



# November 2016

Area Delimited by County Of Rogers

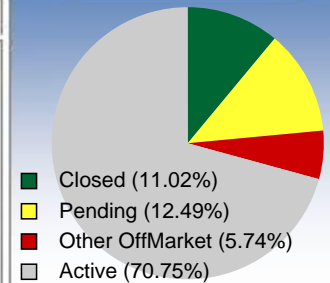


**Absorption:** Last 12 months, an Average of **116** Sales/Month

**Active Inventory** as of November 30, 2016 = **629**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	75	98	30.67%
Pending Listings	90	111	23.33%
New Listings	176	148	-15.91%
Average List Price	188,825	181,139	-4.07%
Average Sale Price	183,793	177,423	-3.47%
Average Percent of List Price to Selling Price	97.61%	96.48%	-1.16%
Average Days on Market to Sale	48.35	52.95	9.52%
End of Month Inventory	761	629	-17.35%
Months Supply of Inventory	6.65	5.42	-18.53%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2016 decreased **17.35%** to 629 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **5.42** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.47%** in November 2016 to \$177,423 versus the previous year at \$183,793.

### Average Days on Market Lengthens

The average number of **52.95** days that homes spent on the market before selling increased by 4.60 days or **9.52%** in November 2016 compared to last year's same month at **48.35** DOM.

### Sales Success for November 2016 is Positive

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

There were 148 New Listings in November 2016, down **15.91%** from last year at 176. Furthermore, there were 98 Closed Listings this month versus last year at 75, a **30.67%** increase.

Closed versus Listed trends yielded a **66.2%** ratio, up from last year's November 2016 at **42.6%**, a **55.39%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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.

### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

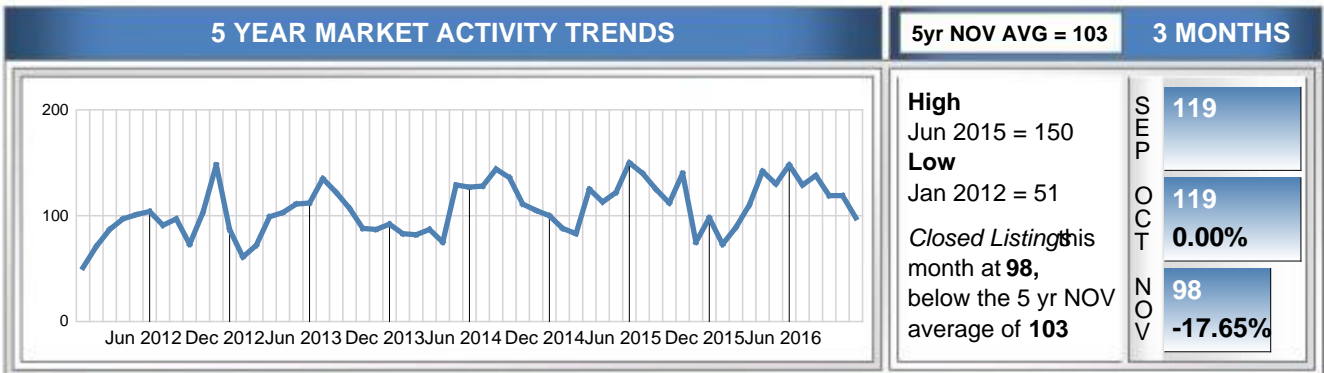
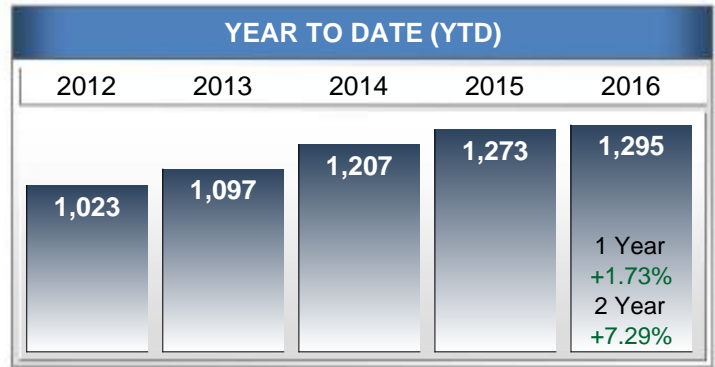
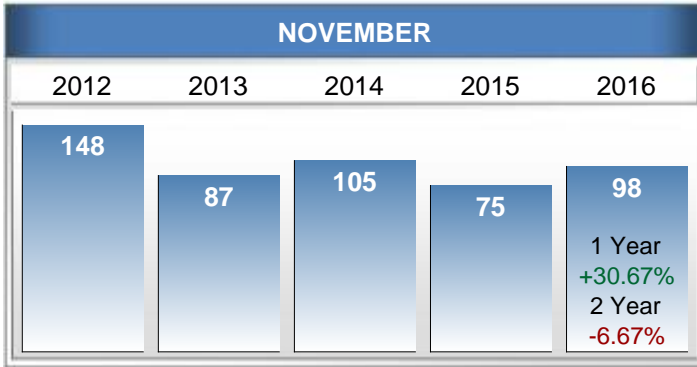
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	7.14%	46.6	4	2	1	0
\$50,001 - \$100,000	13	13.27%	48.7	3	9	1	0
\$100,001 - \$125,000	7	7.14%	84.0	0	7	0	0
\$125,001 - \$175,000	33	33.67%	40.6	3	24	5	1
\$175,001 - \$225,000	15	15.31%	42.0	0	5	10	0
\$225,001 - \$275,000	10	10.20%	74.1	1	5	3	1
\$275,001 and up	13	13.27%	71.7	0	4	7	2
<b>Total Closed Units:</b>	<b>98</b>		<b>52.9</b>	<b>11</b>	<b>56</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume:</b>	<b>17,387,468</b>			<b>1.06M</b>	<b>8.65M</b>	<b>6.25M</b>	<b>1.43M</b>
<b>Average Closed Price:</b>	<b>\$177,423</b>			<b>\$95,921</b>	<b>\$154,515</b>	<b>\$231,445</b>	<b>\$357,625</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

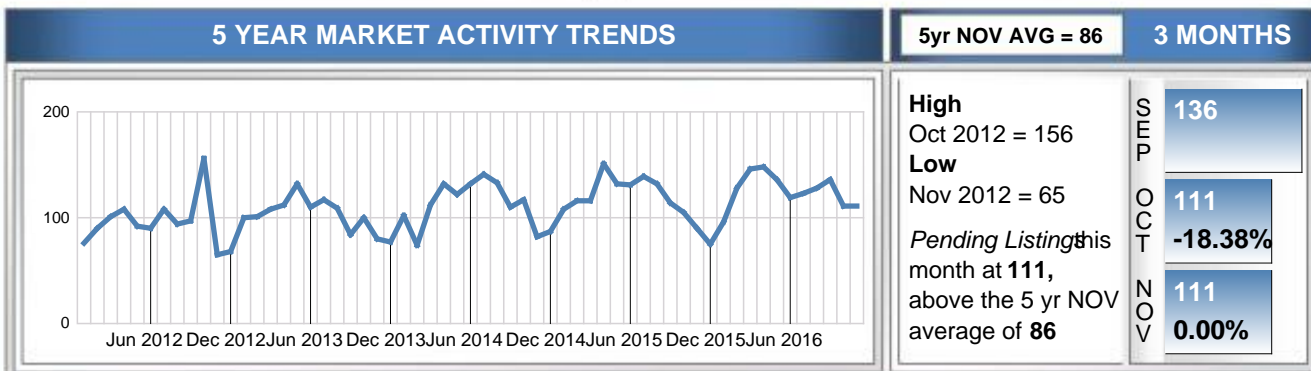
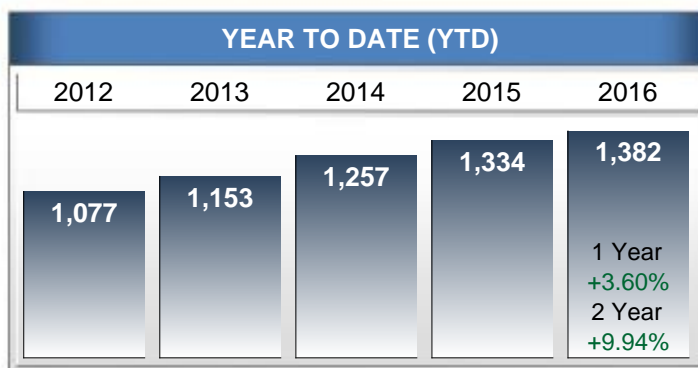
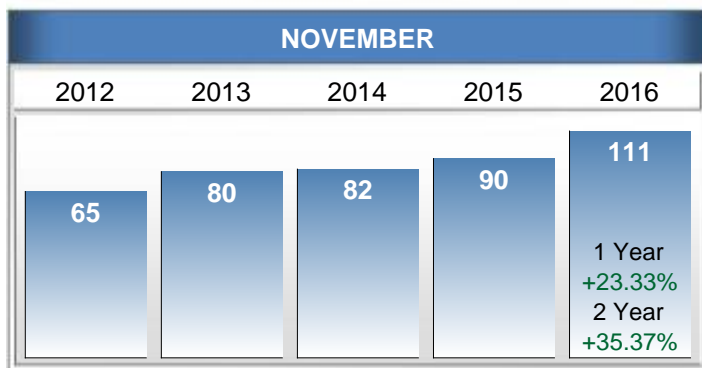
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	9	8.11%	45.9	7	0	2	0
\$50,001 - \$75,000	10	9.01%	59.9	2	7	1	0
\$75,001 - \$125,000	21	18.92%	66.1	4	16	1	0
\$125,001 - \$175,000	31	27.93%	67.6	2	23	4	2
\$175,001 - \$200,000	14	12.61%	72.3	2	8	4	0
\$200,001 - \$275,000	11	9.91%	69.2	0	9	2	0
\$275,001 and up	15	13.51%	55.5	2	3	8	2
Total Pending Units: 111				19	66	22	4
Total Pending Volume: 18,667,343				2.10M	10.12M	5.02M	1.42M
Average Listing Price: \$150,792				\$110,474	\$153,389	\$228,222	\$355,950

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

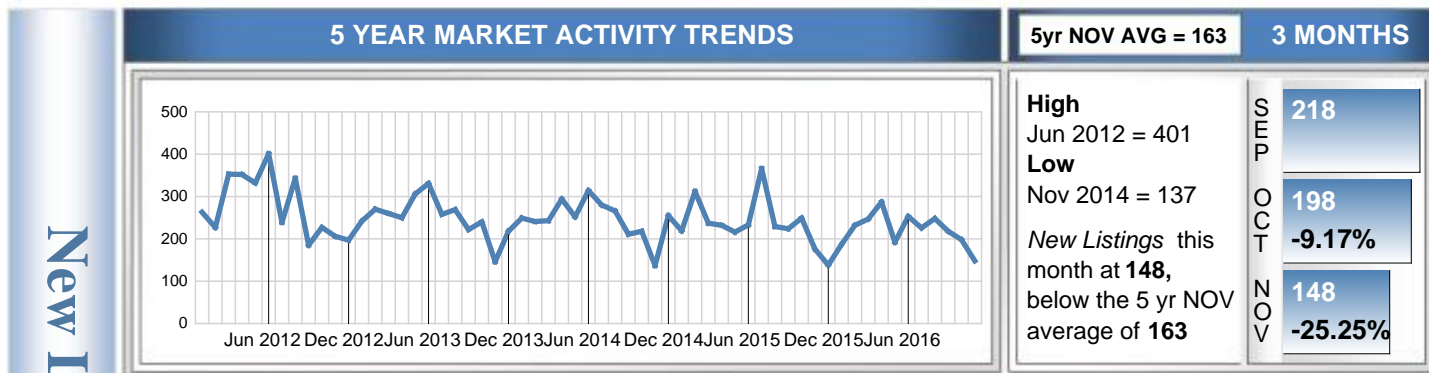
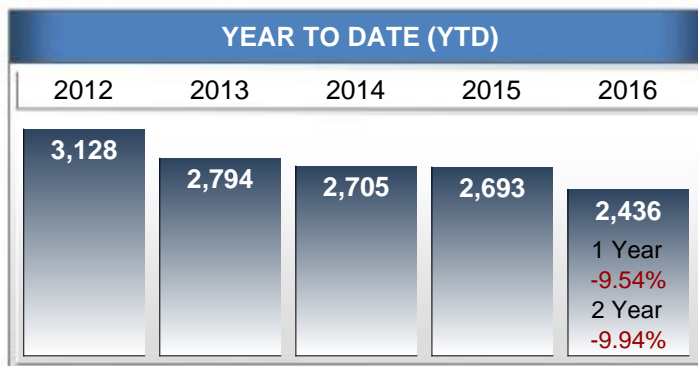
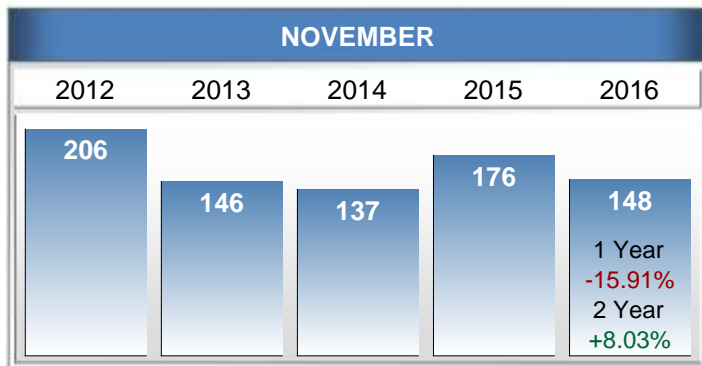
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



**New Listings**  
  
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#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	10	6.76%	9	1	0	0
\$30,001 - \$80,000	23	15.54%	14	6	3	0
\$80,001 - \$120,000	21	14.19%	2	15	3	1
\$120,001 - \$180,000	38	25.68%	6	23	7	2
\$180,001 - \$260,000	20	13.51%	2	6	11	1
\$260,001 - \$370,000	18	12.16%	0	2	15	1
\$370,001 and up	18	12.16%	1	4	9	4
Total New Listed Units:			34	57	48	9
Total New Listed Volume:			2.97M	10.73M	12.77M	3.02M
Average New Listed Listing Price:			\$87,474	\$188,200	\$265,990	\$335,911



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

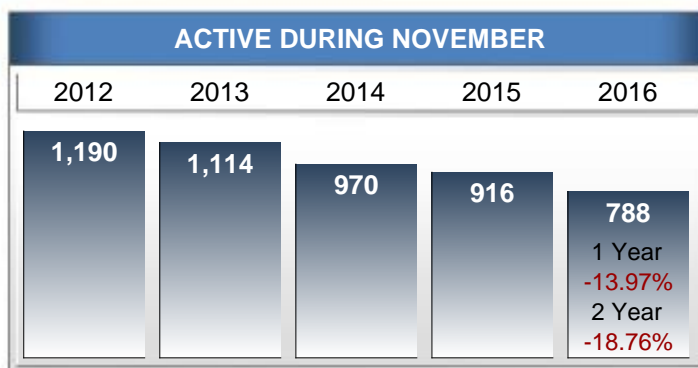
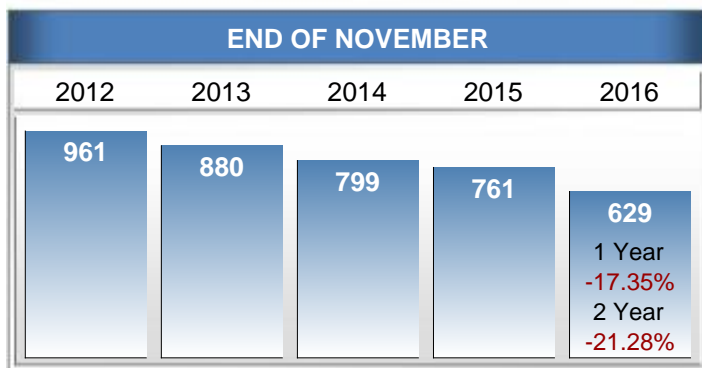
Active Inventory as of Dec 12, 2016



### Active Inventory

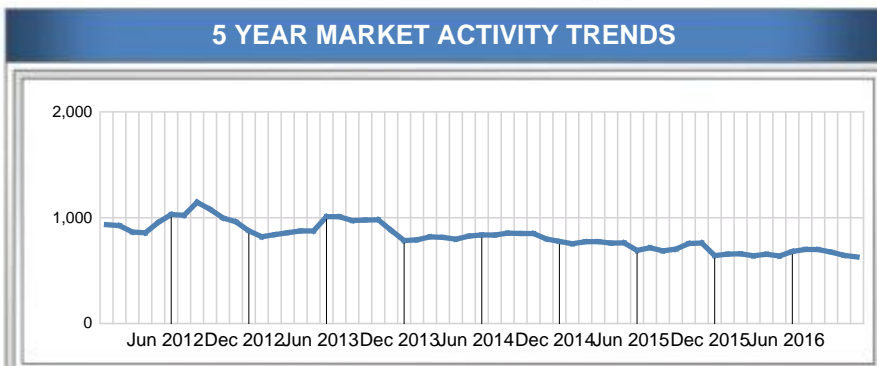
Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Active Inventory

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**5yr NOV AVG = 806**      **3 MONTHS**

**High**  
Aug 2012 = 1,146  
**Low**  
Nov 2016 = 629

*Inventory* this month at **629**, below the 5 yr NOV average of **806**

SEP	675
OCT	644
NOV	629
-4.59%	
-2.33%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	40	6.36%	87.0	38	2	0	0		
\$25,001 - \$75,000	92	14.63%	77.5	78	11	2	1		
\$75,001 - \$125,000	91	14.47%	80.3	27	57	6	1		
\$125,001 - \$200,000	153	24.32%	81.1	25	90	35	3		
\$200,001 - \$300,000	105	16.69%	82.8	6	36	58	5		
\$300,001 - \$475,000	85	13.51%	97.1	8	10	57	10		
\$475,001 and up	63	10.02%	94.4	9	5	28	21		
Total Active Inventory by Units:				629	84.6	191	211	186	41
Total Active Inventory by Volume:				155,508,382		22.96M	38.68M	60.23M	33.64M
Average Active Inventory Listing Price:				\$247,231		\$120,233	\$183,299	\$323,800	\$820,513





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

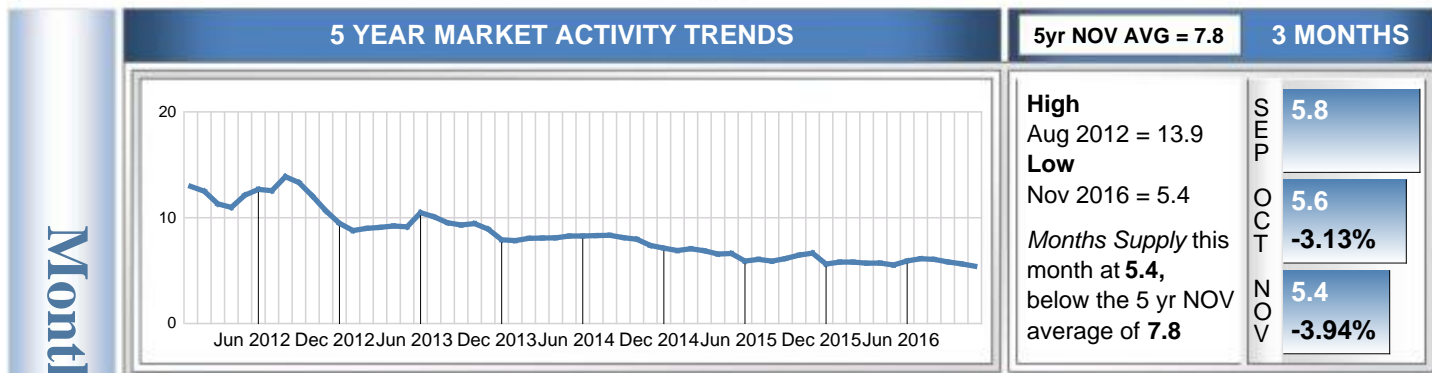
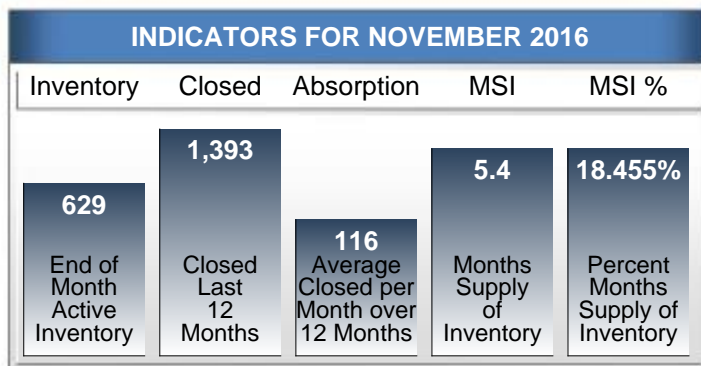
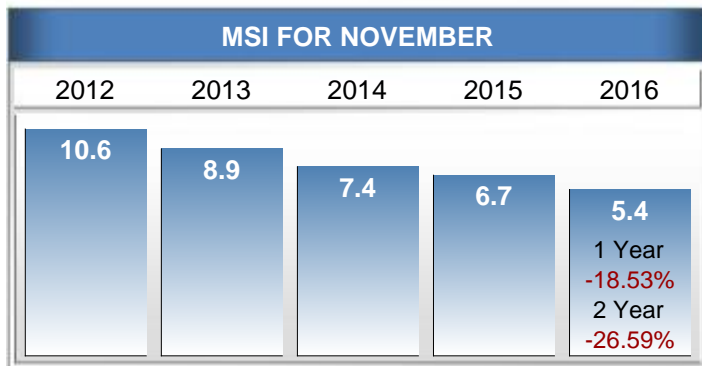
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



**Months Supply**  
 Ready to Buy or Sell Real Estate?  
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#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	40	6.36%	12.6	14.7	4.8	0.0	0.0
\$25,001 \$75,000	92	14.63%	6.5	12.2	1.7	1.6	12.0
\$75,001 \$125,000	91	14.47%	4.1	8.3	3.5	2.1	12.0
\$125,001 \$200,000	153	24.32%	3.5	17.6	2.8	3.5	6.0
\$200,001 \$300,000	105	16.69%	5.1	4.5	3.9	6.6	4.0
\$300,001 \$475,000	85	13.51%	9.1	32.0	8.6	9.2	5.7
\$475,001 and up	63	10.02%	24.4	0.0	60.0	18.7	21.0
MSI:	5.4			12.5	3.2	6.0	8.8
Total Active Inventory:	629			191	211	186	41



# Monthly Inventory Analysis

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## November 2016

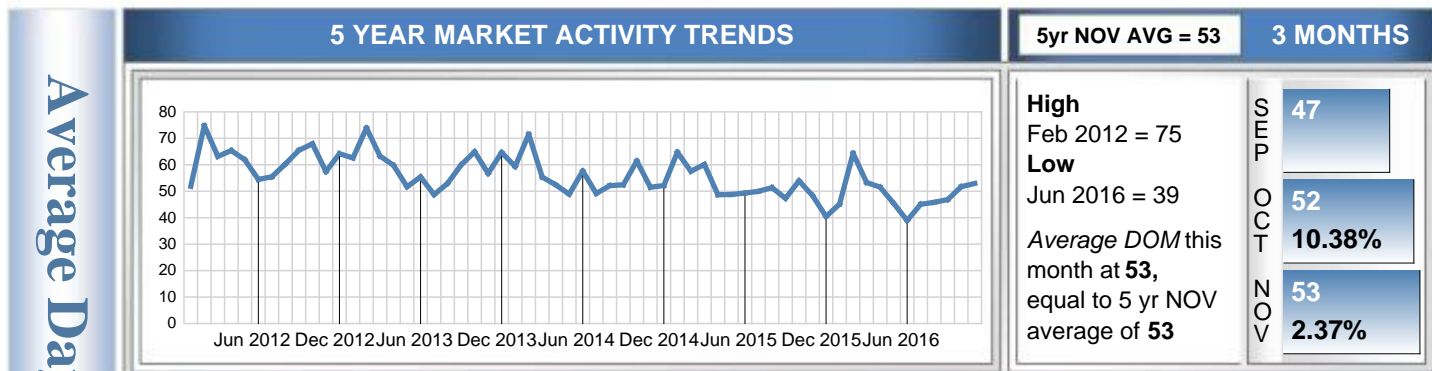
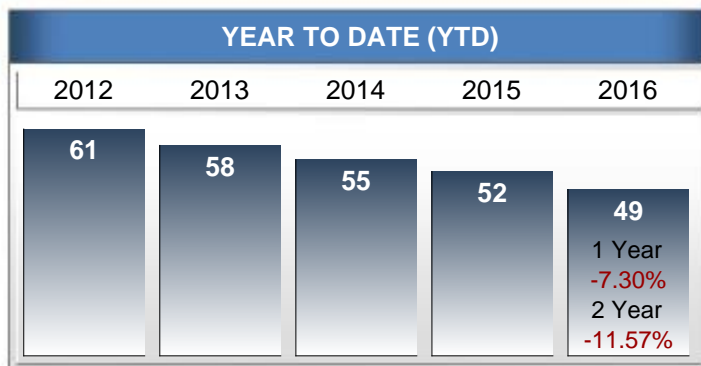
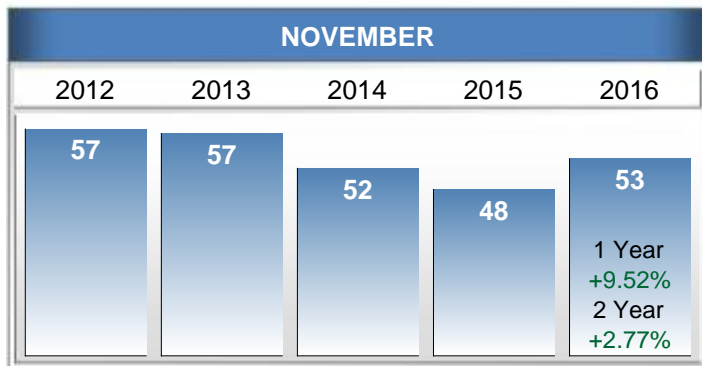
Closed Sales as of Dec 12, 2016



### Average Days on Market to Sale

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Average Days on Market

Ready to Buy or Sell Real Estate?  
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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	7.14%	46.6	65.0	15.5	35.0	0.0
\$50,001 - \$100,000	13	13.27%	48.7	97.0	37.8	2.0	0.0
\$100,001 - \$125,000	7	7.14%	84.0	0.0	84.0	0.0	0.0
\$125,001 - \$175,000	33	33.67%	40.6	62.7	37.7	46.6	14.0
\$175,001 - \$225,000	15	15.31%	42.0	0.0	30.2	47.9	0.0
\$225,001 - \$275,000	10	10.20%	74.1	67.0	92.2	10.3	182.0
\$275,001 and up	13	13.27%	71.7	0.0	62.3	71.6	91.0
Average Closed DOM: 52.9				73.3	48.6	47.4	94.5
Total Closed Units: 98				11	56	27	4
Total Closed Volume: 17,387,468				1.06M	8.65M	6.25M	1.43M



# Monthly Inventory Analysis

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## November 2016

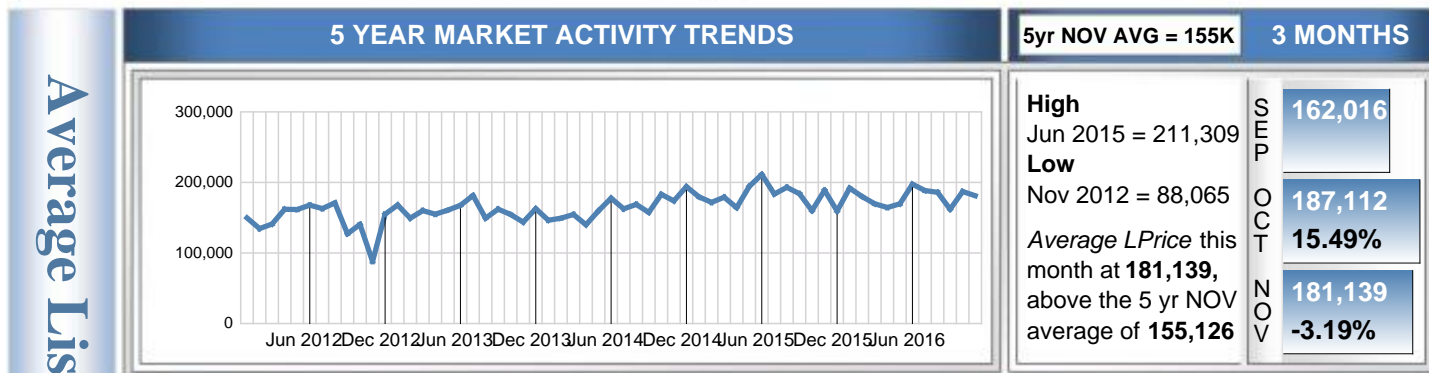
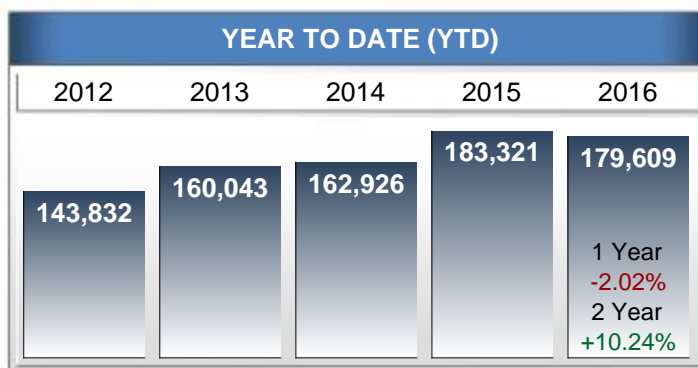
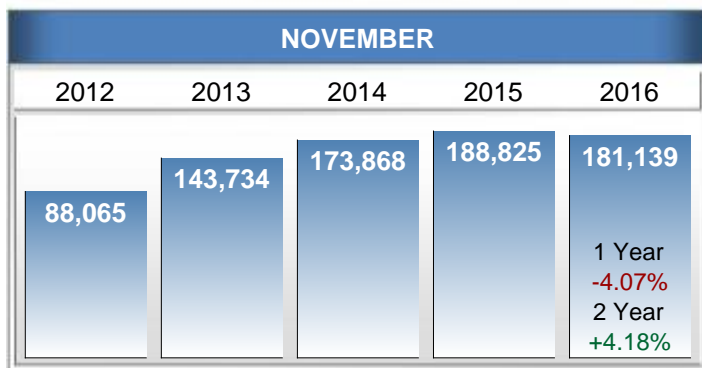
Closed Sales as of Dec 12, 2016



### Average List Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Rogers



Average List Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	6.12%	38,125	37,063	40,250	54,500	0
\$50,001 - \$100,000	13	13.27%	81,823	77,667	87,300	94,000	0
\$100,001 - \$125,000	7	7.14%	115,129	0	120,329	0	0
\$125,001 - \$175,000	34	34.69%	151,411	156,667	149,752	161,082	143,500
\$175,001 - \$225,000	12	12.24%	200,597	0	204,610	207,354	0
\$225,001 - \$275,000	12	12.24%	245,524	275,900	251,320	240,290	274,500
\$275,001 and up	14	14.29%	367,992	0	316,588	367,091	520,000
Average List Price:	\$181,139			\$102,468	\$158,010	\$233,999	\$364,500
Total Closed Units:	98			11	56	27	4
Total List Volume:	17,751,661			1.13M	8.85M	6.32M	1.46M





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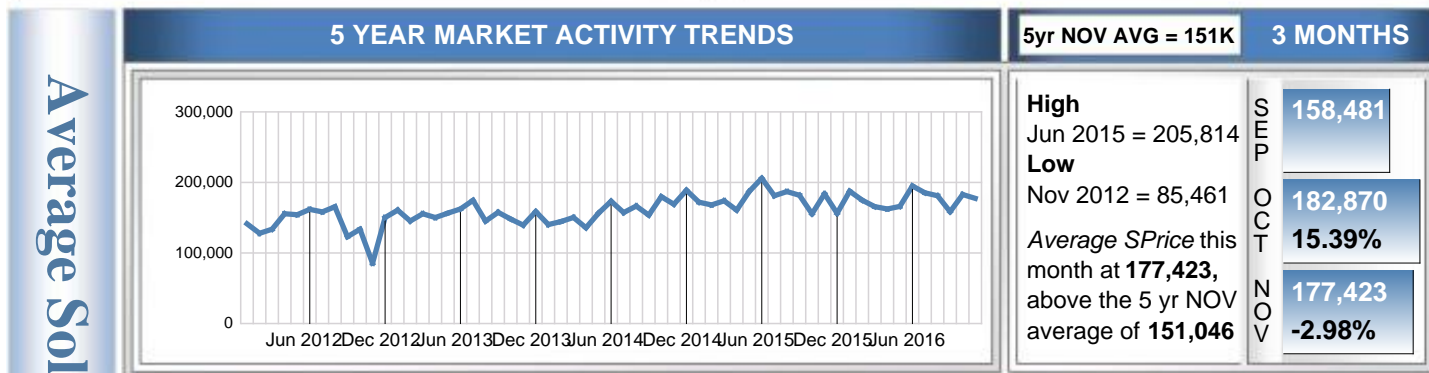
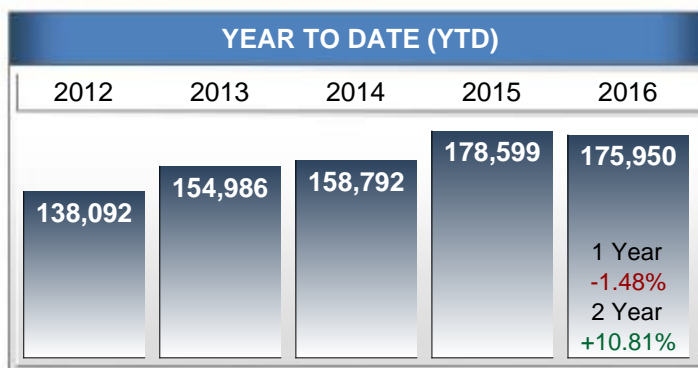
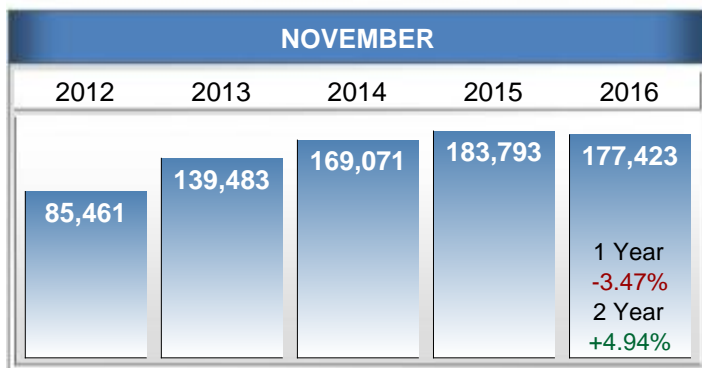
Closed Sales as of Dec 12, 2016



### Average Sold Price at Closing

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Area Delimited by County Of Rogers



Average Sold Price

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### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	7.14%	33,178	31,188	32,500	42,500	0
\$50,001 - \$100,000	13	13.27%	80,811	72,428	82,139	94,000	0
\$100,001 - \$125,000	7	7.14%	115,486	0	115,486	0	0
\$125,001 - \$175,000	33	33.67%	149,669	148,167	148,286	159,540	138,000
\$175,001 - \$225,000	15	15.31%	203,356	0	202,730	203,669	0
\$225,001 - \$275,000	10	10.20%	249,180	268,600	247,340	238,000	272,500
\$275,001 and up	13	13.27%	370,389	0	307,738	366,301	510,000
Average Closed Price:	\$177,423			\$95,921	\$154,515	\$231,445	\$357,625
Total Closed Units:	98			11	56	27	4
Total Closed Volume:	17,387,468			1.06M	8.65M	6.25M	1.43M



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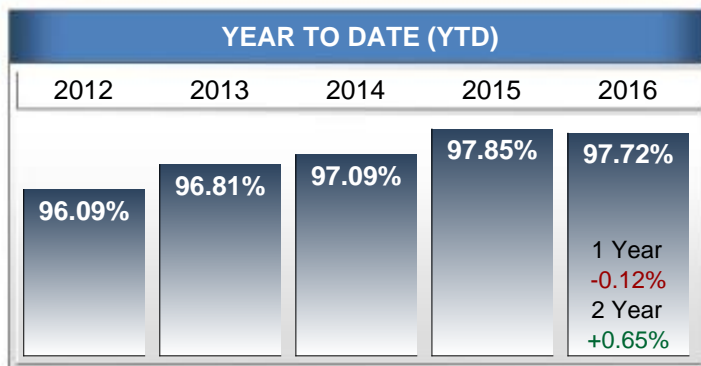
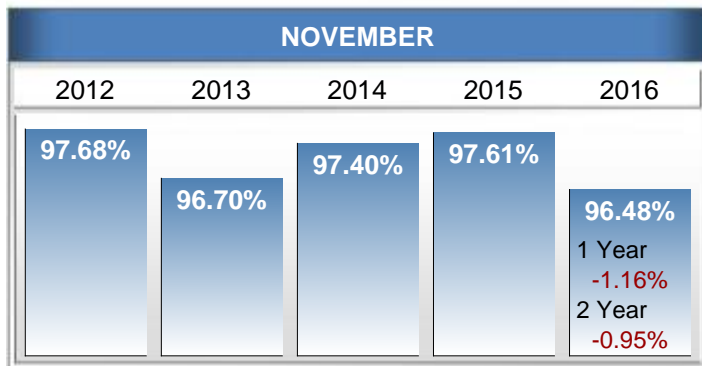
Closed Sales as of Dec 12, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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<b>5yr NOV AVG=97.17%</b>	<b>3 MONTHS</b>
<b>High</b> Sep 2015 = 102.27%	<b>SEP</b> 97.65%
<b>Low</b> Feb 2012 = 94.04%	<b>OCT</b> 100.12%
<i>Average List/Sell</i> this month at <b>96.48%</b> , below the 5 yr NOV average of <b>97.17%</b>	<b>NOV</b> -3.64%
	<b>2.53%</b>

#### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	7.14%	79.65%	82.40%	74.98%	77.98%	0.00%
\$50,001 - \$100,000	13	13.27%	94.19%	92.60%	94.07%	100.00%	0.00%
\$100,001 - \$125,000	7	7.14%	96.28%	0.00%	96.28%	0.00%	0.00%
\$125,001 - \$175,000	33	33.67%	98.53%	94.37%	99.03%	99.11%	96.17%
\$175,001 - \$225,000	15	15.31%	98.60%	0.00%	99.10%	98.36%	0.00%
\$225,001 - \$275,000	10	10.20%	98.60%	97.35%	98.46%	99.05%	99.27%
\$275,001 and up	13	13.27%	98.62%	0.00%	97.19%	99.68%	97.78%
Average List/Sell Ratio: 96.50%				89.81%	96.85%	98.22%	97.75%
Total Closed Units: 98				11	56	27	4
Total Closed Volume: 17,387,468				1.06M	8.65M	6.25M	1.43M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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**Absorption:** Last 12 months, an Average of **116** Sales/Month

**Active Inventory** as of November 30, 2016 = **629**

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	75	98	30.67%	1,273	1,295	1.73%
Pending Sales	90	111	23.33%	1,334	1,382	3.60%
New Listings	176	148	-15.91%	2,693	2,436	-9.54%
Average List Price	188,825	181,139	-4.07%	183,321	179,609	-2.02%
Average Sale Price	183,793	177,423	-3.47%	178,599	175,950	-1.48%
Average Percent of List Price to Selling Price	97.61%	96.48%	-1.16%	97.85%	97.72%	-0.12%
Average Days on Market to Sale	48.35	52.95	9.52%	52.42	48.60	-7.30%
Monthly Inventory	761	629	-17.35%	761	629	-17.35%
Months Supply of Inventory	6.65	5.42	-18.53%	6.65	5.42	-18.53%

