



October 2017

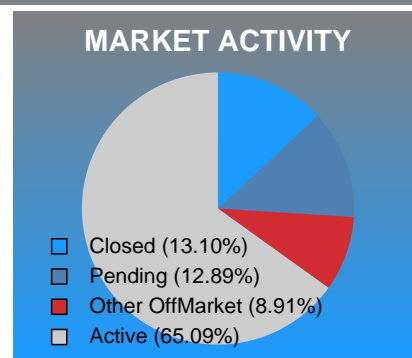
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	120	125	4.17%
Pending Listings	108	123	13.89%
New Listings	198	192	-3.03%
Median List Price	154,950	165,000	6.49%
Median Sale Price	152,850	169,000	10.57%
Median Percent of List Price to Selling Price	98.73%	98.09%	-0.65%
Median Days on Market to Sale	32.50	36.00	10.77%
End of Month Inventory	621	621	0.00%
Months Supply of Inventory	5.40	4.94	-8.43%



Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of October 31, 2017 = **621**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2017 decreased **0.00%** to 621 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **4.94** MSI for this period.

Median Sale Price 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 **10.57%** in October 2017 to \$169,000 versus the previous year at \$152,850.

Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 3.50 days or **10.77%** in October 2017 compared to last year's same month at **32.50** DOM.

Sales Success for October 2017 is Positive

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

There were 192 New Listings in October 2017, down **3.03%** from last year at 198. Furthermore, there were 125 Closed Listings this month versus last year at 120, a **4.17%** increase.

Closed versus Listed trends yielded a **65.1%** ratio, up from previous year's, October 2016, at **60.6%**, a **7.42%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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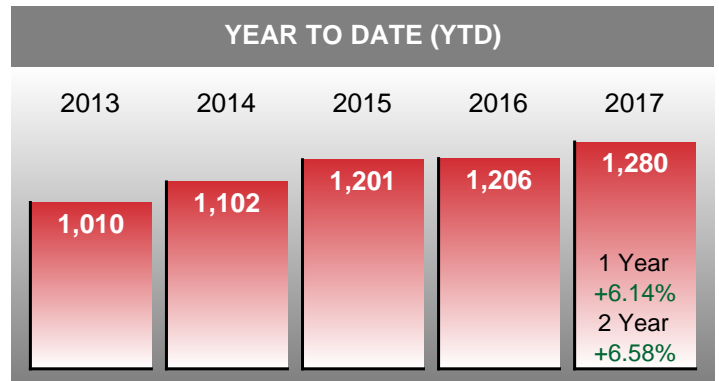
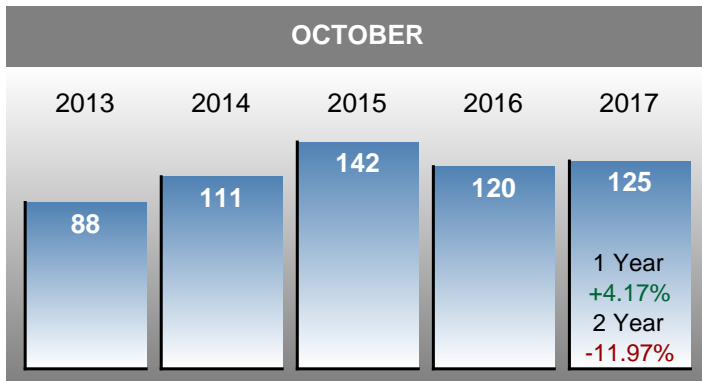
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CLOSED LISTINGS

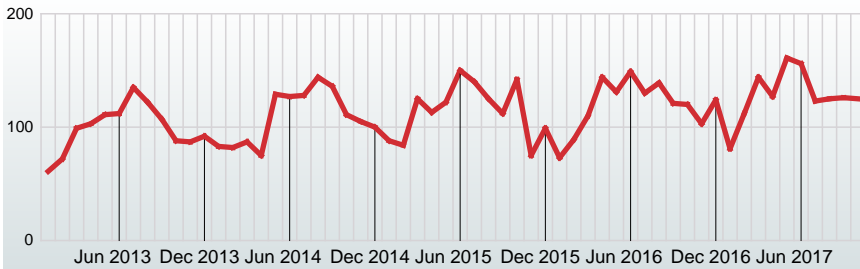
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 117

3 MONTHS



High
May 2017 = 161
Low
Jan 2013 = 61
Closed Listings
this month at **125**,
above the 5 yr OCT
average of **117**

AUG	125
SEP	126 0.80%
OCT	125 -0.79%

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	11	8.80%	23.0	4	5	2	0
\$50,001 - \$100,000	14	11.20%	43.5	6	8	0	0
\$100,001 - \$125,000	14	11.20%	56.5	2	10	2	0
\$125,001 - \$175,000	29	23.20%	14.0	0	24	5	0
\$175,001 - \$250,000	24	19.20%	40.5	3	9	12	0
\$250,001 - \$350,000	20	16.00%	28.0	2	6	11	1
\$350,001 and up	13	10.40%	46.0	0	1	8	4
Total Closed Units	125			17	63	40	5
Total Closed Volume	29,319,214	100%	36.0	1.82M	9.57M	10.36M	7.57M
Median Closed Price	\$169,000			\$70,000	\$142,900	\$247,450	\$470,000

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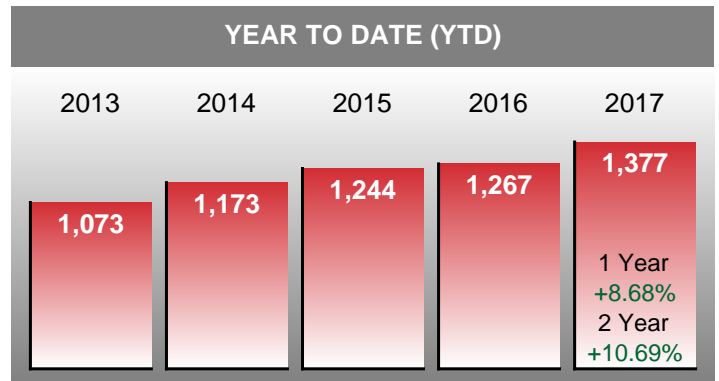
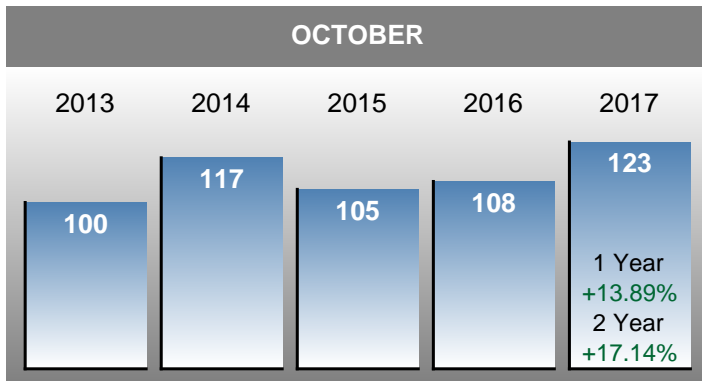
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PENDING LISTINGS

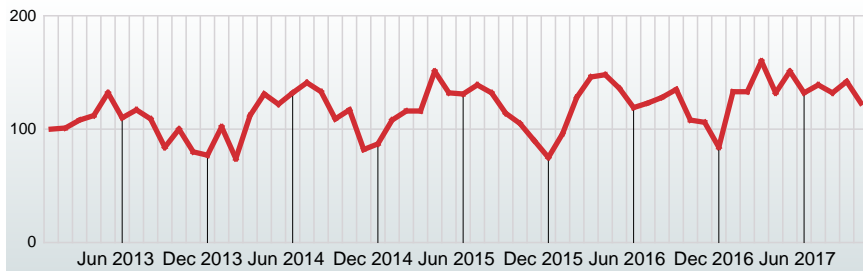
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 111

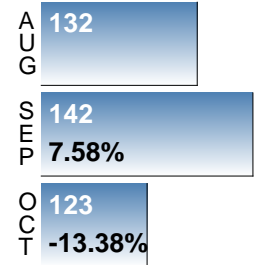
3 MONTHS



High
Mar 2017 = 160

Low
Feb 2014 = 74

Pending Listings this month at **123**, above the 5 yr OCT average of **111**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	6.50%	31.5	7	1	0	0
\$25,001 - \$100,000	19	15.45%	38.0	12	6	1	0
\$100,001 - \$125,000	7	5.69%	11.0	1	6	0	0
\$125,001 - \$175,000	34	27.64%	38.5	3	28	3	0
\$175,001 - \$225,000	25	20.33%	43.0	2	12	11	0
\$225,001 - \$300,000	17	13.82%	35.0	3	10	3	1
\$300,001 and up	13	10.57%	65.0	1	4	4	4
Total Pending Units	123			29	67	22	5
Total Pending Volume	21,768,511	100%	41.0	2.94M	11.70M	4.86M	2.27M
Median Listing Price	\$165,000			\$77,000	\$159,900	\$202,500	\$375,000

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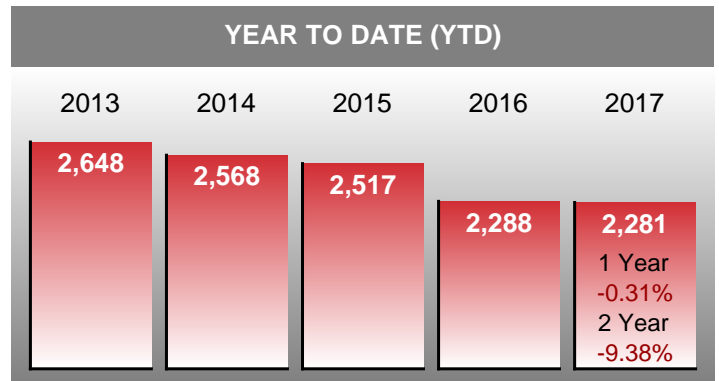
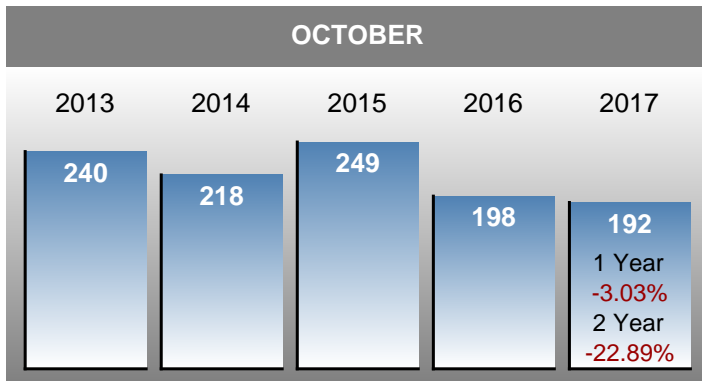
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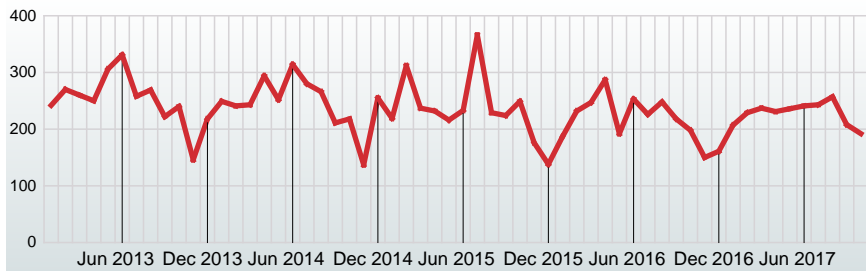
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 219 **3 MONTHS**



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **192**,
below the 5 yr OCT
average of **219**

AUG	257
SEP	208 -19.07%
OCT	192 -7.69%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	20	10.42%	20	0	0	0
\$25,001 - \$75,000	23	11.98%	15	7	1	0
\$75,001 - \$125,000	24	12.50%	7	16	1	0
\$125,001 - \$200,000	52	27.08%	4	37	11	0
\$200,001 - \$275,000	23	11.98%	1	15	7	0
\$275,001 - \$425,000	29	15.10%	5	7	15	2
\$425,001 and up	21	10.94%	3	4	8	6
Total New Listed Units	192		55	86	43	8
Total New Listed Volume	47,042,213		6.99M	20.29M	13.76M	6.00M
Median New Listed Listing Price	\$169,000		\$42,500	\$162,450	\$284,500	\$560,000

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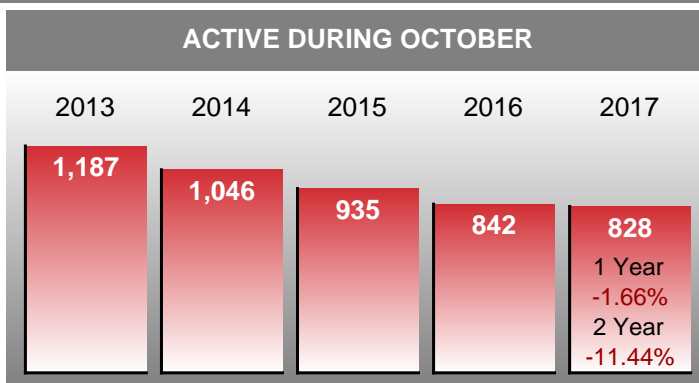
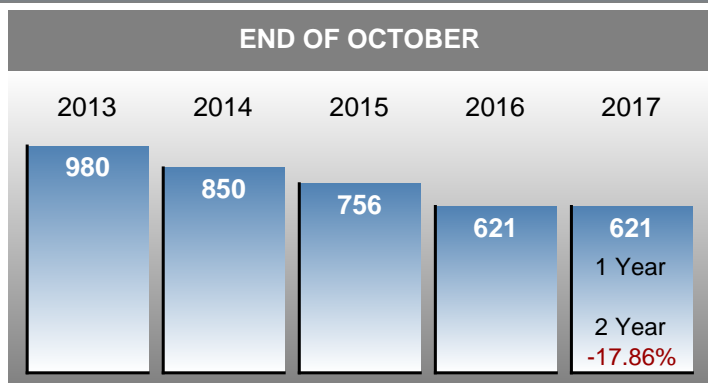
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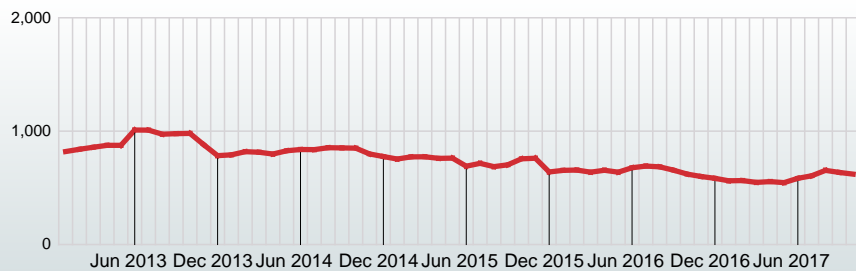
ACTIVE INVENTORY

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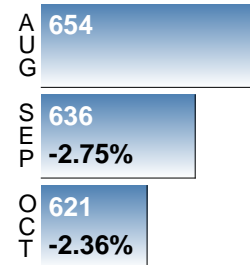


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 766 **3 MONTHS**



High
Jun 2013 = 1,010
Low
May 2017 = 546
Inventory
this month at **621**,
below the 5 yr OCT
average of **766**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	46	7.41%	68.5	45	1	0	0
\$25,001 - \$75,000	93	14.98%	67.0	76	11	6	0
\$75,001 - \$125,000	65	10.47%	78.0	26	30	5	4
\$125,001 - \$225,000	189	30.43%	63.0	31	103	53	2
\$225,001 - \$300,000	86	13.85%	81.5	8	35	36	7
\$300,001 - \$475,000	74	11.92%	74.5	12	17	36	9
\$475,001 and up	68	10.95%	59.5	11	9	23	25
Total Active Inventory by Units	621			209	206	159	47
Total Active Inventory by Volume	164,728,882	100%	69.0	30.41M	47.34M	47.92M	39.06M
Median Active Inventory Listing Price	\$176,000			\$50,000	\$172,445	\$265,000	\$517,000

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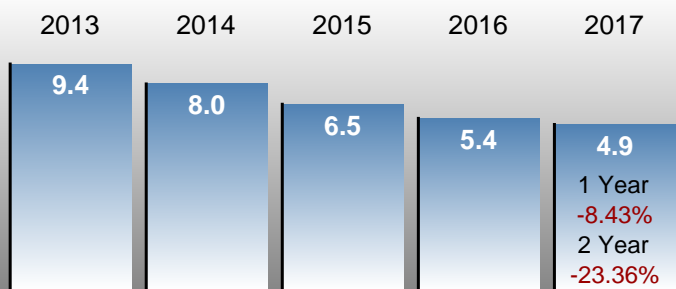
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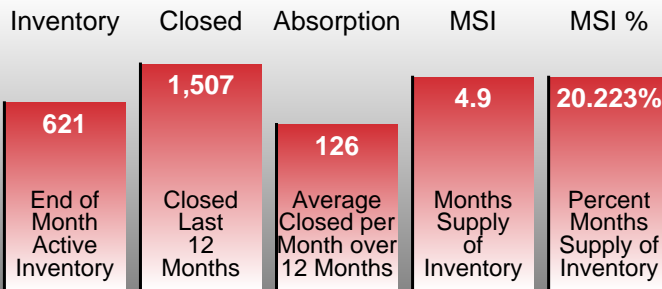
MONTHS SUPPLY of INVENTORY (MSI)

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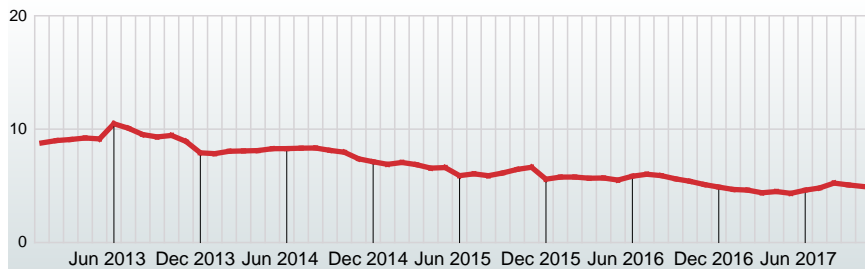
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017



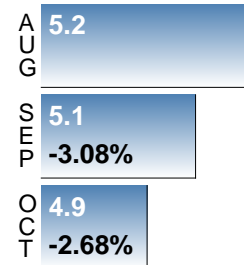
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 6.8

3 MONTHS

High
Jun 2013 = 10.5
Low
May 2017 = 4.3
Months Supply
this month at **4.9**,
below the 5 yr OCT
average of **6.8**



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	46	7.41%	9.7	11.0	1.7	0.0	0.0
\$25,001 - \$75,000	93	14.98%	6.0	10.1	1.7	5.5	0.0
\$75,001 - \$125,000	65	10.47%	2.9	6.5	1.9	2.2	48.0
\$125,001 - \$225,000	189	30.43%	3.7	11.3	3.0	4.3	1.8
\$225,001 - \$300,000	86	13.85%	5.6	16.0	6.0	4.5	7.0
\$300,001 - \$475,000	74	11.92%	6.2	24.0	8.9	4.5	5.7
\$475,001 and up	68	10.95%	15.4	44.0	54.0	9.2	16.7
Market Supply of Inventory (MSI)	4.9			10.7	3.1	4.6	8.7
Total Active Inventory by Units	621	100%	4.9	209	206	159	47

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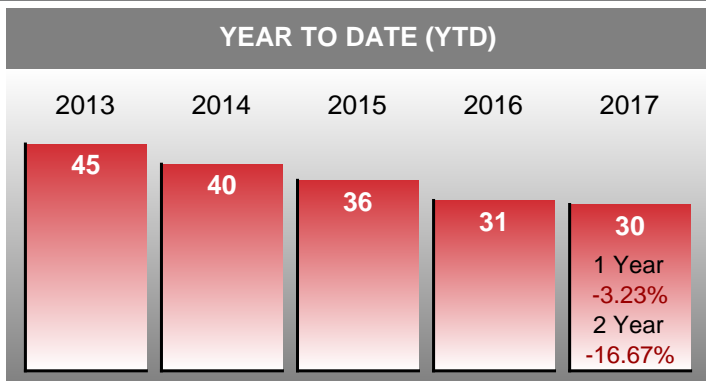
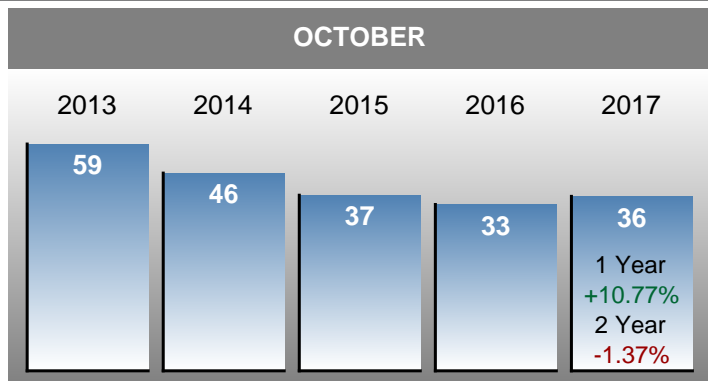
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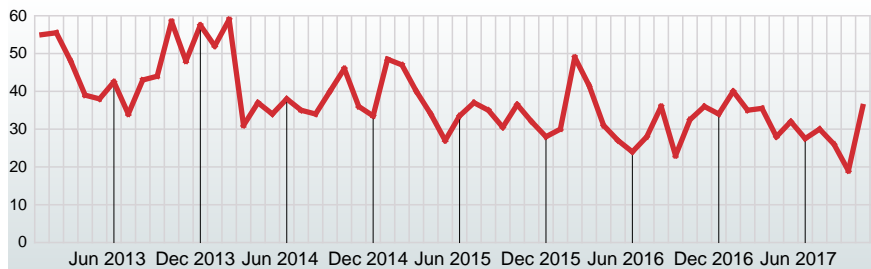


MEDIAN DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 42 **3 MONTHS**

High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **36**,
below the 5 yr OCT
average of **42**

AUG	26
SEP	19 -26.92%
OCT	36 89.47%

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	11	8.80%	23.0	72.5	22.0	31.5	0.0
\$50,001 - \$100,000	14	11.20%	43.5	95.0	18.0	0.0	0.0
\$100,001 - \$125,000	14	11.20%	56.5	92.5	35.0	66.0	0.0
\$125,001 - \$175,000	29	23.20%	14.0	0.0	13.0	50.0	0.0
\$175,001 - \$250,000	24	19.20%	40.5	112.0	13.0	48.5	0.0
\$250,001 - \$350,000	20	16.00%	28.0	24.0	15.0	38.0	145.0
\$350,001 and up	13	10.40%	46.0	0.0	13.0	48.5	25.0
Median Closed DOM			36.0	91.0	15.0	47.0	49.0
Total Closed Units		100%	36.0	17	63	40	5
Total Closed Volume			29,319,214	1.82M	9.57M	10.36M	7.57M

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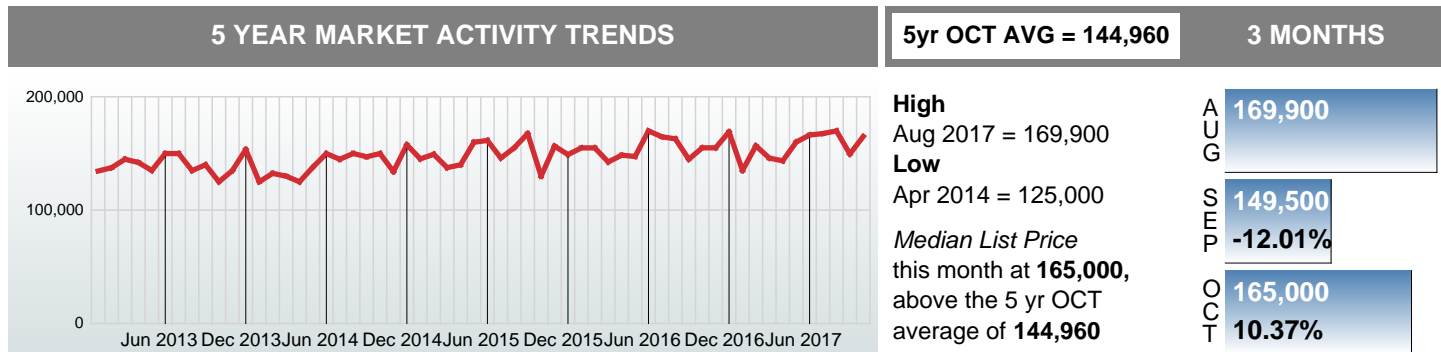
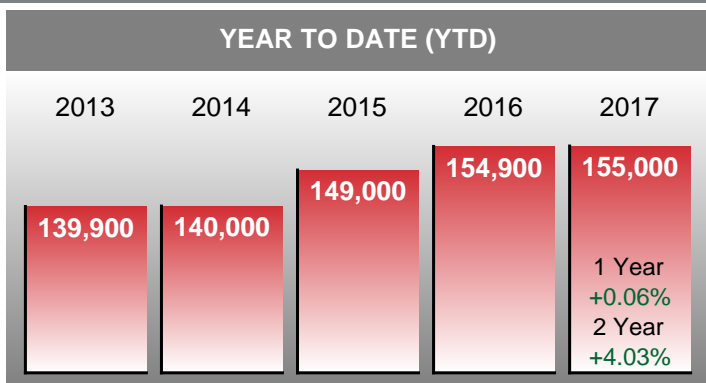
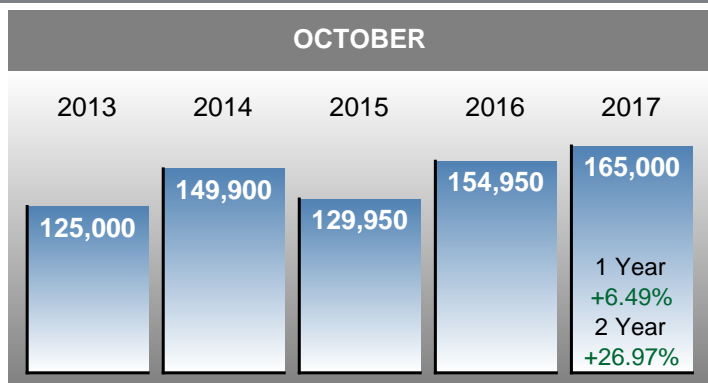
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MEDIAN LIST PRICE AT CLOSING

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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	10	8.00%	24,000	19,500	29,900	29,900	0
\$50,001 - \$100,000	15	12.00%	72,000	67,250	91,500	51,900	0
\$100,001 - \$125,000	11	8.80%	119,900	120,000	119,900	0	0
\$125,001 - \$175,000	30	24.00%	147,750	134,000	148,750	141,500	0
\$175,001 - \$250,000	25	20.00%	210,000	200,900	210,000	210,000	0
\$250,001 - \$350,000	17	13.60%	289,900	275,000	294,943	288,450	0
\$350,001 and up	17	13.60%	425,000	402,500	450,000	407,900	499,000
Median List Price			165,000	72,000	142,900	257,900	499,000
Total Closed Units	125	100%	165,000	17	63	40	5
Total Closed Volume	31,120,050			2.03M	9.64M	10.81M	8.64M

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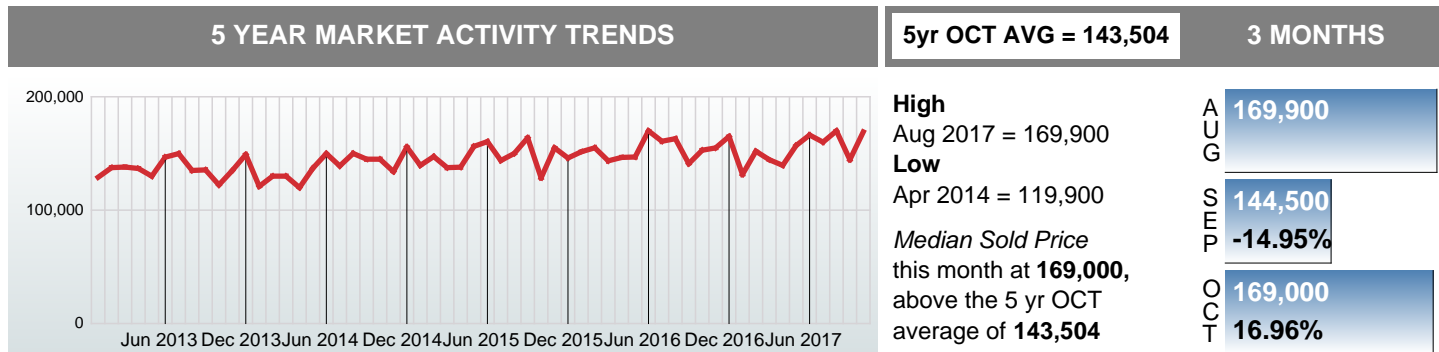
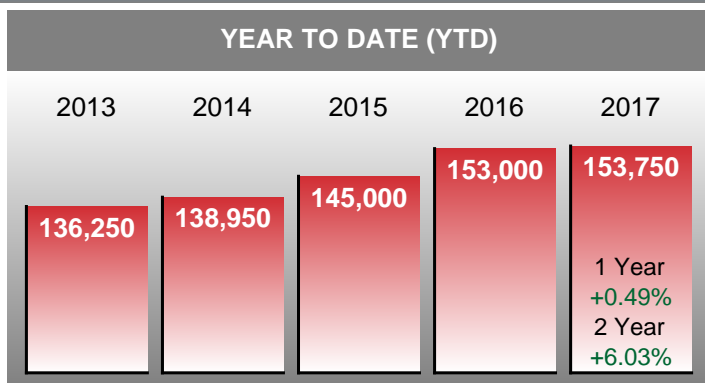
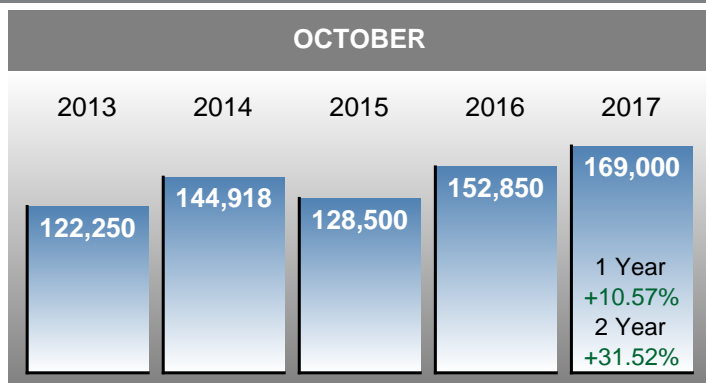
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MEDIAN SOLD PRICE AT CLOSING

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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 Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	8.80%	21,000	14,500	31,000	40,000	0
\$50,001 - \$100,000	14	11.20%	71,250	62,500	86,000	0	0
\$100,001 - \$125,000	14	11.20%	117,750	111,750	118,500	112,500	0
\$125,001 - \$175,000	29	23.20%	147,000	0	147,000	165,000	0
\$175,001 - \$250,000	24	19.20%	202,500	190,000	203,000	211,000	0
\$250,001 - \$350,000	20	16.00%	290,873	287,059	285,000	291,745	350,000
\$350,001 and up	13	10.40%	435,000	0	440,000	402,500	645,000
Median Sold Price			169,000	70,000	142,900	247,450	470,000
Total Closed Units		100%	169,000	17	63	40	5
Total Closed Volume			29,319,214	1.82M	9.57M	10.36M	7.57M

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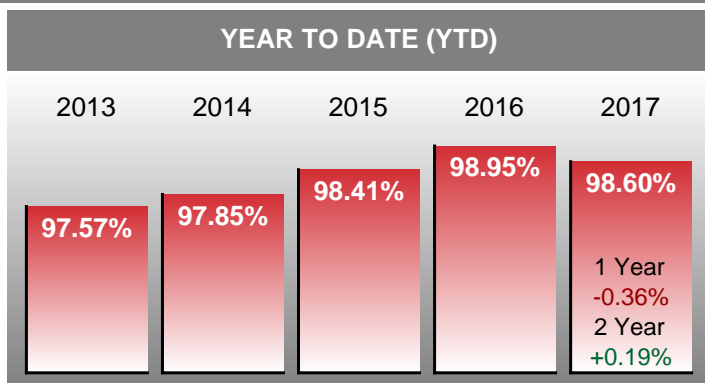
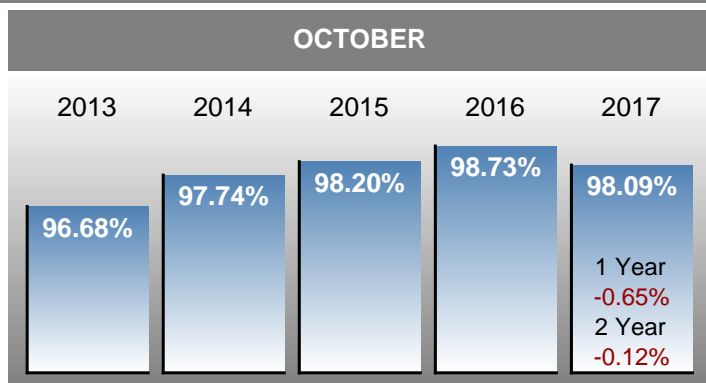
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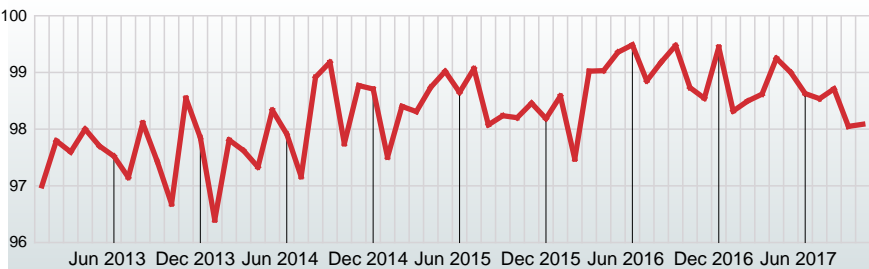


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 97.89% **3 MONTHS**

High	Jun 2016 = 99.49%
Low	Jan 2014 = 96.40%
<i>Median Sold/List Ratio this month at 98.09%, equal to 5 yr OCT average of 97.89%</i>	
AUG	98.71%
SEP	98.05%
OCT	98.09%

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	11	8.80%	88.57%	77.96%	88.57%	99.75%	0.00%
\$50,001 - \$100,000	14	11.20%	95.37%	92.92%	98.76%	0.00%	0.00%
\$100,001 - \$125,000	14	11.20%	98.75%	88.29%	99.73%	83.58%	0.00%
\$125,001 - \$175,000	29	23.20%	100.00%	0.00%	100.00%	97.77%	0.00%
\$175,001 - \$250,000	24	19.20%	97.95%	94.57%	99.77%	96.91%	0.00%
\$250,001 - \$350,000	20	16.00%	96.62%	86.29%	97.90%	96.66%	93.33%
\$350,001 and up	13	10.40%	96.00%	0.00%	97.78%	96.55%	94.15%
Median Sold/List Ratio			98.09%	92.31%	100.00%	96.88%	94.12%
Total Closed Units		100%	98.09%	17	63	40	5
Total Closed Volume				1.82M	9.57M	10.36M	7.57M

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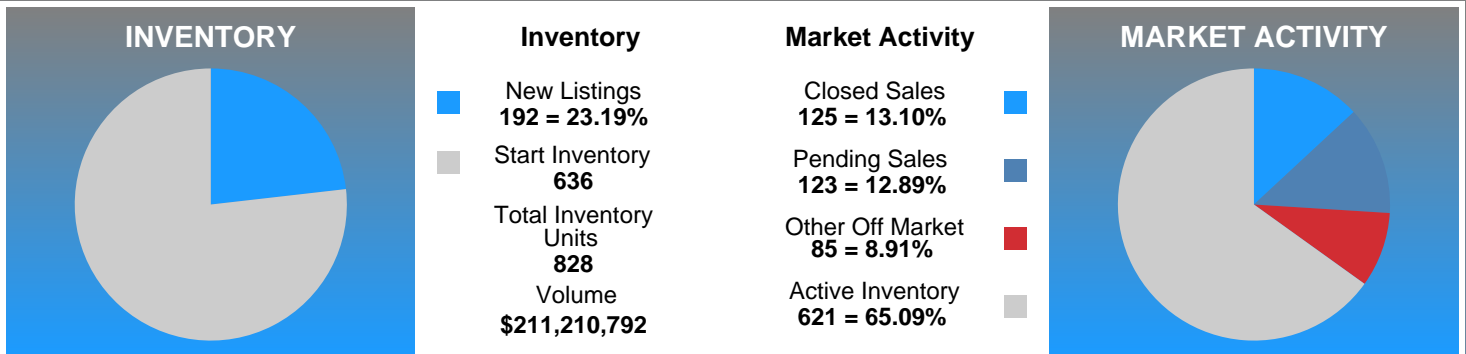
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Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

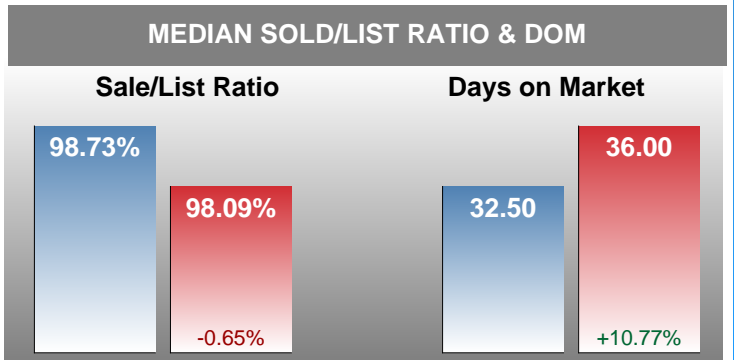
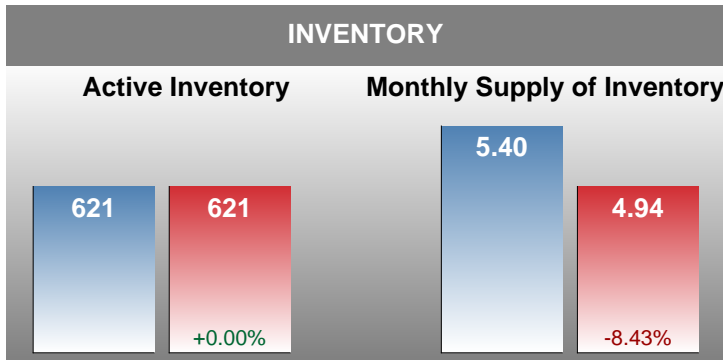
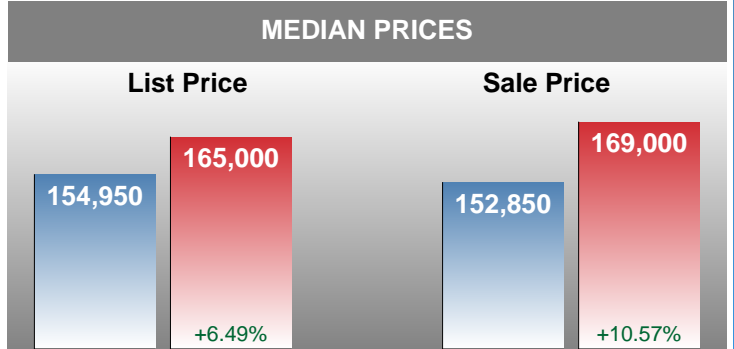
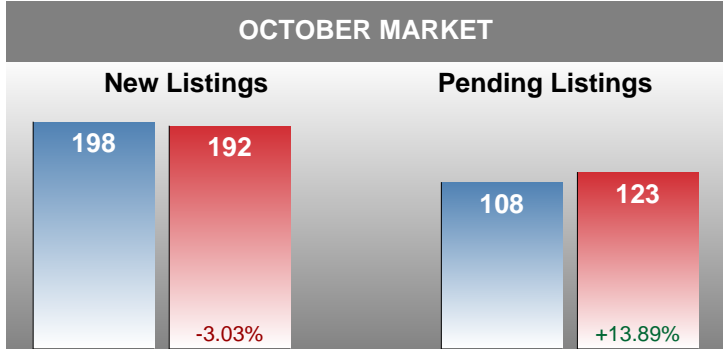


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	120	125	4.17%	1,206	1,280	6.14%
Pending Sales	108	123	13.89%	1,267	1,377	8.68%
New Listings	198	192	-3.03%	2,288	2,281	-0.31%
Median List Price	154,950	165,000	6.49%	154,900	155,000	0.06%
Median Sale Price	152,850	169,000	10.57%	153,000	153,750	0.49%
Median Percent of Selling Price to List Price	98.73%	98.09%	-0.65%	98.95%	98.60%	-0.36%
Median Days on Market to Sale	32.50	36.00	10.77%	31.00	30.00	-3.23%
Monthly Inventory	621	621	0.00%	621	621	0.00%
Months Supply of Inventory	5.40	4.94	-8.43%	5.40	4.94	-8.43%

Absorption: Last 12 months, an Average of **126** Sales/Month

Inventory on October 31, 2017 = **621**

2016 2017



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