



## November 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

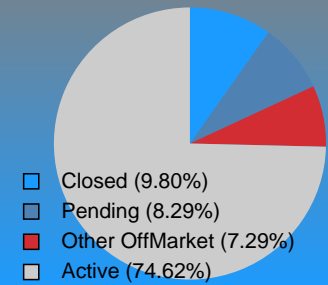


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	29	39	34.48%
Pending Listings	29	33	13.79%
New Listings	54	68	25.93%
Median List Price	99,900	99,900	0.00%
Median Sale Price	94,497	96,000	1.59%
Median Percent of List Price to Selling Price	96.15%	94.40%	-1.82%
Median Days on Market to Sale	48.00	40.00	-16.67%
End of Month Inventory	246	297	20.73%
Months Supply of Inventory	7.08	7.43	4.89%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of November 30, 2017 = **297**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **20.73%** to 297 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **7.43** 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 **1.59%** in November 2017 to \$96,000 versus the previous year at \$94,497.

##### Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 8.00 days or **16.67%** 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 going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 68 New Listings in November 2017, up **25.93%** from last year at 54. Furthermore, there were 39 Closed Listings this month versus last year at 29, a **34.48%** increase.

Closed versus Listed trends yielded a **57.4%** ratio, up from previous year's, November 2016, at **53.7%**, a **6.80%** 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

<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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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.

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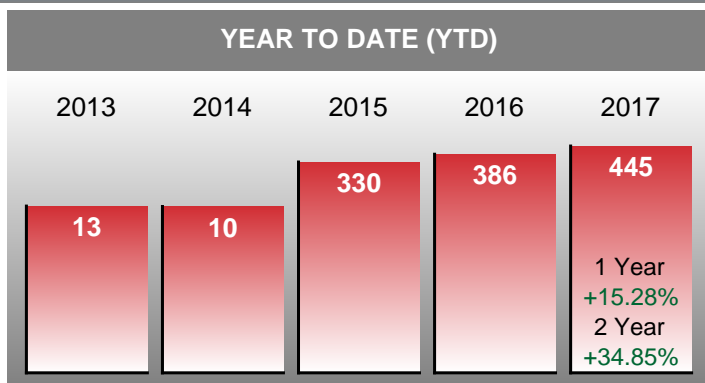
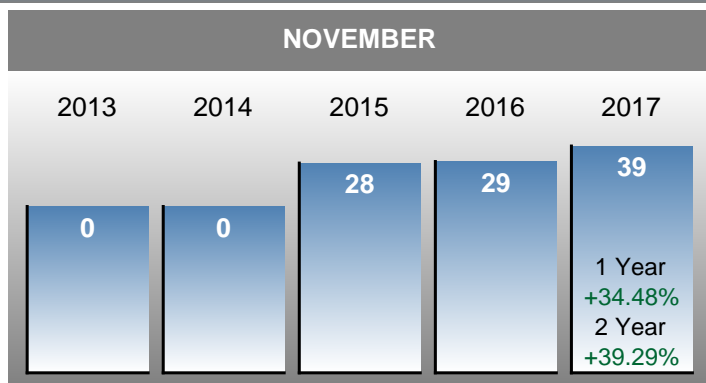
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## CLOSED LISTINGS

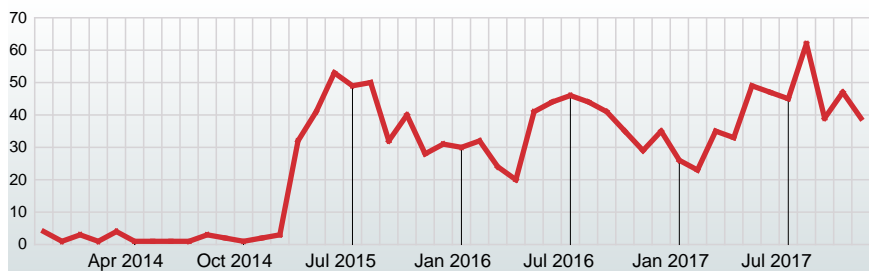
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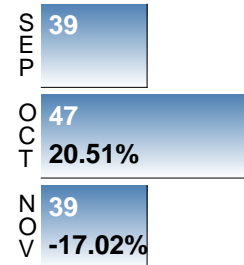
### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 19

3 MONTHS



**High**  
Aug 2017 = 62  
**Low**  
Oct 2014 = 1  
*Closed Listings*  
this month at **39**,  
above the 5 yr NOV  
average of **19**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.69%	40.0	3	0	0	0
\$10,001 - \$40,000	5	12.82%	21.0	4	0	1	0
\$40,001 - \$60,000	6	15.38%	71.5	3	3	0	0
\$60,001 - \$110,000	8	20.51%	29.5	1	6	1	0
\$110,001 - \$140,000	8	20.51%	50.0	1	7	0	0
\$140,001 - \$190,000	4	10.26%	34.5	2	2	0	0
\$190,001 and up	5	12.82%	56.0	0	2	3	0
<b>Total Closed Units</b>	<b>39</b>			<b>14</b>	<b>20</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,958,338</b>	<b>100%</b>	<b>40.0</b>	<b>849.14K</b>	<b>2.24M</b>	<b>869.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$96,000</b>			<b>\$39,750</b>	<b>\$118,500</b>	<b>\$198,000</b>	<b>\$0</b>

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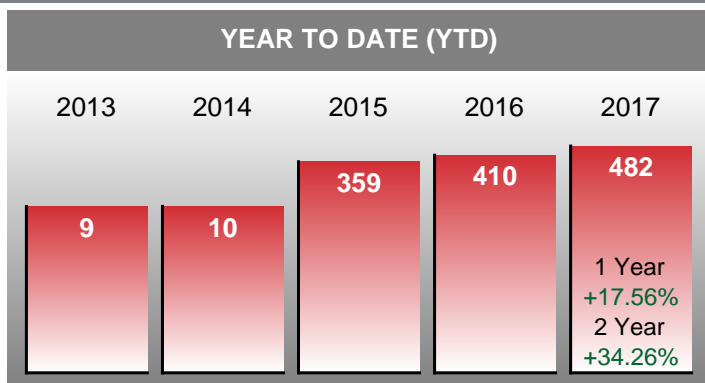
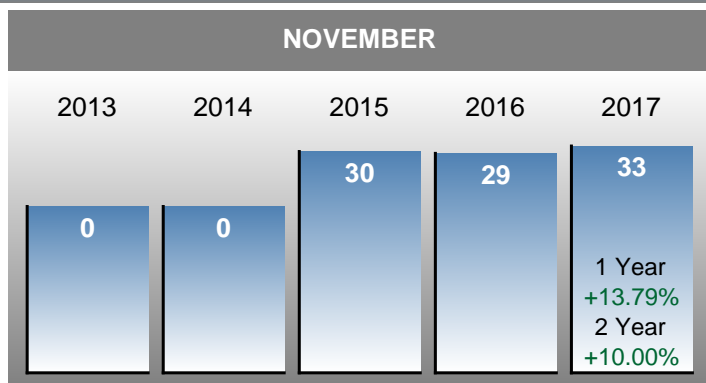
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## PENDING LISTINGS

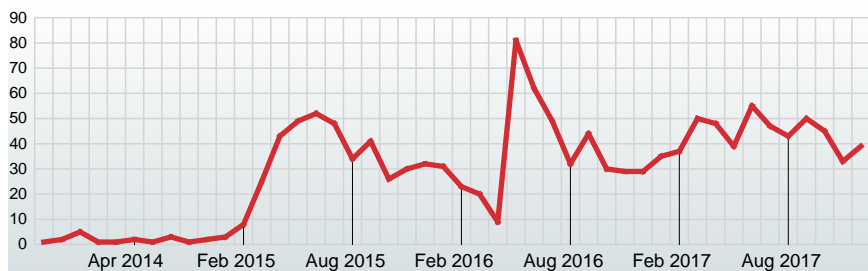
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 18

3 MONTHS



**High**  
May 2016 = 81  
**Low**  
Aug 2014 = 1  
*Pending Listings*  
this month at **33**,  
above the 5 yr NOV  
average of **18**

SEP	50
OCT	45 -10.00%
NOV	33 -26.67%

### 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	9.09%	5.0	2	1	0	0
\$30,001 - \$40,000	2	6.06%	73.5	1	0	1	0
\$40,001 - \$70,000	7	21.21%	28.0	3	2	2	0
\$70,001 - \$120,000	8	24.24%	49.0	3	5	0	0
\$120,001 - \$140,000	3	9.09%	11.0	0	3	0	0
\$140,001 - \$180,000	6	18.18%	22.0	0	5	1	0
\$180,001 and up	4	12.12%	10.0	0	3	1	0
<b>Total Pending Units</b>	<b>33</b>			<b>9</b>	<b>19</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,554,800</b>	<b>100%</b>	<b>24.0</b>	<b>524.60K</b>	<b>2.50M</b>	<b>533.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$99,000</b>			<b>\$53,500</b>	<b>\$134,900</b>	<b>\$59,000</b>	<b>\$0</b>

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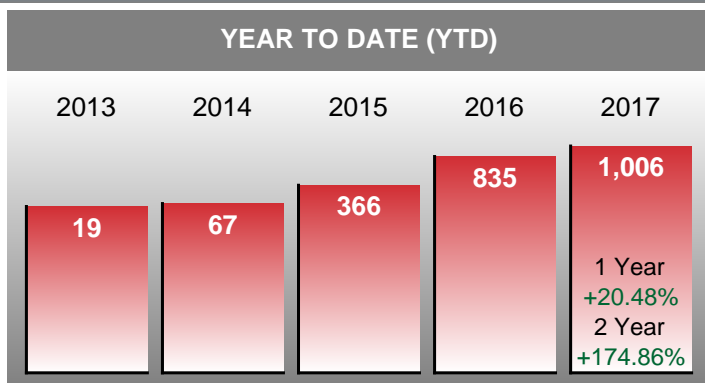
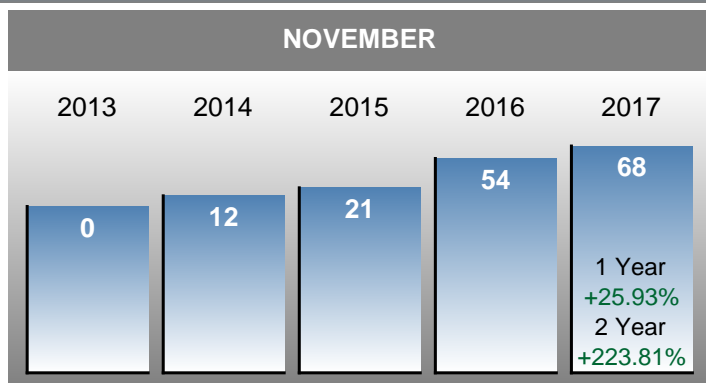
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## NEW LISTINGS

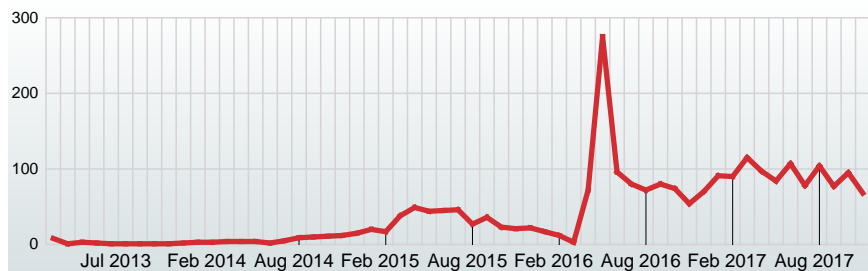
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 31

3 MONTHS



**High**  
May 2016 = 275  
**Low**  
Oct 2013 = 1  
*New Listings*  
this month at **68**,  
above the 5 yr NOV  
average of **31**

SEP	77
OCT	95 23.38%
NOV	68 -28.42%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	4.41%	3	0	0	0
\$10,001 - \$60,000	12	17.65%	8	3	1	0
\$60,001 - \$80,000	9	13.24%	6	3	0	0
\$80,001 - \$150,000	16	23.53%	3	9	4	0
\$150,001 - \$190,000	11	16.18%	3	7	1	0
\$190,001 - \$380,000	10	14.71%	2	6	2	0
\$380,001 and up	7	10.29%	0	4	2	1
<b>Total New Listed Units</b>	<b>68</b>		<b>25</b>	<b>32</b>	<b>10</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,990,900</b>	<b>100%</b>	<b>2.08M</b>	<b>6.32M</b>	<b>2.10M</b>	<b>499.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$131,950</b>		<b>\$67,500</b>	<b>\$157,450</b>	<b>\$165,000</b>	<b>\$499,900</b>

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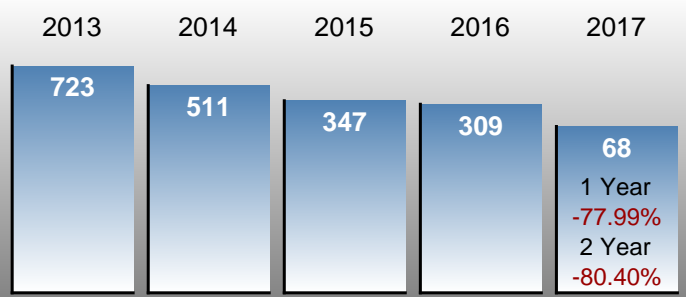
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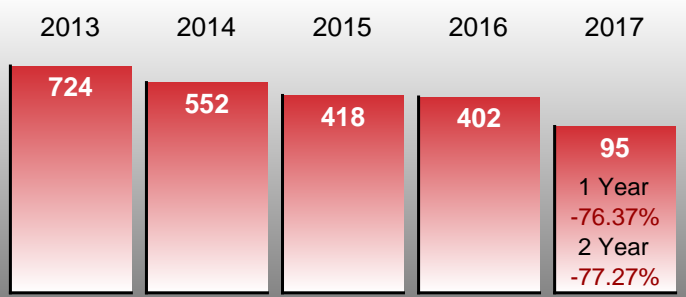
## ACTIVE INVENTORY

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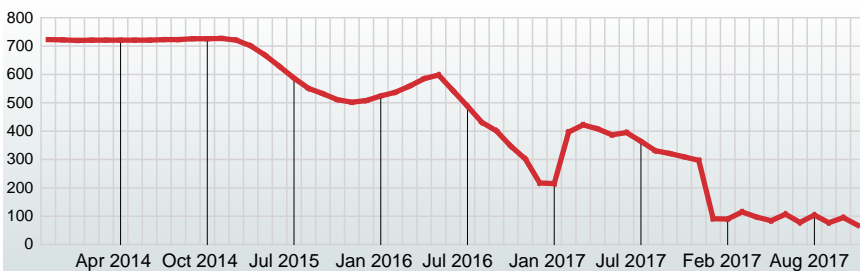
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



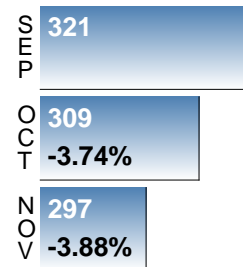
### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 392

3 MONTHS

**High**  
Jan 2015 = 727  
**Low**  
Nov 2017 = 68  
*Inventory*  
this month at **68**,  
below the 5 yr NOV  
average of **392**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	26	8.75%	73.0	23	3	0	0
\$30,001 - \$60,000	34	11.45%	89.0	27	6	1	0
\$60,001 - \$90,000	46	15.49%	90.0	24	17	5	0
\$90,001 - \$160,000	76	25.59%	68.0	17	50	8	1
\$160,001 - \$240,000	47	15.82%	45.0	8	30	8	1
\$240,001 - \$320,000	37	12.46%	72.0	6	15	15	1
\$320,001 and up	31	10.44%	50.0	8	7	9	7
<b>Total Active Inventory by Units</b>	<b>297</b>			<b>113</b>	<b>128</b>	<b>46</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>53,186,549</b>	<b>100%</b>	<b>70.0</b>	<b>13.54M</b>	<b>22.02M</b>	<b>12.54M</b>	<b>5.09M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$127,000</b>			<b>\$68,000</b>	<b>\$143,700</b>	<b>\$249,000</b>	<b>\$484,900</b>

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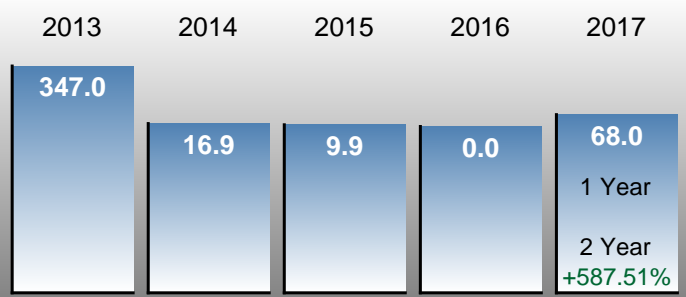
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR NOVEMBER



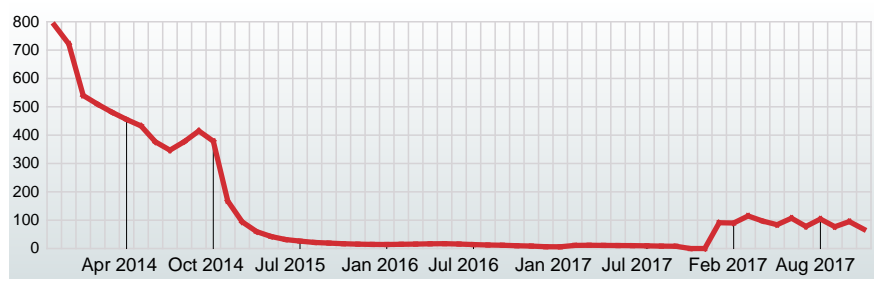
### INDICATORS FOR NOVEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
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 NOV AVG = 88.4

3 MONTHS



**High**  
Jan 2013 = 788.7  
**Low**  
Nov 2017 = 0.0  
*Months Supply*  
this month at **68.0**,  
below the 5 yr NOV  
average of **88.4**

SEP	8.0
OCT	0.0
NOV	0.0
	-100.00%

### 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
\$30,000 and less	26	8.75%	8.4	8.4	9.0	0.0	0.0
\$30,001 \$60,000	34	11.45%	5.5	8.5	2.2	4.0	0.0
\$60,001 \$90,000	46	15.49%	7.5	18.0	4.6	4.6	0.0
\$90,001 \$160,000	76	25.59%	5.4	10.2	4.7	4.8	0.0
\$160,001 \$240,000	47	15.82%	7.1	13.7	6.9	5.3	4.0
\$240,001 \$320,000	37	12.46%	14.8	0.0	10.0	16.4	12.0
\$320,001 and up	31	10.44%	21.9	32.0	10.5	21.6	84.0
Market Supply of Inventory (MSI)	7.4			11.6	5.4	7.9	20.0
Total Active Inventory by Units	297	100%	7.4	113	128	46	10

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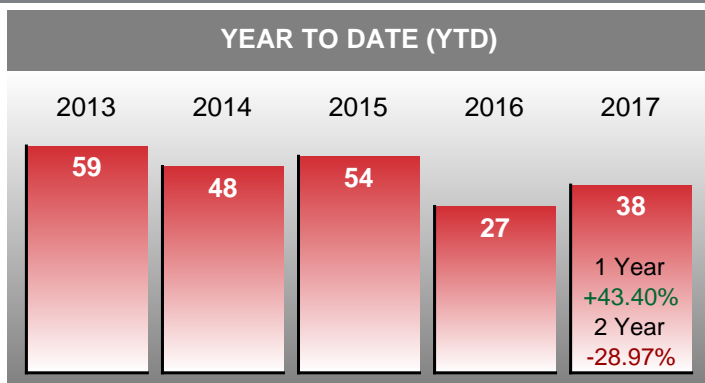
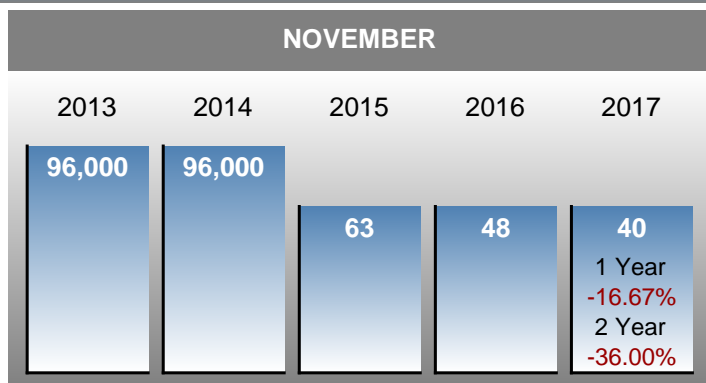
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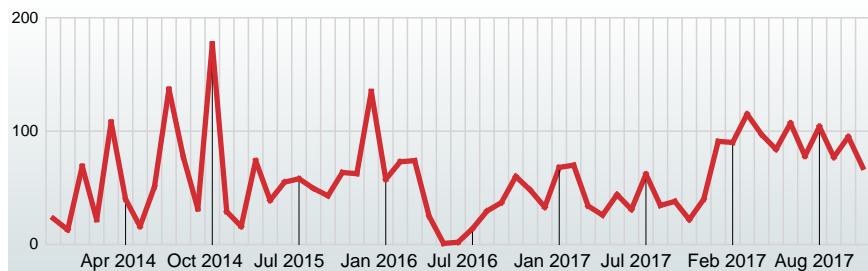


## MEDIAN DAYS ON MARKET TO SALE

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



**5 YEAR MARKET ACTIVITY TRENDS**      **5yr NOV AVG = 38,430**      **3 MONTHS**



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1  
*Median Days on Market*  
this month at **40**,  
below the 5 yr NOV  
average of **38,430**

SEP	38
OCT	22
NOV	40
<b>-42.11%</b>	
<b>81.82%</b>	

## 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
\$10,000 and less	3	7.69%	40.0	40.0	0.0	0.0	0.0
\$10,001 \$40,000	5	12.82%	21.0	45.5	0.0	2.0	0.0
\$40,001 \$60,000	6	15.38%	71.5	79.0	23.0	0.0	0.0
\$60,001 \$110,000	8	20.51%	29.5	4.0	29.5	118.0	0.0
\$110,001 \$140,000	8	20.51%	50.0	5.0	79.0	0.0	0.0
\$140,001 \$190,000	4	10.26%	34.5	22.0	53.0	0.0	0.0
\$190,001 and up	5	12.82%	56.0	0.0	28.5	78.0	0.0
Median Closed DOM	40.0			38.0	41.5	78.0	0.0
Total Closed Units	39	100%	40.0	14	20	5	
Total Closed Volume	3,958,338			849.14K	2.24M	869.40K	0.00B

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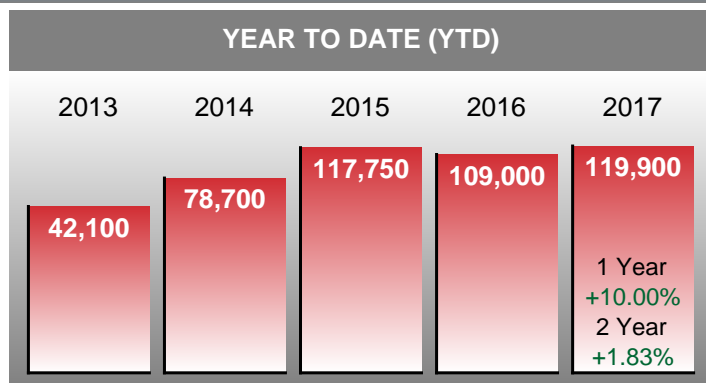
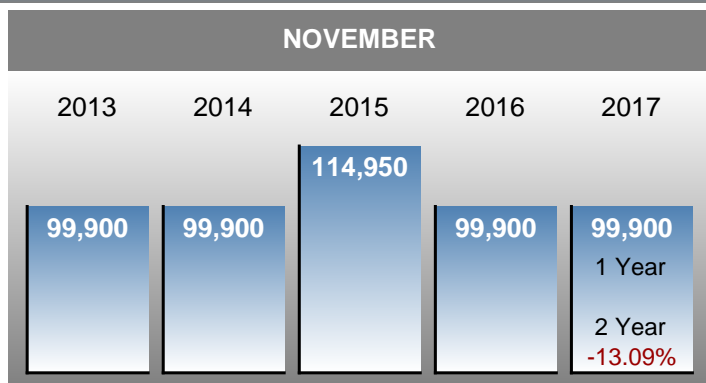
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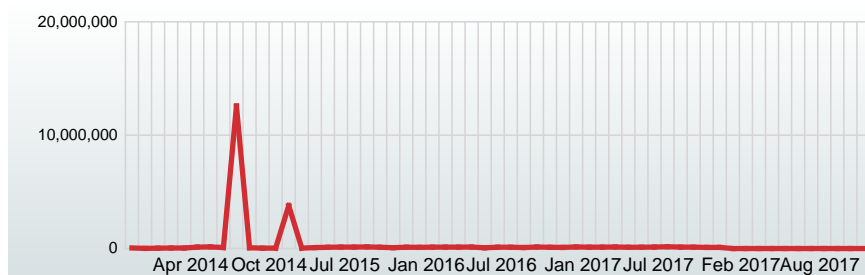


## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr NOV AVG = 102,910**      **3 MONTHS**

**High**  
Jul 2014 = 12,565,000  
**Low**  
Nov 2017 = 68  
*Median List Price*  
this month at **99,900**,  
below the 5 yr NOV  
average of **102,910**

SEP	120,000
OCT	100,000 -16.67%
NOV	99,900 -0.10%

### 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
\$10,000 and less	2	5.13%	6,200	6,200	0	0	0
\$10,001 - \$40,000	6	15.38%	27,500	25,000	0	35,000	0
\$40,001 - \$60,000	2	5.13%	52,400	49,900	54,900	0	0
\$60,001 - \$110,000	11	28.21%	69,997	68,000	75,000	64,900	0
\$110,001 - \$140,000	7	17.95%	125,000	134,900	122,450	0	0
\$140,001 - \$190,000	5	12.82%	149,000	158,400	147,000	0	0
\$190,001 and up	6	15.38%	217,500	210,000	210,000	279,000	0
<b>Median List Price</b>			99,900	44,950	119,450	198,500	0
<b>Total Closed Units</b>		100%	99,900	14	20	5	
<b>Total Closed Volume</b>			4,244,897	931.40K	2.39M	927.40K	0.00B

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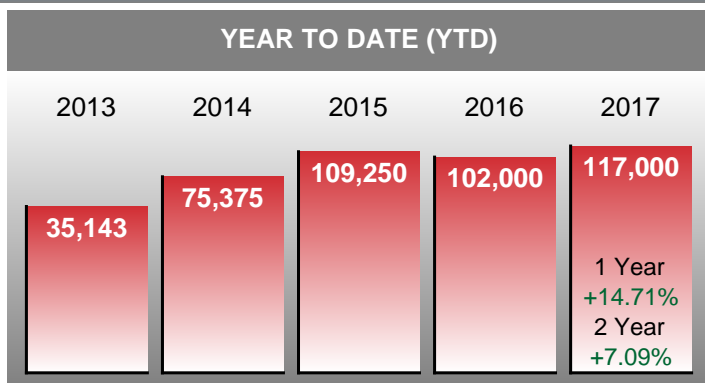
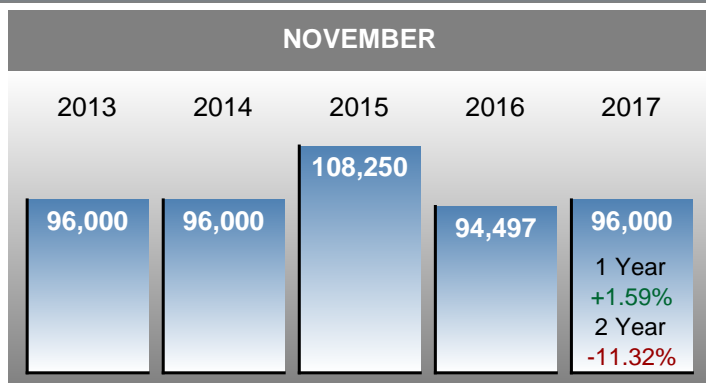
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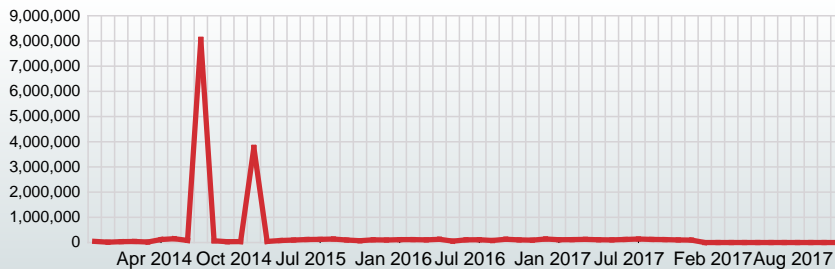
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 98,149      3 MONTHS



**High**  
Jul 2014 = 8,060,000  
**Low**  
Nov 2017 = 68  
*Median Sold Price*  
this month at **96,000**,  
below the 5 yr NOV  
average of **98,149**

SEP	116,900
OCT	103,000
NOV	96,000
	-11.89%
	-6.80%

### 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
\$10,000 and less	3	7.69%	5,500	5,500	0	0	0
\$10,001 - \$40,000	5	12.82%	27,500	24,750	0	32,500	0
\$40,001 - \$60,000	6	15.38%	51,500	51,000	52,000	0	0
\$60,001 - \$110,000	8	20.51%	85,000	110,000	85,000	64,900	0
\$110,001 - \$140,000	8	20.51%	126,500	134,000	125,000	0	0
\$140,001 - \$190,000	4	10.26%	154,819	165,569	147,250	0	0
\$190,001 and up	5	12.82%	203,000	0	199,000	279,000	0
<b>Median Sold Price</b>			96,000	39,750	118,500	198,000	0
<b>Total Closed Units</b>		100%	96,000	14	20	5	
<b>Total Closed Volume</b>			3,958,338	849.14K	2.24M	869.40K	0.00B

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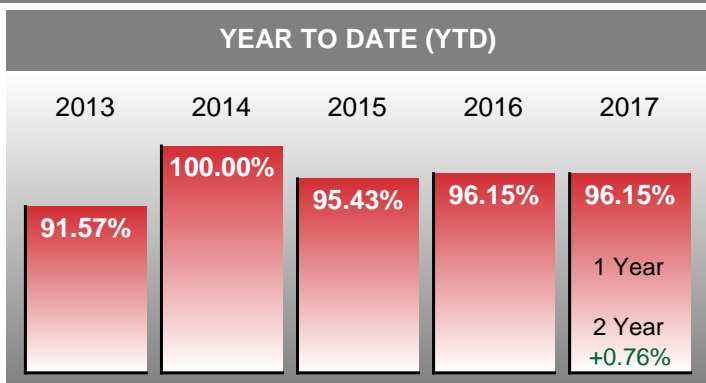
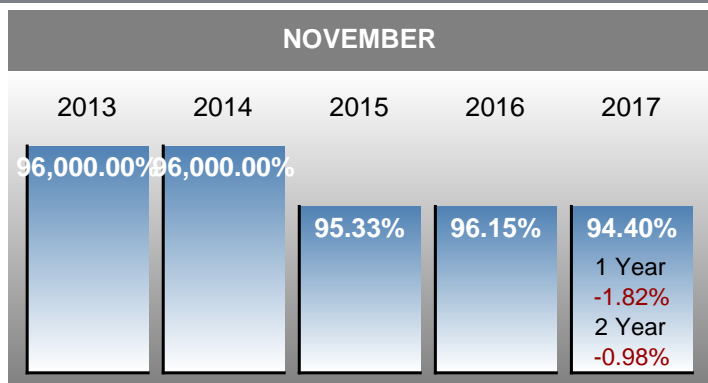
# November 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



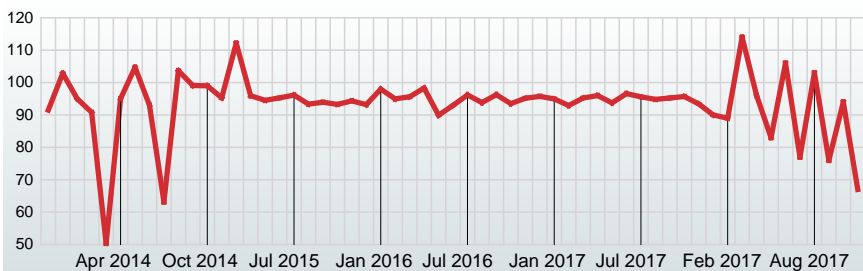
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 38,457.18%      3 MONTHS



**High**  
Mar 2017 = 115.00%

**Low**  
Jul 2013 = 51.36%

Median Sold/List Ratio this month at **94.40%**, below the 5 yr NOV average of **38,457.18%**

SEP	96.23%
OCT	96.69%
NOV	94.40%
	-2.37%

## 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
\$10,000 and less	3	7.69%	81.82%	81.82%	0.00%	0.00%	0.00%
\$10,001 \$40,000	5	12.82%	91.67%	90.21%	0.00%	92.86%	0.00%
\$40,001 \$60,000	6	15.38%	84.59%	85.17%	84.01%	0.00%	0.00%
\$60,001 \$110,000	8	20.51%	97.34%	100.00%	95.32%	100.00%	0.00%
\$110,001 \$140,000	8	20.51%	97.78%	99.33%	96.23%	0.00%	0.00%
\$140,001 \$190,000	4	10.26%	95.84%	91.03%	96.24%	0.00%	0.00%
\$190,001 and up	5	12.82%	99.75%	0.00%	95.11%	99.75%	0.00%
Median Sold/List Ratio			94.40%	88.50%	95.29%	99.75%	0.00%
Total Closed Units		100%	94.40%	14	20	5	
Total Closed Volume				849.14K	2.24M	869.40K	0.00B

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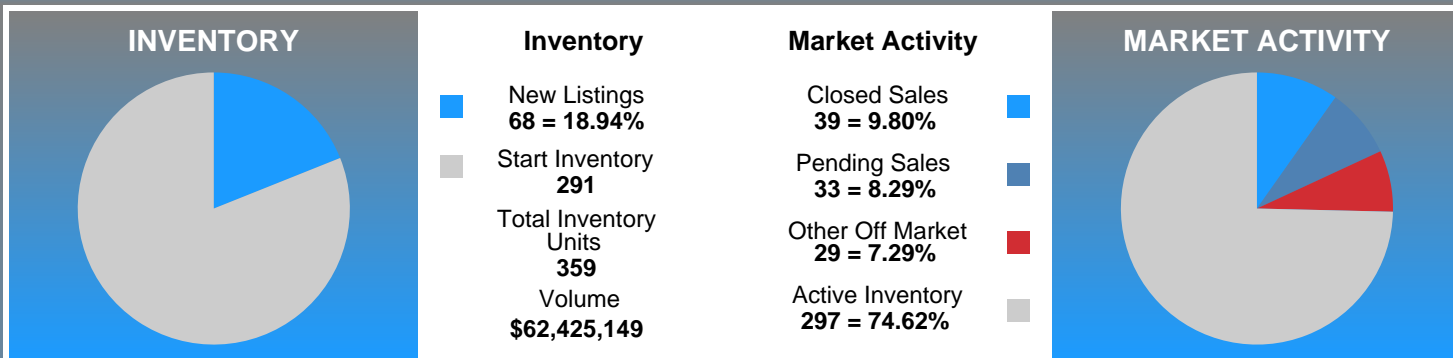
# November 2017

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## MARKET SUMMARY

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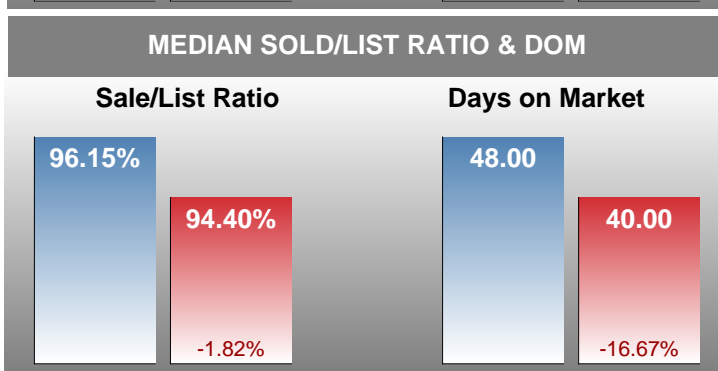
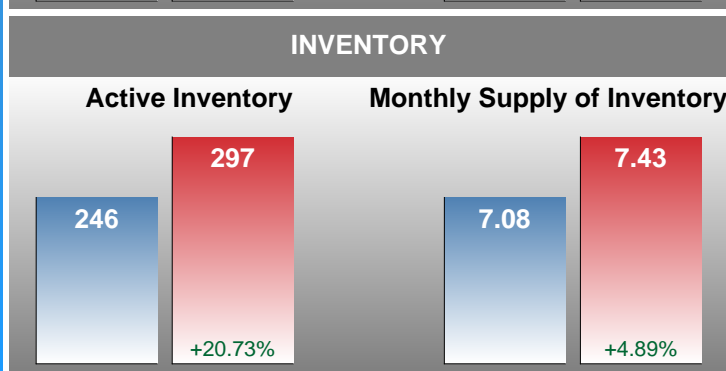
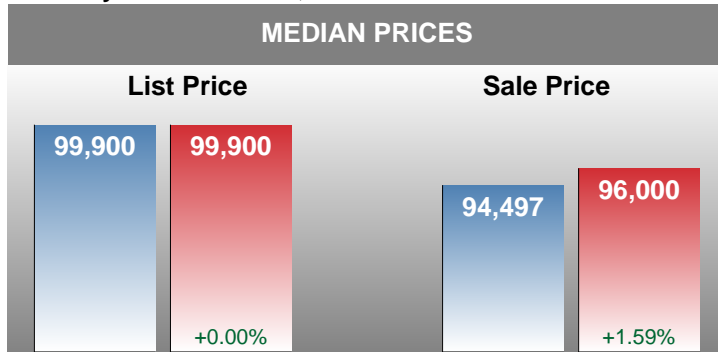
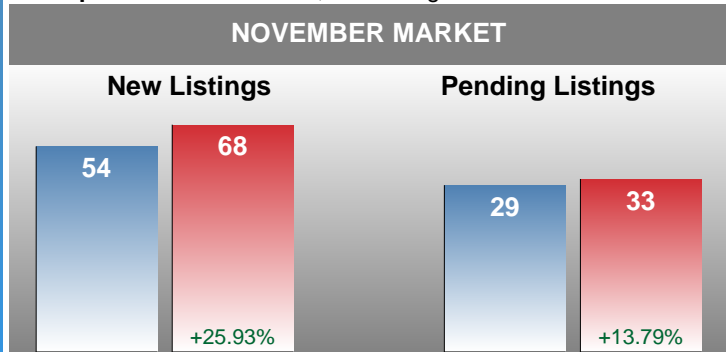


Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	29	39	34.48%	386	445	15.28%
Pending Sales	29	33	13.79%	410	482	17.56%
New Listings	54	68	25.93%	835	1,006	20.48%
Median List Price	99,900	99,900	0.00%	109,000	119,900	10.00%
Median Sale Price	94,497	96,000	1.59%	102,000	117,000	14.71%
Median Percent of Selling Price to List Price	96.15%	94.40%	-1.82%	96.15%	96.15%	0.00%
Median Days on Market to Sale	48.00	40.00	-16.67%	26.50	38.00	43.40%
Monthly Inventory	246	297	20.73%	246	297	20.73%
Months Supply of Inventory	7.08	7.43	4.89%	7.08	7.43	4.89%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

**Inventory** on November 30, 2017 = **297**

2016 2017



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