



# November 2016

Area Delimited by County Of Washington

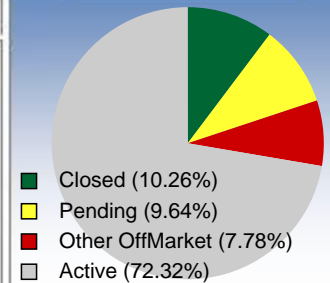


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of November 30, 2016 = **465**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	45	66	46.67%
Pending Listings	70	62	-11.43%
New Listings	113	103	-8.85%
Average List Price	128,624	170,686	32.70%
Average Sale Price	122,790	163,448	33.11%
Average Percent of List Price to Selling Price	94.58%	95.86%	1.36%
Average Days on Market to Sale	66.71	60.20	-9.76%
End of Month Inventory	423	465	9.93%
Months Supply of Inventory	6.41	6.62	3.28%

## 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) Increases

The total housing inventory at the end of November 2016 rose **9.93%** to 465 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **6.62** MSI for this period.

### Average Sale Prices 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 **33.11%** in November 2016 to \$163,448 versus the previous year at \$122,790.

### Average Days on Market Shortens

The average number of **60.20** days that homes spent on the market before selling decreased by 6.51 days or **9.76%** in November 2016 compared to last year's same month at **66.71** DOM.

### Sales Success for November 2016 is Positive

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

There were 103 New Listings in November 2016, down **8.85%** from last year at 113. Furthermore, there were 66 Closed Listings this month versus last year at 45, a **46.67%** increase.

Closed versus Listed trends yielded a **64.1%** ratio, up from last year's November 2016 at **39.8%**, a **60.91%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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

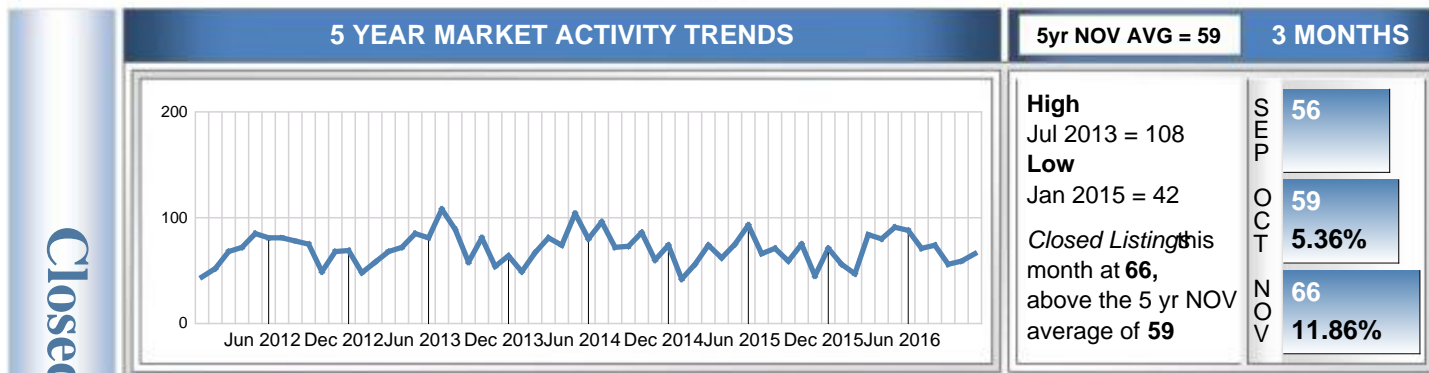
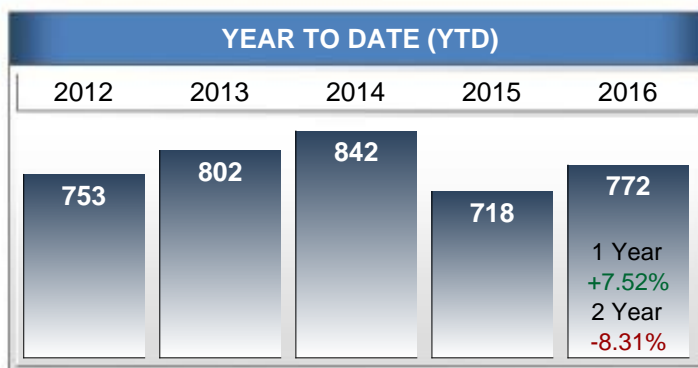
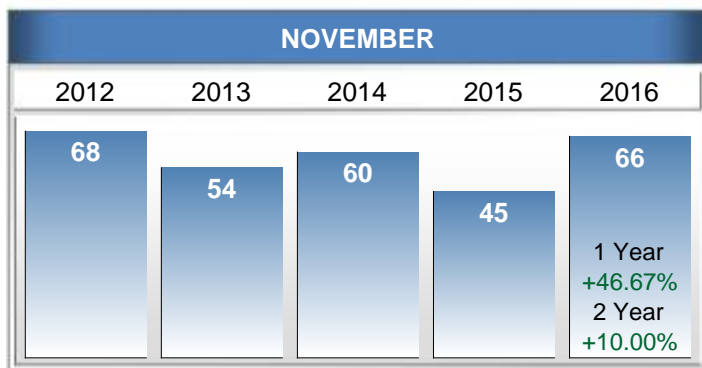
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	3	4.55%	5.0	1	2	0	0
\$25,001 - \$75,000	11	16.67%	92.5	2	8	1	0
\$75,001 - \$100,000	6	9.09%	45.7	0	5	1	0
\$100,001 - \$150,000	14	21.21%	72.6	1	11	2	0
\$150,001 - \$200,000	14	21.21%	35.6	0	6	7	1
\$200,001 - \$300,000	10	15.15%	53.8	0	2	8	0
\$300,001 and up	8	12.12%	76.8	0	1	5	2
<b>Total Closed Units:</b>	<b>66</b>		<b>60.2</b>	<b>4</b>	<b>35</b>	<b>24</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>10,787,539</b>			<b>246.28K</b>	<b>4.12M</b>	<b>5.35M</b>	<b>1.07M</b>
<b>Average Closed Price:</b>	<b>\$163,448</b>			<b>\$61,569</b>	<b>\$117,585</b>	<b>\$223,096</b>	<b>\$357,167</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

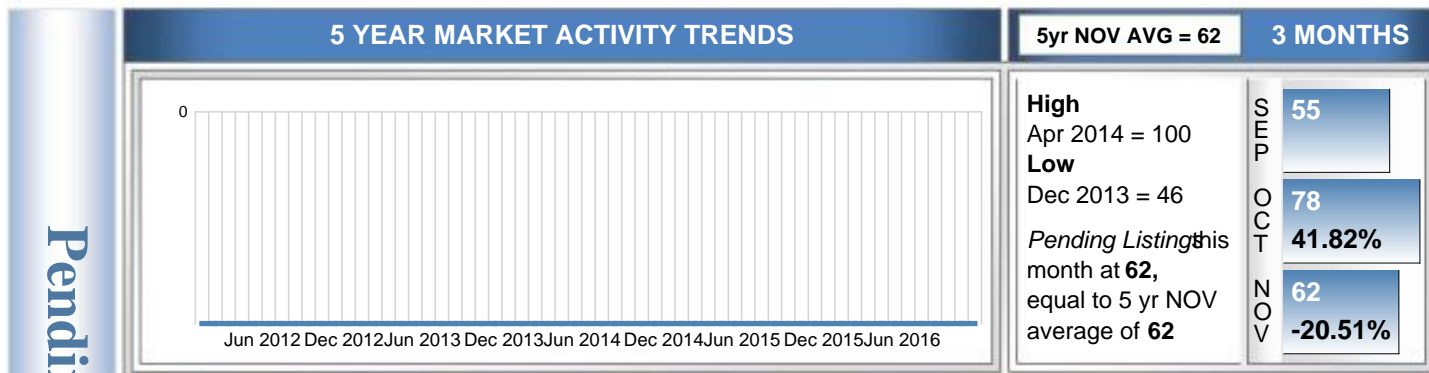
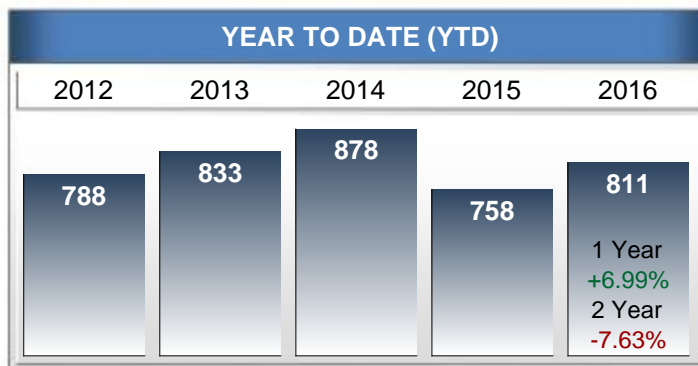
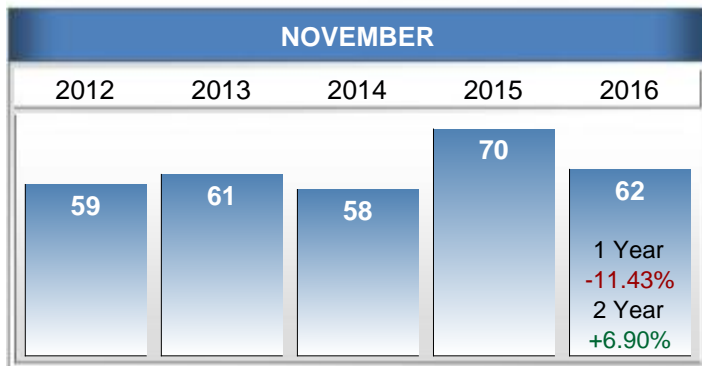
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



Pending Listings  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	5	8.06%	21.0	5	0	0	0	
\$30,001 \$60,000	9	14.52%	52.4	3	5	1	0	
\$60,001 \$80,000	8	12.90%	71.1	2	6	0	0	
\$80,001 \$140,000	15	24.19%	46.6	0	12	2	1	
\$140,001 \$220,000	11	17.74%	49.1	1	3	7	0	
\$220,001 \$270,000	7	11.29%	60.1	0	1	6	0	
\$270,001 and up	7	11.29%	75.1	2	1	4	0	
Total Pending Units: 62				77.5	13	28	20	1
Total Pending Volume: 8,858,000					1.16M	2.99M	4.59M	122.00K
Average Listing Price: \$73,250					\$88,973	\$106,852	\$229,375	\$122,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

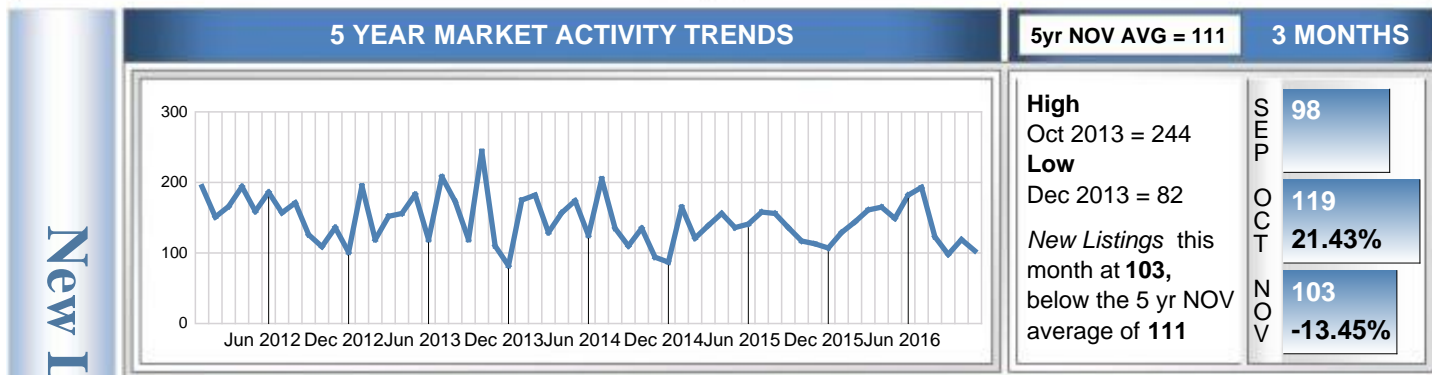
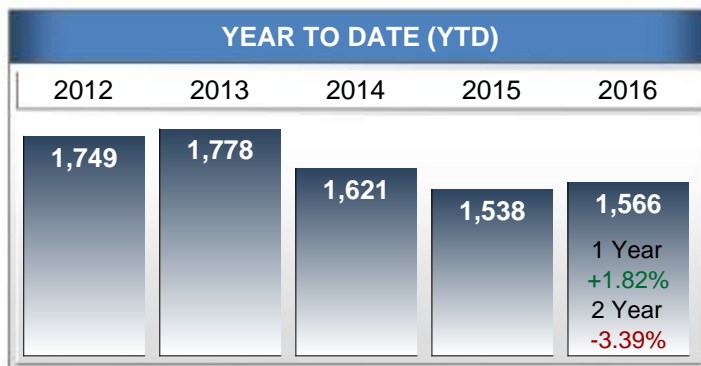
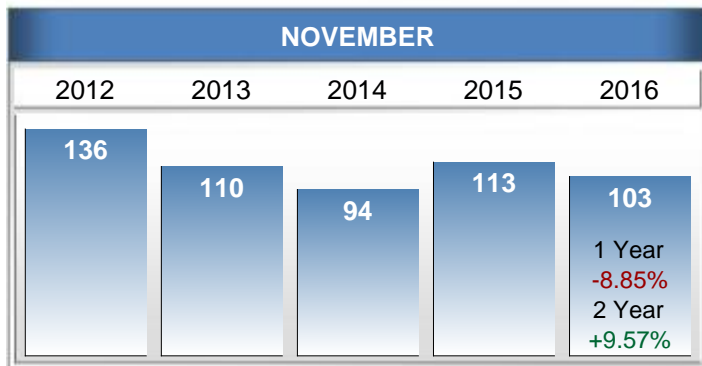
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



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+
\$30,000 and less	7	6.80%	5	2	0	0
\$30,001 - \$70,000	16	15.53%	7	8	0	1
\$70,001 - \$100,000	12	11.65%	2	9	1	0
\$100,001 - \$180,000	27	26.21%	2	17	6	2
\$180,001 - \$230,000	16	15.53%	0	7	7	2
\$230,001 - \$330,000	14	13.59%	0	5	7	2
\$330,001 and up	11	10.68%	3	4	2	2
Total New Listed Units:			19	52	23	9
Total New Listed Volume:			4.32M	7.65M	5.05M	2.02M
Average New Listed Listing Price:			\$227,111	\$147,122	\$219,700	\$224,022



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

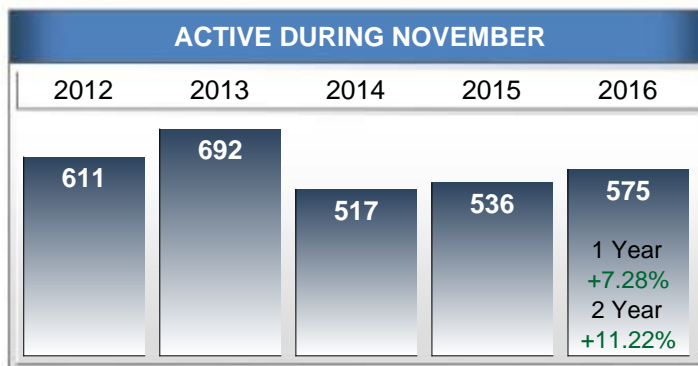
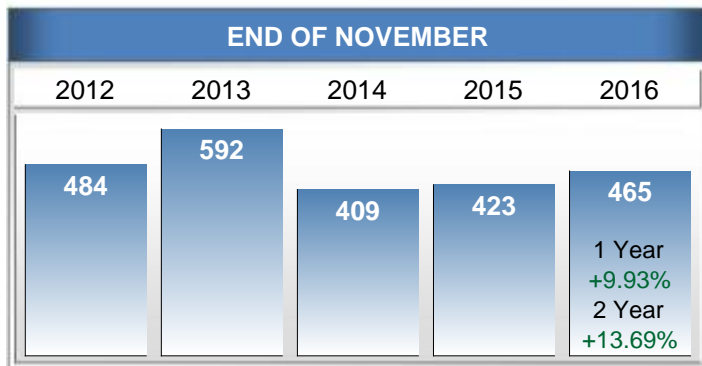
Active Inventory as of Dec 12, 2016



### Active Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr NOV AVG = 475**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **465**, below the 5 yr NOV average of **475**

SEP	494
OCT	475
NOV	465
<b>-3.85%</b>	
<b>-2.11%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	42	9.03%	130.5	36	5	1	0
\$25,001 \$50,000	45	9.68%	103.3	30	15	0	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	188	40.43%	97.7	97	79	10	2
\$125,001 \$175,000	69	14.84%	80.7	12	30	24	3
\$175,001 \$275,000	56	12.04%	62.6	8	22	21	5
\$275,001 and up	65	13.98%	76.1	13	11	29	12
Total Active Inventory by Units:		465	91.4	196	162	85	22
Total Active Inventory by Volume:		75,492,274		27.72M	21.38M	19.43M	6.96M
Average Active Inventory Listing Price:		\$162,349		\$141,438	\$131,974	\$228,581	\$316,418



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

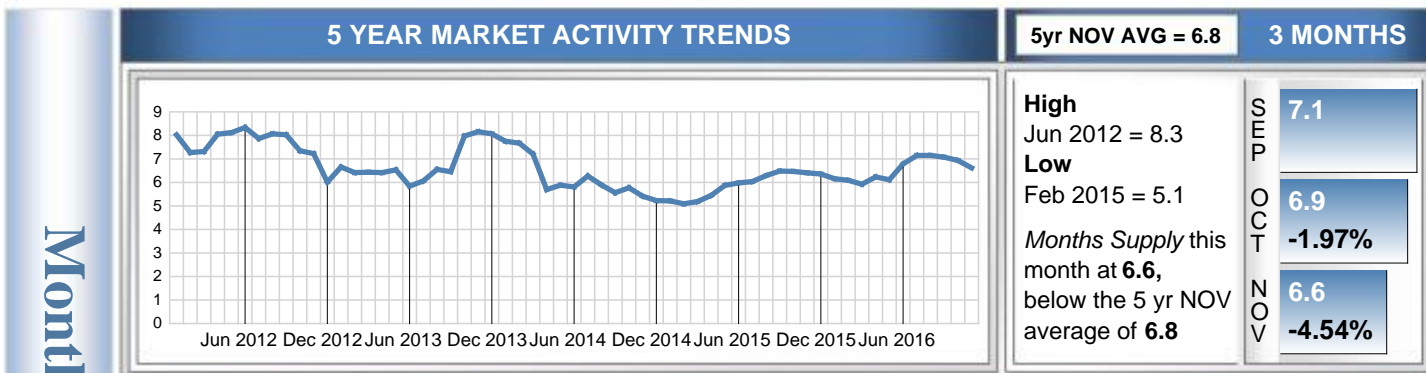
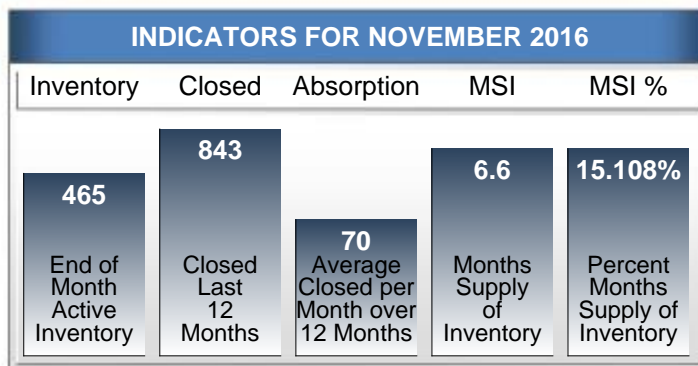
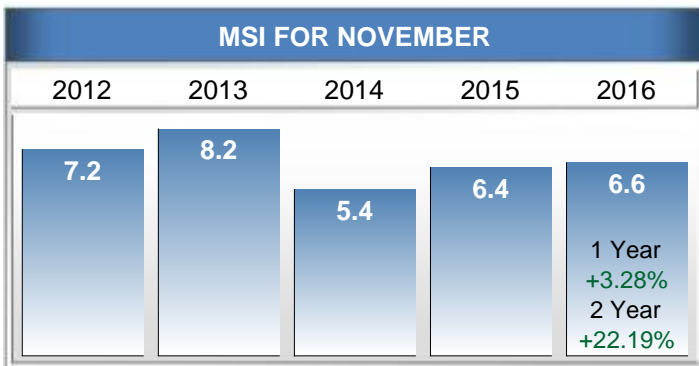
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



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+
\$30,000 and less	44	9.46%	10.6	15.2	3.2	12.0	0.0
\$30,001 \$50,000	43	9.25%	6.9	12.4	4.1	0.0	0.0
\$50,001 \$70,000	78	16.77%	10.5	26.9	4.1	2.4	0.0
\$70,001 \$130,000	122	26.24%	5.3	22.4	3.9	3.3	0.0
\$130,001 \$190,000	73	15.70%	5.0	24.0	3.7	4.7	6.0
\$190,001 \$290,000	50	10.75%	4.7	42.0	5.1	3.0	18.0
\$290,001 and up	55	11.83%	12.5	72.0	13.3	8.0	14.7
MSI:			6.6	20.5	4.2	4.2	13.9
Total Active Inventory:			465	196	162	85	22



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

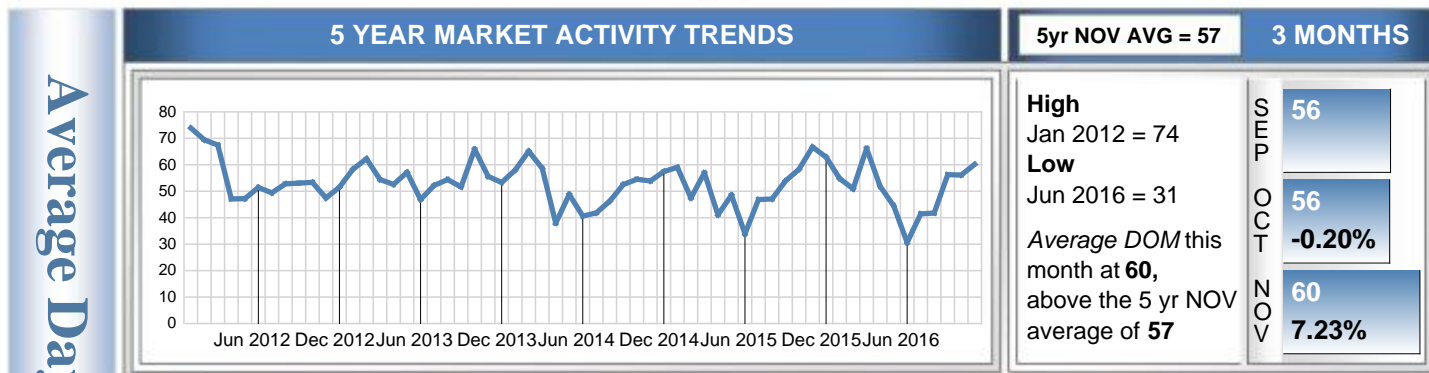
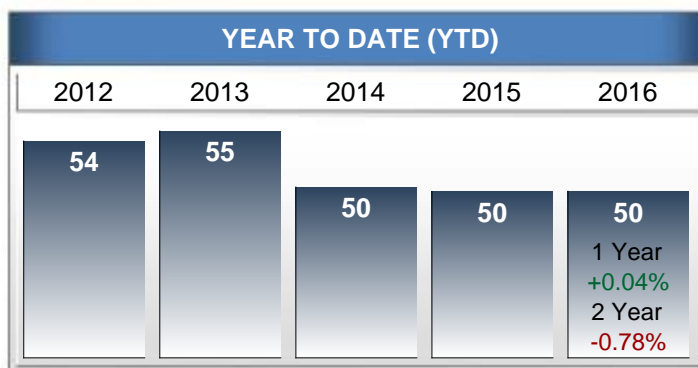
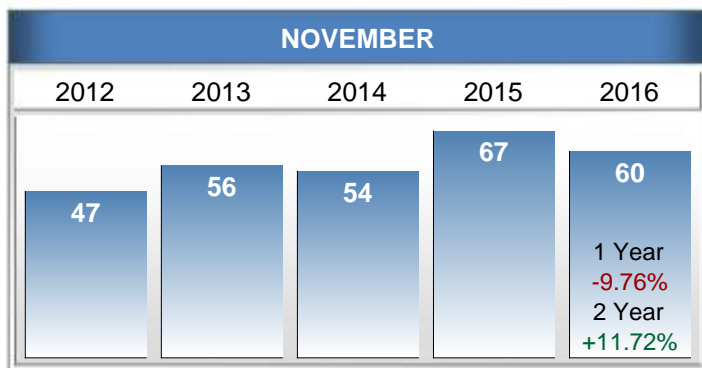
Closed Sales as of Dec 12, 2016



### Average Days on Market to Sale

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



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+
\$25,000 and less	3	4.55%	5.0	13.0	1.0	0.0	0.0
\$25,001 - \$75,000	11	16.67%	92.5	92.0	97.0	57.0	0.0
\$75,001 - \$100,000	6	9.09%	45.7	0.0	29.6	126.0	0.0
\$100,001 - \$150,000	14	21.21%	72.6	110.0	65.6	92.0	0.0
\$150,001 - \$200,000	14	21.21%	35.6	0.0	11.0	41.3	144.0
\$200,001 - \$300,000	10	15.15%	53.8	0.0	44.5	56.1	0.0
\$300,001 and up	8	12.12%	76.8	0.0	23.0	83.2	87.5
Average Closed DOM: 60.2				76.8	52.2	63.4	106.3
Total Closed Units: 66				4	35	24	3
Total Closed Volume: 10,787,539				246.28K	4.12M	5.35M	1.07M



# Monthly Inventory Analysis

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## November 2016

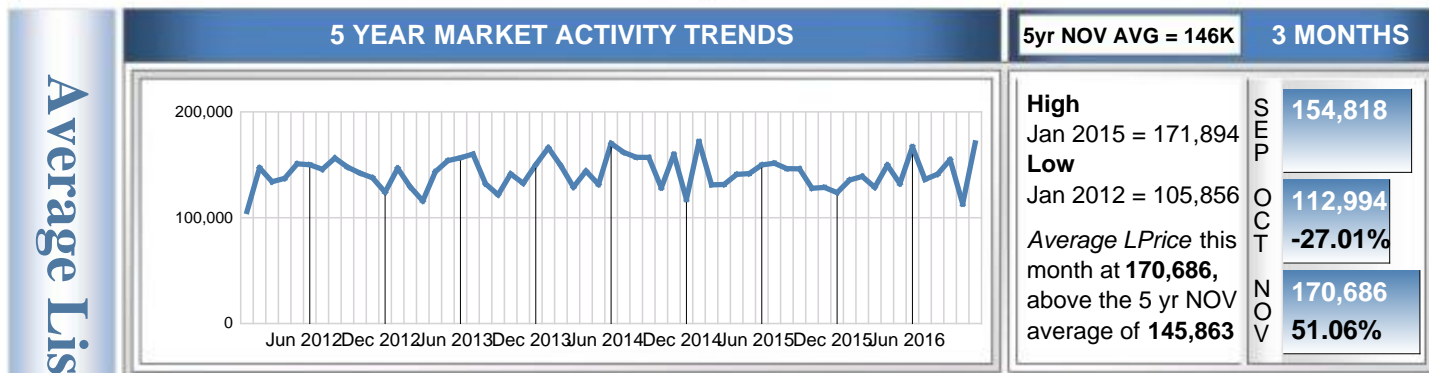
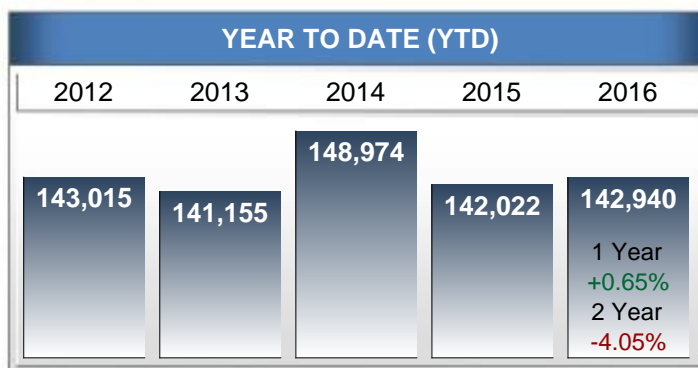
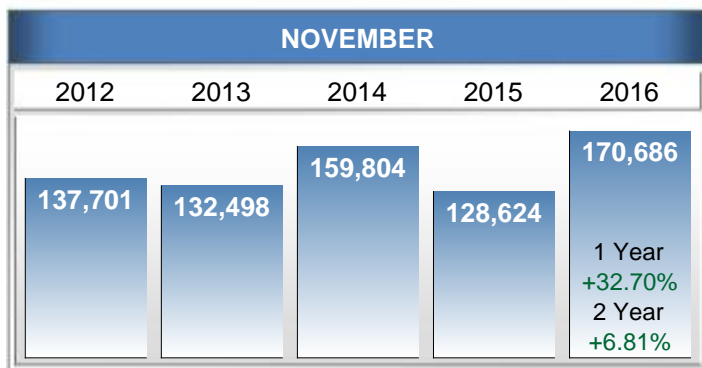
Closed Sales as of Dec 12, 2016



### Average List Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



Average List Price

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#### 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+
\$25,000 and less	3	4.55%	20,333	25,000	18,000	0	0
\$25,001 - \$75,000	11	16.67%	58,325	52,400	58,348	70,000	0
\$75,001 - \$100,000	5	7.58%	89,560	0	89,560	139,900	0
\$100,001 - \$150,000	15	22.73%	129,820	139,500	127,136	134,700	0
\$150,001 - \$200,000	14	21.21%	171,193	0	165,500	177,743	159,500
\$200,001 - \$300,000	10	15.15%	246,400	0	249,900	245,525	0
\$300,001 and up	8	12.12%	413,363	0	385,000	379,580	512,000
Average List Price:	\$170,686			\$67,325	\$120,768	\$232,733	\$394,500
Total Closed Units:	66			4	35	24	3
Total List Volume:	11,265,280			269.30K	4.23M	5.59M	1.18M





# Monthly Inventory Analysis

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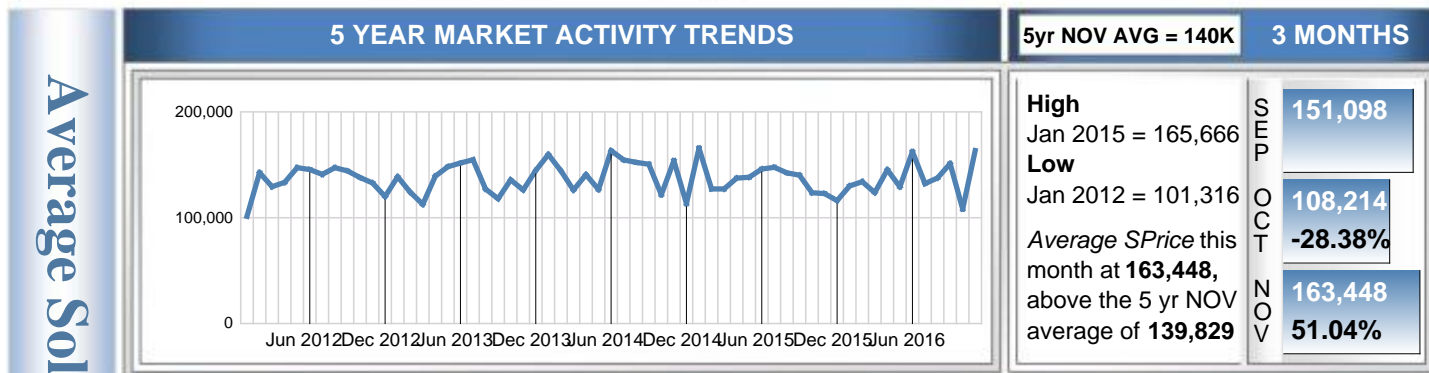
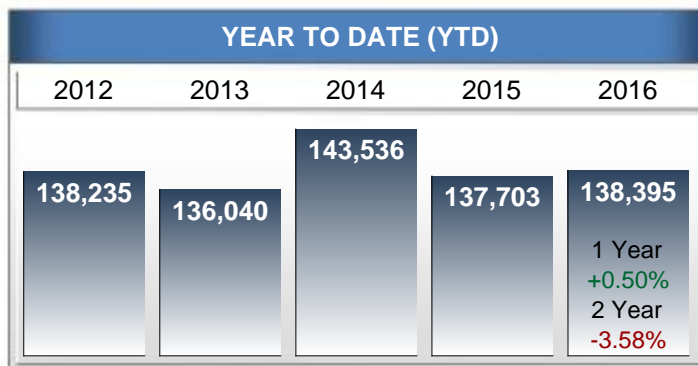
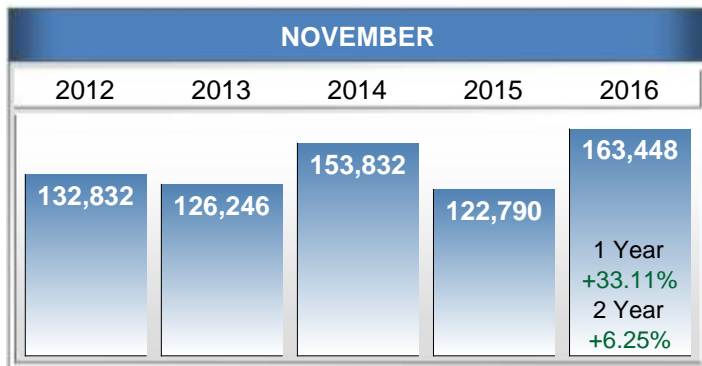
Closed Sales as of Dec 12, 2016



### Average Sold Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Washington



Average Sold Price

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### 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+
\$25,000 and less	3		4.55%	20,333	25,000	18,000	0	0
\$25,001 - \$75,000	11		16.67%	53,003	45,389	52,783	70,000	0
\$75,001 - \$100,000	6		9.09%	90,400	0	88,480	100,000	0
\$100,001 - \$150,000	14		21.21%	126,765	130,500	124,982	134,700	0
\$150,001 - \$200,000	14		21.21%	168,314	0	162,500	175,343	154,000
\$200,001 - \$300,000	10		15.15%	237,150	0	245,000	235,187	0
\$300,001 and up	8		12.12%	387,313	0	375,000	361,200	458,750
Average Closed Price: \$163,448					\$61,569	\$117,585	\$223,096	\$357,167
Total Closed Units: 66					4	35	24	3
Total Closed Volume: 10,787,539					246.28K	4.12M	5.35M	1.07M



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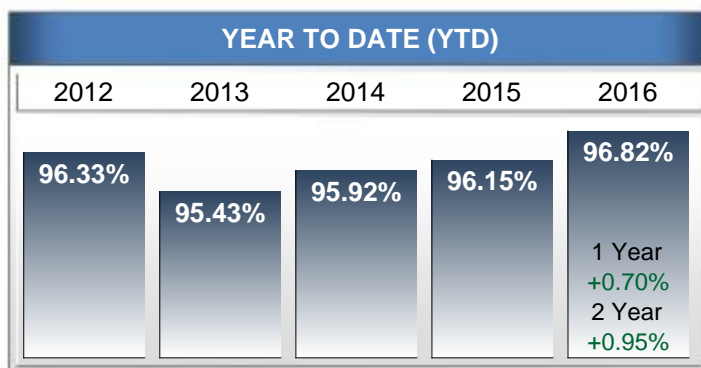
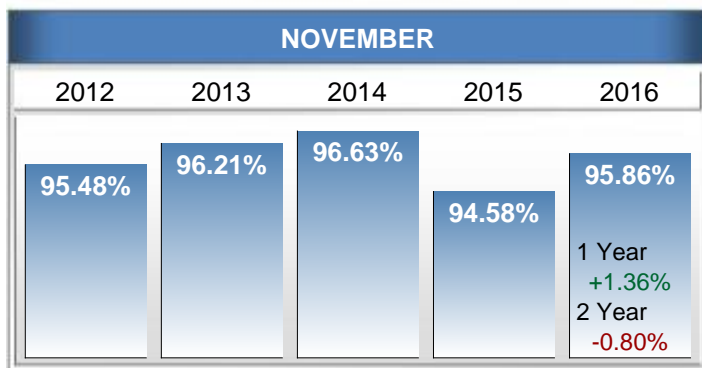
Closed Sales as of Dec 12, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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<b>5yr NOV AVG=95.75%</b>	<b>3 MONTHS</b>
<b>High</b> Jun 2016 = 99.65% <b>Low</b> Aug 2013 = 91.62% Average List/Sell this month at <b>95.86%</b> , above the 5 yr NOV average of <b>95.75%</b>	S E P <b>97.55%</b> O C T <b>93.81%</b> N O V <b>95.86%</b> <b>-3.84%</b>

### 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+
\$25,000 and less	3	4.55%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	11	16.67%	90.01%	86.51%	89.64%	100.00%	0.00%
\$75,001 - \$100,000	6	9.09%	94.35%	0.00%	98.93%	71.48%	0.00%
\$100,001 - \$150,000	14	21.21%	98.33%	93.55%	98.46%	100.00%	0.00%
\$150,001 - \$200,000	14	21.21%	98.30%	0.00%	98.17%	98.66%	96.55%
\$200,001 - \$300,000	10	15.15%	96.34%	0.00%	97.96%	95.93%	0.00%
\$300,001 and up	8	12.12%	94.27%	0.00%	97.40%	95.06%	90.74%
Average List/Sell Ratio: 95.90%				91.64%	96.49%	96.04%	92.67%
Total Closed Units: 66				4	35	24	3
Total Closed Volume: 10,787,539				246.28K	4.12M	5.35M	1.07M



# 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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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of November 30, 2016 = 465

	NOVEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	45	66	46.67%	718	772	7.52%
Pending Sales	70	62	-11.43%	758	811	6.99%
New Listings	113	103	-8.85%	1,538	1,566	1.82%
Average List Price	128,624	170,686	32.70%	142,022	142,940	0.65%
Average Sale Price	122,790	163,448	33.11%	137,703	138,395	0.50%
Average Percent of List Price to Selling Price	94.58%	95.86%	1.36%	96.15%	96.82%	0.70%
Average Days on Market to Sale	66.71	60.20	-9.76%	49.70	49.72	0.04%
Monthly Inventory	423	465	9.93%	423	465	9.93%
Months Supply of Inventory	6.41	6.62	3.28%	6.41	6.62	3.28%

