October 2017

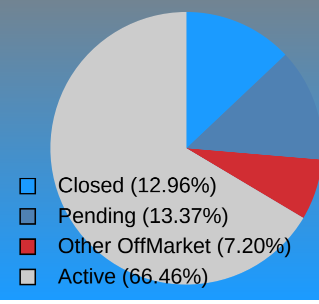
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

MONTHLY INVENTORY ANALYSIS

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

Compared	October		
Metrics	2016	2017	+/-%
Closed Listings	1,191	1,170	-1.76%
Pending Listings	1,087	1,207	11.04%
New Listings	1,859	2,059	10.76%
Average List Price	175,033	207,059	18.30%
Average Sale Price	170,356	199,694	17.22%
Average Percent of List Price to Selling Price	97.25%	98.37%	1.15%
Average Days on Market to Sale	44.12	47.00	6.54%
End of Month Inventory	5,250	5,998	14.25%
Months Supply of Inventory	4.46	4.99	11.96%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,202** Sales/Month
Active Inventory as of October 31, 2017 = **5,998**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **14.25%** to 5,998 existing homes available for sale. Over the last 12 months this area has had an average of 1,202 closed sales per month. This represents an unsold inventory index of **4.99** 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 **17.22%** in October 2017 to $199,694 versus the previous year at $170,356.

Average Days on Market Lengthens

The average number of **47.00** days that homes spent on the market before selling increased by 2.88 days or **6.54%** in October 2017 compared to last year's same month at **44.12** DOM.

Sales Success for October 2017 is Positive

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

There were 2,059 New Listings in October 2017, up **10.76%** from last year at 1,859. Furthermore, there were 1,170 Closed Listings this month versus last year at 1,191, a **-1.76%** decrease.

Closed versus Listed trends yielded a **56.8%** ratio, down from previous year's, October 2016, at **64.1%**, a **11.31%** downswing. This will certainly create pressure on an increasing 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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RE STATS

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MLS technology INC

CLOSED LISTINGS

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

OCTOBER

2013	2014	2015	2016	2017
984	1,125	1,192	1,191	1,170

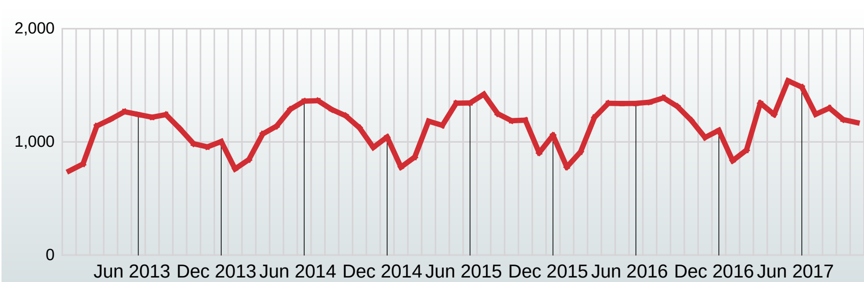
1 Year -1.76%
2 Year -1.85%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
10,959	11,468	11,707	12,171	12,281

1 Year +0.90%
2 Year +4.90%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 1,132

High
May 2017 = 1,540
Low
Jan 2013 = 743

Closed Listings this month at **1,170,** above the 5 yr OCT average of **1,132**

3 MONTHS

Month	Closed	Change
AUG	1,299	
SEP	1,197	-7.85%
OCT	1,170	-2.26%

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	96	8.21%	48.8	62	28	6	0
$50,001 $100,000	149	12.74%	39.4	46	94	9	0
$100,001 $125,000	123	10.51%	38.1	18	99	6	0
$125,001 $175,000	305	26.07%	43.6	28	228	44	5
$175,001 $225,000	190	16.24%	49.1	14	103	65	8
$225,001 $325,000	173	14.79%	56.6	8	65	88	12
$325,001 and up	134	11.45%	54.7	5	25	77	27
Total Closed Units	1,170	100%	47.0	181	642	295	52
Total Closed Volume	233,642,284			20.04M	103.04M	82.74M	27.82M
Average Closed Price	$199,694			$110,715	$160,498	$280,478	$535,044

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October 2017

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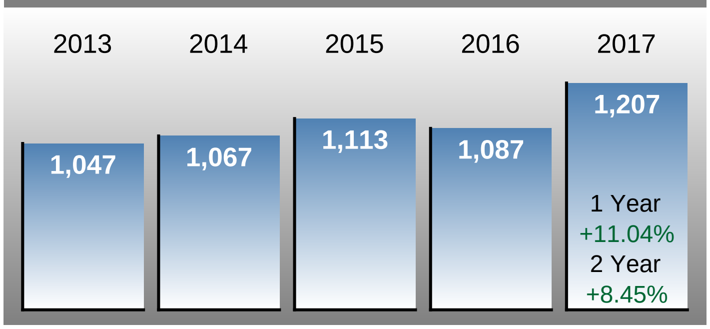
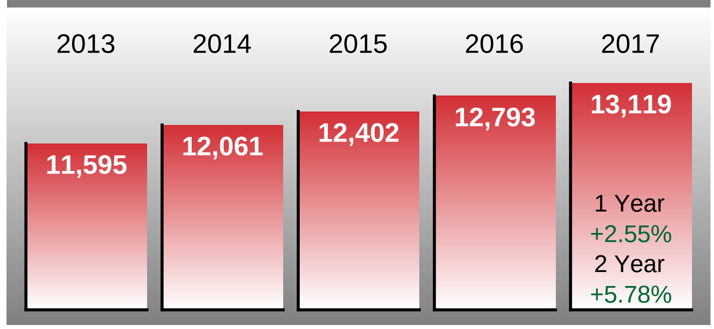
PENDING LISTINGS

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

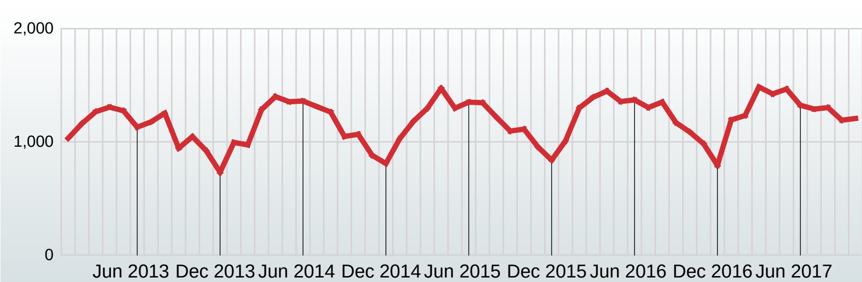
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

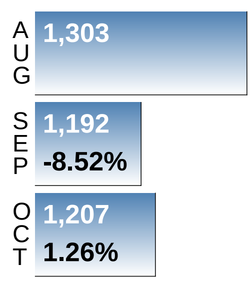


5yr OCT AVG = 1,104

High
Mar 2017 = 1,485
Low
Dec 2013 = 732

Pending Listings this month at **1,207,** above the 5 yr OCT average of **1,104**

3 MONTHS



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	42	3.48%	45.1	32	9	1	0
$25,001 $75,000	158	13.09%	51.1	79	70	9	0
$75,001 $125,000	221	18.31%	40.2	35	166	14	6
$125,001 $175,000	315	26.10%	49.4	20	244	47	4
$175,001 $225,000	174	14.42%	51.3	11	91	68	4
$225,001 $325,000	174	14.42%	60.2	12	62	81	19
$325,001 and up	123	10.19%	60.0	9	27	61	26
Total Pending Units	1,207	100%	51.9	198	669	281	59
Total Pending Volume	225,047,654			22.47M	104.83M	73.87M	23.87M
Average Listing Price	$177,564			$113,493	$156,704	$262,893	$404,547

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NEW LISTINGS

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

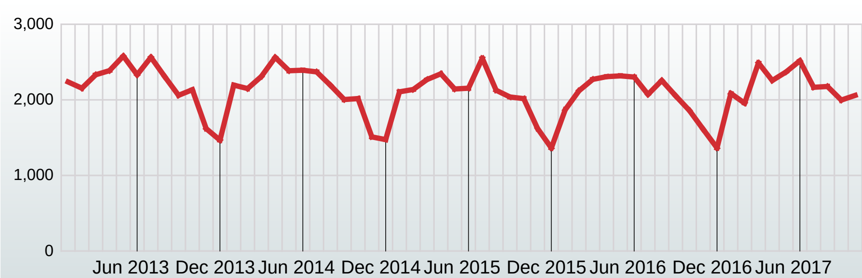
OCTOBER

2013	2014	2015	2016	2017
2,134	2,017	2,016	1,859	2,059 1 Year +10.76% 2 Year +2.13%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
23,085	22,577	21,886	21,426	22,071 1 Year +3.01% 2 Year +0.85%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 2,017

High
May 2013 = 2,579
Low
Dec 2015 = 1,363

New Listings this month at **2,059,** above the 5 yr OCT average of **2,017**

3 MONTHS

Month	New Listings	Change
AUG	2,177	
SEP	1,997	-8.27%
OCT	2,059	3.10%

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	125	6.07%	116	7	2	0
$25,001 $75,000	316	15.35%	192	101	22	1
$75,001 $125,000	313	15.20%	81	206	23	3
$125,001 $175,000	398	19.33%	49	290	54	5
$175,001 $275,000	433	21.03%	44	209	169	11
$275,001 $400,000	263	12.77%	15	63	154	31
$400,001 and up	211	10.25%	23	28	106	54
Total New Listed Units	2,059	100%	520	904	530	105
Total New Listed Volume	456,071,338		64.18M	155.16M	171.93M	64.80M
Average New Listed Listing Price	$235,601		$123,419	$171,641	$324,392	$617,161

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ACTIVE INVENTORY

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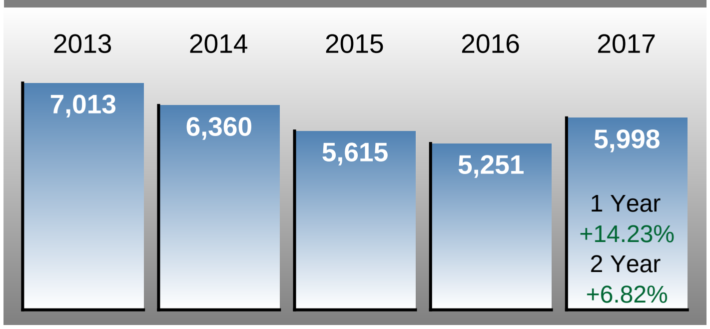
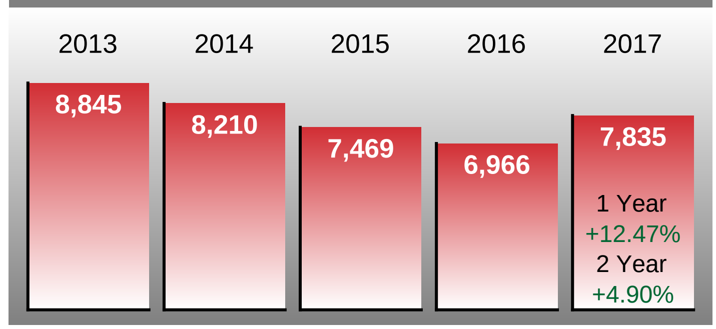
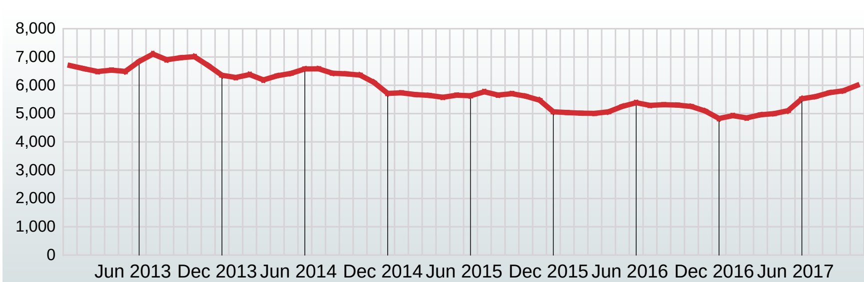
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

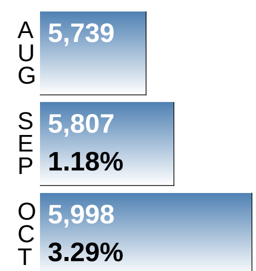


5yr OCT AVG = 6,047

High
Jul 2013 = 7,105
Low
Dec 2016 = 4,828

Inventory this month at **5,998,** below the 5 yr OCT average of **6,047**

3 MONTHS



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	330	5.50%	78.9	315	12	3	0
$25,001 $75,000	929	15.49%	78.5	647	217	63	2
$75,001 $125,000	755	12.59%	81.1	278	412	58	7
$125,001 $225,000	1,634	27.24%	70.4	255	940	412	27
$225,001 $325,000	998	16.64%	78.1	83	314	519	82
$325,001 $500,000	747	12.45%	80.2	74	142	422	109
$500,001 and up	605	10.09%	89.2	120	58	223	204
Total Active Inventory by Units	5,998	100%	77.9	1,772	2,095	1,700	431
Total Active Inventory by Volume	1,607,070,889			332.27M	409.98M	574.37M	290.45M
Average Active Inventory Listing Price	$267,934			$187,510	$195,694	$337,867	$673,897

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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER

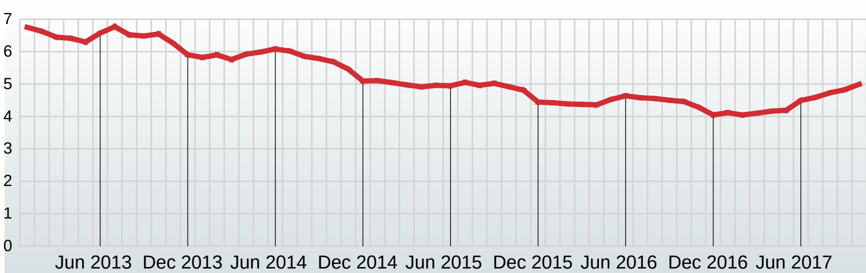
2013	2014	2015	2016	2017
6.5	5.7	4.9	4.5	5.0

1 Year +11.94%
2 Year +1.48%

INDICATORS FOR OCTOBER 2017

Inventory	Closed	Absorption	MSI	MSI %
5,998	14,422	1,202	5.0	20.037%
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 OCT AVG = 5.3

High
Jul 2013 = 6.8
Low
Feb 2017 = 4.0

Months Supply this month at **5.0,** equal to 5 yr OCT average of **5.3**

3 MONTHS

Month	MSI	Change
AUG	4.7	
SEP	4.8	2.00%
OCT	5.0	3.44%

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	330	5.50%	8.5	11.1	1.4	1.6	0.0
$25,001 $75,000	929	15.49%	5.7	9.1	2.7	6.5	1.7
$75,001 $125,000	755	12.59%	3.5	7.4	2.6	2.9	4.0
$125,001 $225,000	1,634	27.24%	3.4	7.6	2.9	3.4	3.1
$225,001 $325,000	998	16.64%	5.9	10.5	4.9	6.0	7.4
$325,001 $500,000	747	12.45%	8.2	21.7	7.4	7.7	8.2
$500,001 and up	605	10.09%	15.3	62.6	9.0	12.6	15.0
Market Supply of Inventory (MSI)	5.0	100%	5.0	9.6	3.2	5.5	8.7
Total Active Inventory by Units	5,998			1,772	2,095	1,700	431

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AVERAGE DAYS ON MARKET TO SALE

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

OCTOBER

2013	2014	2015	2016	2017
56	54	48	44	47

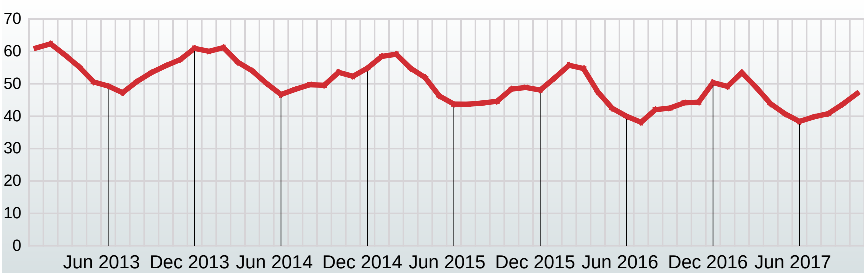
1 Year +6.54%
2 Year -2.82%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
54	52	49	45	44

1 Year -2.67%
2 Year -9.59%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 50

High
Feb 2013 = 62
Low
Jul 2016 = 38

Average Days on Market this month at **47,** below the 5 yr OCT average of **50**

3 MONTHS

AUG	41	
SEP	44	7.12%
OCT	47	7.57%

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	96	8.21%	48.8	48.5	56.0	18.7	0.0
$50,001 $100,000	149	12.74%	39.4	49.7	34.5	37.8	0.0
$100,001 $125,000	123	10.51%	38.1	48.7	36.5	32.0	0.0
$125,001 $175,000	305	26.07%	43.6	31.3	43.1	54.5	41.2
$175,001 $225,000	190	16.24%	49.1	76.9	43.0	52.2	53.6
$225,001 $325,000	173	14.79%	56.6	19.6	52.7	57.8	93.5
$325,001 and up	134	11.45%	54.7	71.4	48.0	55.0	57.3
Average Closed DOM	47.0	100%	47.0	47.7	42.5	53.4	63.5
Total Closed Units	1,170			181	642	295	52
Total Closed Volume	233,642,284			20.04M	103.04M	82.74M	27.82M

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AVERAGE LIST PRICE AT CLOSING

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OCTOBER

2013	2014	2015	2016	2017
164,774	178,584	185,539	175,033	207,059

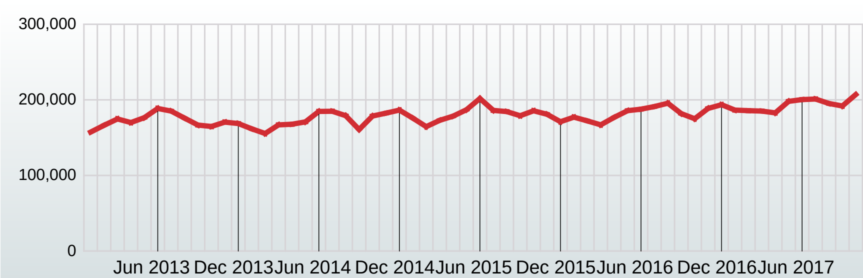
1 Year +18.30%
2 Year +11.60%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
173,742	172,344	182,670	181,765	193,902

1 Year +6.68%
2 Year +6.15%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 182,198

High
Oct 2017 = 207,059
Low
Feb 2014 = 155,488

Average List Price this month at **207,059,** above the 5 yr OCT average of **182,198**

3 MONTHS

AUG	195,178	
SEP	191,862	-1.70%
OCT	207,059	7.92%

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	7.44%	29,960	30,355	36,243	34,850	0
$50,001 $100,000	152	12.99%	76,862	75,271	81,486	88,867	0
$100,001 $125,000	114	9.74%	116,282	117,861	117,724	138,083	0
$125,001 $175,000	303	25.90%	150,992	156,364	151,840	161,698	167,340
$175,001 $225,000	185	15.81%	197,773	226,336	199,177	203,788	208,953
$225,001 $325,000	187	15.98%	267,854	273,938	272,036	276,086	289,811
$325,001 and up	142	12.14%	579,482	790,760	481,884	519,035	868,969
Average List Price	207,059	100%	207,059	116,896	163,852	293,083	566,312
Total Closed Units	1,170			181	642	295	52
Total Closed Volume	242,259,244			21.16M	105.19M	86.46M	29.45M

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MLS technology INC

AVERAGE SOLD PRICE AT CLOSING

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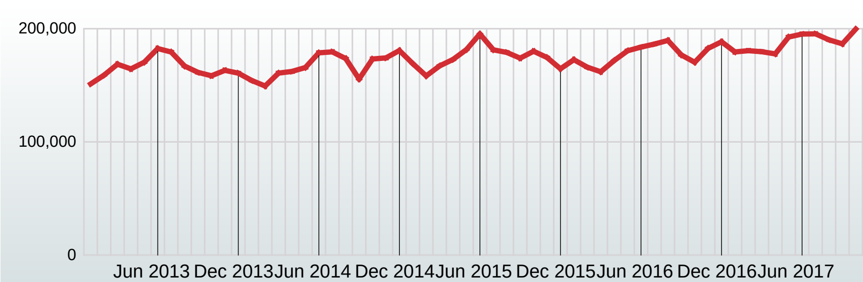
OCTOBER

2013	2014	2015	2016	2017
158,421	173,247	180,092	170,356	199,694 1 Year +17.22% 2 Year +10.88%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
167,417	166,672	177,083	176,775	188,345 1 Year +6.55% 2 Year +6.36%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 176,362

High
Oct 2017 = 199,694
Low
Feb 2014 = 149,371

Average Sold Price this month at **199,694,** above the 5 yr OCT average of **176,362**

3 MONTHS

AUG	190,201	
SEP	186,611	-1.89%
OCT	199,694	7.01%

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	96	8.21%	30,122	27,954	34,022	34,320	0
$50,001 $100,000	149	12.74%	76,685	71,612	78,462	84,056	0
$100,001 $125,000	123	10.51%	115,341	113,017	115,722	116,017	0
$125,001 $175,000	305	26.07%	150,847	148,139	149,761	156,713	163,880
$175,001 $225,000	190	16.24%	198,418	205,214	196,149	199,831	204,253
$225,001 $325,000	173	14.79%	268,553	254,327	267,434	269,124	279,917
$325,001 and up	134	11.45%	559,480	784,460	460,908	487,213	815,181
Average Sold Price	199,694	100%	199,694	110,715	160,498	280,478	535,044
Total Closed Units	1,170			181	642	295	52
Total Closed Volume	233,642,284			20.04M	103.04M	82.74M	27.82M

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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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OCTOBER

2013	2014	2015	2016	2017
95.89%	97.05%	96.85%	97.25%	98.37%

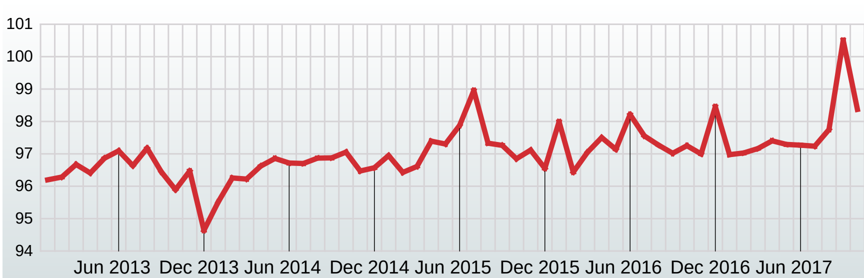
1 Year +1.15%
2 Year +1.57%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
96.61%	96.63%	97.37%	97.35%	97.70%

1 Year +0.36%
2 Year +0.34%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 97.08%

High
Sep 2017 = 100.51%
Low
Dec 2013 = 94.64%

Average Sold/List Ratio this month at **98.37%,** above the 5 yr OCT average of **97.08%**

3 MONTHS

Month		
AUG	97.75%	
SEP	100.51%	2.82%
OCT	98.37%	-2.13%

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	96	8.21%	107.71%	106.08%	113.13%	99.20%	0.00%
$50,001 $100,000	149	12.74%	96.31%	95.94%	96.56%	95.61%	0.00%
$100,001 $125,000	123	10.51%	97.61%	96.13%	98.67%	84.43%	0.00%
$125,001 $175,000	305	26.07%	98.31%	96.07%	98.75%	97.49%	98.06%
$175,001 $225,000	190	16.24%	97.93%	91.96%	98.54%	98.21%	98.25%
$225,001 $325,000	173	14.79%	97.70%	93.97%	98.37%	97.67%	96.75%
$325,001 and up	134	11.45%	96.31%	96.45%	96.46%	96.12%	96.67%
Average Sold/List Ratio	98.40%			99.07%	98.89%	97.05%	97.07%
Total Closed Units	1,170	100%	98.40%	181	642	295	52
Total Closed Volume	233,642,284			20.04M	103.04M	82.74M	27.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS **Phone: 918-663-7500** **Email: helpdesk@tulsarealtors.com**

October 2017

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

MARKET SUMMARY

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

INVENTORY

Inventory

New Listings
2,059 = 26.18%

Start Inventory
5,807

Total Inventory Units
7,866

Volume
$2,027,252,571

Market Activity

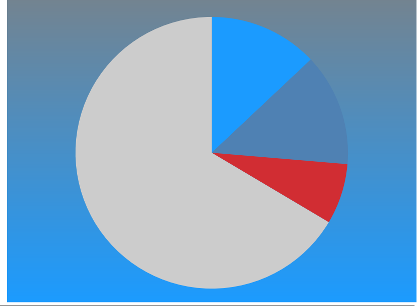
Closed Sales
1,170 = 12.96%

Pending Sales
1,207 = 13.37%

Other Off Market
650 = 7.20%

Active Inventory
5,998 = 66.46%

MARKET ACTIVITY



Compared	October			Year to Date		
Metrics	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,191	1,170	-1.76%	12,171	12,281	0.90%
Pending Sales	1,087	1,207	11.04%	12,793	13,119	2.55%
New Listings	1,859	2,059	10.76%	21,426	22,071	3.01%
Average List Price	175,033	207,059	18.30%	181,765	193,902	6.68%
Average Sale Price	170,356	199,694	17.22%	176,775	188,345	6.55%
Average Percent of Selling Price to List Price	97.25%	98.37%	1.15%	97.35%	97.70%	0.36%
Average Days on Market to Sale	44.12	47.00	6.54%	45.19	43.98	-2.67%
Monthly Inventory	5,250	5,998	14.25%	5,250	5,998	14.25%
Months Supply of Inventory	4.46	4.99	11.96%	4.46	4.99	11.96%

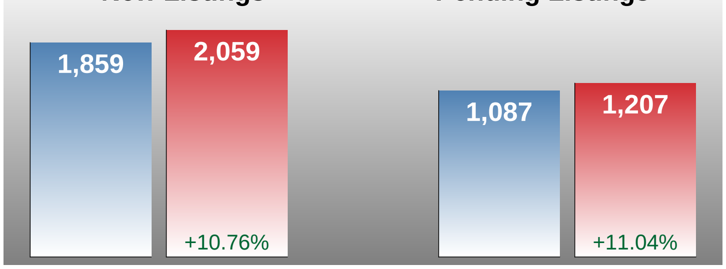
Absorption: Last 12 months, an Average of **1,202** Sales/Month

Inventory on October 31, 2017 = **5,998**

2016 2017

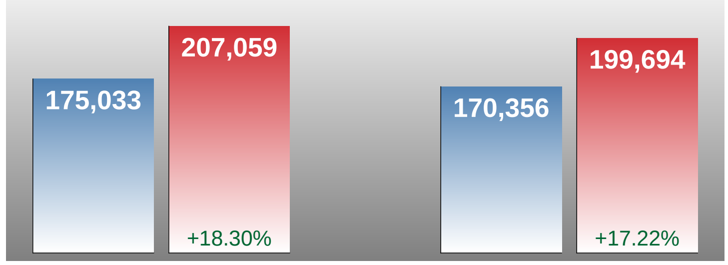
OCTOBER MARKET

New Listings **Pending Listings**



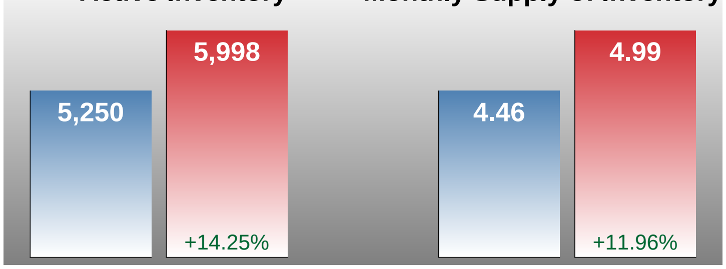
AVERAGE PRICES

List Price **Sale Price**



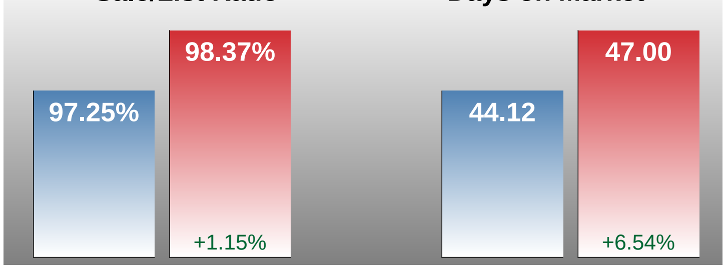
INVENTORY

Active Inventory **Monthly Supply of Inventory**



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio **Days on Market**



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