



# November 2016

Area Delimited by County Of Rogers

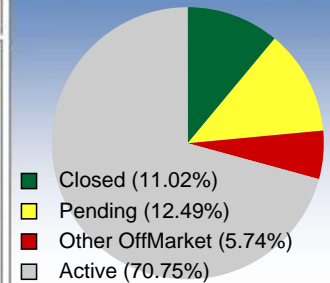


**Absorption:** Last 12 months, an Average of **116** Sales/Month

**Active Inventory** as of November 30, 2016 = **629**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	75	98	30.67%
Pending Listings	90	111	23.33%
New Listings	176	148	-15.91%
Median List Price	156,500	155,500	-0.64%
Median Sale Price	154,939	154,950	0.01%
Median Percent of List Price to Selling Price	98.46%	98.54%	0.08%
Median Days on Market to Sale	32.00	36.00	12.50%
End of Month Inventory	761	629	-17.35%
Months Supply of Inventory	6.65	5.42	-18.53%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 decreased **17.35%** to 629 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **5.42** 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 **0.01%** in November 2016 to \$154,950 versus the previous year at \$154,939.

### Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 4.00 days or **12.50%** in November 2016 compared to last year's same month at **32.00** DOM.

### Sales Success for November 2016 is Positive

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

There were 148 New Listings in November 2016, down **15.91%** from last year at 176. Furthermore, there were 98 Closed Listings this month versus last year at 75, a **30.67%** increase.

Closed versus Listed trends yielded a **66.2%** ratio, up from last year's November 2016 at **42.6%**, a **55.39%** 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®

## November 2016

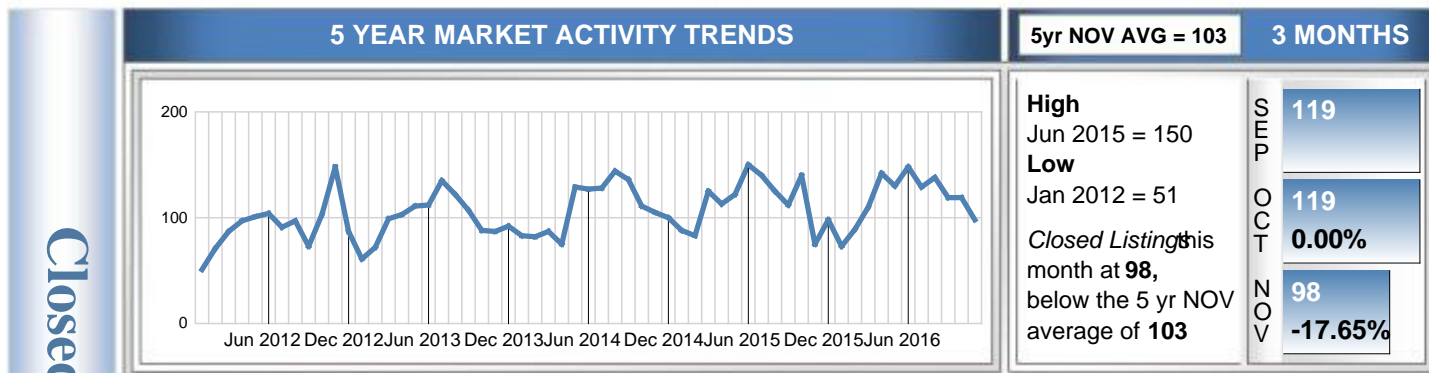
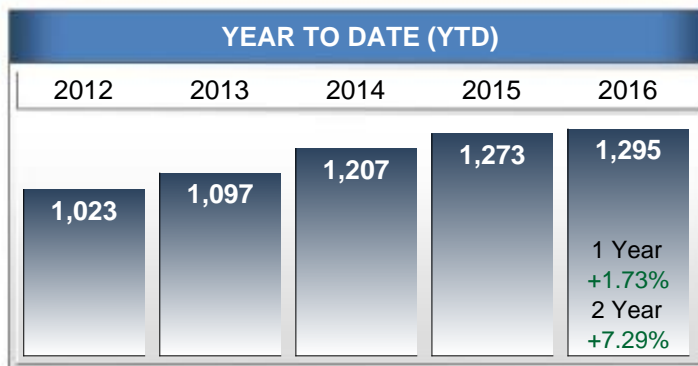
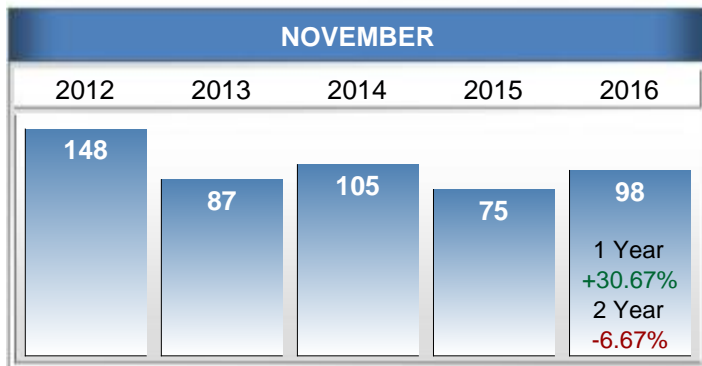
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Closed Listings

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#### 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	7	7.14%	35.0	4	2	1	0
\$50,001 - \$100,000	13	13.27%	30.0	3	9	1	0
\$100,001 - \$125,000	7	7.14%	69.0	0	7	0	0
\$125,001 - \$175,000	33	33.67%	35.0	3	24	5	1
\$175,001 - \$225,000	15	15.31%	32.0	0	5	10	0
\$225,001 - \$275,000	10	10.20%	69.5	1	5	3	1
\$275,001 and up	13	13.27%	71.0	0	4	7	2
<b>Total Closed Units:</b>	<b>98</b>		<b>36.0</b>	<b>11</b>	<b>56</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume:</b>	<b>17,387,468</b>			<b>1.06M</b>	<b>8.65M</b>	<b>6.25M</b>	<b>1.43M</b>
<b>Median Closed Price:</b>	<b>\$154,950</b>			<b>\$70,000</b>	<b>\$145,000</b>	<b>\$220,000</b>	<b>\$351,250</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

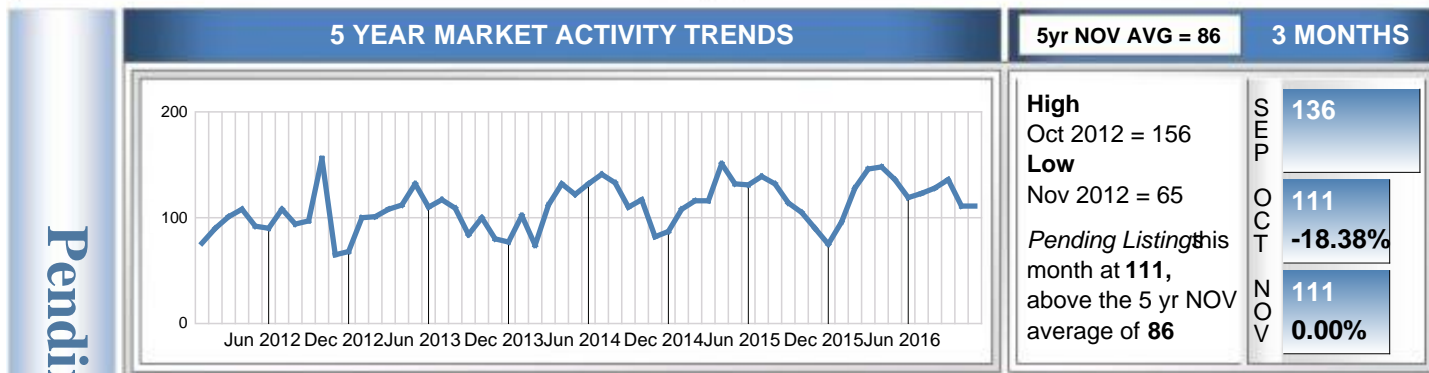
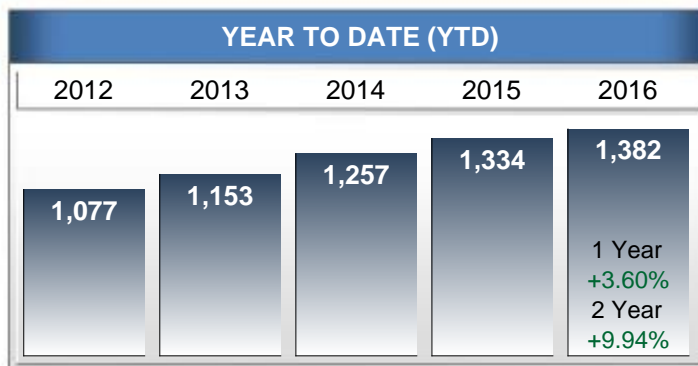
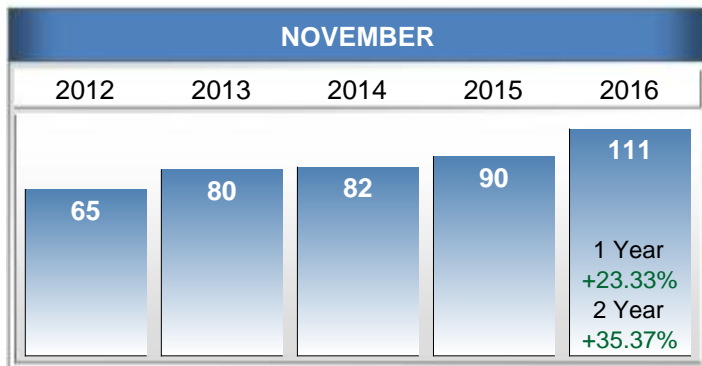
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



**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+
\$60,000 and less	14	12.61%	26.5	8	3	3	0
\$60,001 - \$90,000	11	9.91%	52.0	1	10	0	0
\$90,001 - \$120,000	12	10.81%	70.0	3	8	1	0
\$120,001 - \$170,000	30	27.03%	43.5	3	21	4	2
\$170,001 - \$210,000	19	17.12%	64.0	2	13	4	0
\$210,001 - \$290,000	11	9.91%	31.0	0	8	3	0
\$290,001 and up	14	12.61%	43.5	2	3	7	2
Total Pending Units: 111				19	66	22	4
Total Pending Volume: 18,667,343				2.10M	10.12M	5.02M	1.42M
Median Listing Price: \$145,000				\$94,500	\$142,500	\$179,900	\$259,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

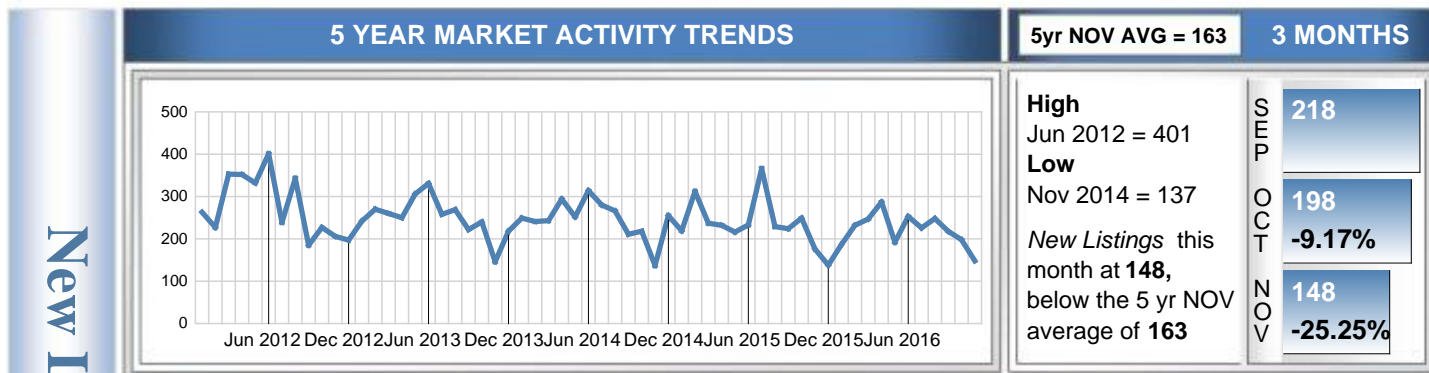
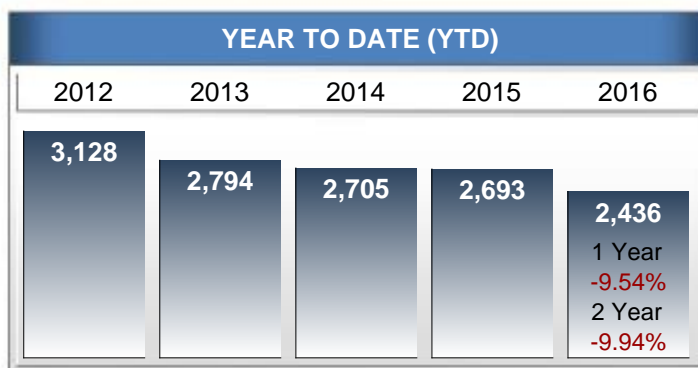
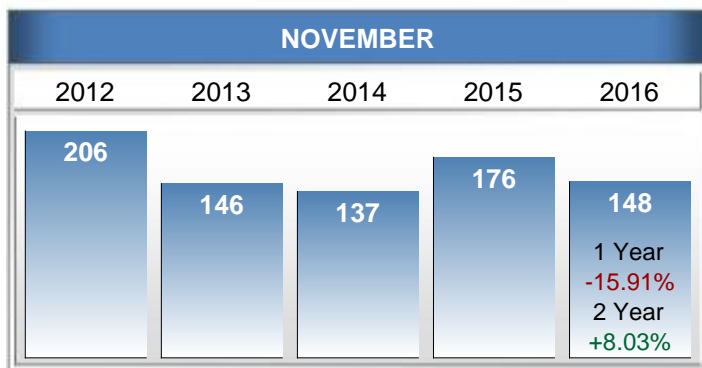
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 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	9	6.08%	8	1	0	0
\$25,001 - \$75,000	22	14.86%	13	6	3	0
\$75,001 - \$125,000	27	18.24%	5	18	3	1
\$125,001 - \$175,000	28	18.92%	5	19	3	1
\$175,001 - \$250,000	24	16.22%	1	6	15	2
\$250,001 - \$375,000	22	14.86%	1	4	16	1
\$375,001 and up	16	10.81%	1	3	8	4
<b>Total New Listed Units:</b>	<b>148</b>		<b>34</b>	<b>57</b>	<b>48</b>	<b>9</b>
<b>Total New Listed Volume:</b>	<b>29,492,197</b>		<b>2.97M</b>	<b>10.73M</b>	<b>12.77M</b>	<b>3.02M</b>
<b>Median New Listed Listing Price:</b>	<b>\$155,000</b>		<b>\$57,750</b>	<b>\$137,900</b>	<b>\$257,200</b>	<b>\$299,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

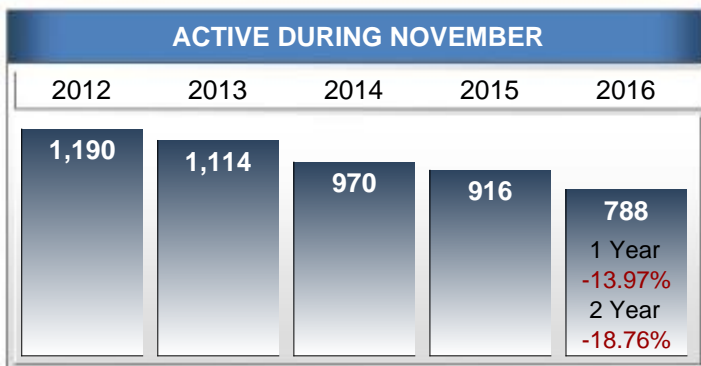
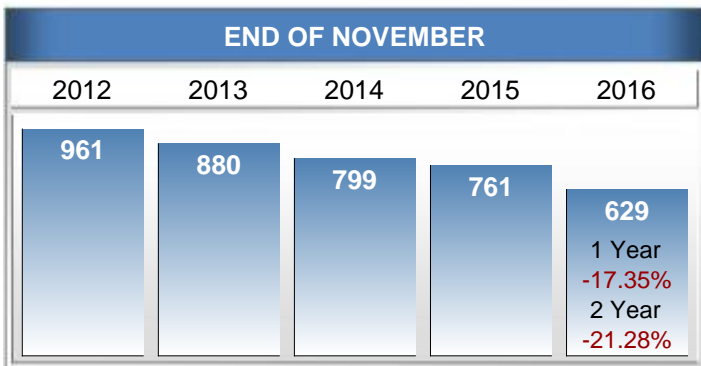
Active Inventory as of Dec 12, 2016



### Active Inventory

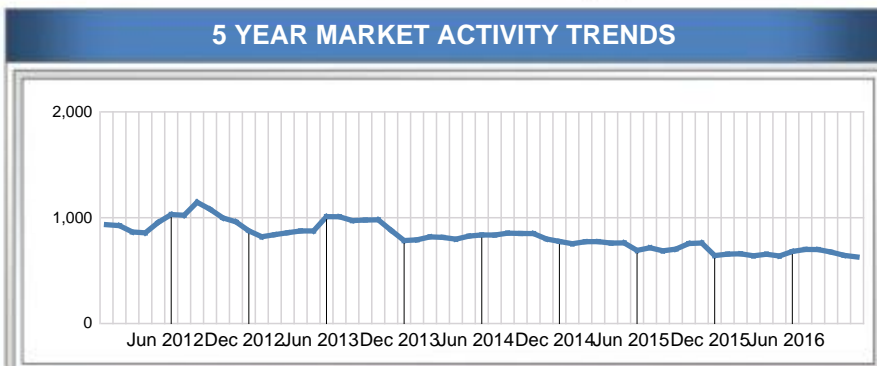
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Area Delimited by County Of Rogers



Active Inventory

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**5yr NOV AVG = 806**    **3 MONTHS**

**High**  
Aug 2012 = 1,146  
**Low**  
Nov 2016 = 629

*Inventory* this month at **629**, below the 5 yr NOV average of **806**

SEP	675
OCT	644
NOV	629
-4.59%	
-2.33%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	40	6.36%	96.0	38	2	0	0		
\$25,001 - \$75,000	92	14.63%	43.0	78	11	2	1		
\$75,001 - \$125,000	91	14.47%	64.0	27	57	6	1		
\$125,001 - \$200,000	153	24.32%	69.0	25	90	35	3		
\$200,001 - \$300,000	105	16.69%	72.0	6	36	58	5		
\$300,001 - \$475,000	85	13.51%	85.0	8	10	57	10		
\$475,001 and up	63	10.02%	95.0	9	5	28	21		
Total Active Inventory by Units:				629	77.0	191	211	186	41
Total Active Inventory by Volume:				155,508,382		22.96M	38.68M	60.23M	33.64M
Median Active Inventory Listing Price:				\$172,900		\$55,000	\$154,900	\$292,200	\$499,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

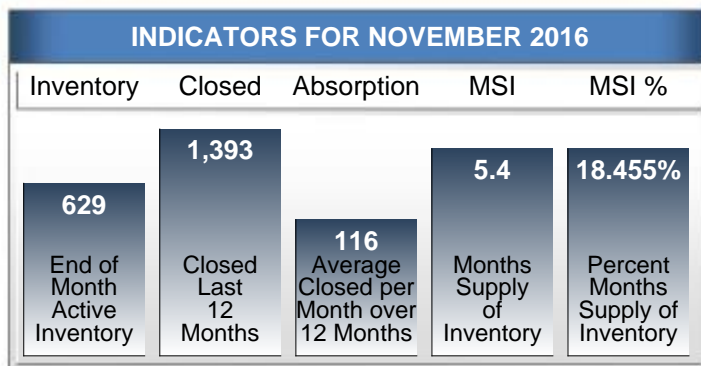
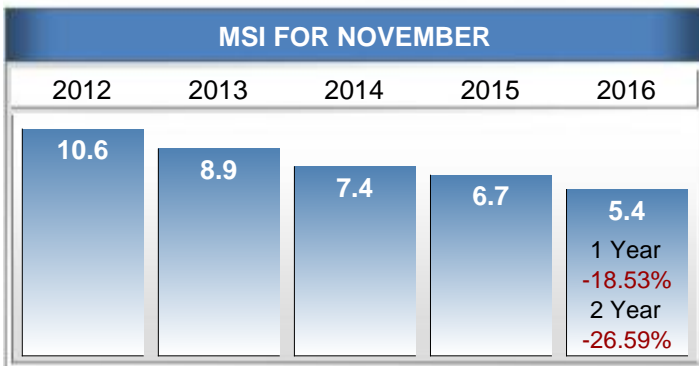
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

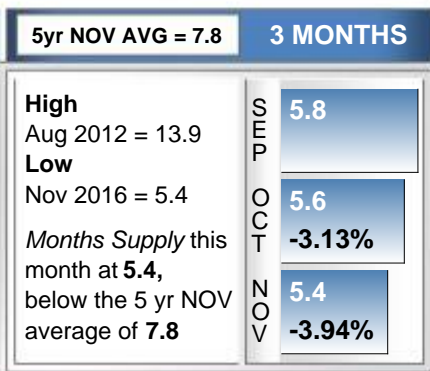
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Area Delimited by County Of Rogers



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+
\$25,000 and less	40		6.36%	12.6	14.7	4.8	0.0	0.0
\$25,001 \$75,000	92		14.63%	6.5	12.2	1.7	1.6	12.0
\$75,001 \$125,000	91		14.47%	4.1	8.3	3.5	2.1	12.0
\$125,001 \$200,000	153		24.32%	3.5	17.6	2.8	3.5	6.0
\$200,001 \$300,000	105		16.69%	5.1	4.5	3.9	6.6	4.0
\$300,001 \$475,000	85		13.51%	9.1	32.0	8.6	9.2	5.7
\$475,001 and up	63		10.02%	24.4	0.0	60.0	18.7	21.0
MSI:		5.4			12.5	3.2	6.0	8.8
Total Active Inventory:		629			191	211	186	41



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

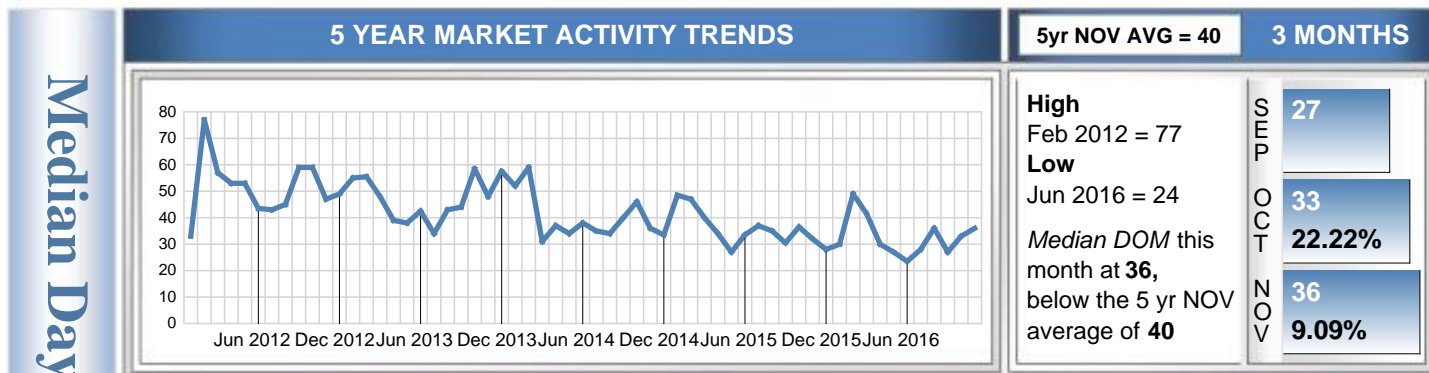
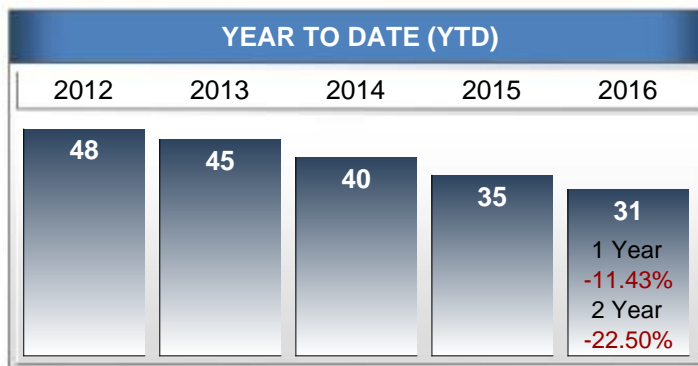
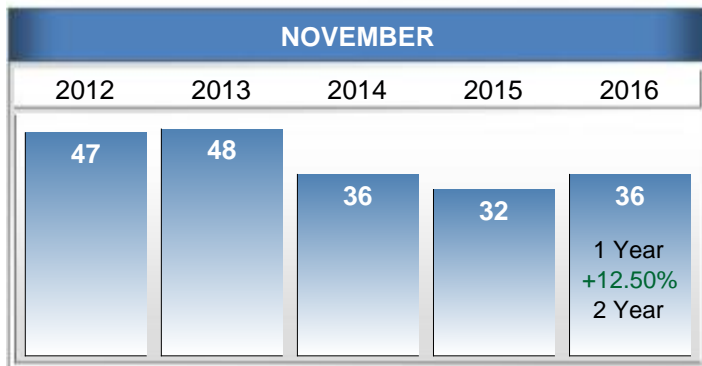
Closed Sales as of Dec 12, 2016



### Median Days on Market to Sale

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Median Days on Market

Ready to Buy or Sell Real Estate?  
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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	7	7.14%	35.0	67.0	15.5	35.0	0.0
\$50,001 - \$100,000	13	13.27%	30.0	109.0	30.0	2.0	0.0
\$100,001 - \$125,000	7	7.14%	69.0	0.0	69.0	0.0	0.0
\$125,001 - \$175,000	33	33.67%	35.0	60.0	31.0	49.0	14.0
\$175,001 - \$225,000	15	15.31%	32.0	0.0	5.0	40.5	0.0
\$225,001 - \$275,000	10	10.20%	69.5	67.0	73.0	9.0	182.0
\$275,001 and up	13	13.27%	71.0	0.0	49.0	71.0	91.0
Median Closed DOM:				67.0	33.0	35.0	91.0
Total Closed Units:				11	56	27	4
Total Closed Volume:				1.06M	8.65M	6.25M	1.43M



# Monthly Inventory Analysis

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## November 2016

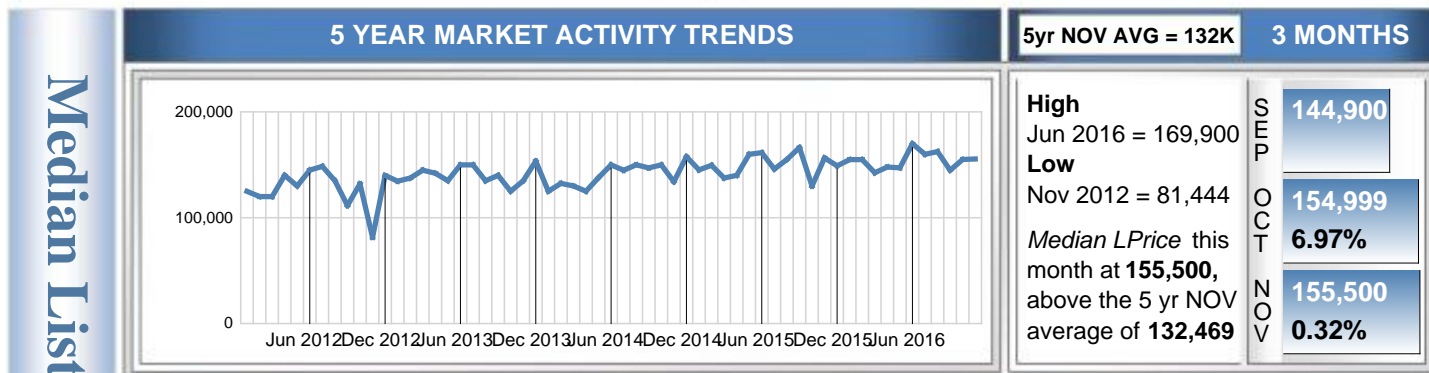
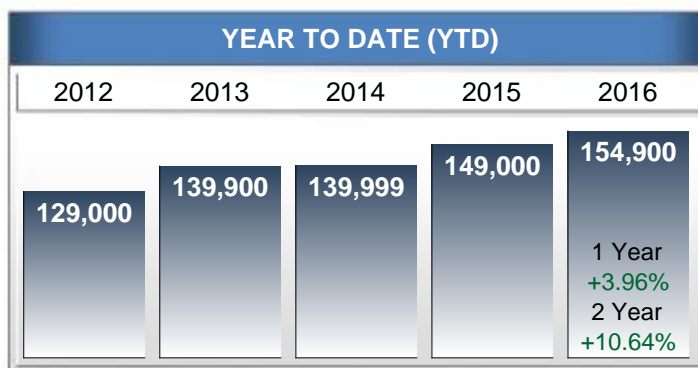
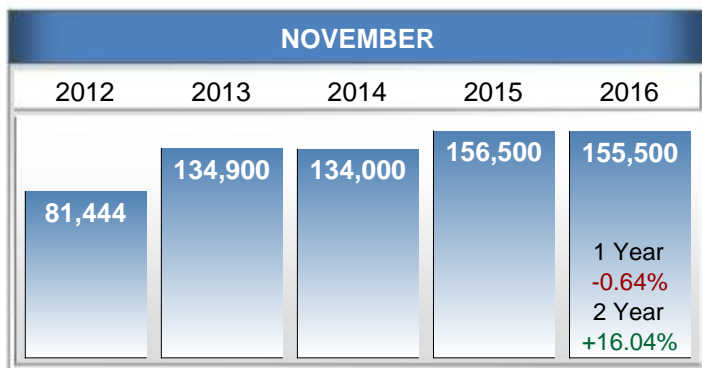
Closed Sales as of Dec 12, 2016



### Median List Price at Closing

Report Produced on: Dec 12, 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	6		6.12%	36,200	36,200	40,250	0	0
\$50,001 - \$100,000	13		13.27%	89,500	72,500	93,000	74,250	0
\$100,001 - \$125,000	7		7.14%	115,000	0	115,000	0	0
\$125,001 - \$175,000	34		34.69%	150,000	150,000	149,999	160,810	143,500
\$175,001 - \$225,000	12		12.24%	199,950	0	209,750	195,000	0
\$225,001 - \$275,000	12		12.24%	239,950	0	249,900	235,446	274,500
\$275,001 and up	14		14.29%	349,900	275,900	314,950	359,600	520,000
Median List Price:		\$155,500			\$72,500	\$147,915	\$225,000	\$362,250
Total Closed Units:		98			11	56	27	4
Total List Volume:		17,751,661			1.13M	8.85M	6.32M	1.46M





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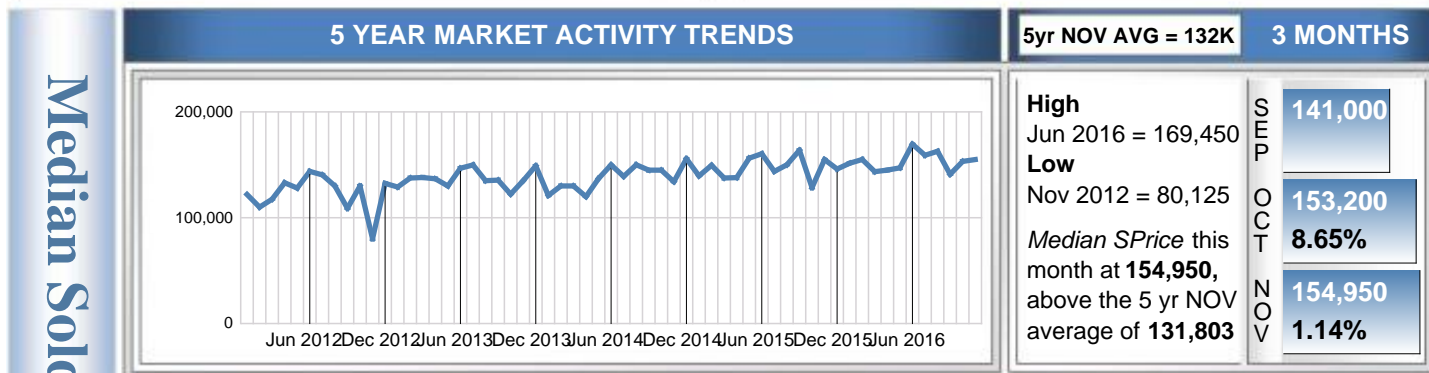
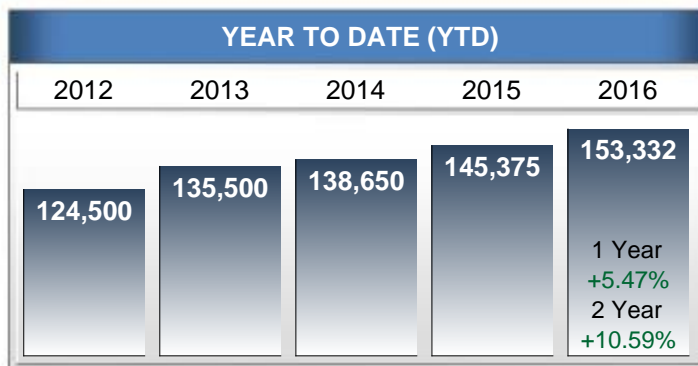
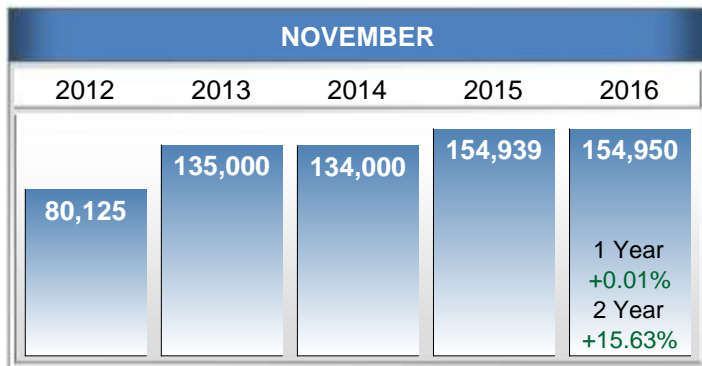
Closed Sales as of Dec 12, 2016



### Median Sold Price at Closing

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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	7		7.14%	34,750	30,875	32,500	42,500	0
\$50,001 - \$100,000	13		13.27%	90,000	70,000	90,000	94,000	0
\$100,001 - \$125,000	7		7.14%	115,000	0	115,000	0	0
\$125,001 - \$175,000	33		33.67%	150,000	150,000	148,415	158,000	138,000
\$175,001 - \$225,000	15		15.31%	204,000	0	209,750	203,936	0
\$225,001 - \$275,000	10		10.20%	243,500	268,600	245,000	239,000	272,500
\$275,001 and up	13		13.27%	347,000	0	302,950	354,300	510,000
Median Closed Price:	\$154,950				\$70,000	\$145,000	\$220,000	\$351,250
Total Closed Units:	98				11	56	27	4
Total Closed Volume:	17,387,468				1.06M	8.65M	6.25M	1.43M



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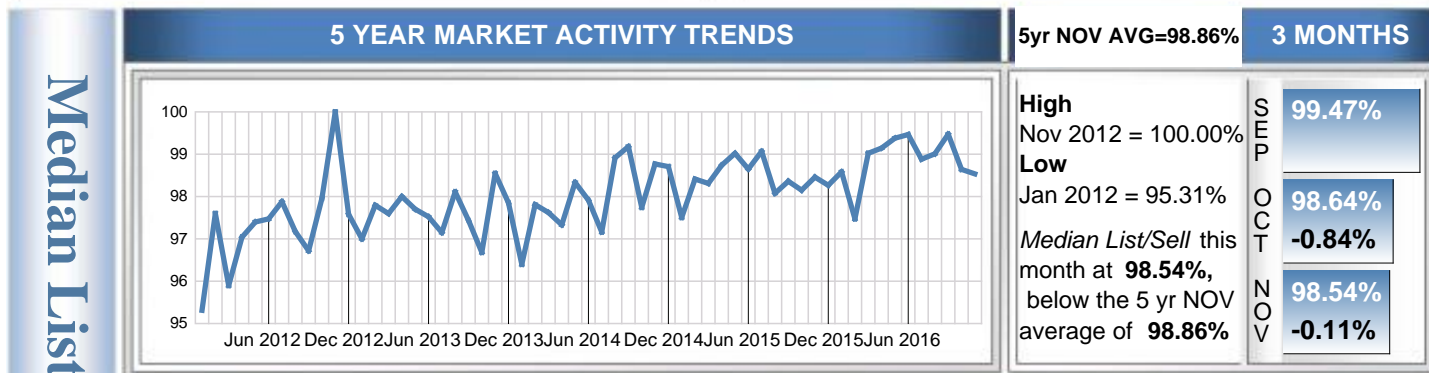
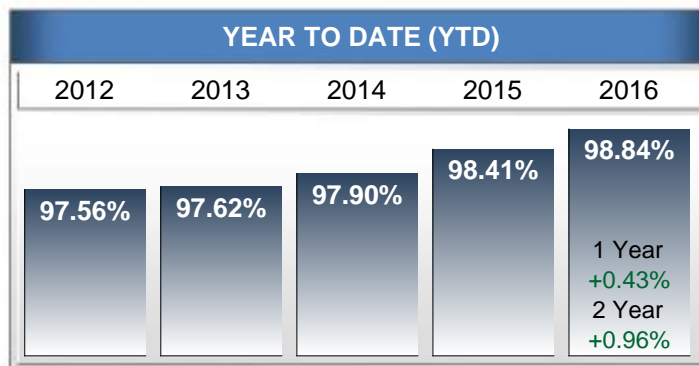
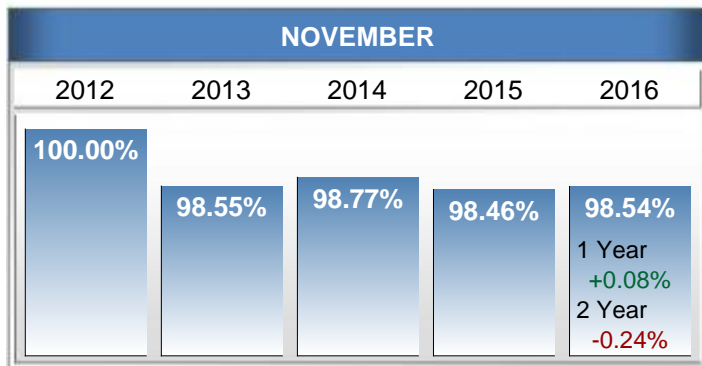
Closed Sales as of Dec 12, 2016



### 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	7	7.14%	77.98%	83.73%	74.98%	77.98%	0.00%
\$50,001 - \$100,000	13	13.27%	95.10%	96.55%	93.62%	100.00%	0.00%
\$100,001 - \$125,000	7	7.14%	97.25%	0.00%	97.25%	0.00%	0.00%
\$125,001 - \$175,000	33	33.67%	98.67%	96.57%	98.89%	100.00%	96.17%
\$175,001 - \$225,000	15	15.31%	99.56%	0.00%	100.00%	98.80%	0.00%
\$225,001 - \$275,000	10	10.20%	98.78%	97.35%	98.79%	98.78%	99.27%
\$275,001 and up	13	13.27%	98.53%	0.00%	97.44%	98.71%	97.78%
Median List/Sell Ratio:	98.54%			92.67%	98.56%	98.78%	97.72%
Total Closed Units:	98			11	56	27	4
Total Closed Volume:	17,387,468			1.06M	8.65M	6.25M	1.43M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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**Absorption:** Last 12 months, an Average of **116** Sales/Month

**Active Inventory** as of November 30, 2016 = **629**

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	75	98	30.67%	1,273	1,295	1.73%
Pending Sales	90	111	23.33%	1,334	1,382	3.60%
New Listings	176	148	-15.91%	2,693	2,436	-9.54%
Median List Price	156,500	155,500	-0.64%	149,000	154,900	3.96%
Median Sale Price	154,939	154,950	0.01%	145,375	153,332	5.47%
Median Percent of List Price to Selling Price	98.46%	98.54%	0.08%	98.41%	98.84%	0.43%
Median Days on Market to Sale	32.00	36.00	12.50%	35.00	31.00	-11.43%
Monthly Inventory	761	629	-17.35%	761	629	-17.35%
Months Supply of Inventory	6.65	5.42	-18.53%	6.65	5.42	-18.53%

