



November 2017

Area Delimited by County Of Washington

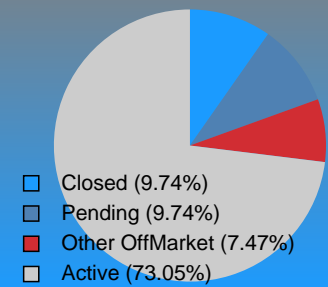


MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|---|----------|---------|---------|
| | 2016 | 2017 | +/-% |
| Closed Listings | 68 | 60 | -11.76% |
| Pending Listings | 59 | 60 | 1.69% |
| New Listings | 103 | 88 | -14.56% |
| Median List Price | 148,450 | 132,450 | -10.78% |
| Median Sale Price | 145,000 | 131,250 | -9.48% |
| Median Percent of List Price to Selling Price | 97.25% | 97.48% | 0.24% |
| Median Days on Market to Sale | 48.00 | 24.50 | -48.96% |
| End of Month Inventory | 432 | 450 | 4.17% |
| Months Supply of Inventory | 6.09 | 6.57 | 7.84% |

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of November 30, 2017 = **450**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **4.17%** to 450 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.57** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.48%** in November 2017 to \$131,250 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **24.50** days that homes spent on the market before selling decreased by 23.50 days or **48.96%** in November 2017 compared to last year's same month at **48.00** DOM.

Sales Success for November 2017 is Positive

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

There were 88 New Listings in November 2017, down **14.56%** from last year at 103. Furthermore, there were 60 Closed Listings this month versus last year at 68, a **-11.76%** decrease.

Closed versus Listed trends yielded a **68.2%** ratio, up from previous year's, November 2016, at **66.0%**, a **3.28%** 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

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
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| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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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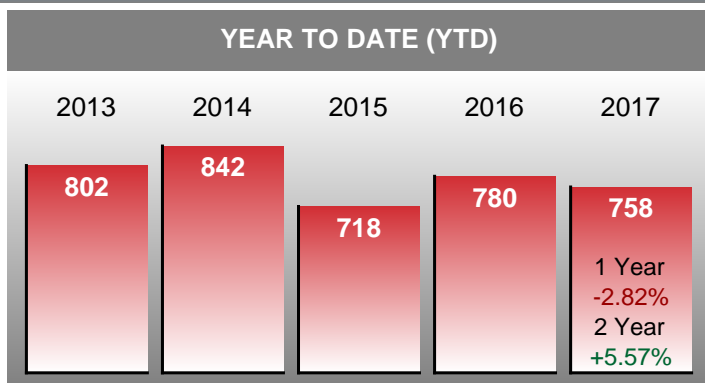
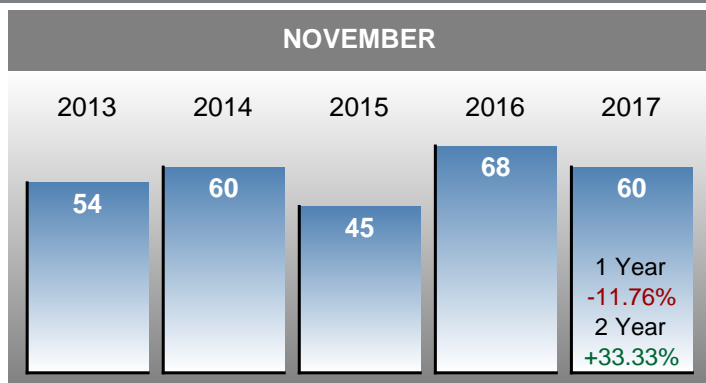
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CLOSED LISTINGS

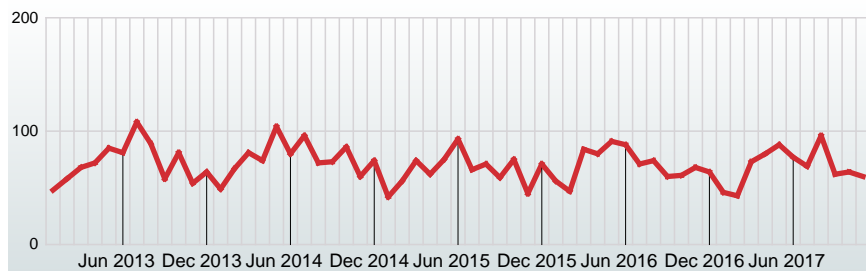
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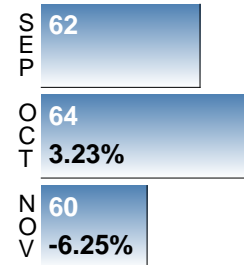
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 57

3 MONTHS



High
Jul 2013 = 108
Low
Jan 2015 = 42
Closed Listings
this month at **60**,
above the 5 yr NOV
average of **57**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 6 | 10.00% | 20.5 | 3 | 2 | 1 | 0 |
| \$50,001 - \$70,000 | 7 | 11.67% | 29.0 | 1 | 6 | 0 | 0 |
| \$70,001 - \$110,000 | 10 | 16.67% | 31.0 | 2 | 7 | 1 | 0 |
| \$110,001 - \$150,000 | 13 | 21.67% | 17.0 | 0 | 8 | 5 | 0 |
| \$150,001 - \$220,000 | 10 | 16.67% | 42.5 | 1 | 6 | 3 | 0 |
| \$220,001 - \$320,000 | 8 | 13.33% | 29.0 | 0 | 1 | 6 | 1 |
| \$320,001 and up | 6 | 10.00% | 13.5 | 0 | 2 | 3 | 1 |
| Total Closed Units | 60 | | | 7 | 32 | 19 | 2 |
| Total Closed Volume | 9,880,896 | 100% | 24.5 | 456.50K | 4.06M | 4.23M | 1.13M |
| Median Closed Price | \$131,250 | | | \$62,000 | \$118,250 | \$212,000 | \$567,450 |

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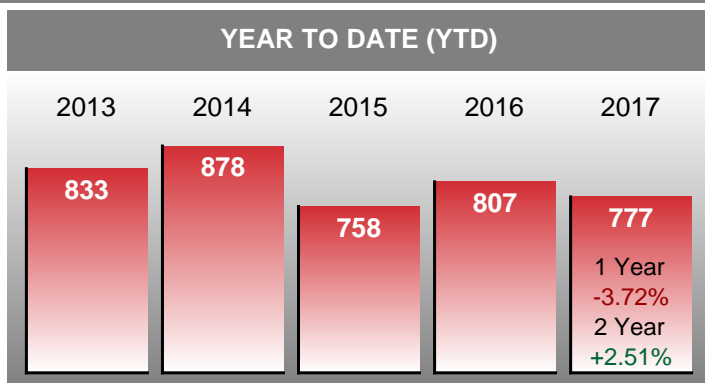
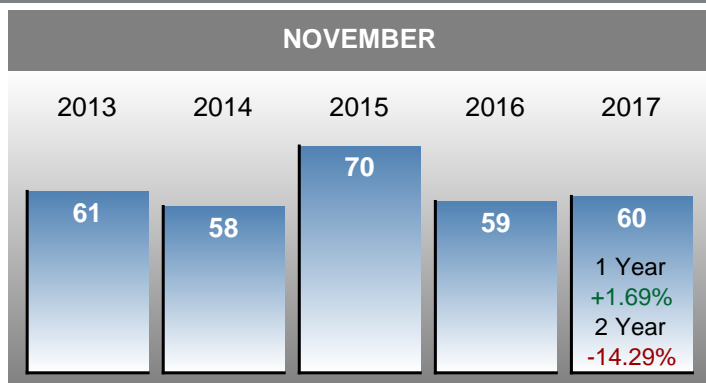
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PENDING LISTINGS

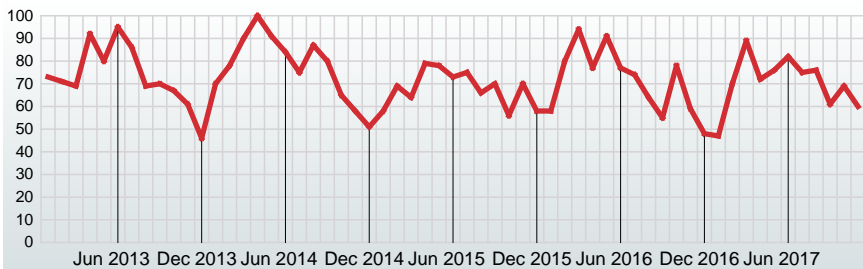
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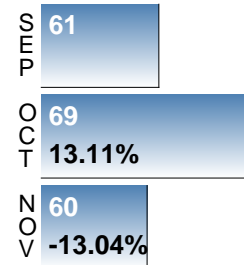
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 62

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2013 = 46
Pending Listings
this month at **60**,
below the 5 yr NOV
average of **62**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less | 3 | 5.00% | 11.0 | 2 | 1 | 0 | 0 |
| \$30,001 - \$70,000 | 10 | 16.67% | 31.5 | 3 | 7 | 0 | 0 |
| \$70,001 - \$110,000 | 8 | 13.33% | 70.0 | 0 | 7 | 1 | 0 |
| \$110,001 - \$160,000 | 15 | 25.00% | 47.0 | 2 | 9 | 4 | 0 |
| \$160,001 - \$220,000 | 11 | 18.33% | 48.0 | 0 | 2 | 7 | 2 |
| \$220,001 - \$330,000 | 7 | 11.67% | 43.0 | 1 | 3 | 2 | 1 |
| \$330,001 and up | 6 | 10.00% | 50.5 | 0 | 2 | 3 | 1 |
| Total Pending Units | 60 | | | 8 | 31 | 17 | 4 |
| Total Pending Volume | 9,757,200 | 100% | 48.5 | 721.40K | 4.06M | 3.87M | 1.11M |
| Median Listing Price | \$135,750 | | | \$60,000 | \$112,000 | \$209,900 | \$224,700 |

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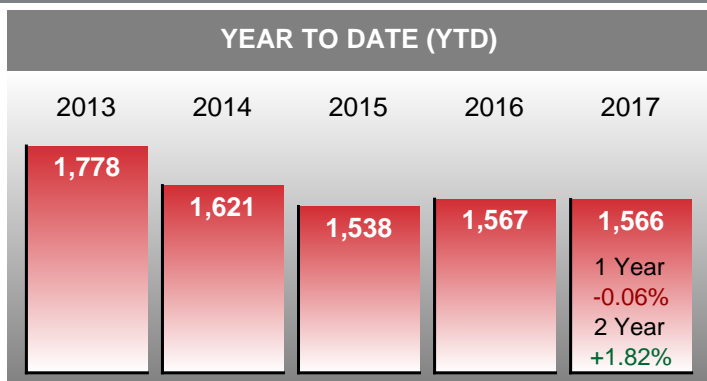
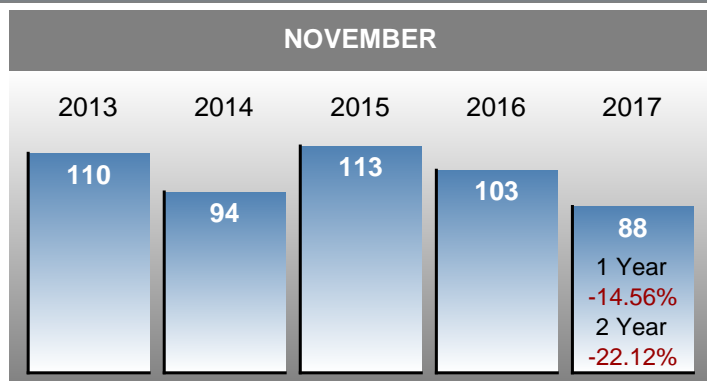
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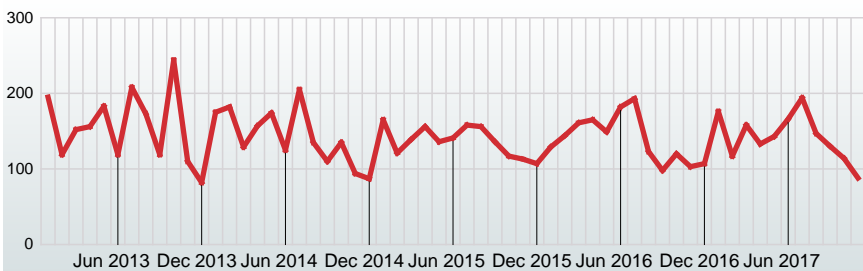


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 102

3 MONTHS

High
Oct 2013 = 244
Low
Dec 2013 = 82
New Listings
this month at **88**,
below the 5 yr NOV
average of **102**

| | |
|-----|----------------|
| SEP | 130 |
| OCT | 114 -12.31% |
| NOV | 88 -22.81% |

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-----------------|-----------------|------------------|------------------|
| \$30,000 and less | 7 | 7.95% | 3 | 3 | 1 | 0 |
| \$30,001 - \$50,000 | 9 | 10.23% | 3 | 5 | 1 | 0 |
| \$50,001 - \$60,000 | 15 | 17.05% | 9 | 6 | 0 | 0 |
| \$60,001 - \$90,000 | 22 | 25.00% | 7 | 13 | 2 | 0 |
| \$90,001 - \$140,000 | 14 | 15.91% | 0 | 9 | 3 | 2 |
| \$140,001 - \$240,000 | 12 | 13.64% | 0 | 6 | 5 | 1 |
| \$240,001 and up | 9 | 10.23% | 2 | 1 | 5 | 1 |
| Total New Listed Units | 88 | | 24 | 43 | 17 | 4 |
| Total New Listed Volume | 10,079,103 | 100% | 2.31M | 4.08M | 3.05M | 642.80K |
| Median New Listed Listing Price | \$75,000 | | \$57,000 | \$79,900 | \$145,700 | \$146,500 |

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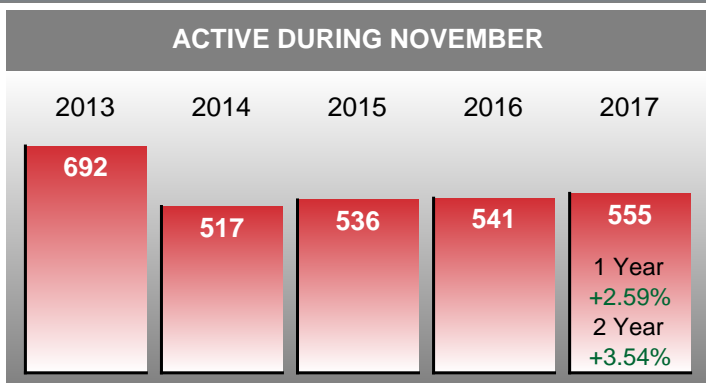
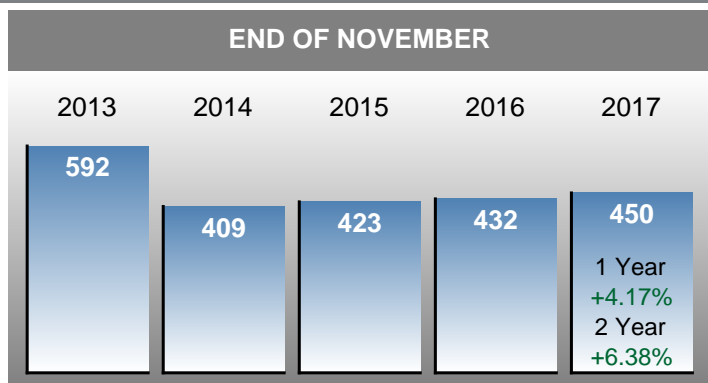
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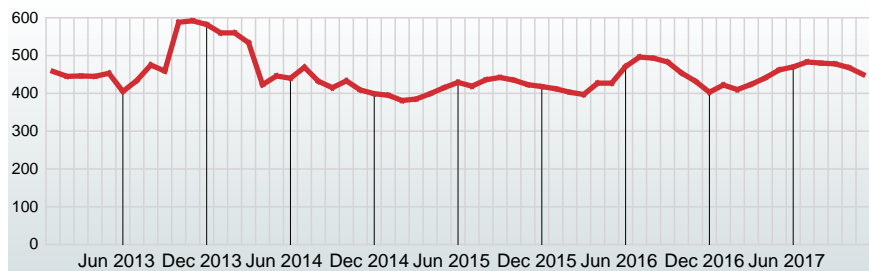


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 461 **3 MONTHS**

High
Nov 2013 = 592
Low
Feb 2015 = 381
Inventory
this month at **450**,
below the 5 yr NOV
average of **461**

| | |
|-------|----------------------|
| S E P | 478 |
| O C T | 468 -2.09% |
| N O V | 450 -3.85% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------|--------|------------|----------|----------|-----------|-----------|
| \$20,000 and less | 36 | 8.00% | 176.0 | 35 | 1 | 0 | 0 |
| \$20,001 \$40,000 | 47 | 10.44% | 104.0 | 38 | 6 | 3 | 0 |
| \$40,001 \$60,000 | 71 | 15.78% | 126.0 | 49 | 20 | 2 | 0 |
| \$60,001 \$110,000 | 122 | 27.11% | 91.0 | 51 | 62 | 6 | 3 |
| \$110,001 \$170,000 | 70 | 15.56% | 70.0 | 13 | 33 | 22 | 2 |
| \$170,001 \$290,000 | 55 | 12.22% | 76.0 | 6 | 21 | 24 | 4 |
| \$290,001 and up | 49 | 10.89% | 80.0 | 12 | 7 | 21 | 9 |
| Total Active Inventory by Units | | | 450 | 204 | 150 | 78 | 18 |
| Total Active Inventory by Volume | | | 63,645,543 | 22.63M | 18.01M | 17.85M | 5.16M |
| Median Active Inventory Listing Price | | | \$79,900 | \$55,000 | \$98,000 | \$199,400 | \$287,450 |

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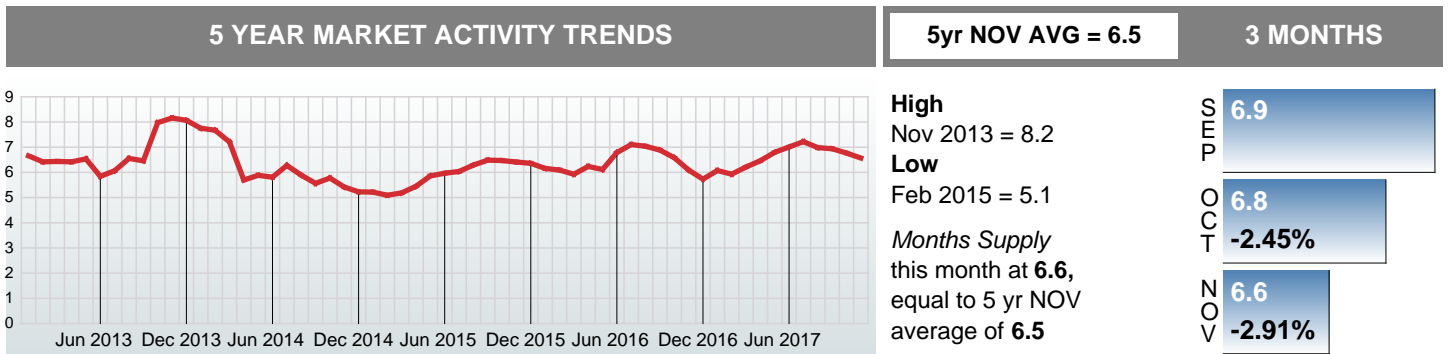
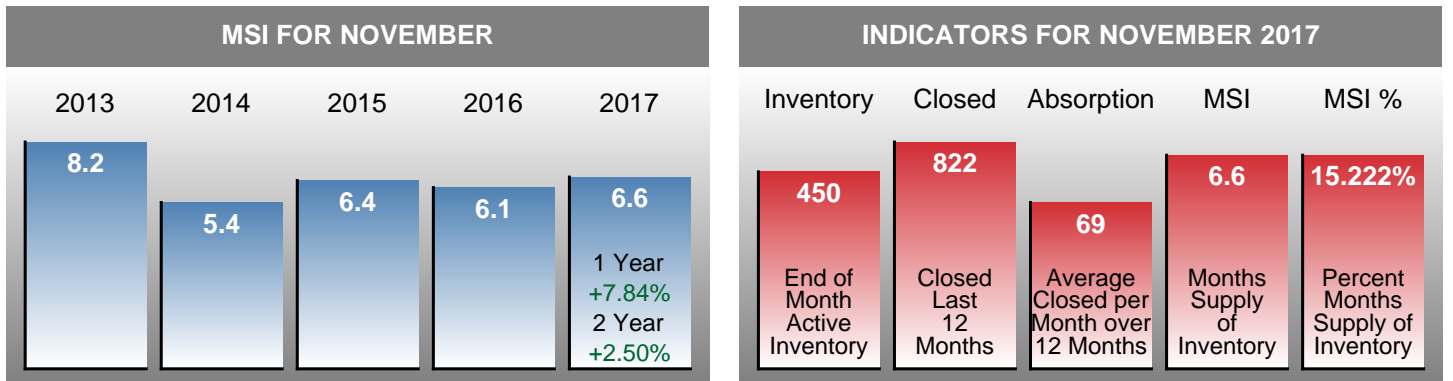
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MONTHS SUPPLY of INVENTORY (MSI)

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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 |
|---|------------|-------------|------------|-------------|------------|------------|------------|
| \$20,000 and less | 36 | 8.00% | 16.0 | 38.2 | 0.8 | 0.0 | 0.0 |
| \$20,001 \$40,000 | 47 | 10.44% | 10.4 | 18.2 | 3.1 | 6.0 | 0.0 |
| \$40,001 \$60,000 | 71 | 15.78% | 12.9 | 25.6 | 5.9 | 12.0 | 0.0 |
| \$60,001 \$110,000 | 122 | 27.11% | 6.3 | 13.0 | 4.5 | 3.6 | 0.0 |
| \$110,001 \$170,000 | 70 | 15.56% | 3.7 | 17.3 | 2.8 | 3.9 | 3.4 |
| \$170,001 \$290,000 | 55 | 12.22% | 4.0 | 12.0 | 5.1 | 2.9 | 4.0 |
| \$290,001 and up | 49 | 10.89% | 10.9 | 72.0 | 9.3 | 7.9 | 9.8 |
| Market Supply of Inventory (MSI) | 6.6 | | | 19.9 | 4.1 | 4.1 | 7.2 |
| Total Active Inventory by Units | 450 | 100% | 6.6 | 204 | 150 | 78 | 18 |

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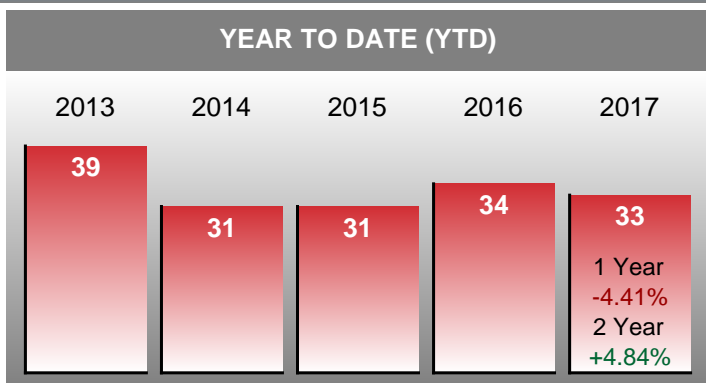
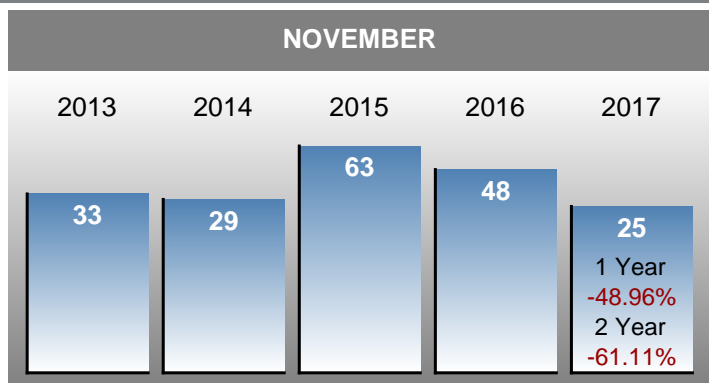
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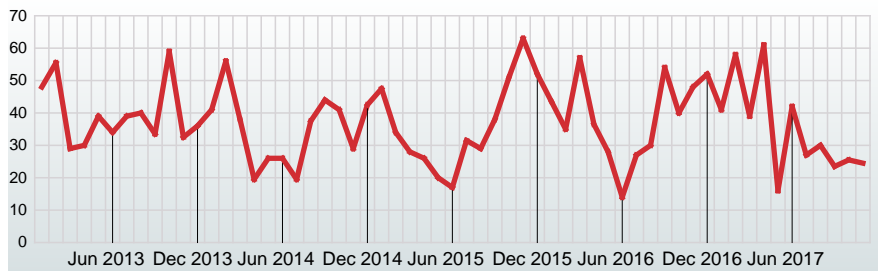


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 39 **3 MONTHS**

High
 Nov 2015 = 63
Low
 Jun 2016 = 14
Median Days on Market
 this month at **25**,
 below the 5 yr NOV
 average of **39**

| | |
|---------------|----|
| SEP | 24 |
| OCT | 26 |
| 8.51% | |
| NOV | 25 |
| -3.92% | |

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Days on Market to Sale by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----------|--------|-----------|----------|--------|--------|---------|
| \$50,000 and less | 6 | 10.00% | 20.5 | 101.0 | 11.5 | 21.0 | 0.0 |
| \$50,001 - \$70,000 | 7 | 11.67% | 29.0 | 29.0 | 28.5 | 0.0 | 0.0 |
| \$70,001 - \$110,000 | 10 | 16.67% | 31.0 | 34.5 | 20.0 | 35.0 | 0.0 |
| \$110,001 - \$150,000 | 13 | 21.67% | 17.0 | 0.0 | 16.0 | 62.0 | 0.0 |
| \$150,001 - \$220,000 | 10 | 16.67% | 42.5 | 1.0 | 45.5 | 50.0 | 0.0 |
| \$220,001 - \$320,000 | 8 | 13.33% | 29.0 | 0.0 | 43.0 | 38.0 | 7.0 |
| \$320,001 and up | 6 | 10.00% | 13.5 | 0.0 | 14.0 | 9.0 | 108.0 |
| Median Closed DOM | | | 24.5 | 29.0 | 18.5 | 24.0 | 57.5 |
| Total Closed Units | | 100% | 24.5 | 7 | 32 | 19 | 2 |
| Total Closed Volume | | | 9,880,896 | 456.50K | 4.06M | 4.23M | 1.13M |

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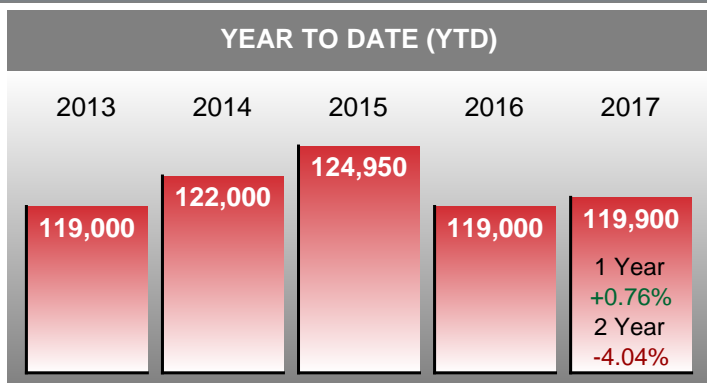
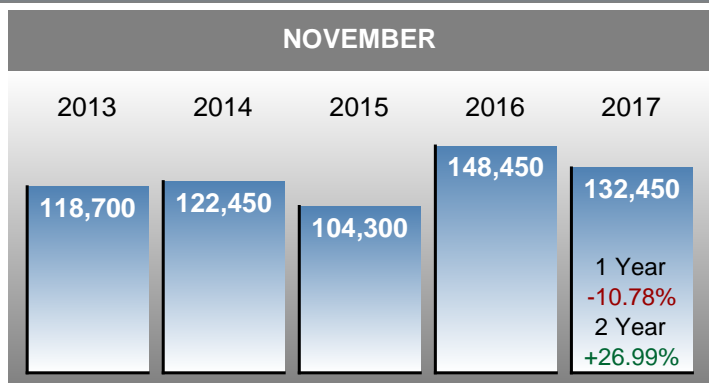
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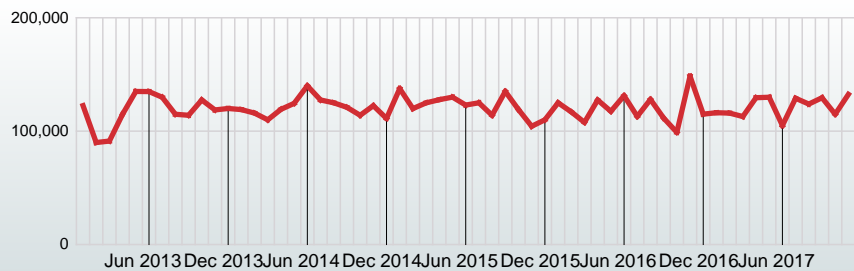
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 125,270 **3 MONTHS**



High
Nov 2016 = 148,450

Low
Feb 2013 = 89,950

Median List Price
this month at **132,450**,
above the 5 yr NOV
average of **125,270**

| | |
|----------------|---------|
| S E P | 129,450 |
| O C T | 114,950 |
| N O V | 132,450 |
| -11.20% | |
| 15.22% | |

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median List Price at Closing by Price Range | | % | MLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------|--------|---------|----------|---------|---------|---------|
| \$50,000 and less | 6 | 10.00% | 33,950 | 24,050 | 43,950 | 42,000 | 0 |
| \$50,001 - \$70,000 | 4 | 6.67% | 61,250 | 62,000 | 60,500 | 0 | 0 |
| \$70,001 - \$110,000 | 12 | 20.00% | 85,000 | 87,450 | 85,000 | 0 | 0 |
| \$110,001 - \$150,000 | 14 | 23.33% | 129,900 | 0 | 128,200 | 140,750 | 0 |
| \$150,001 - \$220,000 | 9 | 15.00% | 167,500 | 164,900 | 167,500 | 199,900 | 0 |
| \$220,001 - \$320,000 | 9 | 15.00% | 263,500 | 0 | 267,250 | 249,200 | 269,900 |
| \$320,001 and up | 6 | 10.00% | 377,450 | 0 | 337,450 | 405,000 | 975,000 |
| Median List Price | 132,450 | | | 62,000 | 122,500 | 219,000 | 622,450 |
| Total Closed Units | 60 | | | 7 | 32 | 19 | 2 |
| Total Closed Volume | 10,286,450 | | | 467.75K | 4.25M | 4.33M | 1.24M |

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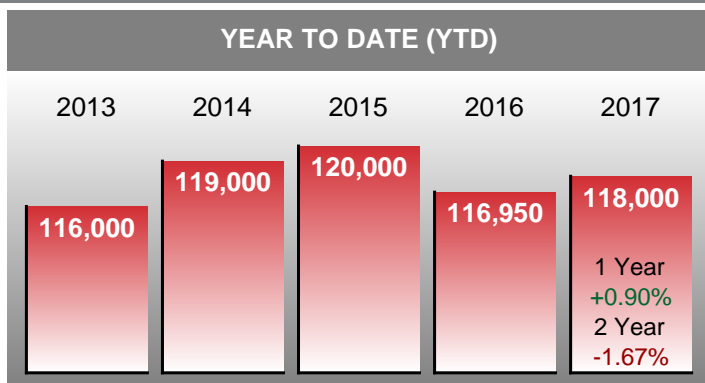
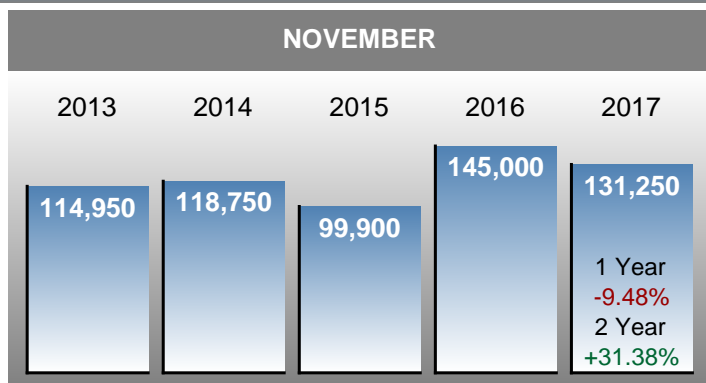
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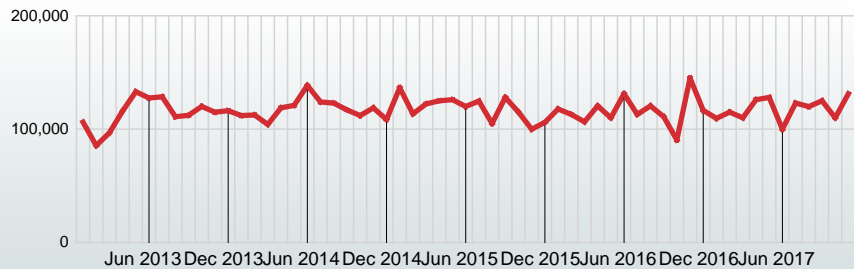
MEDIAN SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 121,970 **3 MONTHS**



High
Nov 2016 = 145,000
Low
Feb 2013 = 85,500
Median Sold Price
this month at **131,250**,
above the 5 yr NOV
average of **121,970**

| | |
|-----|--------------------|
| SEP | 125,000 |
| OCT | 110,000 -12.00% |
| NOV | 131,250 19.32% |

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Sold Price at Closing by Price Range | | % | M Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 6 | 10.00% | 28,600 | 22,000 | 38,980 | 35,000 | 0 |
| \$50,001 - \$70,000 | 7 | 11.67% | 62,000 | 62,000 | 62,000 | 0 | 0 |
| \$70,001 - \$110,000 | 10 | 16.67% | 86,000 | 87,450 | 80,000 | 110,000 | 0 |
| \$110,001 - \$150,000 | 13 | 21.67% | 130,000 | 0 | 128,700 | 138,000 | 0 |
| \$150,001 - \$220,000 | 10 | 16.67% | 177,950 | 169,900 | 176,750 | 200,000 | 0 |
| \$220,001 - \$320,000 | 8 | 13.33% | 265,950 | 0 | 290,000 | 248,450 | 269,900 |
| \$320,001 and up | 6 | 10.00% | 362,250 | 0 | 327,500 | 387,500 | 865,000 |
| Median Sold Price | | | 131,250 | 62,000 | 118,250 | 212,000 | 567,450 |
| Total Closed Units | | 100% | 131,250 | 7 | 32 | 19 | 2 |
| Total Closed Volume | | | 9,880,896 | 456.50K | 4.06M | 4.23M | 1.13M |

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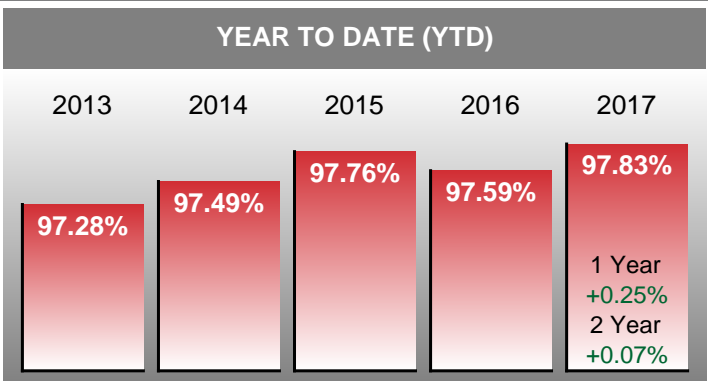
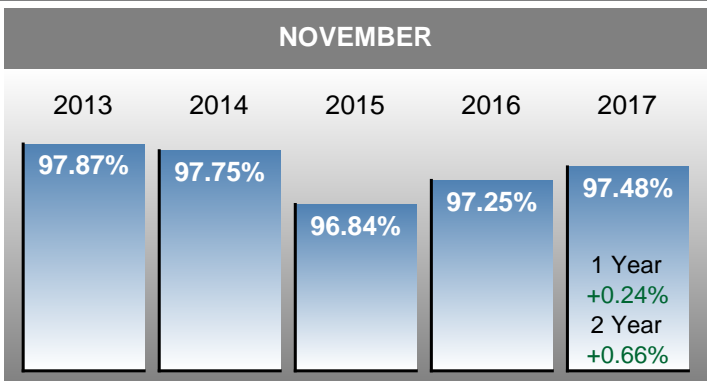
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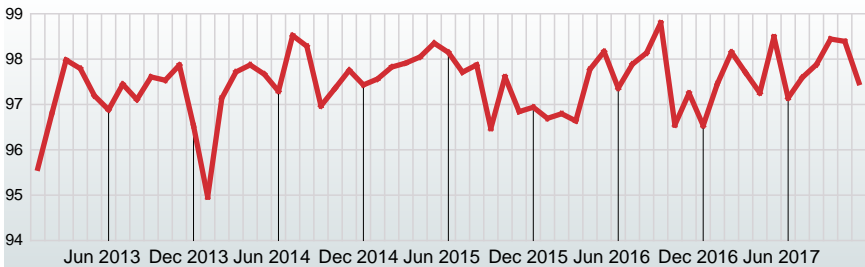
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 97.44%
3 MONTHS



High
Sep 2016 = 98.80%

Low
Jan 2014 = 94.96%

Median Sold/List Ratio
this month at **97.48%**,
equal to 5 yr NOV
average of **97.44%**

| | |
|-----|---------------|
| SEP | 98.44% |
| OCT | 98.39% |
| NOV | 97.48% |
| | -0.93% |

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | M S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----------|--------|--------|----------|--------|--------|---------|
| \$50,000 and less | 6 | 10.00% | 85.53% | 78.57% | 88.61% | 83.33% | 0.00% |
| \$50,001 - \$70,000 | 7 | 11.67% | 95.71% | 100.00% | 91.25% | 0.00% | 0.00% |
| \$70,001 - \$110,000 | 10 | 16.67% | 98.67% | 100.00% | 97.33% | 92.05% | 0.00% |
| \$110,001 - \$150,000 | 13 | 21.67% | 97.60% | 0.00% | 97.88% | 97.48% | 0.00% |
| \$150,001 - \$220,000 | 10 | 16.67% | 99.65% | 103.03% | 99.65% | 97.48% | 0.00% |
| \$220,001 - \$320,000 | 8 | 13.33% | 99.09% | 0.00% | 95.08% | 99.09% | 100.00% |
| \$320,001 and up | 6 | 10.00% | 96.56% | 0.00% | 97.16% | 97.45% | 88.72% |
| Median Sold/List Ratio | | | 97.48% | 100.00% | 97.05% | 97.68% | 94.36% |
| Total Closed Units | | 100% | 97.48% | 7 | 32 | 19 | 2 |
| Total Closed Volume | | | | 456.50K | 4.06M | 4.23M | 1.13M |

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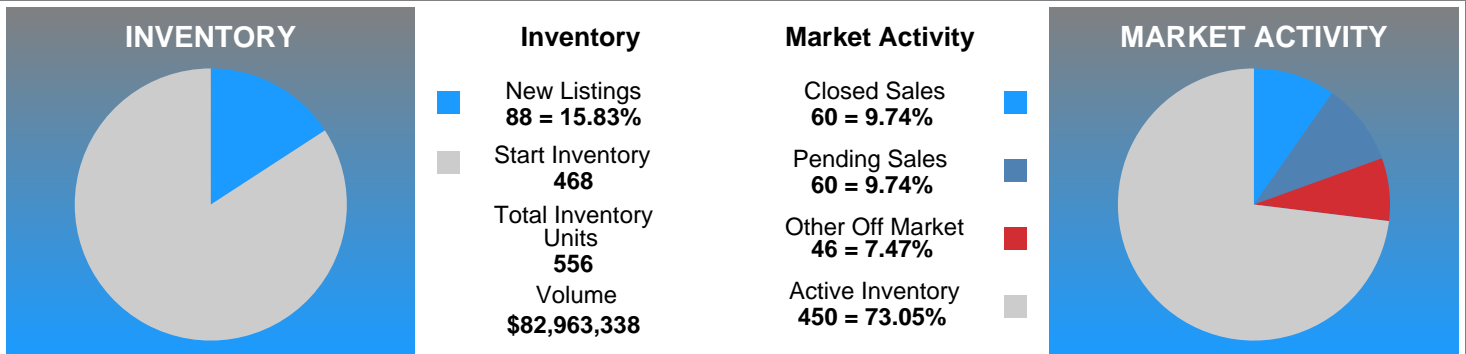
November 2017

Area Delimited by County Of Washington



MARKET SUMMARY

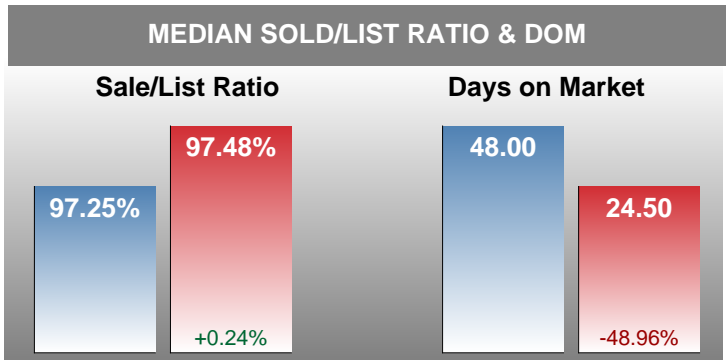
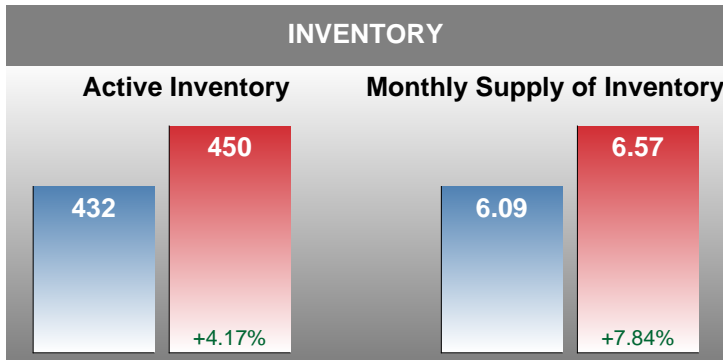
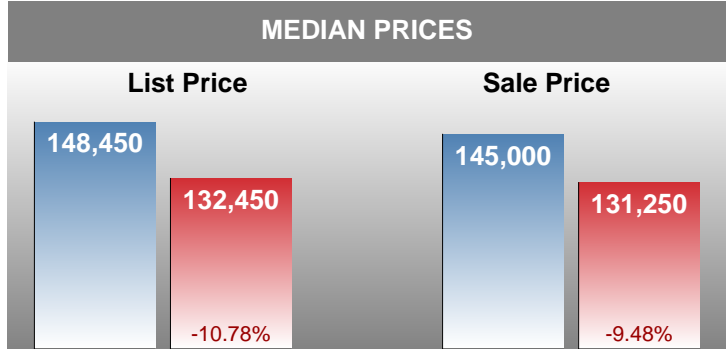
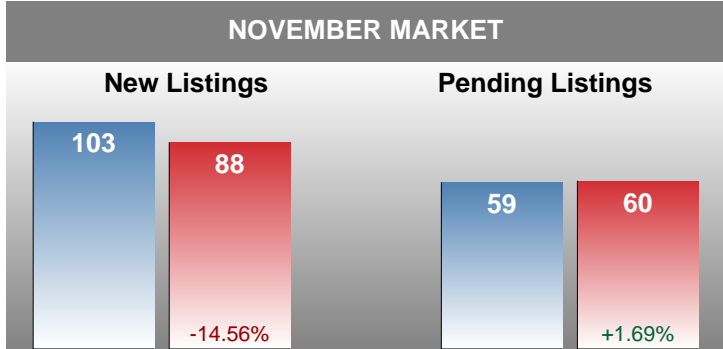
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



| Compared Metrics | November | | | Year to Date | | |
|---|----------|---------|---------|--------------|---------|--------|
| | 2016 | 2017 | +/-% | 2016 | 2017 | +/-% |
| Closed Sales | 68 | 60 | -11.76% | 780 | 758 | -2.82% |
| Pending Sales | 59 | 60 | 1.69% | 807 | 777 | -3.72% |
| New Listings | 103 | 88 | -14.56% | 1,567 | 1,566 | -0.06% |
| Median List Price | 148,450 | 132,450 | -10.78% | 119,000 | 119,900 | 0.76% |
| Median Sale Price | 145,000 | 131,250 | -9.48% | 116,950 | 118,000 | 0.90% |
| Median Percent of Selling Price to List Price | 97.25% | 97.48% | 0.24% | 97.59% | 97.83% | 0.25% |
| Median Days on Market to Sale | 48.00 | 24.50 | -48.96% | 34.00 | 32.50 | -4.41% |
| Monthly Inventory | 432 | 450 | 4.17% | 432 | 450 | 4.17% |
| Months Supply of Inventory | 6.09 | 6.57 | 7.84% | 6.09 | 6.57 | 7.84% |

Absorption: Last 12 months, an Average of **69** Sales/Month

Inventory on November 30, 2017 = 450 2016 2017



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