November 2017

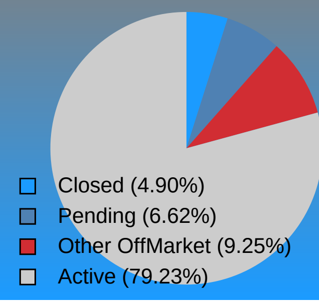
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MONTHLY INVENTORY ANALYSIS

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

Compared	November		
Metrics	2016	2017	+/-%
Closed Listings	93	80	-13.98%
Pending Listings	74	108	45.95%
New Listings	265	252	-4.91%
Average List Price	124,785	117,529	-5.81%
Average Sale Price	119,699	109,201	-8.77%
Average Percent of List Price to Selling Price	94.03%	92.35%	-1.80%
Average Days on Market to Sale	63.96	67.36	5.32%
End of Month Inventory	1,205	1,293	7.30%
Months Supply of Inventory	15.27	15.72	2.95%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of November 30, 2017 = **1,293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **7.30%** to 1,293 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **15.72** 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 **8.77%** in November 2017 to $109,201 versus the previous year at $119,699.

Average Days on Market Lengthens

The average number of **67.36** days that homes spent on the market before selling increased by 3.41 days or **5.32%** in November 2017 compared to last year's same month at **63.96** DOM.

Sales Success for November 2017 is Positive

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

There were 252 New Listings in November 2017, down **4.91%** from last year at 265. Furthermore, there were 80 Closed Listings this month versus last year at 93, a **-13.98%** decrease.

Closed versus Listed trends yielded a **31.7%** ratio, down from previous year's, November 2016, at **35.1%**, a **9.54%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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November 2017

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CLOSED LISTINGS

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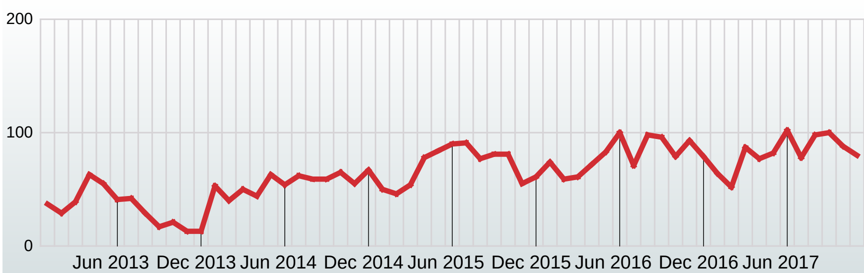
NOVEMBER

2013	2014	2015	2016	2017
13	55	55	93	80
				1 Year -13.98%
				2 Year +45.45%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
386	604	787	886	908
				1 Year +2.48%
				2 Year +15.37%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 59

High
Jun 2017 = 102
Low
Dec 2013 = 13

Closed Listings this month at **80,** above the 5 yr NOV average of **59**

3 MONTHS

Month	Closed Listings	Change
SEP	100	
OCT	88	-12.00%
NOV	80	-9.09%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	6.25%	71.2	4	1	0	0
$20,001 $40,000	11	13.75%	65.7	6	2	3	0
$40,001 $60,000	14	17.50%	70.9	5	7	1	1
$60,001 $110,000	18	22.50%	59.4	4	13	1	0
$110,001 $150,000	15	18.75%	61.3	4	10	1	0
$150,001 $220,000	9	11.25%	64.4	2	6	1	0
$220,001 and up	8	10.00%	93.5	2	4	2	0
Total Closed Units	80	100%	67.4	27	43	9	1
Total Closed Volume	8,736,090			2.24M	5.23M	1.22M	40.01K
Average Closed Price	$109,201			$82,917	$121,687	$136,089	$40,009

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PENDING LISTINGS

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

NOVEMBER

2013	2014	2015	2016	2017
24	50	49	74	108

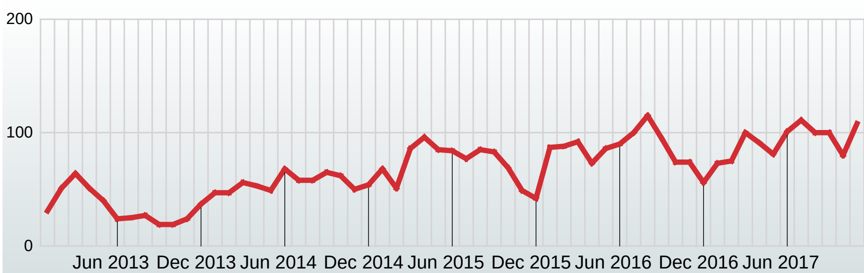
1 Year +45.95%
2 Year +120.41%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
375	613	833	974	1,020

1 Year +4.72%
2 Year +22.45%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 61

High
Aug 2016 = 115
Low
Oct 2013 = 19

Pending Listings this month at **108,** above the 5 yr NOV average of **61**

3 MONTHS

Month	Count	Change
SEP	100	
OCT	80	-20.00%
NOV	108	35.00%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	4	3.70%	66.3	3	1	0	0
$20,001 $40,000	21	19.44%	83.8	13	6	2	0
$40,001 $60,000	11	10.19%	96.5	4	7	0	0
$60,001 $120,000	31	28.70%	52.1	12	17	2	0
$120,001 $170,000	14	12.96%	78.5	2	10	2	0
$170,001 $220,000	17	15.74%	55.6	2	11	4	0
$220,001 and up	10	9.26%	70.2	3	7	0	0
Total Pending Units	108	100%	57.7	39	59	10	0
Total Pending Volume	12,114,053			3.32M	7.52M	1.27M	0.00B
Average Listing Price	$85,054			$85,155	$127,492	$127,100	$0

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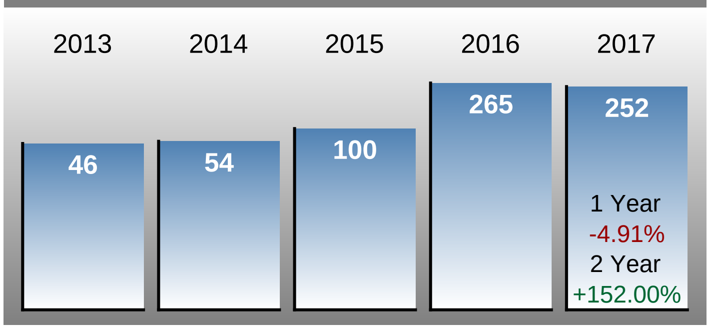
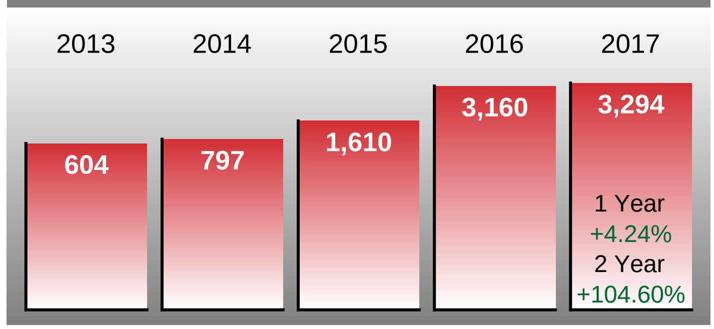
NEW LISTINGS

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

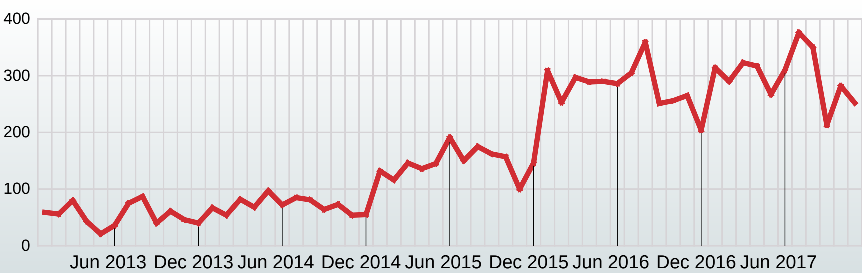
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

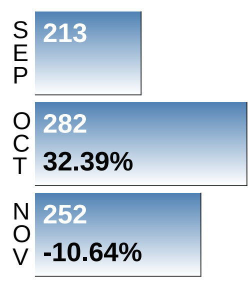


5yr NOV AVG = 143

High
Jul 2017 = 376
Low
May 2013 = 21

New Listings this month at **252,** above the 5 yr NOV average of **143**

3 MONTHS



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$10,000 and less	3	1.19%	3	0	0	0
$10,001 $20,000	35	13.89%	32	3	0	0
$20,001 $30,000	43	17.06%	38	2	3	0
$30,001 $100,000	75	29.76%	42	28	4	1
$100,001 $160,000	39	15.48%	8	27	4	0
$160,001 $330,000	32	12.70%	8	13	10	1
$330,001 and up	25	9.92%	8	11	4	2
Total New Listed Units	252	100%	139	84	25	4
Total New Listed Volume	38,127,037		17.04M	15.02M	5.02M	1.05M
Average New Listed Listing Price	$97,975		$122,625	$178,762	$200,848	$261,250

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RE STATS

November 2017

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MLS technology INC

ACTIVE INVENTORY

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

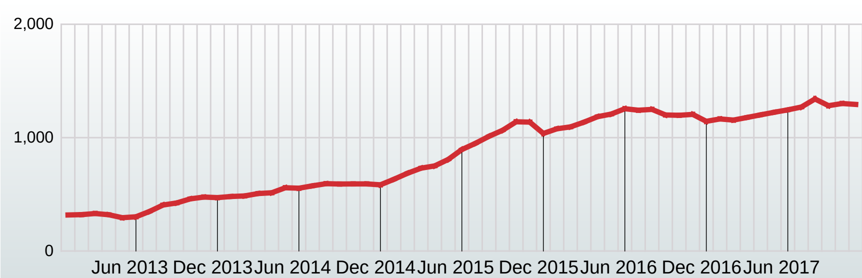
END OF NOVEMBER

2013	2014	2015	2016	2017
476	592	1,137	1,205	1,293
				1 Year +7.30%
				2 Year +13.72%

ACTIVE DURING NOVEMBER

2013	2014	2015	2016	2017
504	644	1,234	1,438	1,552
				1 Year +7.93%
				2 Year +25.77%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 941

High
Aug 2017 = 1,341
Low
May 2013 = 294

Inventory
this month at **1,293**, above the 5 yr NOV average of **941**

3 MONTHS

Month	Inventory	Change
SEP	1,282	
OCT	1,301	1.48%
NOV	1,293	-0.61%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$0 and less	0	0.00%	0.0	0	0	0	0
$1 $25,000	241	18.64%	137.2	231	9	1	0
$25,001 $50,000	207	16.01%	112.1	175	28	4	0
$50,001 $100,000	296	22.89%	130.3	144	125	26	1
$100,001 $175,000	227	17.56%	155.5	57	133	36	1
$175,001 $325,000	187	14.46%	122.8	41	89	50	7
$325,001 and up	135	10.44%	122.3	42	55	31	7
Total Active Inventory by Units	1,293	100%	131.2	690	439	148	16
Total Active Inventory by Volume	204,327,103			78.53M	81.62M	37.96M	6.22M
Average Active Inventory Listing Price	$158,026			$113,813	$185,930	$256,472	$388,450

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MLS technology INC

MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR NOVEMBER

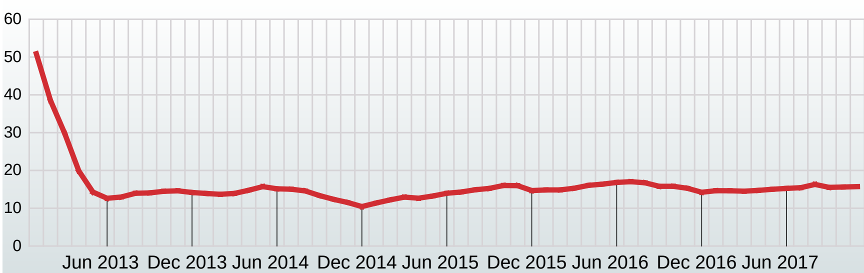
2013	2014	2015	2016	2017
14.6	11.5	16.0	15.3	15.7

1 Year +2.95%
2 Year -1.60%

INDICATORS FOR NOVEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
1,293	987	82	15.7	6.361%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 14.6

High
Jan 2013 = 50.9
Low
Dec 2014 = 10.4

Months Supply this month at **15.7,** above the 5 yr NOV average of **14.6**

3 MONTHS

Month	MSI	Change
SEP	15.5	
OCT	15.6	0.57%
NOV	15.7	0.69%

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
$10,000 and less	31	2.40%	17.7	19.3	8.0	0.0	0.0
$10,001 $30,000	270	20.88%	23.5	34.9	2.9	1.7	0.0
$30,001 $50,000	147	11.37%	12.7	18.9	5.8	4.4	0.0
$50,001 $120,000	362	28.00%	13.0	17.6	10.3	12.4	12.0
$120,001 $180,000	175	13.53%	12.2	16.1	10.6	16.7	4.0
$180,001 $330,000	177	13.69%	15.5	23.4	13.1	17.5	12.0
$330,001 and up	131	10.13%	34.9	98.4	42.4	17.1	21.0
Market Supply of Inventory (MSI)	15.7	100%	15.7	23.7	10.6	14.0	12.0
Total Active Inventory by Units	1,293			690	439	148	16

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AVERAGE DAYS ON MARKET TO SALE

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

NOVEMBER

2013	2014	2015	2016	2017
294	115	107	64	67

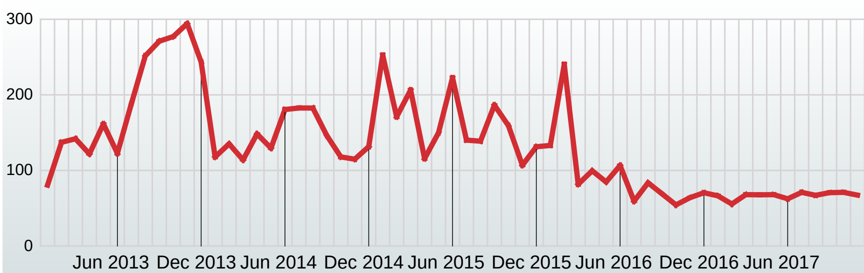
2017: 1 Year +5.32%, 2 Year -36.98%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
165	143	166	94	67

2017: 1 Year -28.39%, 2 Year -59.50%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 129

High
Nov 2013 = 294
Low
Oct 2016 = 54

Average Days on Market this month at **67,** below the 5 yr NOV average of **129**

3 MONTHS

SEP	71	
OCT	71	0.55%
NOV	67	-5.14%

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
$20,000 and less	5	6.25%	71.2	72.0	68.0	0.0	0.0
$20,001 $40,000	11	13.75%	65.7	65.0	13.0	102.3	0.0
$40,001 $60,000	14	17.50%	70.9	80.8	78.0	15.0	27.0
$60,001 $110,000	18	22.50%	59.4	90.8	50.7	48.0	0.0
$110,001 $150,000	15	18.75%	61.3	57.3	62.4	67.0	0.0
$150,001 $220,000	9	11.25%	64.4	68.0	63.2	65.0	0.0
$220,001 and up	8	10.00%	93.5	127.5	80.8	85.0	0.0
Average Closed DOM	67.4	100%	67.4	76.5	61.0	74.7	27.0
Total Closed Units	80			27	43	9	1
Total Closed Volume	8,736,090			2.24M	5.23M	1.22M	40.01K

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MLS technology INC

AVERAGE LIST PRICE AT CLOSING

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

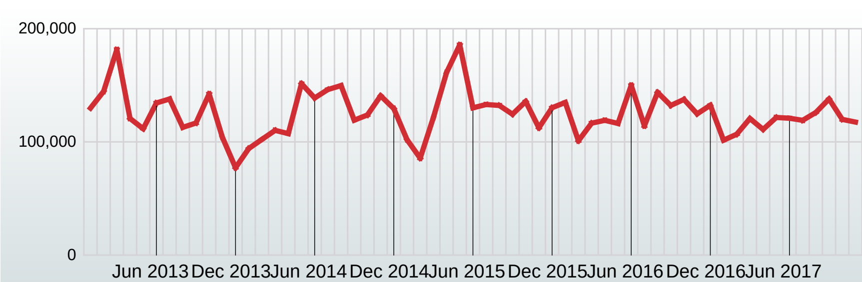
NOVEMBER

2013	2014	2015	2016	2017
104,131	140,704	112,435	124,785	117,529
				1 Year -5.81%
				2 Year +4.53%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
131,412	127,590	133,453	128,239	119,786
				1 Year -6.59%
				2 Year -10.24%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 119,916

High
May 2015 = 185,723
Low
Dec 2013 = 77,200

Average List Price this month at **117,529,** below the 5 yr NOV average of **119,916**

3 MONTHS

SEP	137,884	
OCT	119,896	-13.05%
NOV	117,529	-1.97%

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
$20,000 and less	4	5.00%	15,988	16,738	19,000	0	0
$20,001 $40,000	10	12.50%	31,520	36,533	27,000	36,833	0
$40,001 $60,000	14	17.50%	51,756	57,050	55,727	49,900	41,340
$60,001 $110,000	20	25.00%	87,005	85,500	90,815	85,000	0
$110,001 $150,000	12	15.00%	131,000	136,200	137,010	129,900	0
$150,001 $220,000	9	11.25%	178,911	247,500	202,900	169,500	0
$220,001 and up	11	13.75%	306,936	322,500	313,200	367,000	0
Average List Price	117,529			96,230	127,535	142,089	41,340
Total Closed Units	80	100%	117,529	27	43	9	1
Total Closed Volume	9,402,326			2.60M	5.48M	1.28M	41.34K

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AVERAGE SOLD PRICE AT CLOSING

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NOVEMBER

2013	2014	2015	2016	2017
95,100	133,465	103,544	119,699	109,201

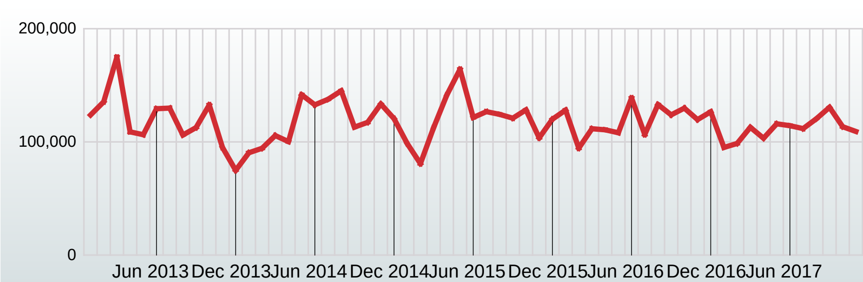
1 Year -8.77%
2 Year +5.46%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
123,840	120,986	123,844	120,260	112,823

1 Year -6.18%
2 Year -8.90%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 112,202

High
Mar 2013 = 174,874
Low
Dec 2013 = 74,869

Average Sold Price this month at **109,201,** below the 5 yr NOV average of **112,202**

3 MONTHS

Month	Price	Change
SEP	130,545	
OCT	113,414	-13.12%
NOV	109,201	-3.71%

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
$20,000 and less	5	6.25%	13,822	13,527	15,000	0	0
$20,001 $40,000	11	13.75%	30,400	29,650	28,750	33,000	0
$40,001 $60,000	14	17.50%	50,340	50,250	52,642	45,000	40,009
$60,001 $110,000	18	22.50%	84,568	78,250	86,633	83,000	0
$110,001 $150,000	15	18.75%	131,373	126,875	132,930	133,797	0
$150,001 $220,000	9	11.25%	190,889	202,500	191,167	166,000	0
$220,001 and up	8	10.00%	302,125	265,000	297,250	349,000	0
Average Sold Price	109,201	100%	109,201	82,917	121,687	136,089	40,009
Total Closed Units	80			27	43	9	1
Total Closed Volume	8,736,090			2.24M	5.23M	1.22M	40.01K

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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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NOVEMBER

2013	2014	2015	2016	2017
91.75%	93.26%	92.36%	94.03%	92.35%

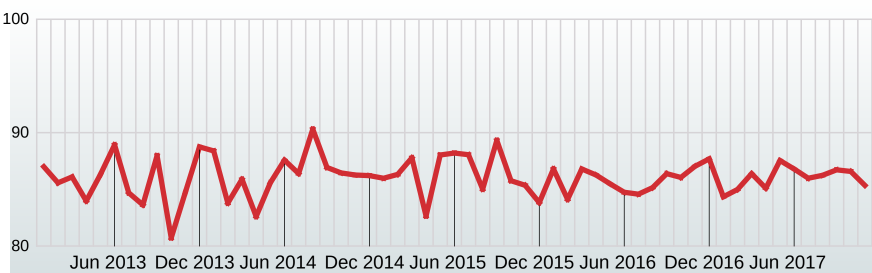
1 Year -1.80%
2 Year -0.01%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
92.53%	93.53%	93.69%	92.77%	93.12%

1 Year +0.37%
2 Year -0.61%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 92.75%

High
Aug 2014 = 97.30%
Low
Oct 2013 = 87.72%

Average Sold/List Ratio this month at **92.35%,** below the 5 yr NOV average of **92.75%**

3 MONTHS

SEP	93.72%	
OCT	93.58%	-0.15%
NOV	92.35%	-1.32%

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
$20,000 and less	5	6.25%	79.12%	79.16%	78.95%	0.00%	0.00%
$20,001 $40,000	11	13.75%	88.86%	82.53%	107.29%	89.23%	0.00%
$40,001 $60,000	14	17.50%	92.35%	88.28%	94.94%	90.18%	96.78%
$60,001 $110,000	18	22.50%	94.75%	92.14%	95.32%	97.65%	0.00%
$110,001 $150,000	15	18.75%	96.58%	93.60%	97.14%	103.00%	0.00%
$150,001 $220,000	9	11.25%	92.74%	84.21%	94.72%	97.94%	0.00%
$220,001 and up	8	10.00%	91.61%	82.12%	94.96%	94.41%	0.00%
Average Sold/List Ratio	92.30%	100%	92.30%	86.25%	95.74%	93.92%	96.78%
Total Closed Units	80			27	43	9	1
Total Closed Volume	8,736,090			2.24M	5.23M	1.22M	40.01K

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November 2017

Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MARKET SUMMARY

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

INVENTORY

Inventory

New Listings
252 = 16.23%

Start Inventory
1,301

Total Inventory Units
1,553

Volume
$237,459,072

Market Activity

Closed Sales
80 = 4.90%

Pending Sales
108 = 6.62%

Other Off Market
151 = 9.25%

Active Inventory
1,293 = 79.23%

MARKET ACTIVITY

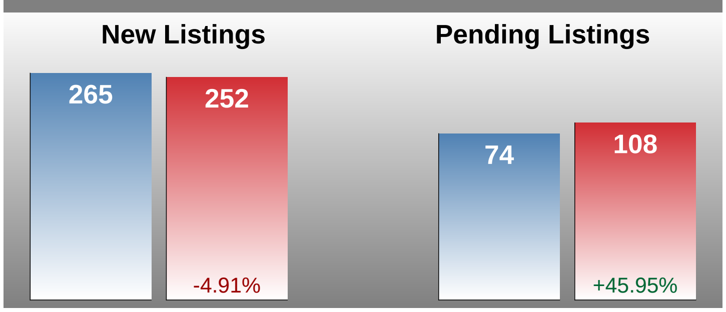
Compared	November			Year to Date		
Metrics	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	93	80	-13.98%	886	908	2.48%
Pending Sales	74	108	45.95%	974	1,020	4.72%
New Listings	265	252	-4.91%	3,160	3,294	4.24%
Average List Price	124,785	117,529	-5.81%	128,239	119,786	-6.59%
Average Sale Price	119,699	109,201	-8.77%	120,260	112,823	-6.18%
Average Percent of Selling Price to List Price	94.03%	92.35%	-1.80%	92.77%	93.12%	0.37%
Average Days on Market to Sale	63.96	67.36	5.32%	93.87	67.22	-28.39%
Monthly Inventory	1,205	1,293	7.30%	1,205	1,293	7.30%
Months Supply of Inventory	15.27	15.72	2.95%	15.27	15.72	2.95%

Absorption: Last 12 months, an Average of **82** Sales/Month

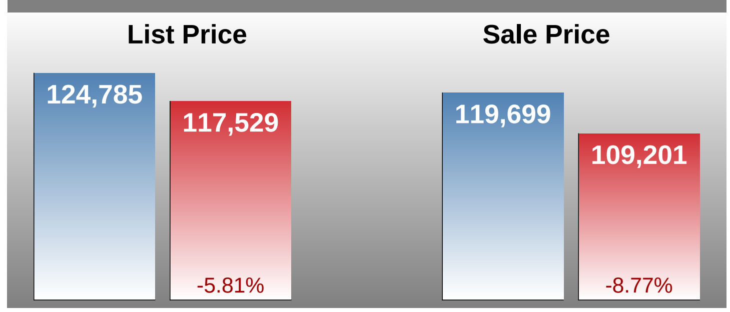
Inventory on November 30, 2017 = **1,293**

2016 2017

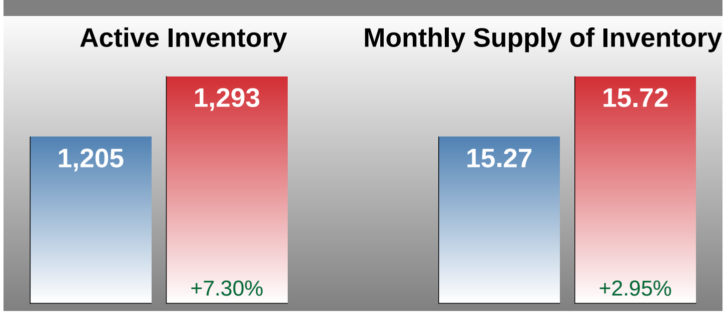
NOVEMBER MARKET



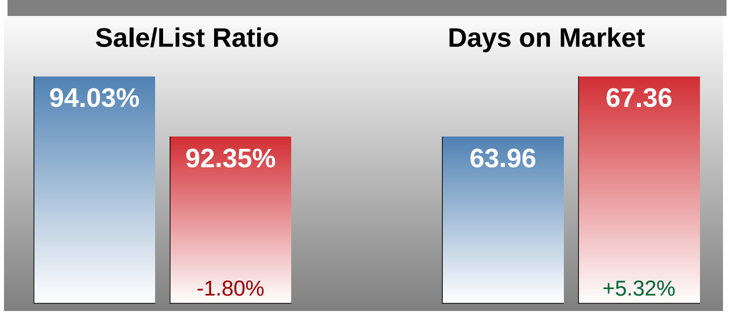
AVERAGE PRICES



INVENTORY



AVERAGE SOLD/LIST RATIO & DOM



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