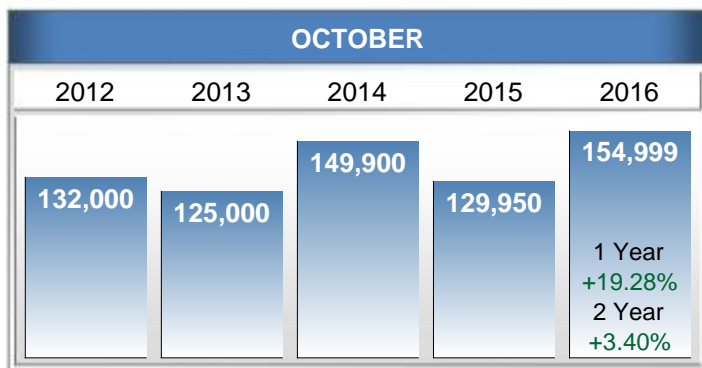
Closed Sales as of Nov 15, 2016



### Median List Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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+
\$50,000 and less	9		7.69%	39,900	27,500	45,950	0	0
\$50,001 - \$100,000	17		14.53%	85,000	80,000	72,500	89,000	0
\$100,001 - \$125,000	7		5.98%	120,000	110,000	122,500	0	0
\$125,001 - \$175,000	40		34.19%	150,000	147,200	149,900	159,900	0
\$175,001 - \$175,000	0		0.00%	150,000	0	0	0	0
\$175,001 - \$250,000	29		24.79%	199,900	237,450	199,250	199,800	0
\$250,001 and up	15		12.82%	339,000	464,000	269,450	339,000	475,000
Median List Price:		\$154,999			\$82,000	\$149,900	\$188,500	\$475,000
Total Closed Units:		117			15	68	29	5
Total List Volume:		21,973,937			1.83M	10.58M	6.19M	3.38M





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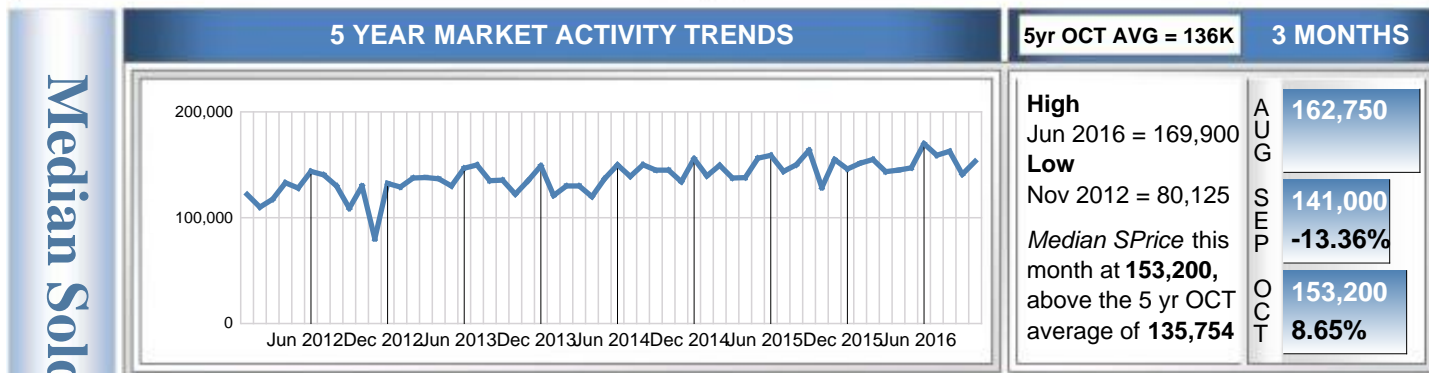
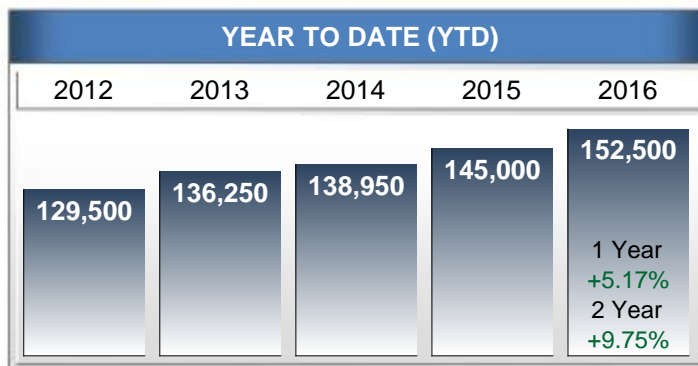
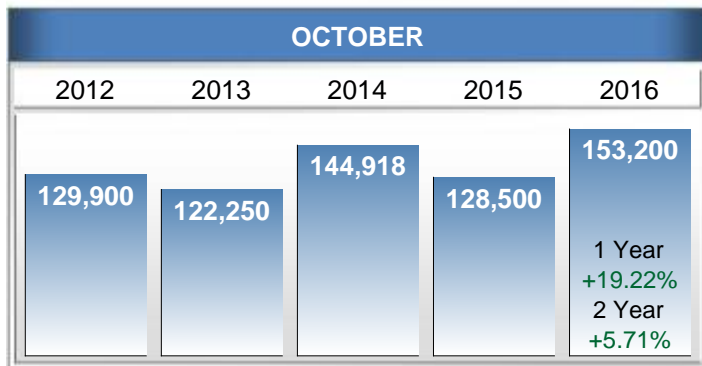
Closed Sales as of Nov 15, 2016



### Median Sold Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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+
\$50,000 and less	8		6.84%	30,000	21,000	39,000	0	0
\$50,001 - \$100,000	16		13.68%	78,500	74,000	72,500	85,000	0
\$100,001 - \$125,000	10		8.55%	121,500	117,000	123,000	104,100	0
\$125,001 - \$175,000	37		31.62%	149,900	153,200	148,350	155,000	0
\$175,001 - \$175,000	0		0.00%	149,900	0	0	0	0
\$175,001 - \$250,000	31		26.50%	195,000	224,700	202,500	190,000	0
\$250,001 and up	15		12.82%	325,000	420,000	263,000	307,500	440,000
Median Closed Price:	\$153,200				\$78,000	\$148,350	\$188,500	\$440,000
Total Closed Units:	117				15	68	29	5
Total Closed Volume:	21,481,074				1.70M	10.52M	6.10M	3.16M



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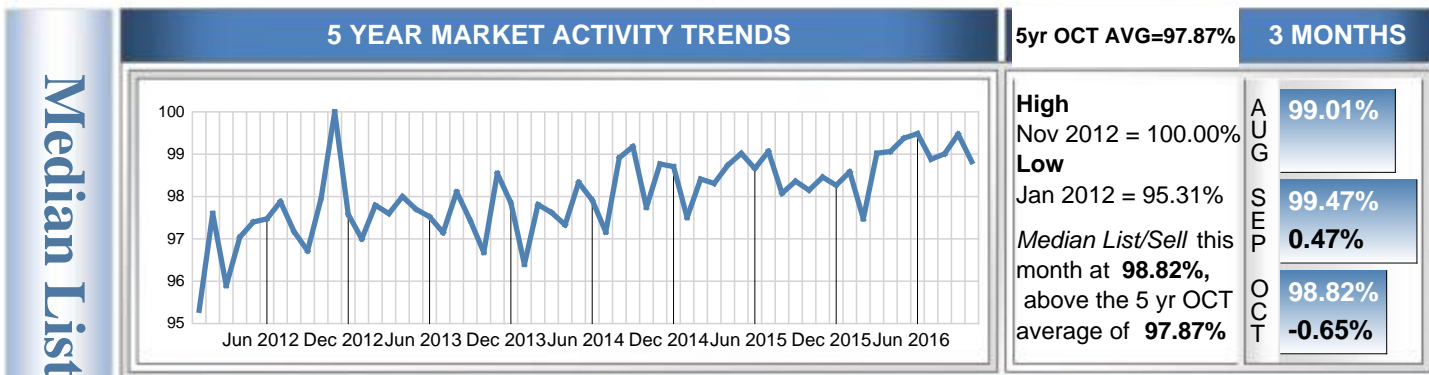
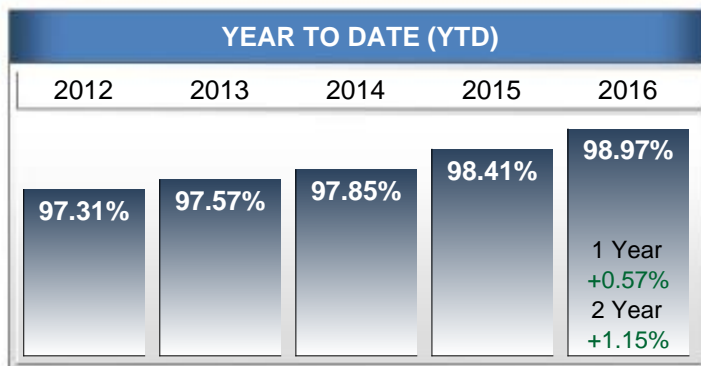
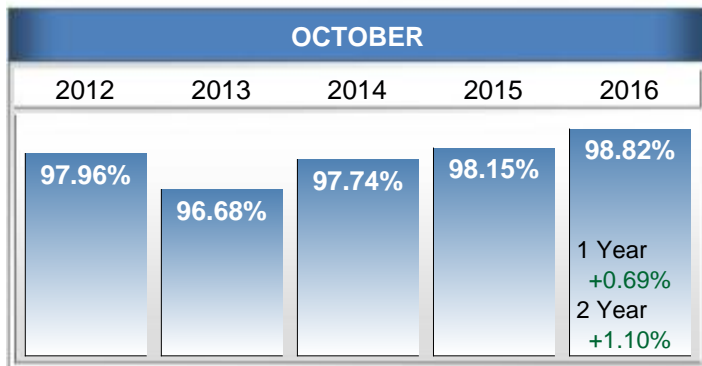
Closed Sales as of Nov 15, 2016



### Median Percent of List Price to Selling Price

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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+
\$50,000 and less	8	6.84%	92.41%	97.04%	86.86%	0.00%	0.00%
\$50,001 - \$100,000	16	13.68%	96.63%	89.38%	100.00%	96.59%	0.00%
\$100,001 - \$125,000	10	8.55%	99.55%	96.01%	100.00%	119.66%	0.00%
\$125,001 - \$175,000	37	31.62%	98.82%	95.81%	99.16%	96.89%	0.00%
\$175,001 - \$175,000	0	0.00%	98.82%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$250,000	31	26.50%	100.00%	94.33%	98.98%	100.00%	0.00%
\$250,001 and up	15	12.82%	97.49%	90.52%	97.07%	99.14%	97.49%
Median List/Sell Ratio:	98.82%			95.45%	98.93%	100.00%	97.49%
Total Closed Units:	117			15	68	29	5
Total Closed Volume:	21,481,074			1.70M	10.52M	6.10M	3.16M



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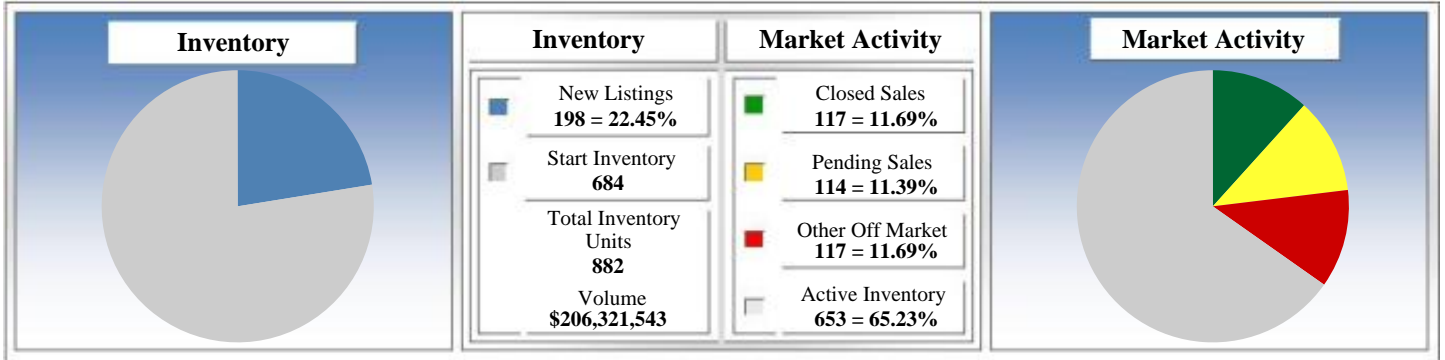
Inventory as of Nov 15, 2016



### Market Summary

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



**Absorption:** Last 12 months, an Average of 114 Sales/Month

**Active Inventory** as of October 31, 2016 = 653

	OCTOBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	140	117	-16.43%	1,197	1,193	-0.33%
Pending Sales	105	114	8.57%	1,244	1,280	2.89%
New Listings	249	198	-20.48%	2,517	2,288	-9.10%
Median List Price	129,950	154,999	19.28%	148,900	154,900	4.03%
Median Sale Price	128,500	153,200	19.22%	145,000	152,500	5.17%
Median Percent of List Price to Selling Price	98.15%	98.82%	0.69%	98.41%	98.97%	0.57%
Median Days on Market to Sale	36.50	33.00	-9.59%	36.00	31.00	-13.89%
Monthly Inventory	756	653	-13.62%	756	653	-13.62%
Months Supply of Inventory	6.47	5.74	-11.35%	6.47	5.74	-11.35%

