



October 2017

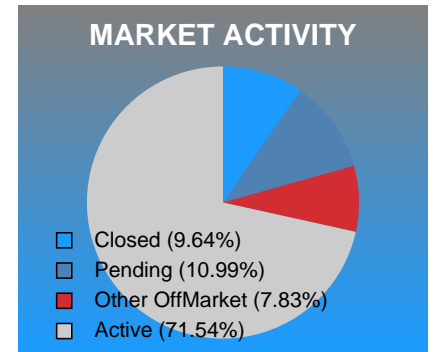
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	61	64	4.92%
Pending Listings	78	73	-6.41%
New Listings	120	114	-5.00%
Average List Price	111,092	135,777	22.22%
Average Sale Price	106,437	132,577	24.56%
Average Percent of List Price to Selling Price	93.97%	97.92%	4.20%
Average Days on Market to Sale	55.41	50.14	-9.51%
End of Month Inventory	454	475	4.63%
Months Supply of Inventory	6.58	6.87	4.37%



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of October 31, 2017 = **475**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **4.63%** to 475 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 **6.87** 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 **24.56%** in October 2017 to \$132,577 versus the previous year at \$106,437.

Average Days on Market Shortens

The average number of **50.14** days that homes spent on the market before selling decreased by 5.27 days or **9.51%** in October 2017 compared to last year's same month at **55.41** DOM.

Sales Success for October 2017 is Positive

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

There were 114 New Listings in October 2017, down **5.00%** from last year at 120. Furthermore, there were 64 Closed Listings this month versus last year at 61, a **4.92%** increase.

Closed versus Listed trends yielded a **56.1%** ratio, up from previous year's, October 2016, at **50.8%**, a **10.44%** upswing. 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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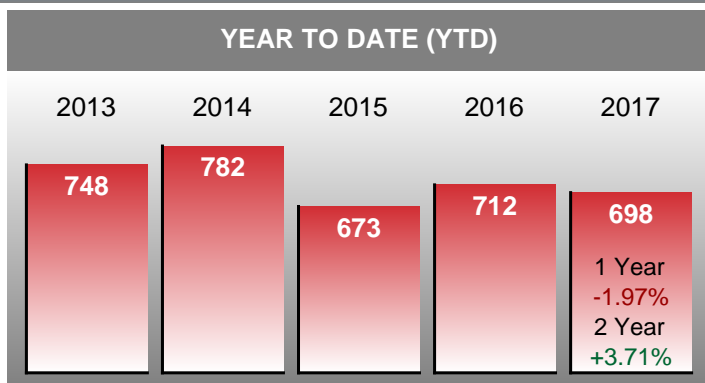
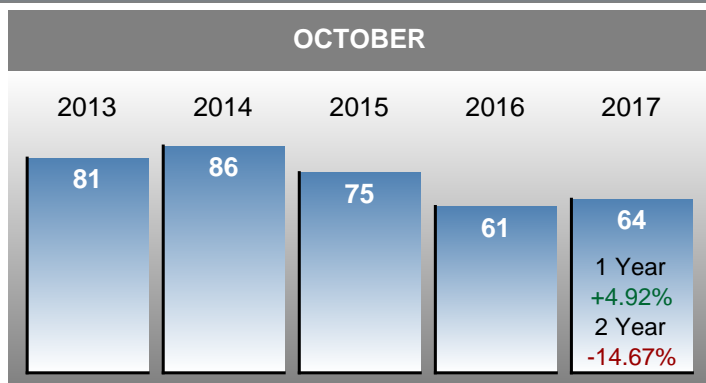
October 2017

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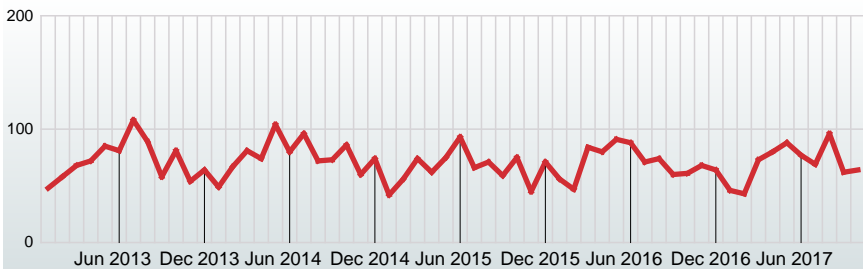


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 73

3 MONTHS

High
Jul 2013 = 108
Low
Jan 2015 = 42
Closed Listings
this month at **64**,
below the 5 yr OCT
average of **73**

AUG	96
SEP	62 -35.42%
OCT	64 3.23%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.38%	51.2	1	5	0	0
\$30,001 - \$60,000	6	9.38%	32.7	1	4	1	0
\$60,001 - \$90,000	12	18.75%	51.3	5	6	1	0
\$90,001 - \$120,000	15	23.44%	60.5	2	12	1	0
\$120,001 - \$180,000	10	15.63%	33.2	0	6	3	1
\$180,001 - \$250,000	8	12.50%	56.1	0	5	2	1
\$250,001 and up	7	10.94%	57.4	0	0	7	0
Total Closed Units	64			9	38	15	2
Total Closed Volume	8,484,937	100%	50.1	630.50K	4.04M	3.50M	314.90K
Average Closed Price	\$132,577			\$70,056	\$106,296	\$233,352	\$157,450

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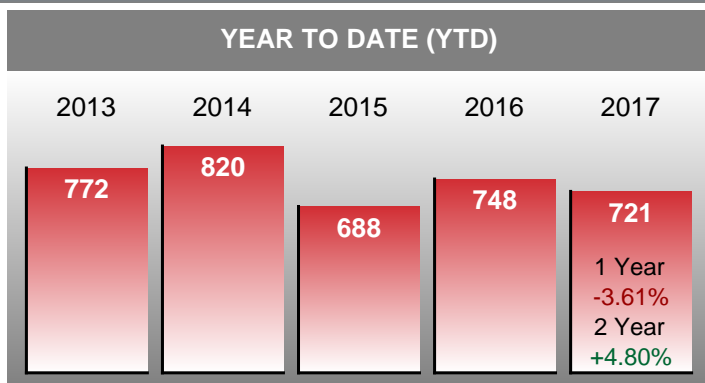
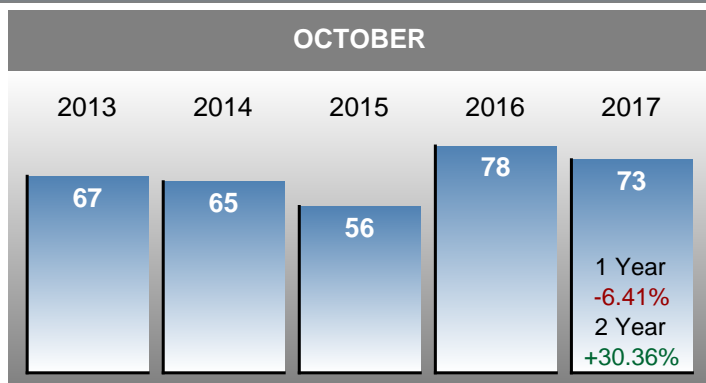
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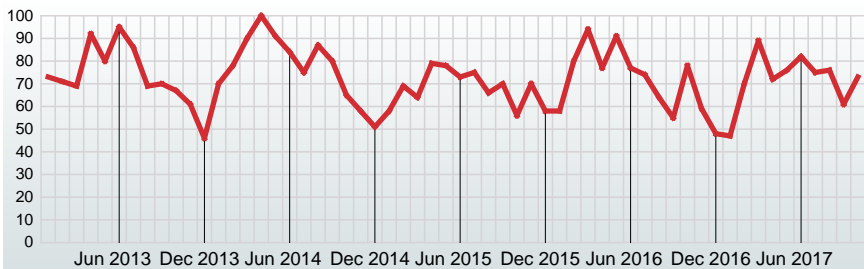
PENDING LISTINGS

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

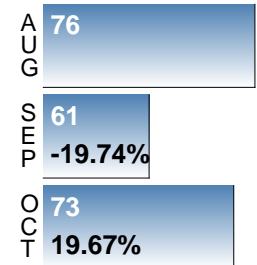


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 68 **3 MONTHS**



High
Apr 2014 = 100
Low
Dec 2013 = 46
Pending Listings
this month at **73**,
above the 5 yr OCT
average of **68**



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	3	4.11%	96.7	2	1	0	0
\$25,001 - \$50,000	6	8.22%	37.8	0	5	1	0
\$50,001 - \$75,000	10	13.70%	61.4	2	8	0	0
\$75,001 - \$125,000	21	28.77%	34.4	3	16	2	0
\$125,001 - \$175,000	13	17.81%	67.8	1	6	6	0
\$175,001 - \$250,000	11	15.07%	52.4	0	5	6	0
\$250,001 and up	9	12.33%	64.1	0	1	8	0
Total Pending Units	73			8	42	23	0
Total Pending Volume	10,217,650	100%	61.4	595.25K	4.67M	4.96M	0.00B
Average Listing Price	\$172,375			\$74,406	\$111,093	\$215,500	\$0

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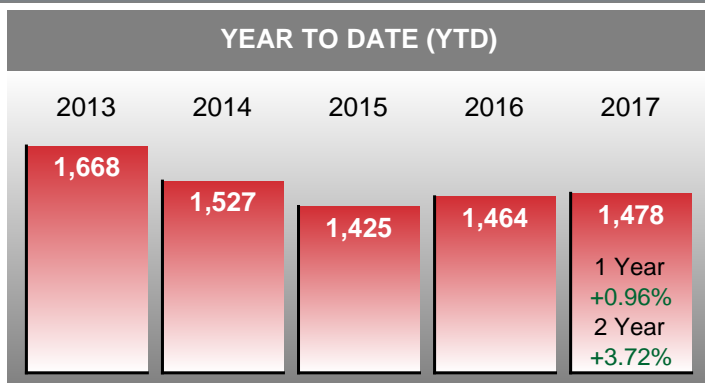
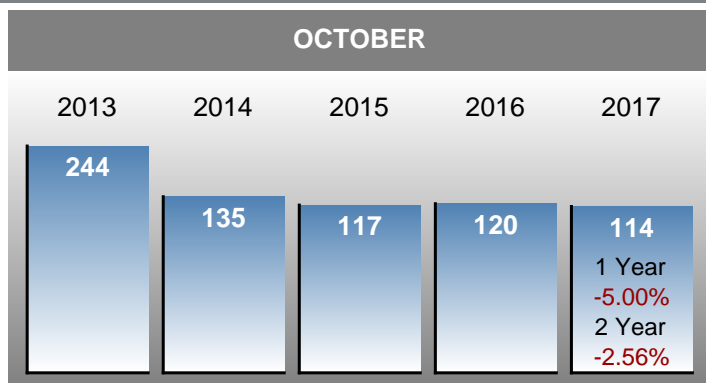
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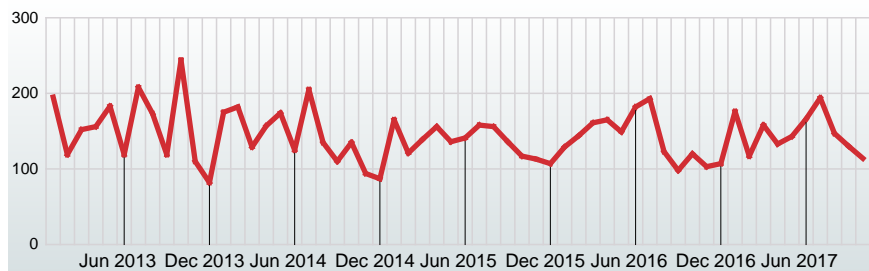
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 146 **3 MONTHS**



High
Oct 2013 = 244
Low
Dec 2013 = 82
New Listings
this month at **114**,
below the 5 yr OCT
average of **146**

AUG	147
SEP	130 -11.56%
OCT	114 -12.31%

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	5	4.39%	4	1	0	0
\$25,001 - \$75,000	19	16.67%	7	11	1	0
\$75,001 - \$100,000	15	13.16%	4	11	0	0
\$100,001 - \$150,000	28	24.56%	4	17	7	0
\$150,001 - \$225,000	20	17.54%	6	5	8	1
\$225,001 - \$325,000	15	13.16%	3	7	5	0
\$325,001 and up	12	10.53%	2	2	5	3
Total New Listed Units	114		30	54	26	4
Total New Listed Volume	18,622,971		4.18M	7.20M	5.92M	1.32M
Average New Listed Listing Price	\$193,667		\$139,433	\$133,305	\$227,619	\$330,850

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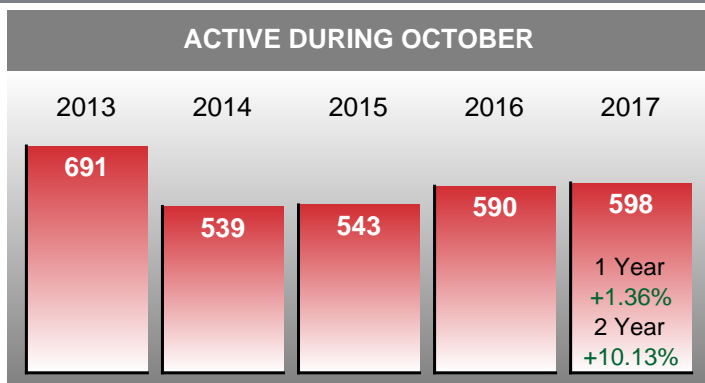
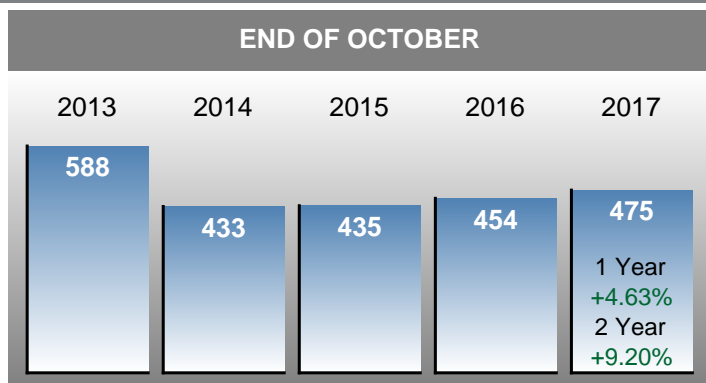
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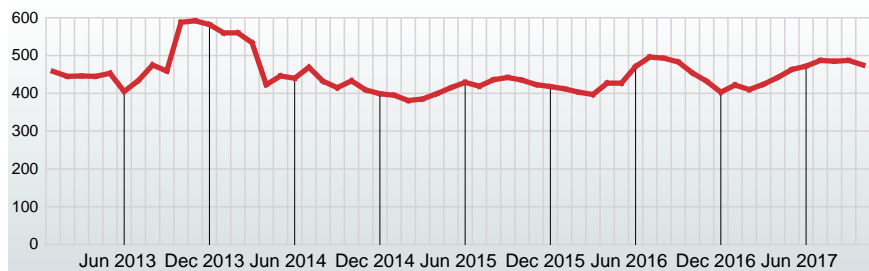
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 477 3 MONTHS



High
Nov 2013 = 592
Low
Feb 2015 = 381
Inventory
this month at **475**,
below the 5 yr OCT
average of **477**

AUG	485
SEP	487
	0.41%
OCT	475
	-2.46%

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	44	9.26%	117.2	42	1	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	72	15.16%	93.9	57	14	1	0
\$50,001 - \$125,000	166	34.95%	86.1	74	79	11	2
\$125,001 - \$200,000	85	17.89%	65.4	17	33	31	4
\$200,001 - \$325,000	58	12.21%	74.8	5	20	30	3
\$325,001 and up	50	10.53%	83.6	11	7	20	12
Total Active Inventory by Units	475			206	154	94	21
Total Active Inventory by Volume	75,036,663	100%	84.8	24.91M	20.83M	22.62M	6.67M
Average Active Inventory Listing Price	\$157,972			\$120,929	\$135,247	\$240,691	\$317,733

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October 2017

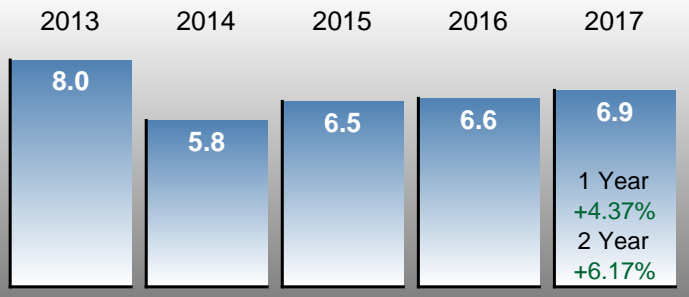
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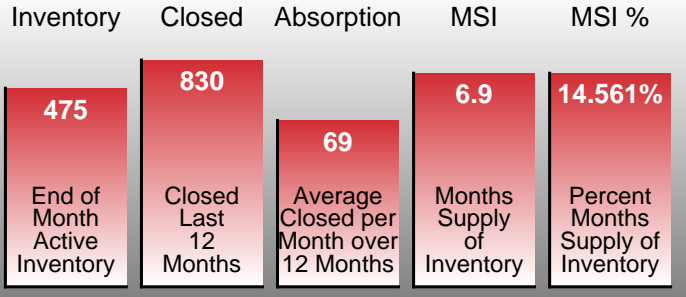
MONTHS SUPPLY of INVENTORY (MSI)

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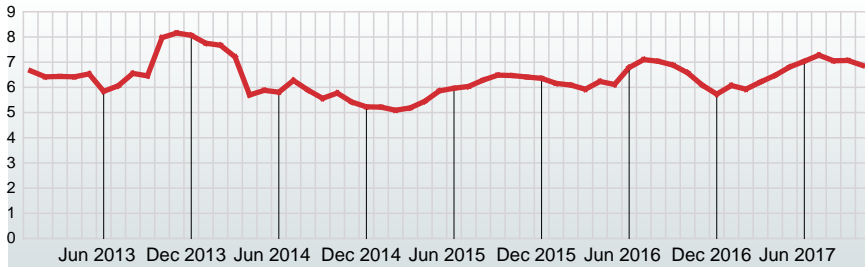
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 6.7

3 MONTHS

High
Nov 2013 = 8.2
Low
Feb 2015 = 5.1
Months Supply
this month at **6.9**,
equal to 5 yr OCT
average of **6.7**

AUG	7.1
SEPT	7.1
OCT	6.9
	0.17%
	-2.82%

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	38	8.00%	16.3	45.6	0.0	0.0	0.0
\$20,001 \$40,000	48	10.11%	10.9	19.5	4.0	2.4	0.0
\$40,001 \$70,000	90	18.95%	9.6	20.8	3.5	9.0	0.0
\$70,001 \$130,000	112	23.58%	4.7	10.0	4.1	2.6	12.0
\$130,001 \$200,000	79	16.63%	5.0	34.0	3.5	4.7	4.0
\$200,001 \$330,000	60	12.63%	6.0	15.0	10.2	4.5	3.6
\$330,001 and up	48	10.11%	15.6	66.0	8.6	11.4	20.6
Market Supply of Inventory (MSI)	6.9			20.6	4.1	4.9	8.1
Total Active Inventory by Units	475	100%	6.9	206	154	94	21

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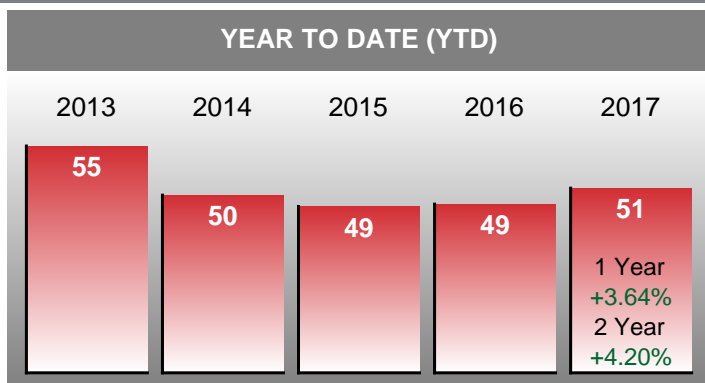
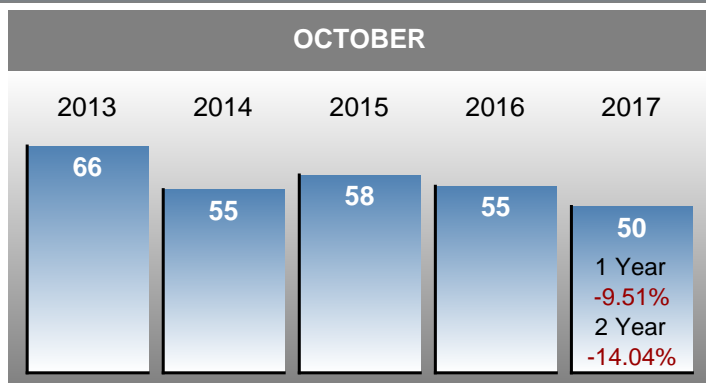
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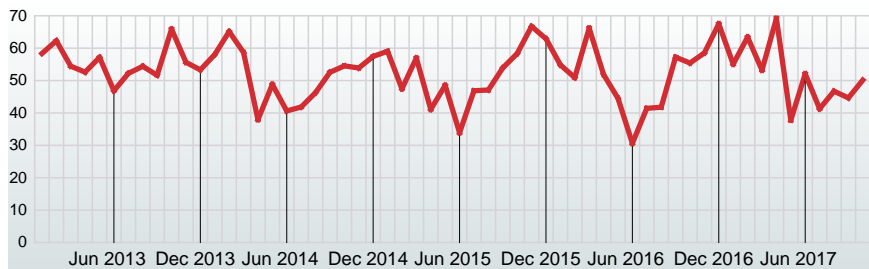
AVERAGE DAYS ON MARKET TO SALE

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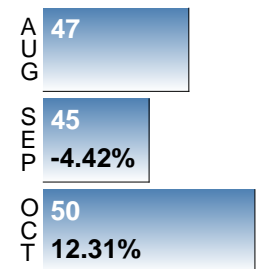


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 57 **3 MONTHS**



High
Apr 2017 = 69
Low
Jun 2016 = 31
Average Days on Market
this month at **50**,
below the 5 yr OCT
average of **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
\$30,000 and less	6	9.38%	51.2	1.0	61.2	0.0	0.0
\$30,001 - \$60,000	6	9.38%	32.7	118.0	13.0	26.0	0.0
\$60,001 - \$90,000	12	18.75%	51.3	29.8	59.7	109.0	0.0
\$90,001 - \$120,000	15	23.44%	60.5	57.5	60.2	70.0	0.0
\$120,001 - \$180,000	10	15.63%	33.2	0.0	24.5	38.3	70.0
\$180,001 - \$250,000	8	12.50%	56.1	0.0	41.6	115.0	11.0
\$250,001 and up	7	10.94%	57.4	0.0	0.0	57.4	0.0
Average Closed DOM			50.1	42.6	47.2	63.5	40.5
Total Closed Units		100%	50.1	9	38	15	2
Total Closed Volume			8,484,937	630.50K	4.04M	3.50M	314.90K

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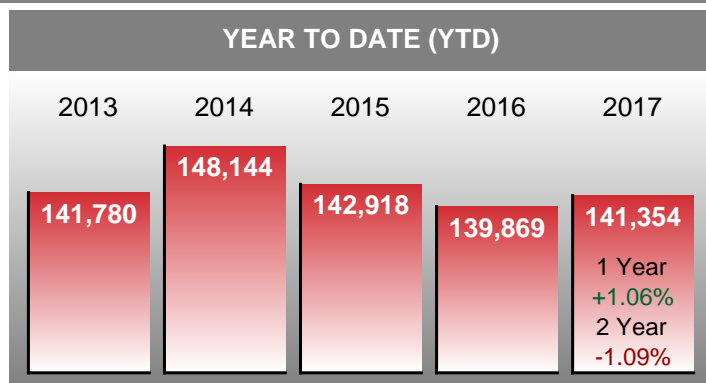
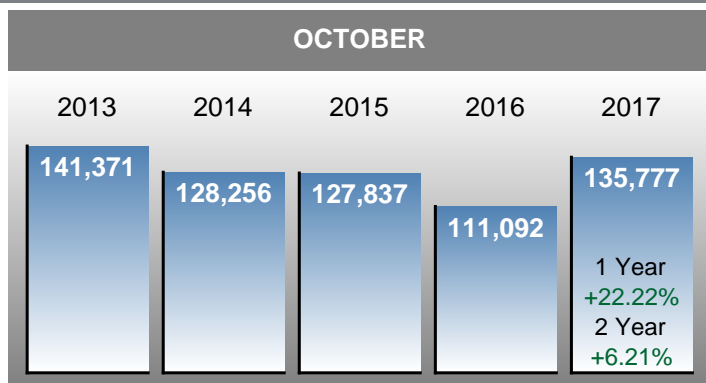
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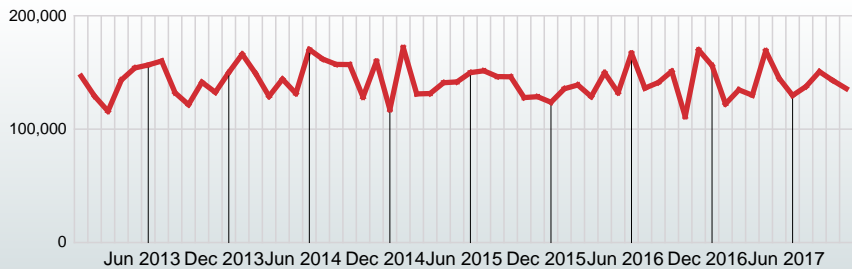
AVERAGE LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 128,867 3 MONTHS



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **135,777**,
above the 5 yr OCT
average of **128,867**

AUG	150,673
SEP	142,871
SEP	-5.18%
OCT	135,777
OCT	-4.97%

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
\$30,000 and less	5	7.81%	21,910	29,500	23,390	0	0
\$30,001 - \$60,000	6	9.38%	42,467	35,000	51,225	48,000	0
\$60,001 - \$90,000	12	18.75%	74,046	74,250	78,050	70,000	0
\$90,001 - \$120,000	15	23.44%	109,933	106,250	112,967	114,900	0
\$120,001 - \$180,000	11	17.19%	144,682	0	146,150	153,233	129,900
\$180,001 - \$250,000	8	12.50%	221,550	0	223,800	244,250	184,500
\$250,001 and up	7	10.94%	346,271	0	0	343,471	0
Average List Price			135,777	72,028	108,991	239,027	157,200
Total Closed Units		100%	135,777	9	38	15	2
Total Closed Volume			8,689,699	648.25K	4.14M	3.59M	314.40K

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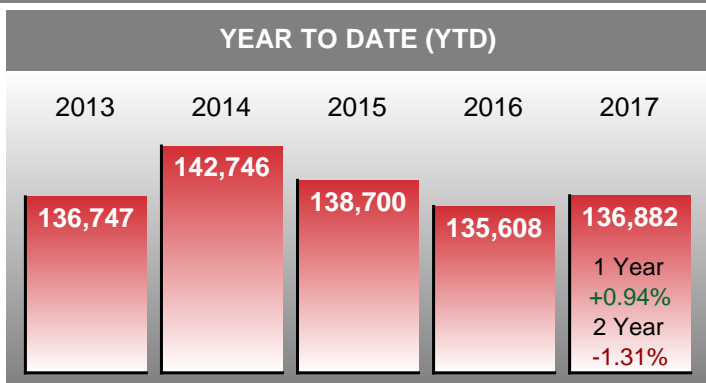
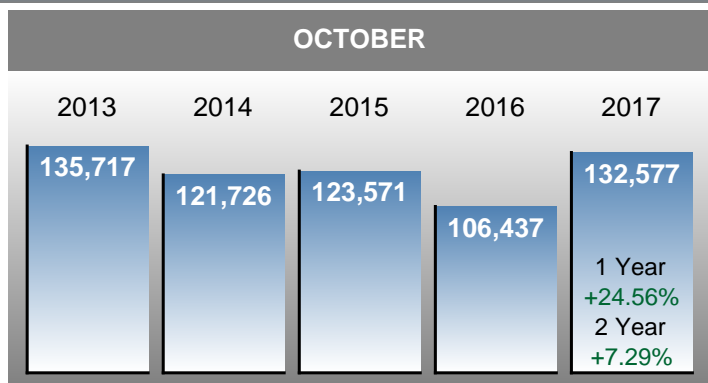
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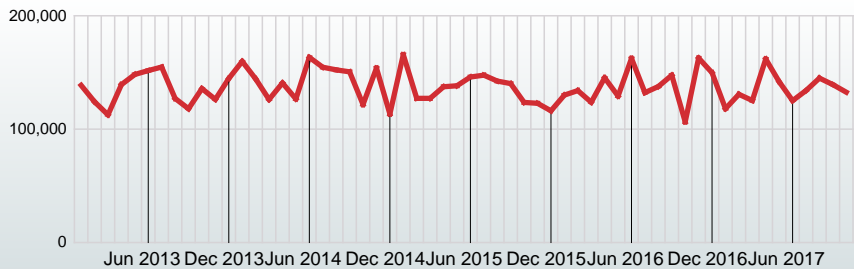
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 124,006 **3 MONTHS**



High
Jan 2015 = 165,666
Low
Oct 2016 = 106,437
Average Sold Price
this month at **132,577**,
above the 5 yr OCT
average of **124,006**

AUG	145,001
SEPT	139,269 -3.95%
OCT	132,577 -4.80%

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
\$30,000 and less	6	9.38%	23,008	26,000	22,410	0	0
\$30,001 - \$60,000	6	9.38%	46,734	35,000	49,600	47,000	0
\$60,001 - \$90,000	12	18.75%	75,675	72,800	78,600	72,500	0
\$90,001 - \$120,000	15	23.44%	106,653	102,750	107,025	110,000	0
\$120,001 - \$180,000	10	15.63%	144,560	0	144,067	150,433	129,900
\$180,001 - \$250,000	8	12.50%	218,875	0	221,700	228,750	185,000
\$250,001 and up	7	10.94%	337,427	0	0	337,427	0
Average Sold Price			132,577	70,056	106,296	233,352	157,450
Total Closed Units		100%	132,577	9	38	15	2
Total Closed Volume			8,484,937	630.50K	4.04M	3.50M	314.90K

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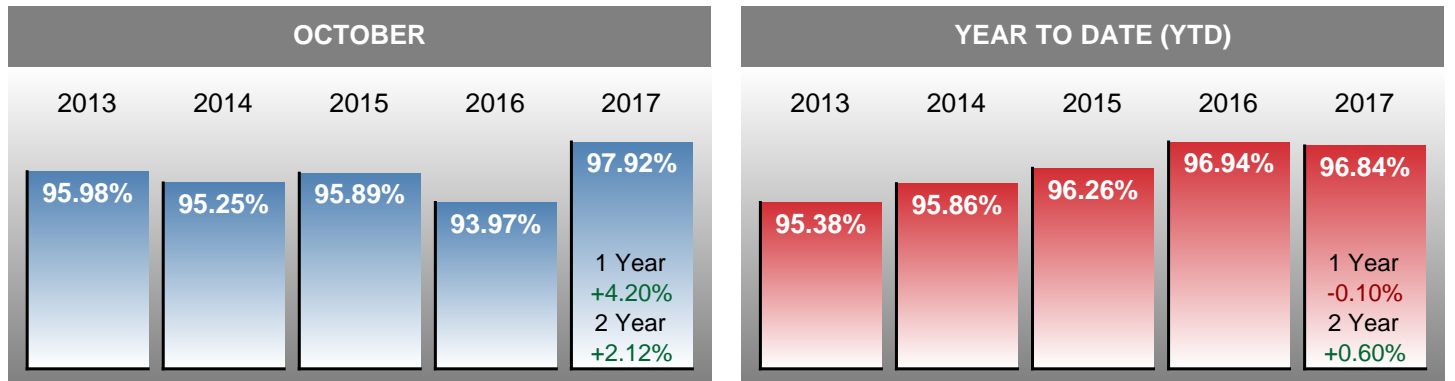
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

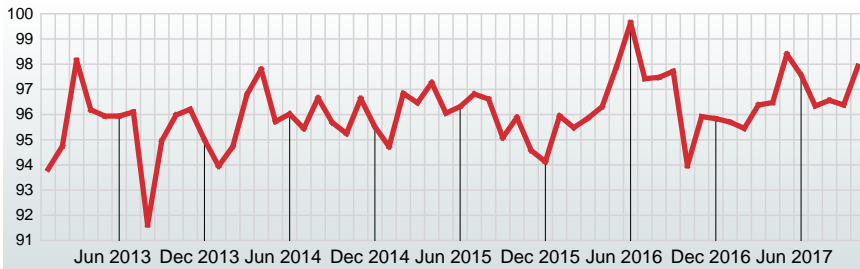
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 95.80%

3 MONTHS



High
Jun 2016 = 99.65%
Low
Aug 2013 = 91.62%
Average Sold/List Ratio this month at **97.92%**, above the 5 yr OCT average of **95.80%**

AUG	96.56%
SEP	96.38%
OCT	97.92%
Change	-0.19%
Change	1.60%

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
\$30,000 and less	6	9.38%	96.81%	88.14%	98.55%	0.00%	0.00%
\$30,001 - \$60,000	6	9.38%	100.03%	100.00%	100.56%	97.92%	0.00%
\$60,001 - \$90,000	12	18.75%	99.75%	97.85%	100.71%	103.57%	0.00%
\$90,001 - \$120,000	15	23.44%	95.25%	96.61%	94.98%	95.74%	0.00%
\$120,001 - \$180,000	10	15.63%	98.61%	0.00%	98.62%	98.14%	100.00%
\$180,001 - \$250,000	8	12.50%	98.02%	0.00%	99.11%	94.18%	100.27%
\$250,001 and up	7	10.94%	98.53%	0.00%	0.00%	98.53%	0.00%
Average Sold/List Ratio			97.90%	96.73%	98.06%	97.98%	100.14%
Total Closed Units	64	100%	97.90%	9	38	15	2
Total Closed Volume	8,484,937			630.50K	4.04M	3.50M	314.90K

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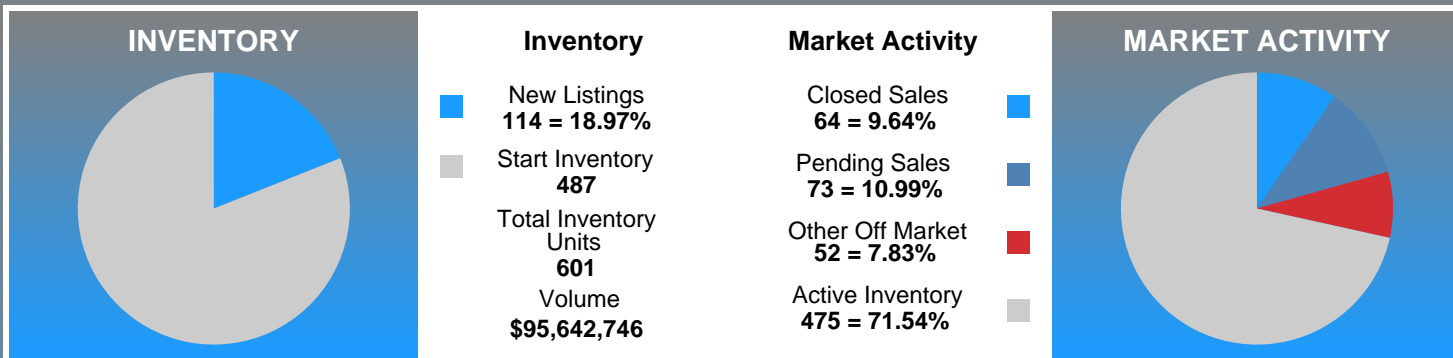
October 2017

Area Delimited by County Of Washington



MARKET SUMMARY

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

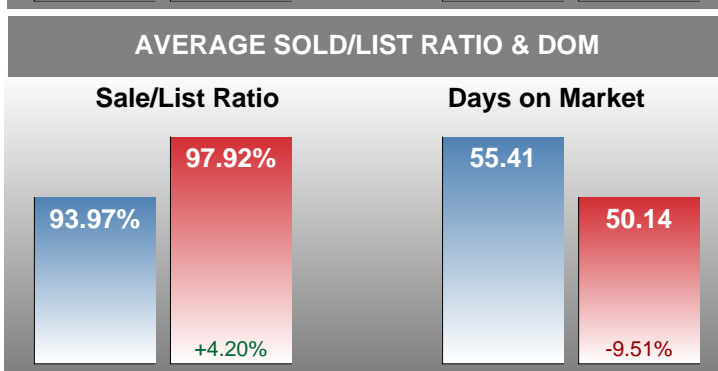
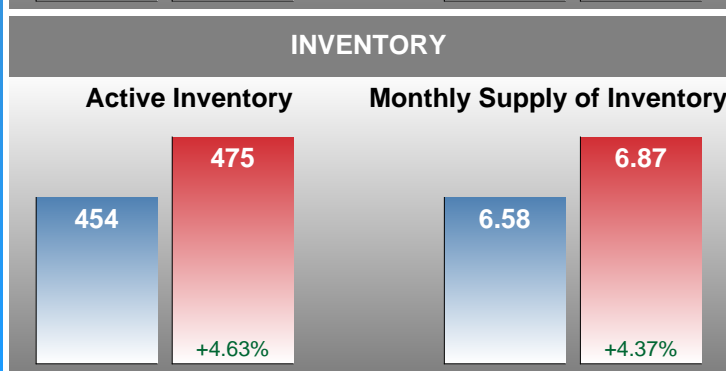
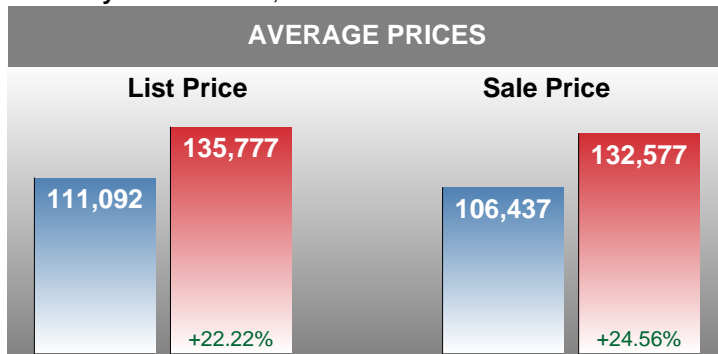
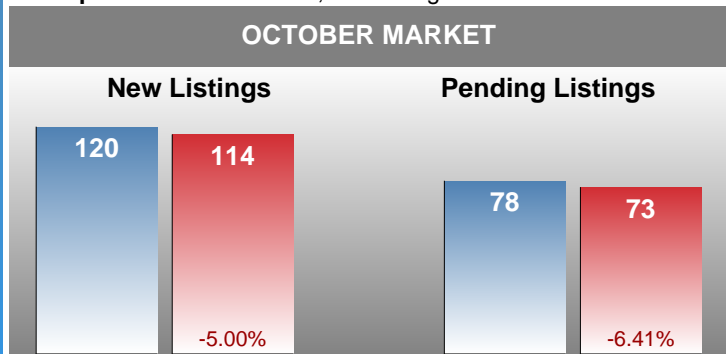


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	61	64	4.92%	712	698	-1.97%
Pending Sales	78	73	-6.41%	748	721	-3.61%
New Listings	120	114	-5.00%	1,464	1,478	0.96%
Average List Price	111,092	135,777	22.22%	139,869	141,354	1.06%
Average Sale Price	106,437	132,577	24.56%	135,608	136,882	0.94%
Average Percent of Selling Price to List Price	93.97%	97.92%	4.20%	96.94%	96.84%	-0.10%
Average Days on Market to Sale	55.41	50.14	-9.51%	48.83	50.60	3.64%
Monthly Inventory	454	475	4.63%	454	475	4.63%
Months Supply of Inventory	6.58	6.87	4.37%	6.58	6.87	4.37%

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

Inventory on October 31, 2017 = **475**

2016 2017



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