



November 2017

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

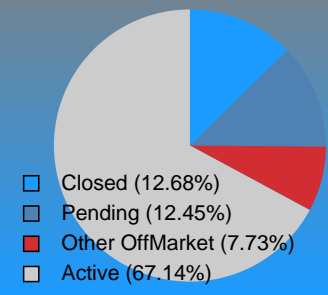


MONTHLY INVENTORY ANALYSIS

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

Compared	November		
Metrics	2016	2017	+/-%
Closed Listings	1,039	1,084	4.33%
Pending Listings	985	1,064	8.02%
New Listings	1,612	1,657	2.79%
Median List Price	150,000	162,750	8.50%
Median Sale Price	148,980	160,000	7.40%
Median Percent of List Price to Selling Price	98.20%	98.62%	0.42%
Median Days on Market to Sale	29.00	30.00	3.45%
End of Month Inventory	5,102	5,739	12.49%
Months Supply of Inventory	4.29	4.75	10.76%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,209** Sales/Month
Active Inventory as of November 30, 2017 = **5,739**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **12.49%** to 5,739 existing homes available for sale. Over the last 12 months this area has had an average of 1,209 closed sales per month. This represents an unsold inventory index of **4.75** 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 **7.40%** in November 2017 to \$160,000 versus the previous year at \$148,980.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 1.00 days or **3.45%** in November 2017 compared to last year's same month at **29.00** DOM.

Sales Success for November 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 1,657 New Listings in November 2017, up **2.79%** from last year at 1,612. Furthermore, there were 1,084 Closed Listings this month versus last year at 1,039, a **4.33%** increase.

Closed versus Listed trends yielded a **65.4%** ratio, up from previous year's, November 2016, at **64.5%**, a **1.50%** 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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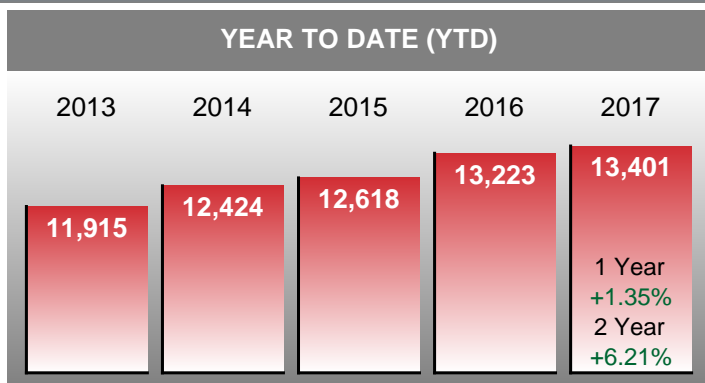
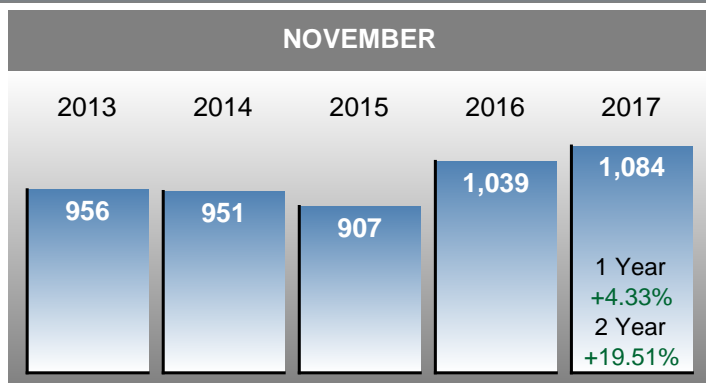
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CLOSED LISTINGS

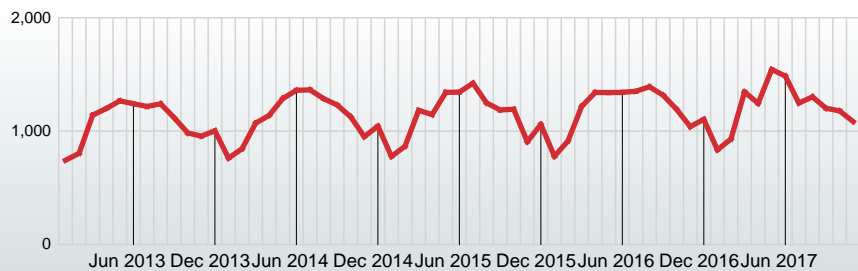
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 987

3 MONTHS



High
 May 2017 = 1,544
Low
 Jan 2013 = 743
 Closed Listings this month at **1,084**, above the 5 yr NOV average of **987**

SEP	1,202
OCT	1,178 -2.00%
NOV	1,084 -7.98%

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	93	8.58%	33.0	52	37	4	0
\$50,001 - \$100,000	153	14.11%	26.0	42	97	13	1
\$100,001 - \$125,000	105	9.69%	19.0	15	81	7	2
\$125,001 - \$175,000	273	25.18%	26.0	17	201	53	2
\$175,001 - \$225,000	175	16.14%	35.0	8	90	72	5
\$225,001 - \$325,000	160	14.76%	53.0	7	69	69	15
\$325,001 and up	125	11.53%	35.0	15	23	62	25
Total Closed Units	1,084			156	598	280	50
Total Closed Volume	206,197,800	100%	30.0	22.01M	93.18M	72.63M	18.37M
Median Closed Price	\$160,000			\$73,500	\$146,050	\$222,000	\$327,265

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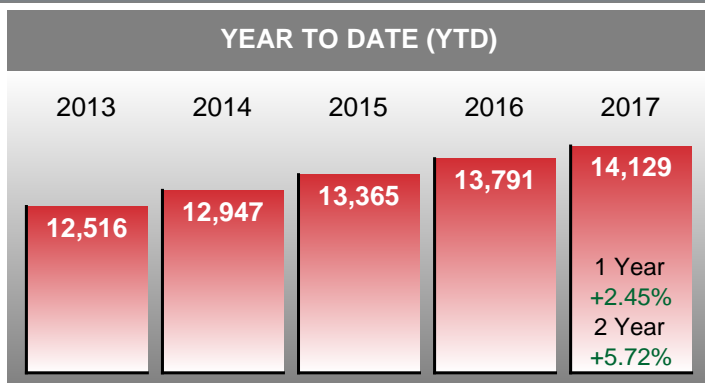
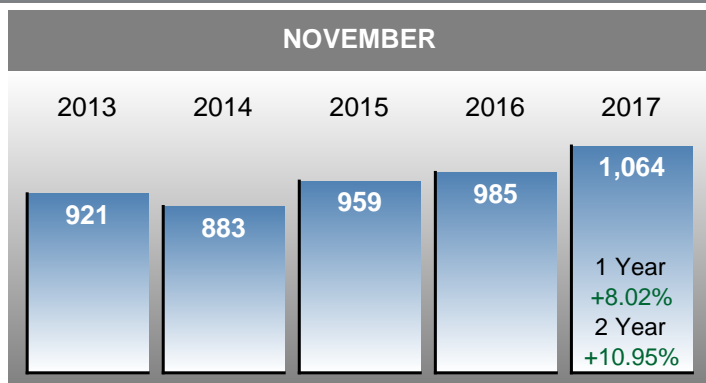
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PENDING LISTINGS

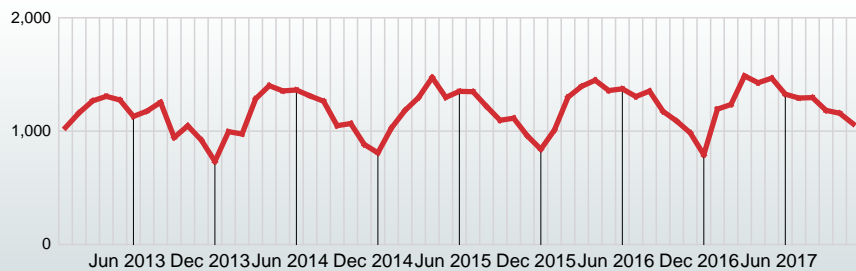
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 962

3 MONTHS



High
Mar 2017 = 1,487
Low
Dec 2013 = 733
Pending Listings
this month at **1,064**,
above the 5 yr NOV
average of **962**

SEP	1,183
OCT	1,158
NOV	1,064
	-2.11%
	-8.12%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	94	8.83%	33.5	53	36	5	0
\$50,001 - \$75,000	76	7.14%	15.0	24	46	6	0
\$75,001 - \$125,000	184	17.29%	35.5	40	127	16	1
\$125,001 - \$175,000	243	22.84%	32.0	20	181	41	1
\$175,001 - \$250,000	219	20.58%	42.0	14	134	67	4
\$250,001 - \$350,000	136	12.78%	40.0	6	41	74	15
\$350,001 and up	112	10.53%	40.0	7	24	59	22
Total Pending Units	1,064			164	589	268	43
Total Pending Volume	209,164,737	100%	35.0	19.88M	98.78M	73.85M	16.65M
Median Listing Price	\$162,978			\$80,000	\$149,900	\$249,717	\$350,770

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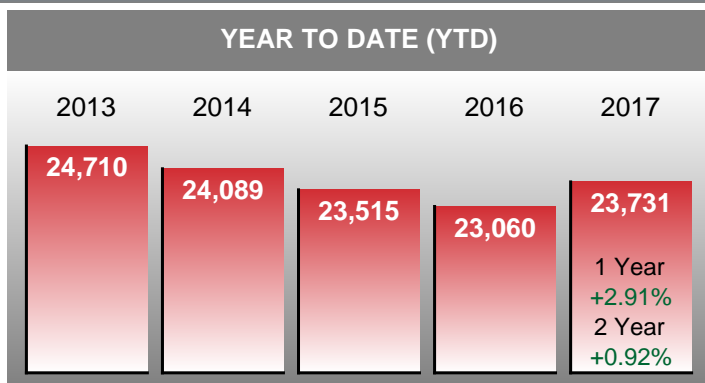
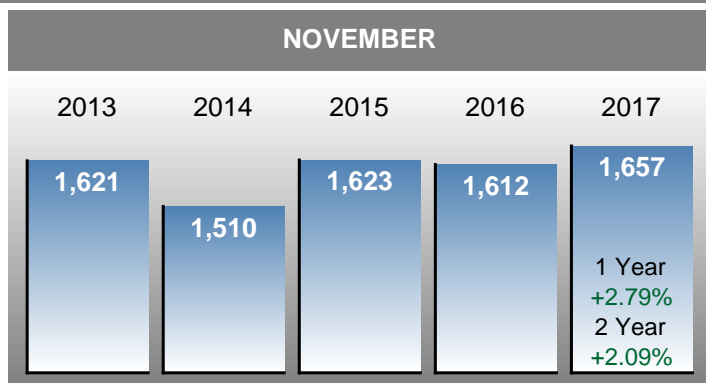
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NEW LISTINGS

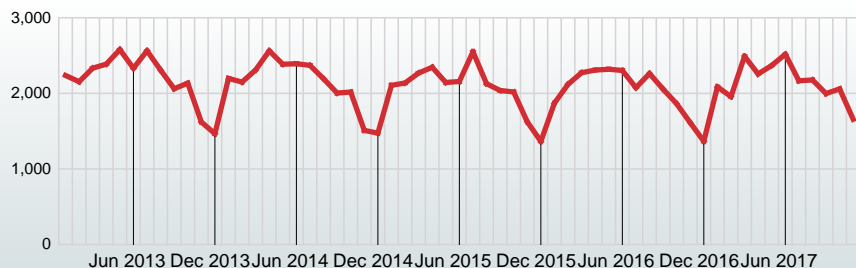
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 1,605

3 MONTHS



High
May 2013 = 2,579
Low
Dec 2015 = 1,365
New Listings
this month at **1,657**,
above the 5 yr NOV
average of **1,605**

SEP	1,997
OCT	2,059
NOV	1,657
	-19.52%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	148	8.93%	116	28	3	1
\$50,001 - \$75,000	119	7.18%	58	55	6	0
\$75,001 - \$125,000	243	14.67%	57	162	23	1
\$125,001 - \$200,000	486	29.33%	60	323	92	11
\$200,001 - \$275,000	243	14.67%	14	110	105	14
\$275,001 - \$425,000	252	15.21%	26	50	140	36
\$425,001 and up	166	10.02%	15	23	78	50
Total New Listed Units	1,657		346	751	447	113
Total New Listed Volume	391,920,379	100%	51.64M	134.08M	140.92M	65.28M
Median New Listed Listing Price	\$170,000		\$75,000	\$152,999	\$270,000	\$398,000

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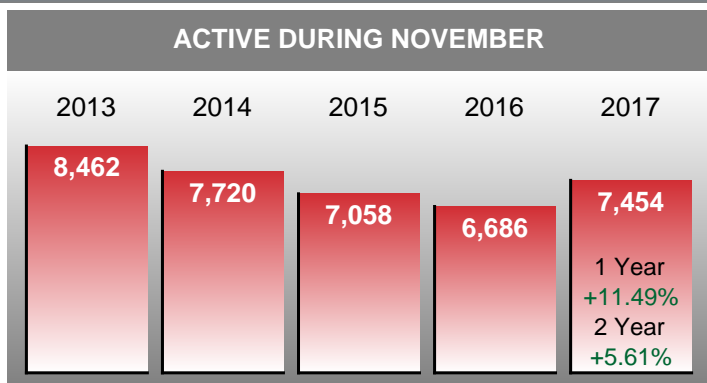
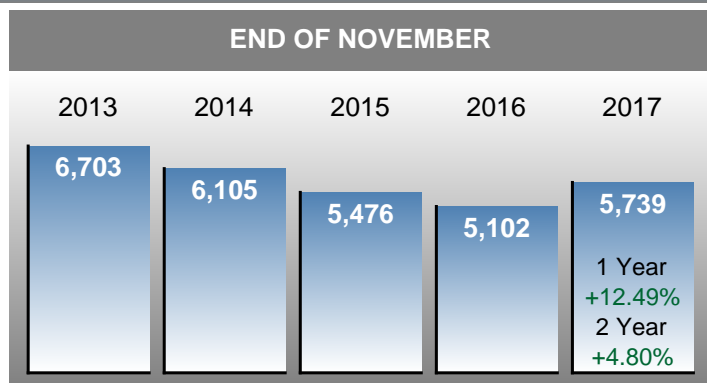
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ACTIVE INVENTORY

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



5yr NOV AVG = 5,825

3 MONTHS

High
Jul 2013 = 7,105

Low
Dec 2016 = 4,841

Inventory
this month at **5,739**,
below the 5 yr NOV
average of **5,825**

SEP 5,644

OCT 5,827
3.24%

NOV 5,739
-1.51%

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	319	5.56%	66.0	303	12	3	1
\$25,001 - \$75,000	917	15.98%	79.0	648	207	61	1
\$75,001 - \$125,000	746	13.00%	65.0	270	411	60	5
\$125,001 - \$225,000	1,561	27.20%	59.0	247	881	401	32
\$225,001 - \$300,000	794	13.84%	66.0	67	246	419	62
\$300,001 - \$500,000	832	14.50%	73.0	87	151	478	116
\$500,001 and up	570	9.93%	82.0	117	56	203	194
Total Active Inventory by Units	5,739			1,739	1,964	1,625	411
Total Active Inventory by Volume	1,522,177,075	100%	70.0	329.24M	374.69M	546.41M	271.84M
Median Active Inventory Listing Price	\$175,000			\$69,000	\$158,950	\$279,999	\$479,900

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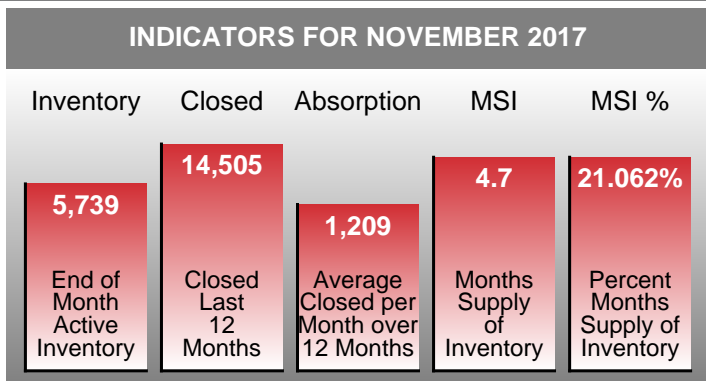
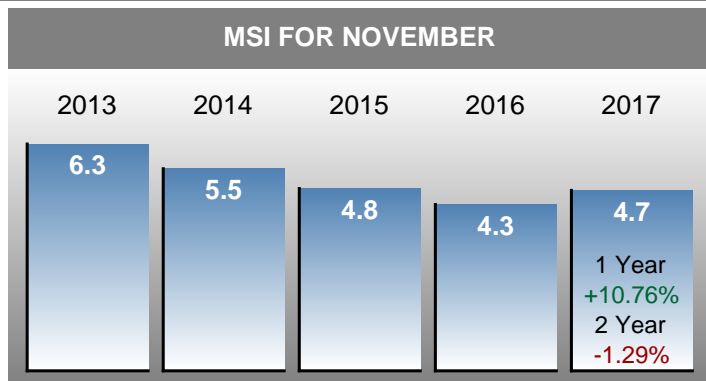
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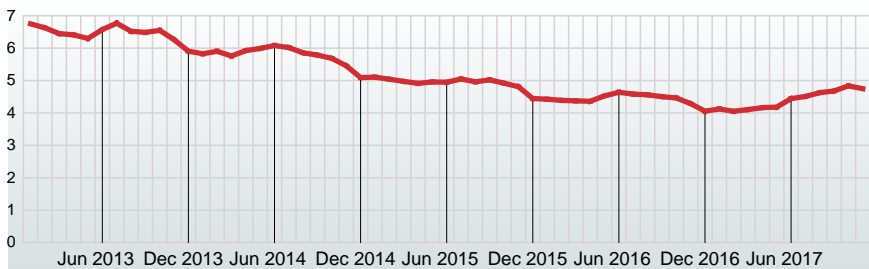


MONTHS SUPPLY of INVENTORY (MSI)

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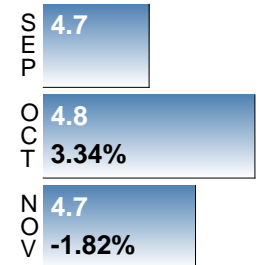


5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 5.1 **3 MONTHS**

High
Jul 2013 = 6.8
Low
Feb 2017 = 4.1
Months Supply this month at 4.7, equal to 5 yr NOV average of 5.1



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	319	5.56%	8.3	10.7	1.5	1.6	6.0
\$25,001 - \$75,000	917	15.98%	5.7	9.1	2.6	6.3	1.2
\$75,001 - \$125,000	746	13.00%	3.4	7.3	2.6	3.0	2.6
\$125,001 - \$225,000	1,561	27.20%	3.2	7.5	2.7	3.3	3.5
\$225,001 - \$300,000	794	13.84%	5.5	9.9	4.4	5.8	7.3
\$300,001 - \$500,000	832	14.50%	6.9	17.4	5.4	6.7	7.1
\$500,001 and up	570	9.93%	14.5	48.4	9.3	11.2	15.0
Market Supply of Inventory (MSI)	4.7	100%	4.7	9.5	3.0	5.2	8.3
Total Active Inventory by Units	5,739			1,739	1,964	1,625	411

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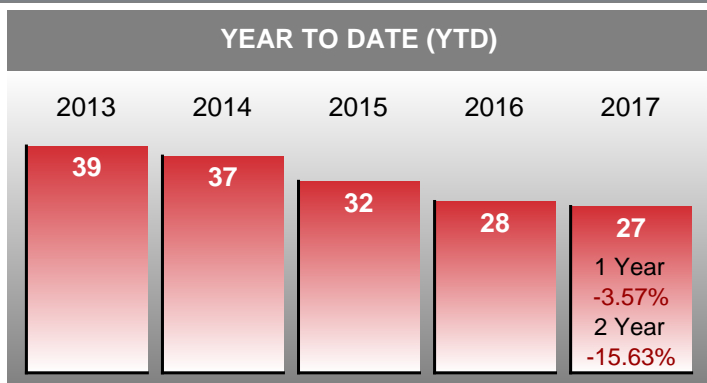
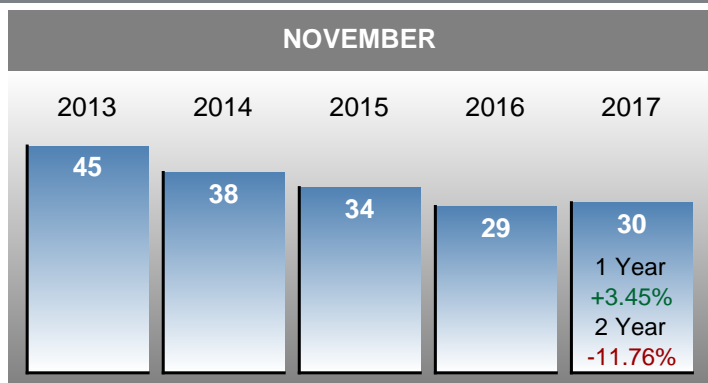
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MEDIAN DAYS ON MARKET TO SALE

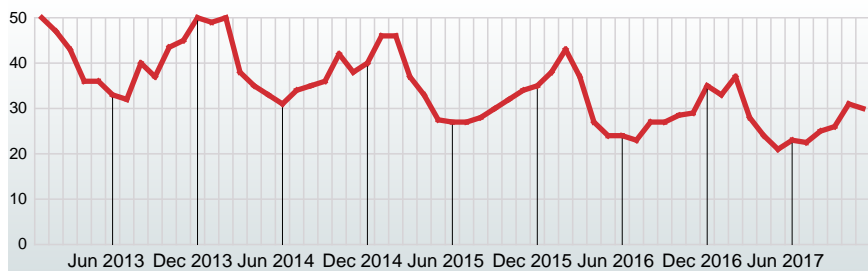
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5 YEAR MARKET ACTIVITY TRENDS

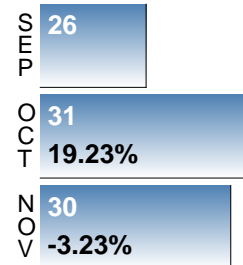
5yr NOV AVG = 35

3 MONTHS



High
Feb 2014 = 50
Low
May 2017 = 21

Median Days on Market this month at **30**, below the 5 yr NOV average of **35**



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	93	8.58%	33.0	46.5	19.0	24.0	0.0
\$50,001 - \$100,000	153	14.11%	26.0	21.5	29.0	19.0	74.0
\$100,001 - \$125,000	105	9.69%	19.0	17.0	19.0	27.0	7.0
\$125,001 - \$175,000	273	25.18%	26.0	27.0	25.0	44.0	16.0
\$175,001 - \$225,000	175	16.14%	35.0	50.5	29.5	36.0	47.0
\$225,001 - \$325,000	160	14.76%	53.0	87.0	48.0	62.0	24.0
\$325,001 and up	125	11.53%	35.0	22.0	30.0	48.0	29.0
Median Closed DOM			30.0	29.5	26.0	45.0	28.5
Total Closed Units		100%	30.0	156	598	280	50
Total Closed Volume			206,197,800	22.01M	93.18M	72.63M	18.37M

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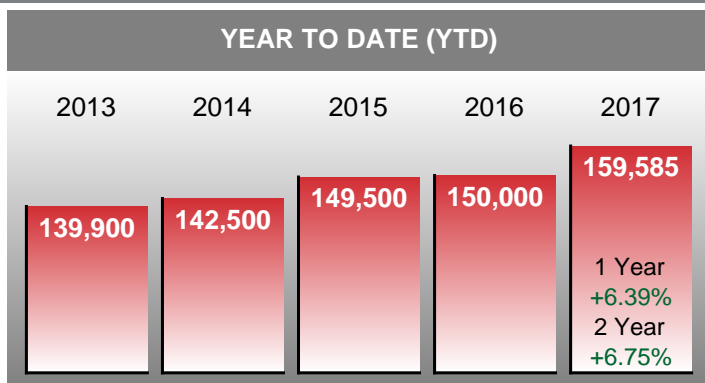
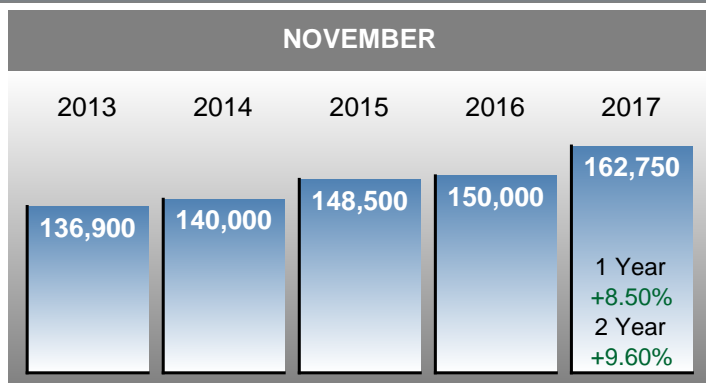
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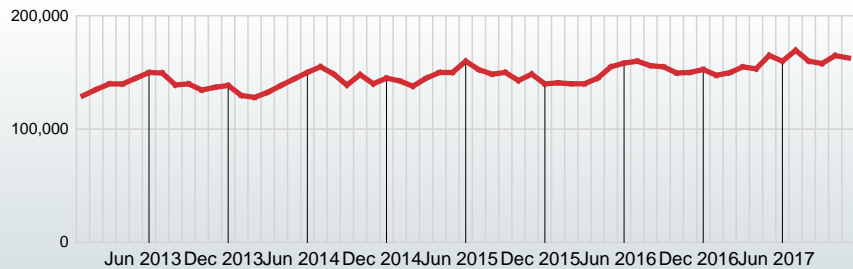
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 147,630 3 MONTHS



High
Jul 2017 = 169,500
Low
Feb 2014 = 128,000
Median List Price
this month at **162,750**,
above the 5 yr NOV
average of **147,630**

SEP	157,850
OCT	164,900
NOV	162,750
4.47%	
-1.30%	

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	87	8.03%	35,000	29,900	39,450	39,950	0
\$50,001 - \$100,000	155	14.30%	79,900	72,000	82,500	82,450	85,000
\$100,001 - \$125,000	93	8.58%	115,000	115,000	115,000	114,950	125,000
\$125,001 - \$175,000	278	25.65%	150,000	141,250	150,000	157,900	140,000
\$175,001 - \$225,000	171	15.77%	195,000	185,000	194,446	199,000	186,500
\$225,001 - \$325,000	164	15.13%	259,700	245,000	253,900	263,000	277,500
\$325,001 and up	136	12.55%	399,000	548,000	375,000	397,500	398,500
Median List Price			162,750	78,700	149,000	225,000	329,965
Total Closed Units			1,084	156	598	280	50
Total Closed Volume			212,808,005	23.52M	95.45M	74.92M	18.92M

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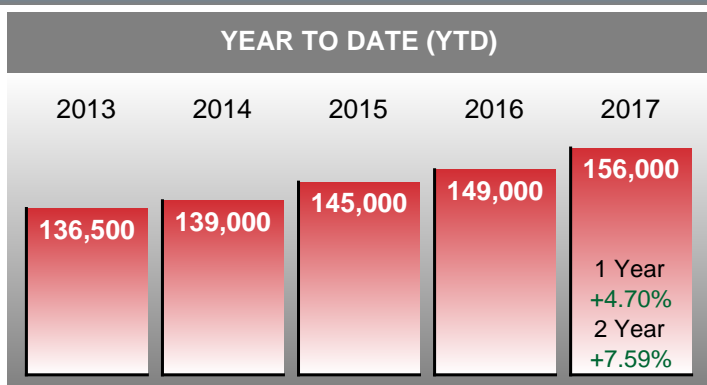
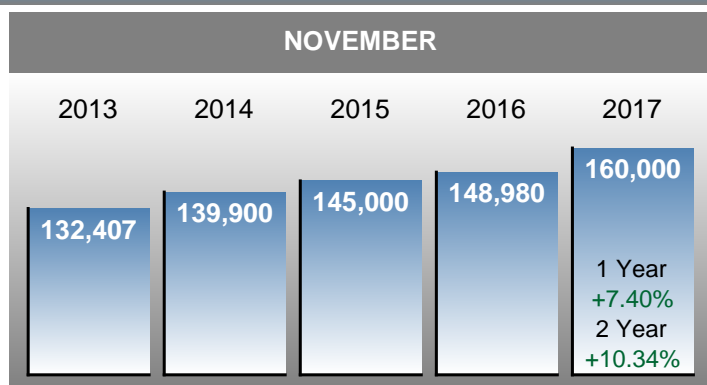
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MEDIAN SOLD PRICE AT CLOSING

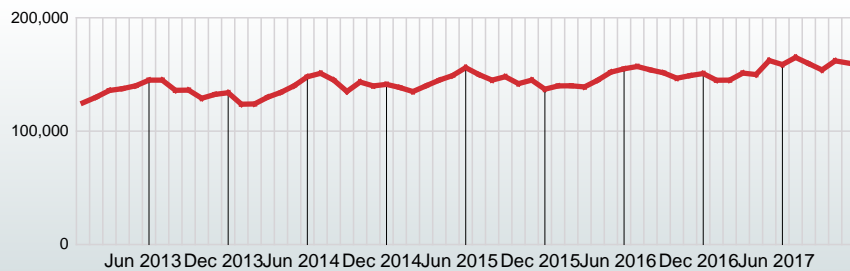
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 145,257

3 MONTHS



High
Jul 2017 = 165,000
Low
Jan 2014 = 123,750
Median Sold Price
this month at **160,000**,
above the 5 yr NOV
average of **145,257**

SEP	154,000
OCT	162,000
NOV	160,000
5.19%	
-1.23%	

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	93	8.58%	33,000	28,750	39,000	32,500	0
\$50,001 - \$100,000	153	14.11%	77,850	72,000	80,000	78,000	85,000
\$100,001 - \$125,000	105	9.69%	115,000	115,000	115,000	123,000	122,000
\$125,001 - \$175,000	273	25.18%	150,000	146,000	149,900	160,200	138,200
\$175,001 - \$225,000	175	16.14%	197,900	207,500	191,794	200,000	180,000
\$225,001 - \$325,000	160	14.76%	260,000	249,900	252,000	265,000	277,538
\$325,001 and up	125	11.53%	398,000	480,000	374,500	390,500	398,000
Median Sold Price	160,000			73,500	146,050	222,000	327,265
Total Closed Units	1,084	100%	160,000	156	598	280	50
Total Closed Volume	206,197,800			22.01M	93.18M	72.63M	18.37M

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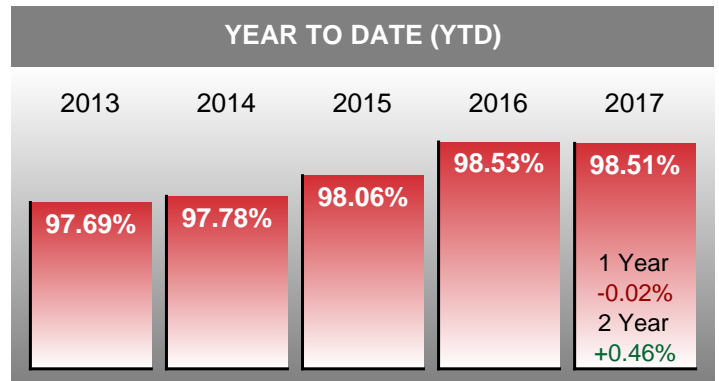
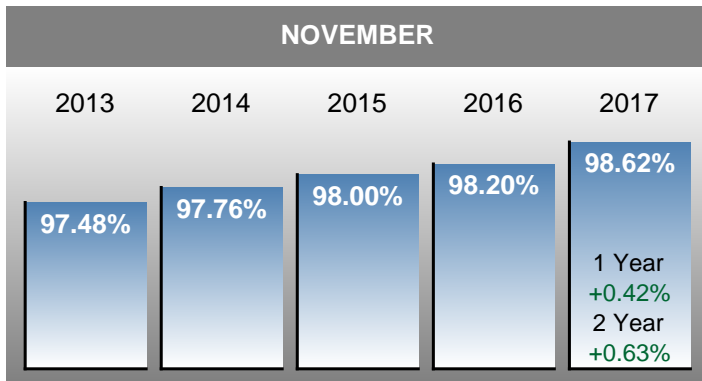
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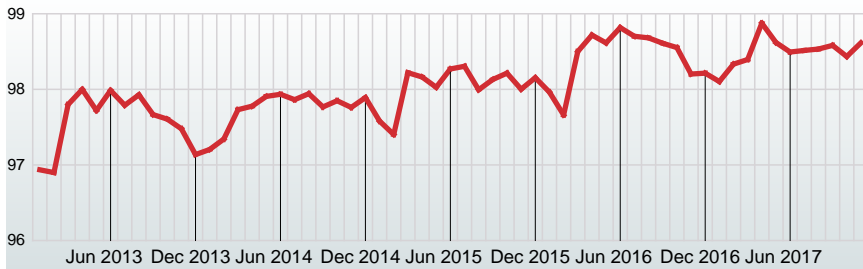


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 98.01%

3 MONTHS

High
Apr 2017 = 98.88%

Low
Feb 2013 = 96.90%

Median Sold/List Ratio this month at **98.62%**, above the 5 yr NOV average of **98.01%**

SEP	98.58%
OCT	98.43%
NOV	98.62%
	0.18%

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	93	8.58%	94.34%	93.10%	100.00%	91.30%	0.00%
\$50,001 - \$100,000	153	14.11%	97.22%	97.53%	96.36%	100.00%	100.00%
\$100,001 - \$125,000	105	9.69%	98.21%	96.09%	98.75%	96.85%	97.60%
\$125,001 - \$175,000	273	25.18%	99.34%	97.68%	99.36%	99.54%	100.71%
\$175,001 - \$225,000	175	16.14%	99.17%	95.88%	99.11%	99.61%	97.30%
\$225,001 - \$325,000	160	14.76%	98.68%	96.53%	99.00%	98.49%	98.67%
\$325,001 and up	125	11.53%	97.71%	93.53%	97.31%	97.93%	98.00%
Median Sold/List Ratio			98.62%	96.05%	99.02%	98.63%	98.66%
Total Closed Units		100%	98.62%	156	598	280	50
Total Closed Volume				22.01M	93.18M	72.63M	18.37M

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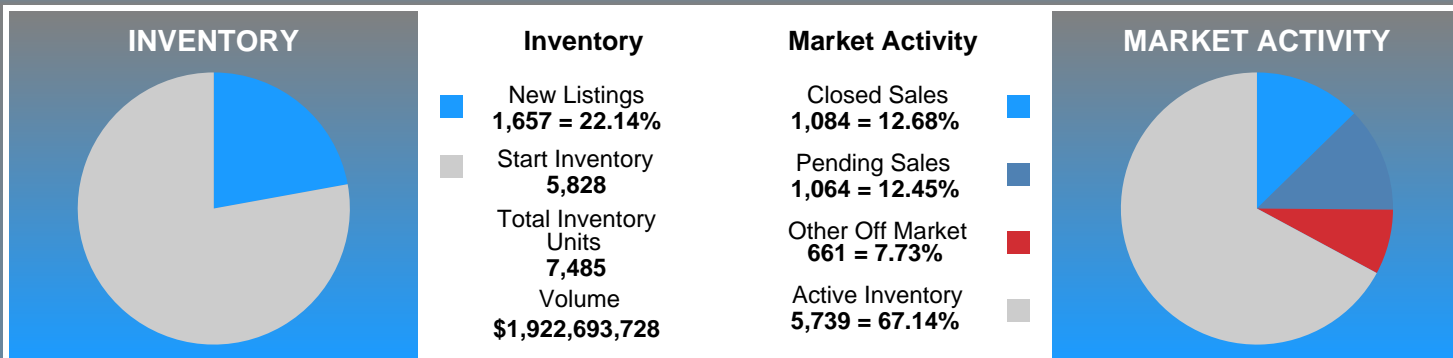
November 2017

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



MARKET SUMMARY

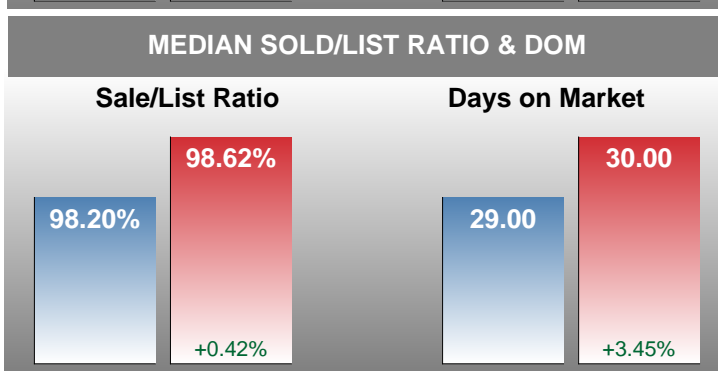
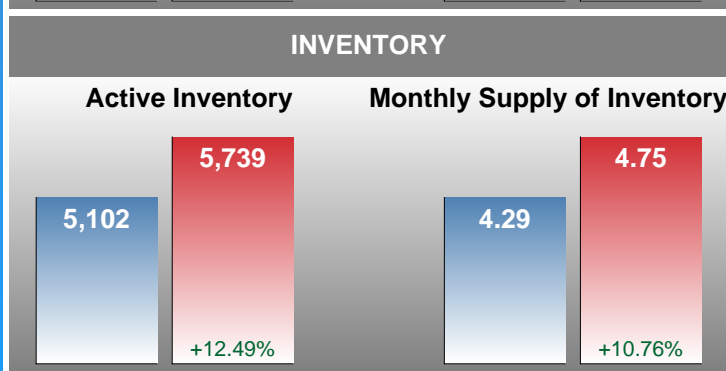
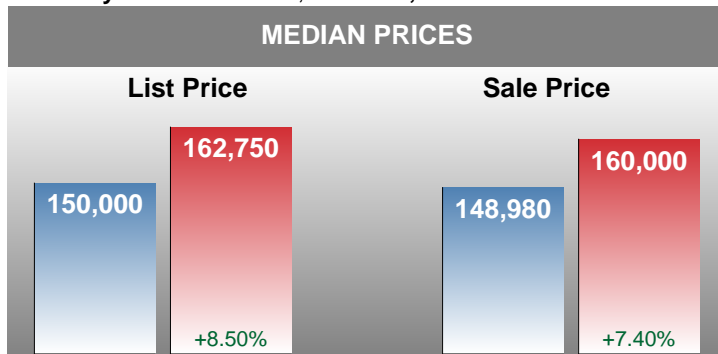
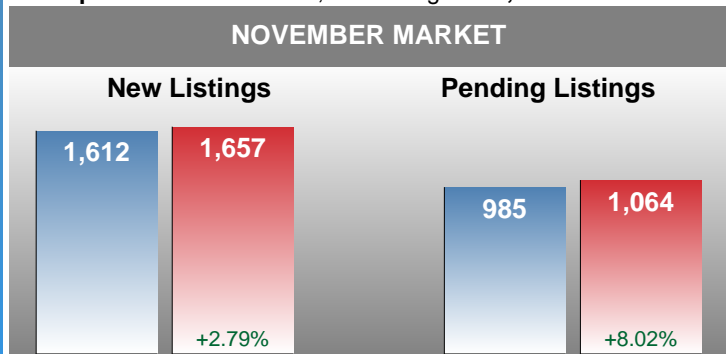
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,039	1,084	4.33%	13,223	13,401	1.35%
Pending Sales	985	1,064	8.02%	13,791	14,129	2.45%
New Listings	1,612	1,657	2.79%	23,060	23,731	2.91%
Median List Price	150,000	162,750	8.50%	150,000	159,585	6.39%
Median Sale Price	148,980	160,000	7.40%	149,000	156,000	4.70%
Median Percent of Selling Price to List Price	98.20%	98.62%	0.42%	98.53%	98.51%	-0.02%
Median Days on Market to Sale	29.00	30.00	3.45%	28.00	27.00	-3.57%
Monthly Inventory	5,102	5,739	12.49%	5,102	5,739	12.49%
Months Supply of Inventory	4.29	4.75	10.76%	4.29	4.75	10.76%

Absorption: Last 12 months, an Average of **1,209** Sales/Month

Inventory on November 30, 2017 = 5,739 2016 2017



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