



## November 2017

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

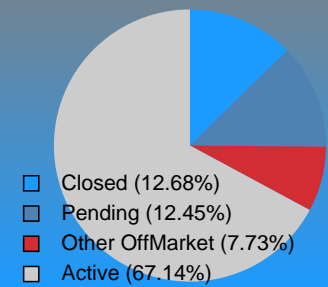


### MONTHLY INVENTORY ANALYSIS

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS

Compared	November		
Metrics	2016	2017	+/-%
Closed Listings	1,039	1,084	4.33%
Pending Listings	985	1,064	8.02%
New Listings	1,612	1,657	2.79%
Average List Price	188,678	196,317	4.05%
Average Sale Price	182,594	190,219	4.18%
Average Percent of List Price to Selling Price	96.95%	97.26%	0.32%
Average Days on Market to Sale	44.33	47.72	7.65%
End of Month Inventory	5,102	5,739	12.49%
Months Supply of Inventory	4.29	4.75	10.76%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,209** Sales/Month  
**Active Inventory** as of November 30, 2017 = **5,739**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **12.49%** to 5,739 existing homes available for sale. Over the last 12 months this area has had an average of 1,209 closed sales per month. This represents an unsold inventory index of **4.75** 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 **4.18%** in November 2017 to \$190,219 versus the previous year at \$182,594.

##### Average Days on Market Lengthens

The average number of **47.72** days that homes spent on the market before selling increased by 3.39 days or **7.65%** in November 2017 compared to last year's same month at **44.33** DOM.

##### Sales Success for November 2017 is Positive

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

There were 1,657 New Listings in November 2017, up **2.79%** from last year at 1,612. Furthermore, there were 1,084 Closed Listings this month versus last year at 1,039, a **4.33%** increase.

Closed versus Listed trends yielded a **65.4%** ratio, up from previous year's, November 2016, at **64.5%**, a **1.50%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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?

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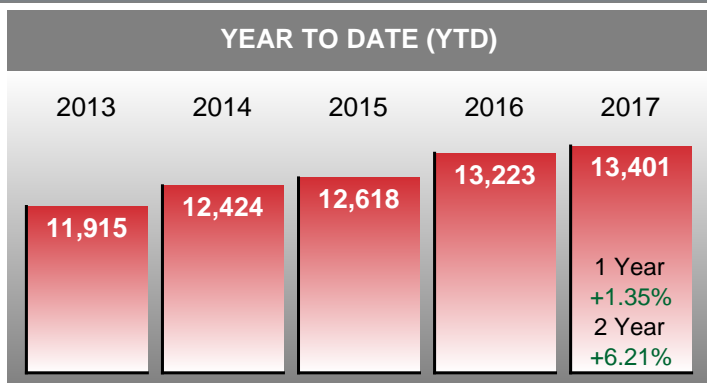
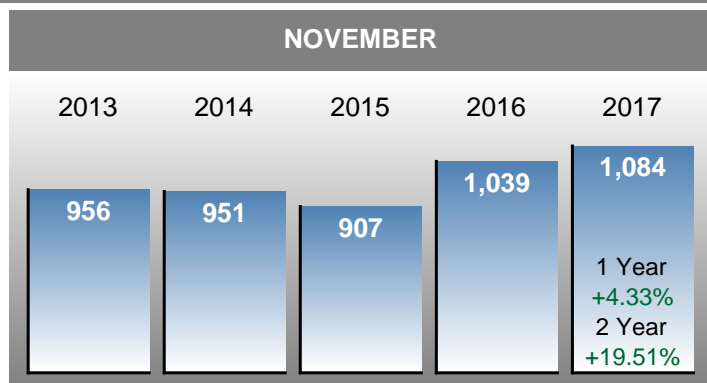
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## CLOSED LISTINGS

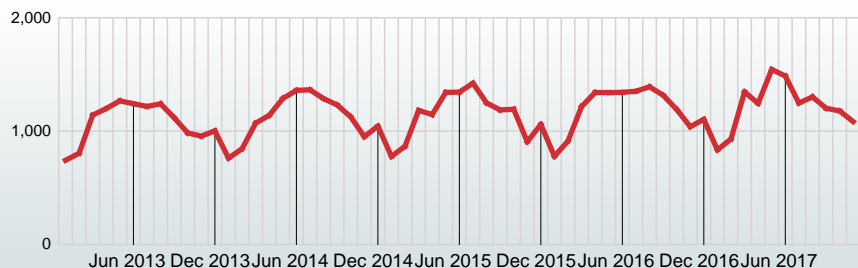
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 987

3 MONTHS



**High**  
 May 2017 = 1,544  
**Low**  
 Jan 2013 = 743  
 Closed Listings this month at **1,084**, above the 5 yr NOV average of **987**

SEP	1,202
OCT	1,178 -2.00%
NOV	1,084 -7.98%

### 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	93	8.58%	53.4	52	37	4	0
\$50,001 - \$100,000	153	14.11%	42.1	42	97	13	1
\$100,001 - \$125,000	105	9.69%	35.9	15	81	7	2
\$125,001 - \$175,000	273	25.18%	42.5	17	201	53	2
\$175,001 - \$225,000	175	16.14%	48.5	8	90	72	5
\$225,001 - \$325,000	160	14.76%	60.7	7	69	69	15
\$325,001 and up	125	11.53%	54.0	15	23	62	25
<b>Total Closed Units</b>	<b>1,084</b>			<b>156</b>	<b>598</b>	<b>280</b>	<b>50</b>
<b>Total Closed Volume</b>	<b>206,197,800</b>	<b>100%</b>	<b>47.7</b>	<b>22.01M</b>	<b>93.18M</b>	<b>72.63M</b>	<b>18.37M</b>
<b>Average Closed Price</b>	<b>\$190,219</b>			<b>\$141,114</b>	<b>\$155,821</b>	<b>\$259,404</b>	<b>\$367,404</b>

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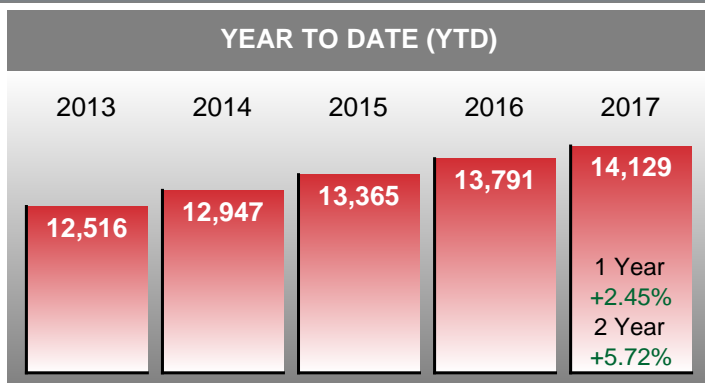
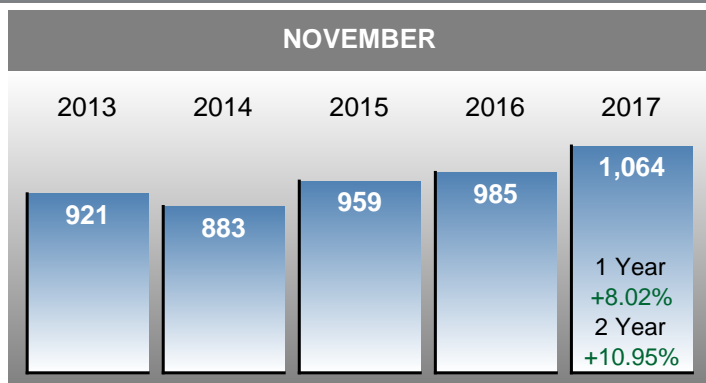
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## PENDING LISTINGS

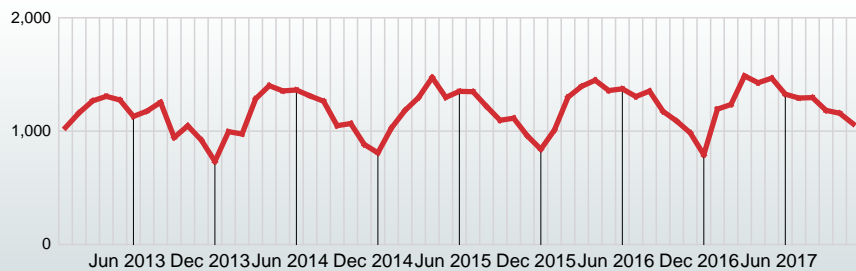
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 962

3 MONTHS



**High**  
Mar 2017 = 1,487  
**Low**  
Dec 2013 = 733  
*Pending Listings*  
this month at **1,064**,  
above the 5 yr NOV  
average of **962**

SEP	1,183
OCT	1,158
NOV	1,064
	-2.11%
	-8.12%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	94	8.83%	45.1	53	36	5	0
\$50,001 - \$75,000	76	7.14%	38.3	24	46	6	0
\$75,001 - \$125,000	184	17.29%	54.4	40	127	16	1
\$125,001 - \$175,000	243	22.84%	43.4	20	181	41	1
\$175,001 - \$250,000	219	20.58%	52.9	14	134	67	4
\$250,001 - \$350,000	136	12.78%	53.9	6	41	74	15
\$350,001 and up	112	10.53%	58.8	7	24	59	22
<b>Total Pending Units</b>	<b>1,064</b>			<b>164</b>	<b>589</b>	<b>268</b>	<b>43</b>
<b>Total Pending Volume</b>	<b>209,164,737</b>	<b>100%</b>	<b>47.7</b>	<b>19.88M</b>	<b>98.78M</b>	<b>73.85M</b>	<b>16.65M</b>
<b>Average Listing Price</b>	<b>\$205,969</b>			<b>\$121,248</b>	<b>\$167,708</b>	<b>\$275,546</b>	<b>\$387,295</b>

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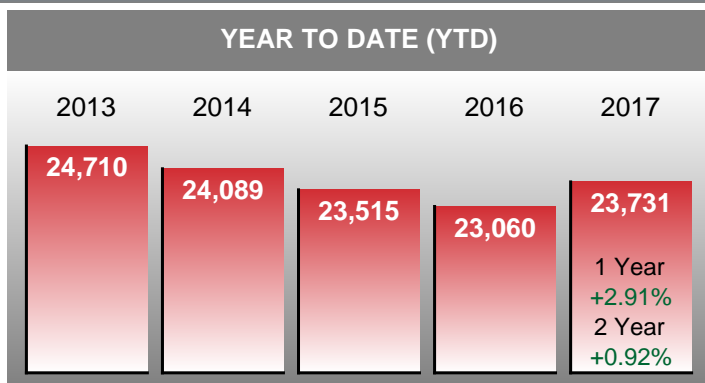
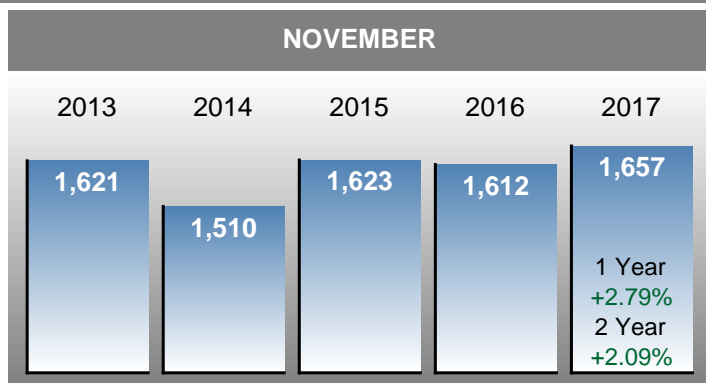
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## NEW LISTINGS

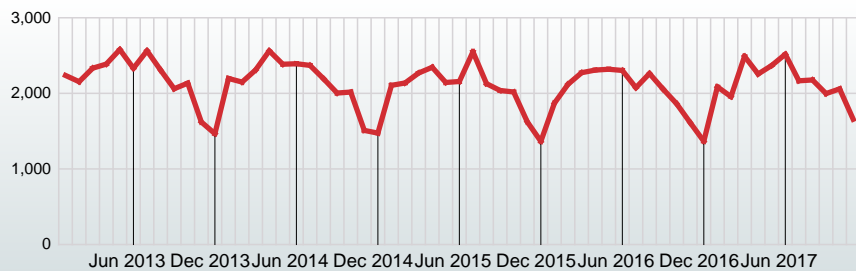
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 1,605

3 MONTHS



**High**  
May 2013 = 2,579  
**Low**  
Dec 2015 = 1,365  
*New Listings*  
this month at **1,657**,  
above the 5 yr NOV  
average of **1,605**

SEP	1,997
OCT	2,059
NOV	3.10%
	1,657
	-19.52%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	148	8.93%	116	28	3	1
\$50,001 - \$75,000	119	7.18%	58	55	6	0
\$75,001 - \$125,000	243	14.67%	57	162	23	1
\$125,001 - \$200,000	486	29.33%	60	323	92	11
\$200,001 - \$275,000	243	14.67%	14	110	105	14
\$275,001 - \$425,000	252	15.21%	26	50	140	36
\$425,001 and up	166	10.02%	15	23	78	50
<b>Total New Listed Units</b>	<b>1,657</b>		<b>346</b>	<b>751</b>	<b>447</b>	<b>113</b>
<b>Total New Listed Volume</b>	<b>391,920,379</b>	<b>100%</b>	<b>51.64M</b>	<b>134.08M</b>	<b>140.92M</b>	<b>65.28M</b>
<b>Average New Listed Listing Price</b>	<b>\$283,787</b>		<b>\$149,259</b>	<b>\$178,532</b>	<b>\$315,259</b>	<b>\$577,684</b>

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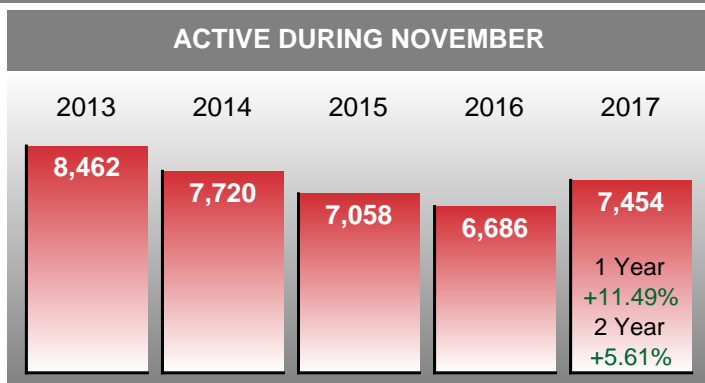
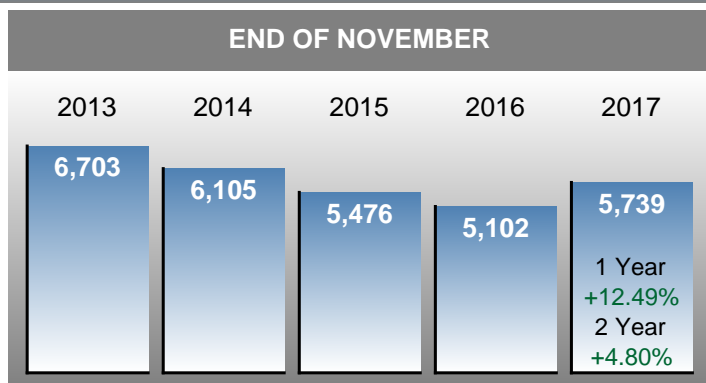
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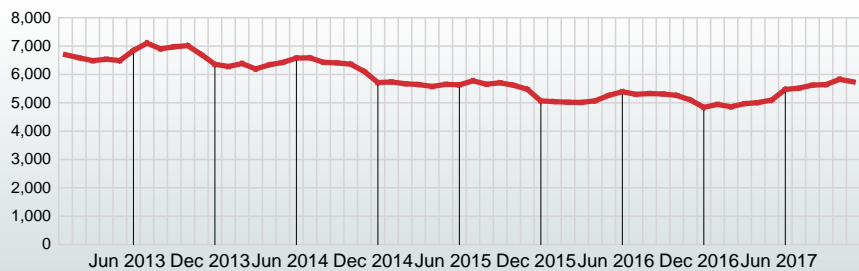
## ACTIVE INVENTORY

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 5,825      3 MONTHS



**High**  
Jul 2013 = 7,105  
**Low**  
Dec 2016 = 4,841  
*Inventory*  
this month at **5,739**,  
below the 5 yr NOV  
average of **5,825**

SEP	5,644
OCT	5,827
NOV	5,739

**3.24%**  
**-1.51%**

### 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	319	5.56%	86.8	303	12	3	1
\$25,001 - \$75,000	917	15.98%	90.8	648	207	61	1
\$75,001 - \$125,000	746	13.00%	85.0	270	411	60	5
\$125,001 - \$225,000	1,561	27.20%	72.7	247	881	401	32
\$225,001 - \$300,000	794	13.84%	78.2	67	246	419	62
\$300,001 - \$500,000	832	14.50%	83.0	87	151	478	116
\$500,001 and up	570	9.93%	93.2	117	56	203	194
<b>Total Active Inventory by Units</b>	<b>5,739</b>			<b>1,739</b>	<b>1,964</b>	<b>1,625</b>	<b>411</b>
<b>Total Active Inventory by Volume</b>	<b>1,522,177,075</b>	<b>100%</b>	<b>82.3</b>	<b>329.24M</b>	<b>374.69M</b>	<b>546.41M</b>	<b>271.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$265,234</b>			<b>\$189,324</b>	<b>\$190,779</b>	<b>\$336,255</b>	<b>\$661,407</b>

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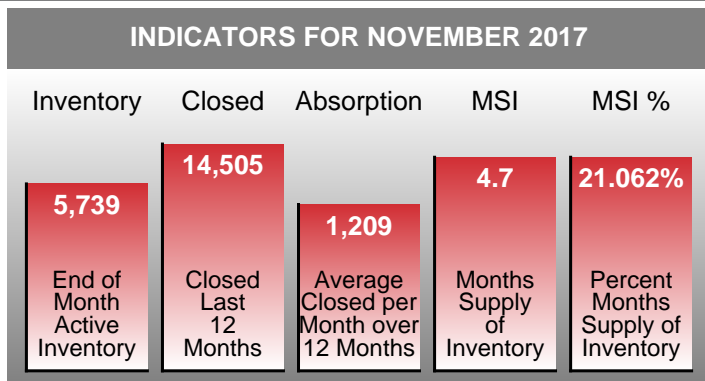
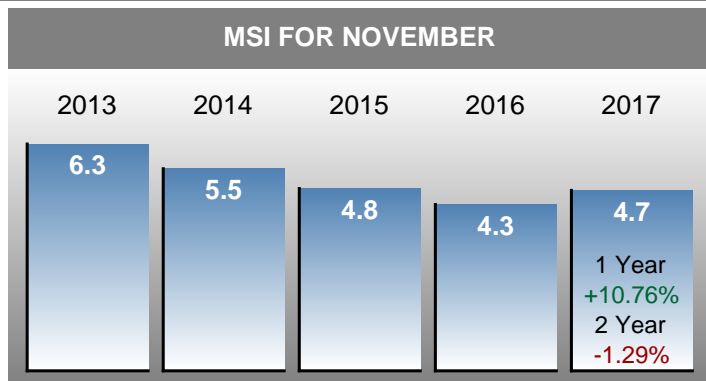
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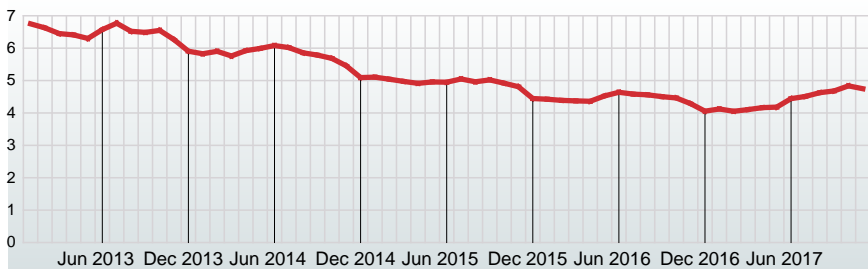


## MONTHS SUPPLY of INVENTORY (MSI)

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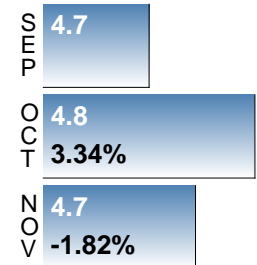


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr NOV AVG = 5.1**      **3 MONTHS**

**High**  
Jul 2013 = 6.8  
**Low**  
Feb 2017 = 4.1  
*Months Supply this month at 4.7, equal to 5 yr NOV average of 5.1*



### 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	319	5.56%	8.3	10.7	1.5	1.6	6.0
\$25,001 - \$75,000	917	15.98%	5.7	9.1	2.6	6.3	1.2
\$75,001 - \$125,000	746	13.00%	3.4	7.3	2.6	3.0	2.6
\$125,001 - \$225,000	1,561	27.20%	3.2	7.5	2.7	3.3	3.5
\$225,001 - \$300,000	794	13.84%	5.5	9.9	4.4	5.8	7.3
\$300,001 - \$500,000	832	14.50%	6.9	17.4	5.4	6.7	7.1
\$500,001 and up	570	9.93%	14.5	48.4	9.3	11.2	15.0
Market Supply of Inventory (MSI)	4.7	100%	4.7	9.5	3.0	5.2	8.3
Total Active Inventory by Units	5,739			1,739	1,964	1,625	411

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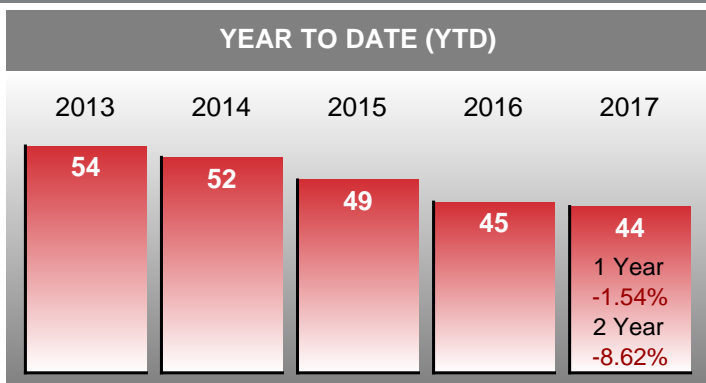
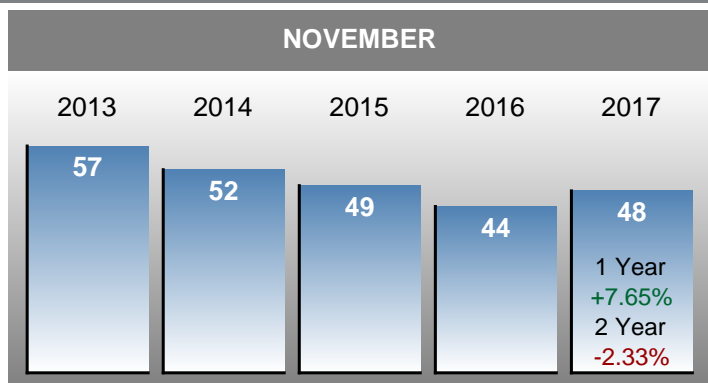
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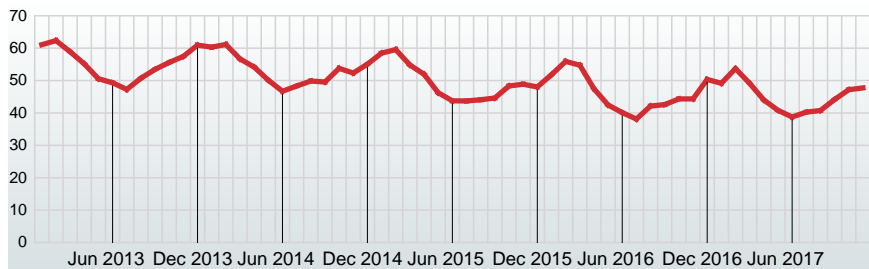
## AVERAGE DAYS ON MARKET TO SALE

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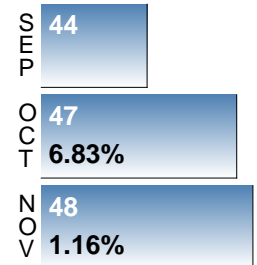


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 50**      **3 MONTHS**



**High**  
Feb 2013 = 62  
**Low**  
Jul 2016 = 38  
*Average Days on Market*  
this month at **48**,  
below the 5 yr NOV  
average of **50**



### 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	<b>93</b>	8.58%	53.4	66.6	36.3	40.3	0.0
\$50,001 - \$100,000	<b>153</b>	14.11%	42.1	36.4	45.6	32.6	74.0
\$100,001 - \$125,000	<b>105</b>	9.69%	35.9	23.1	39.0	37.0	7.0
\$125,001 - \$175,000	<b>273</b>	25.18%	42.5	43.8	39.1	56.0	16.0
\$175,001 - \$225,000	<b>175</b>	16.14%	48.5	68.5	45.7	48.8	63.0
\$225,001 - \$325,000	<b>160</b>	14.76%	60.7	69.7	54.2	69.3	46.5
\$325,001 and up	<b>125</b>	11.53%	54.0	40.2	46.0	64.3	43.9
Average Closed DOM	47.7			49.5	42.9	57.5	44.6
Total Closed Units	1,084	100%	47.7	156	598	280	50
Total Closed Volume	206,197,800			22.01M	93.18M	72.63M	18.37M

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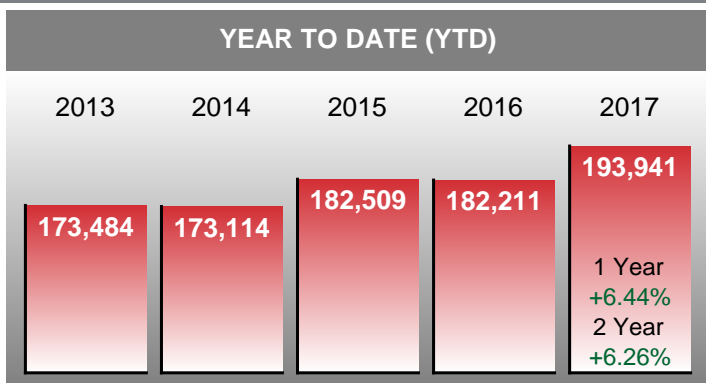
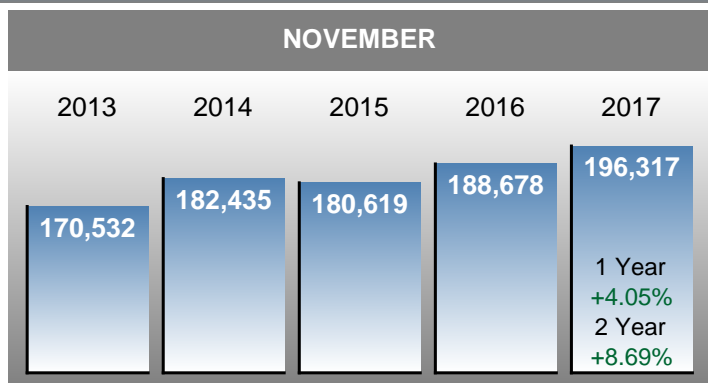
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## AVERAGE LIST PRICE AT CLOSING

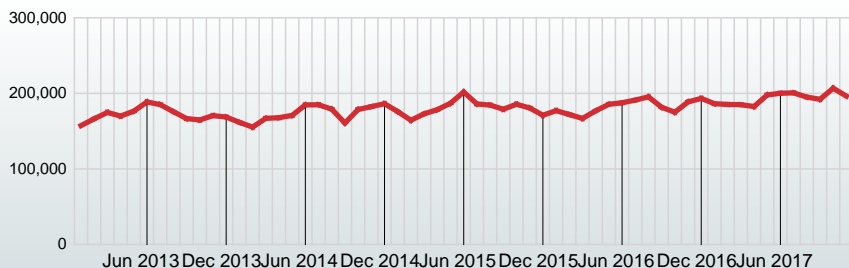
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 183,716

### 3 MONTHS



**High**  
Oct 2017 = 206,760  
**Low**  
Feb 2014 = 155,354  
*Average List Price*  
this month at **196,317**,  
above the 5 yr NOV  
average of **183,716**

SEP	192,111
OCT	206,760 7.63%
NOV	196,317 -5.05%

## 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	87	8.03%	33,309	32,141	39,893	36,325	0
\$50,001 - \$100,000	155	14.30%	78,692	76,635	83,267	78,938	85,000
\$100,001 - \$125,000	93	8.58%	116,035	117,338	116,831	122,986	125,000
\$125,001 - \$175,000	278	25.65%	150,754	157,265	151,818	159,185	137,200
\$175,001 - \$225,000	171	15.77%	198,561	214,189	199,448	208,697	199,280
\$225,001 - \$325,000	164	15.13%	265,540	262,743	266,604	277,853	283,236
\$325,001 and up	136	12.55%	496,395	709,667	416,050	487,883	522,785
<b>Average List Price</b>			196,317	150,778	159,610	267,557	378,479
<b>Total Closed Units</b>		100%	1,084	156	598	280	50
<b>Total Closed Volume</b>			212,808,005	23.52M	95.45M	74.92M	18.92M

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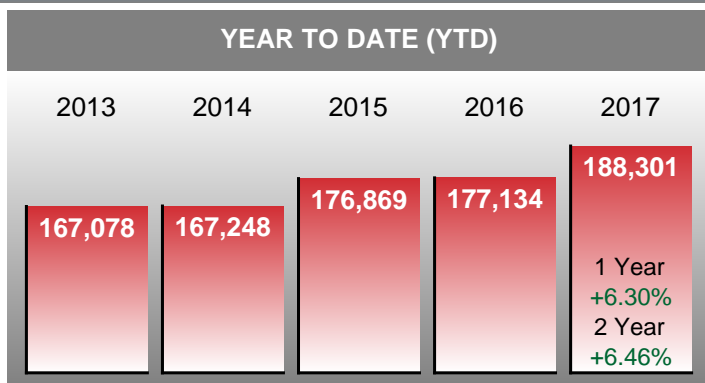
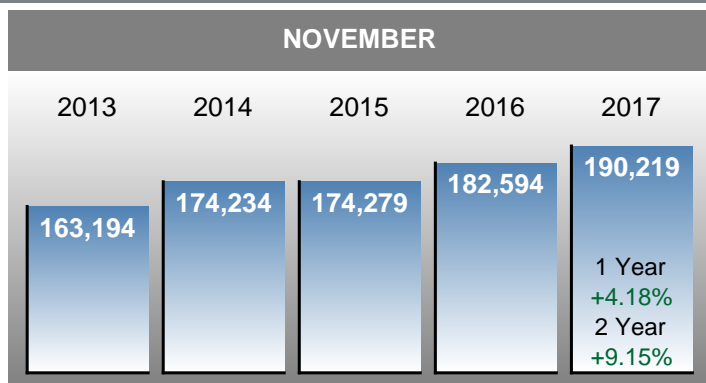
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## AVERAGE SOLD PRICE AT CLOSING

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



**5yr NOV AVG = 176,904**

**3 MONTHS**

**High**  
Oct 2017 = 199,323

**Low**  
Feb 2014 = 149,244

Average Sold Price this month at **190,219**, above the 5 yr NOV average of **176,904**

SEP	186,546
OCT	199,323
	<b>6.85%</b>
NOV	190,219
	<b>-4.57%</b>

## 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	<b>93</b>	8.58%	31,940	28,880	36,316	31,250	0
\$50,001 - \$100,000	<b>153</b>	14.11%	77,365	72,133	79,297	79,269	85,000
\$100,001 - \$125,000	<b>105</b>	9.69%	114,752	113,636	114,233	121,074	122,000
\$125,001 - \$175,000	<b>273</b>	25.18%	150,458	147,678	149,217	156,520	138,200
\$175,001 - \$225,000	<b>175</b>	16.14%	198,496	204,264	195,821	201,650	191,980
\$225,001 - \$325,000	<b>160</b>	14.76%	267,552	252,614	261,561	272,647	278,645
\$325,001 and up	<b>125</b>	11.53%	485,771	657,667	401,219	467,792	505,009
<b>Average Sold Price</b>	<b>190,219</b>			141,114	155,821	259,404	367,404
<b>Total Closed Units</b>	<b>1,084</b>	100%	190,219	156	598	280	50
<b>Total Closed Volume</b>	<b>206,197,800</b>			22.01M	93.18M	72.63M	18.37M

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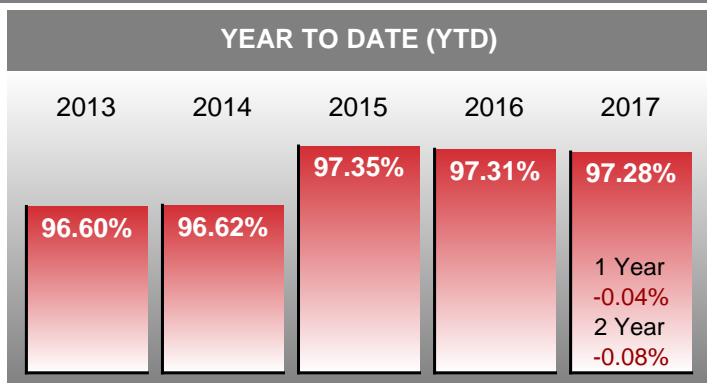
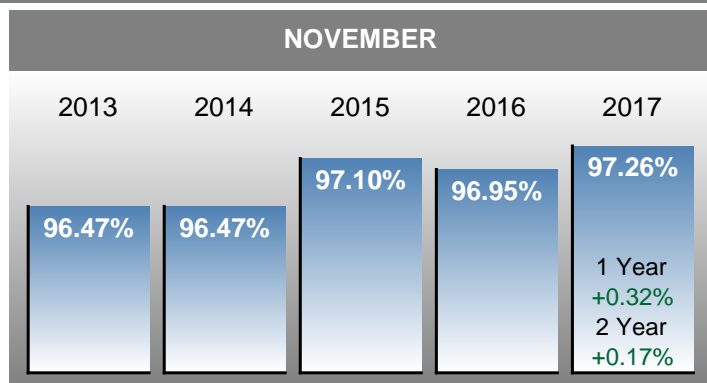
# November 2017

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



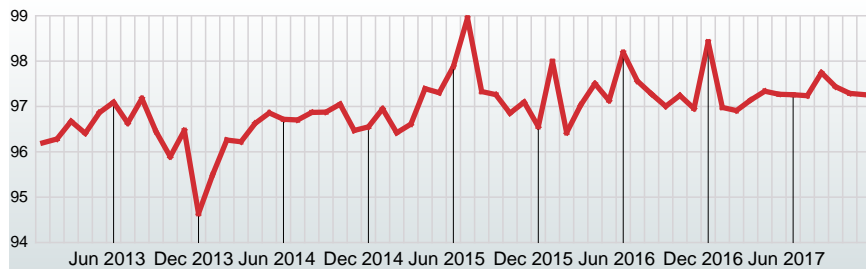
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 96.85%**      **3 MONTHS**



**High**  
Jul 2015 = 98.95%

**Low**  
Dec 2013 = 94.64%

Average Sold/List Ratio this month at **97.26%**, equal to 5 yr NOV average of **96.85%**

SEP	97.44%
OCT	97.29%
NOV	97.26%
	-0.15%
	-0.03%

### 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	93	8.58%	91.36%	91.07%	92.17%	87.57%	0.00%
\$50,001 - \$100,000	153	14.11%	96.22%	94.97%	96.17%	100.37%	100.00%
\$100,001 - \$125,000	105	9.69%	97.88%	97.00%	97.94%	99.18%	97.60%
\$125,001 - \$175,000	273	25.18%	98.21%	94.94%	98.36%	98.58%	100.71%
\$175,001 - \$225,000	175	16.14%	97.74%	95.58%	98.27%	97.38%	96.81%
\$225,001 - \$325,000	160	14.76%	98.17%	96.27%	98.26%	98.23%	98.41%
\$325,001 and up	125	11.53%	98.50%	94.60%	106.63%	96.96%	97.19%
<b>Average Sold/List Ratio</b>			97.30%	93.92%	97.86%	97.77%	97.73%
<b>Total Closed Units</b>	1,084	100%	97.30%	156	598	280	50
<b>Total Closed Volume</b>	206,197,800			22.01M	93.18M	72.63M	18.37M

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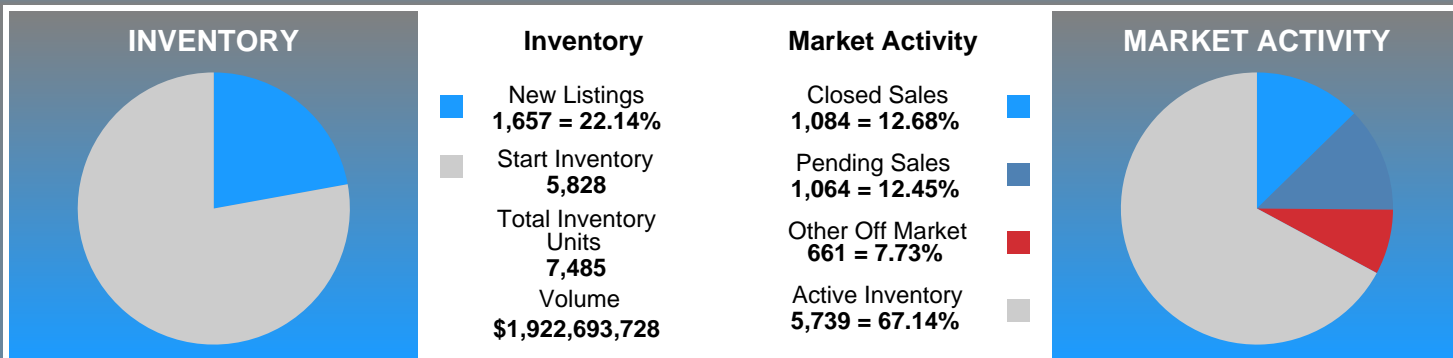
# November 2017

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



## MARKET SUMMARY

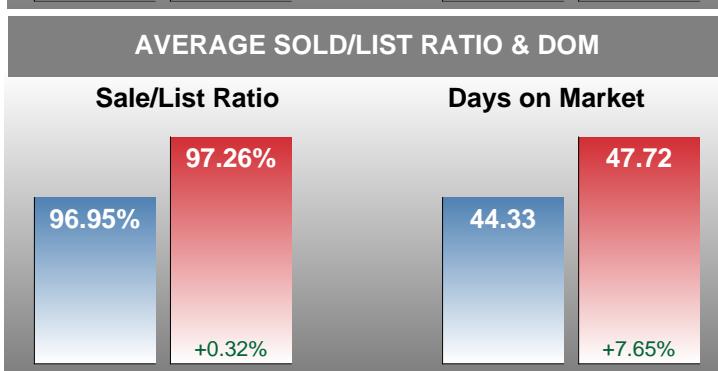
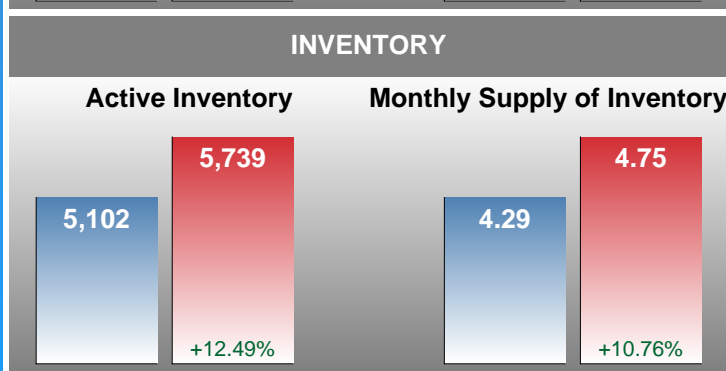
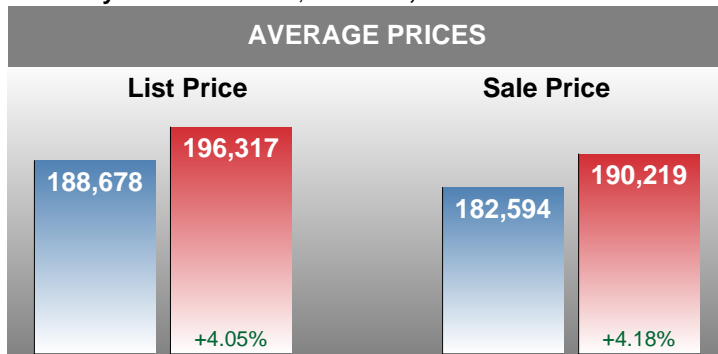
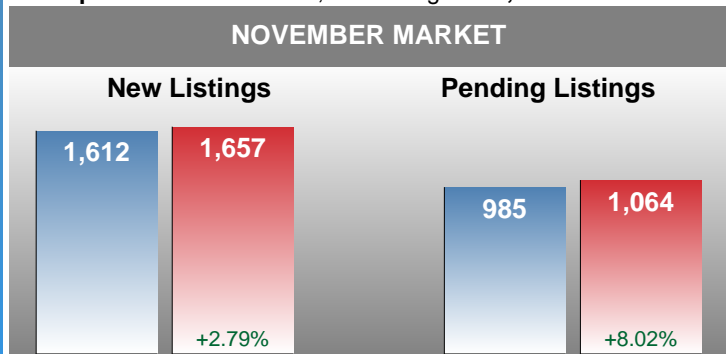
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,039	1,084	4.33%	13,223	13,401	1.35%
Pending Sales	985	1,064	8.02%	13,791	14,129	2.45%
New Listings	1,612	1,657	2.79%	23,060	23,731	2.91%
Average List Price	188,678	196,317	4.05%	182,211	193,941	6.44%
Average Sale Price	182,594	190,219	4.18%	177,134	188,301	6.30%
Average Percent of Selling Price to List Price	96.95%	97.26%	0.32%	97.31%	97.28%	-0.04%
Average Days on Market to Sale	44.33	47.72	7.65%	45.19	44.50	-1.54%
Monthly Inventory	5,102	5,739	12.49%	5,102	5,739	12.49%
Months Supply of Inventory	4.29	4.75	10.76%	4.29	4.75	10.76%

**Absorption:** Last 12 months, an Average of **1,209** Sales/Month

**Inventory** on November 30, 2017 = **5,739** 2016 2017



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