



# November 2017

Area Delimited by County Of Rogers

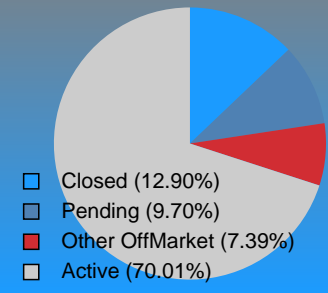


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	103	117	13.59%
Pending Listings	106	88	-16.98%
New Listings	150	186	24.00%
Median List Price	155,000	179,000	15.48%
Median Sale Price	154,900	173,000	11.68%
Median Percent of List Price to Selling Price	98.54%	98.89%	0.35%
Median Days on Market to Sale	36.00	31.00	-13.89%
End of Month Inventory	600	635	5.83%
Months Supply of Inventory	5.11	5.00	-2.22%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **127** Sales/Month  
**Active Inventory** as of November 30, 2017 = **635**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2017 rose **5.83%** to 635 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **5.00** 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 **11.68%** in November 2017 to \$173,000 versus the previous year at \$154,900.

#### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 5.00 days or **13.89%** in November 2017 compared to last year's same month at **36.00** 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 weak this month.

There were 186 New Listings in November 2017, up **24.00%** from last year at 150. Furthermore, there were 117 Closed Listings this month versus last year at 103, a **13.59%** increase.

Closed versus Listed trends yielded a **62.9%** ratio, down from previous year's, November 2016, at **68.7%**, a **8.39%** downswing. 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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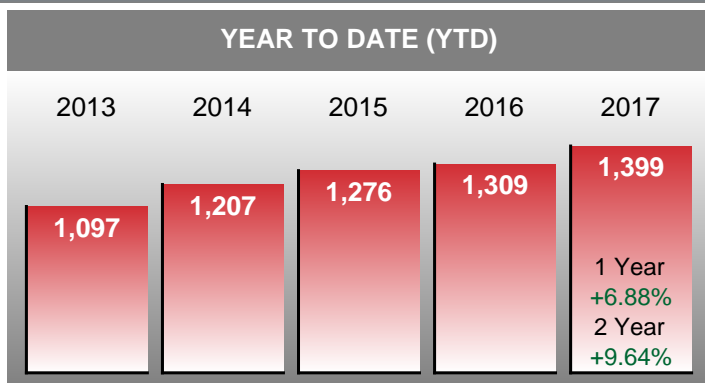
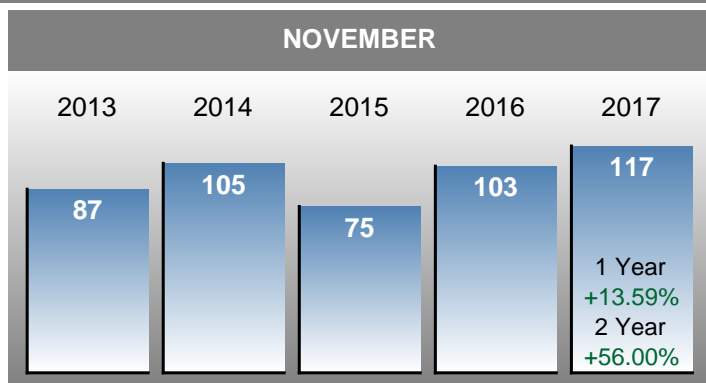
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## CLOSED LISTINGS

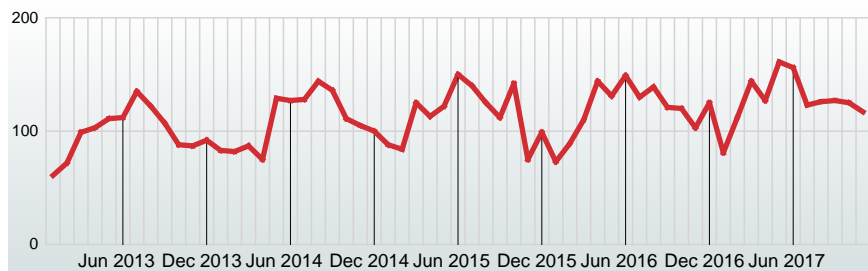
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 97

3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2013 = 61  
*Closed Listings*  
this month at **117**,  
above the 5 yr NOV  
average of **97**

SEP	127
OCT	125 -1.57%
NOV	117 -6.40%

### 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	3	2.56%	82.0	3	0	0	0
\$50,001 - \$125,000	21	17.95%	27.0	9	10	2	0
\$125,001 - \$125,000	0	0.00%	27.0	0	0	0	0
\$125,001 - \$175,000	37	31.62%	26.0	3	28	5	1
\$175,001 - \$225,000	25	21.37%	42.0	2	14	9	0
\$225,001 - \$325,000	20	17.09%	19.5	1	10	8	1
\$325,001 and up	11	9.40%	51.0	1	1	5	4
<b>Total Closed Units</b>	<b>117</b>			<b>19</b>	<b>63</b>	<b>29</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>21,748,879</b>	<b>100%</b>	<b>31.0</b>	<b>2.29M</b>	<b>10.36M</b>	<b>6.97M</b>	<b>2.13M</b>
<b>Median Closed Price</b>	<b>\$173,000</b>			<b>\$82,000</b>	<b>\$150,000</b>	<b>\$210,000</b>	<b>\$369,000</b>

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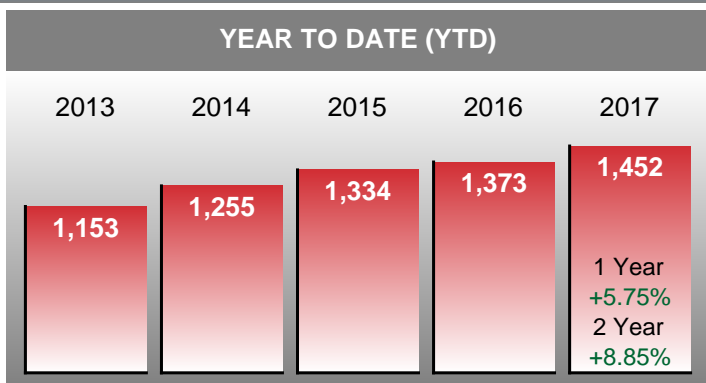
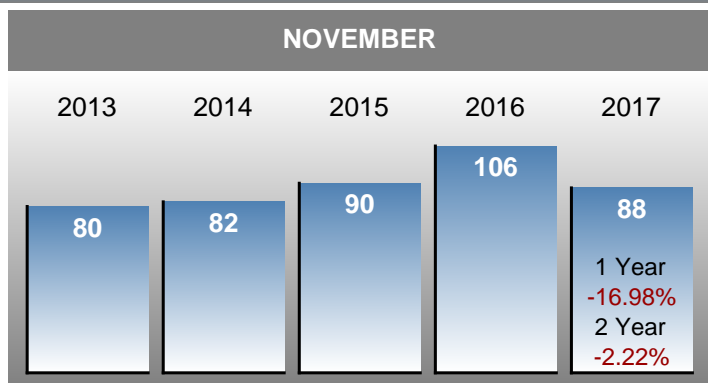
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## PENDING LISTINGS

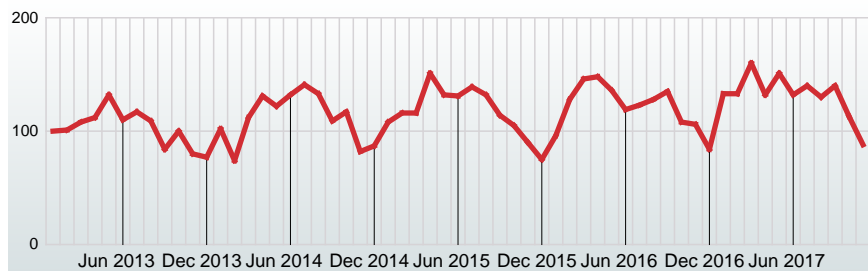
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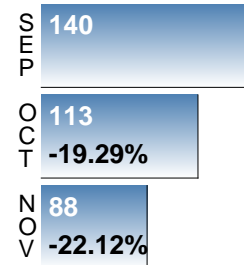
### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 89

3 MONTHS



**High**  
Mar 2017 = 160  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **88**,  
below the 5 yr NOV  
average of **89**



### 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	7	7.95%	66.0	4	2	1	0
\$50,001 - \$75,000	7	7.95%	19.0	1	6	0	0
\$75,001 - \$125,000	16	18.18%	32.0	2	11	3	0
\$125,001 - \$175,000	21	23.86%	39.0	1	18	2	0
\$175,001 - \$225,000	14	15.91%	63.5	2	8	4	0
\$225,001 - \$325,000	13	14.77%	37.0	0	6	6	1
\$325,001 and up	10	11.36%	25.5	1	4	5	0
<b>Total Pending Units</b>	<b>88</b>			<b>11</b>	<b>55</b>	<b>21</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>20,199,061</b>	<b>100%</b>	<b>37.0</b>	<b>2.30M</b>	<b>11.90M</b>	<b>5.70M</b>	<b>300.00K</b>
<b>Median Listing Price</b>	<b>\$161,900</b>			<b>\$100,000</b>	<b>\$159,900</b>	<b>\$248,000</b>	<b>\$300,000</b>

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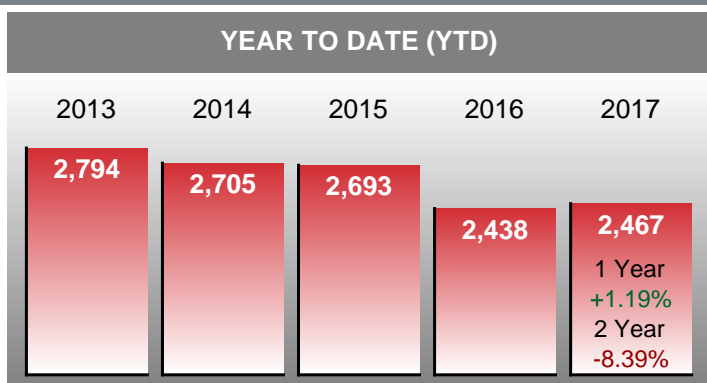
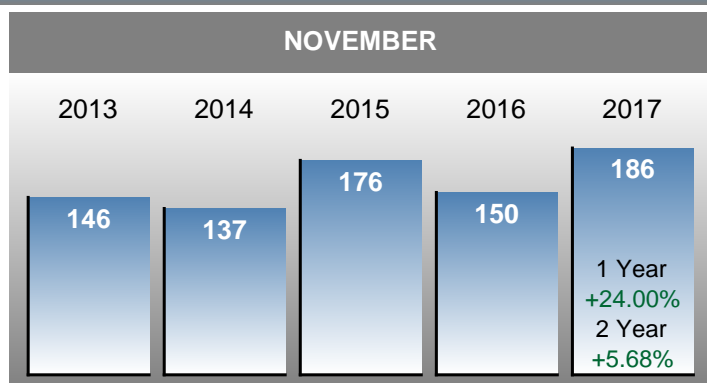
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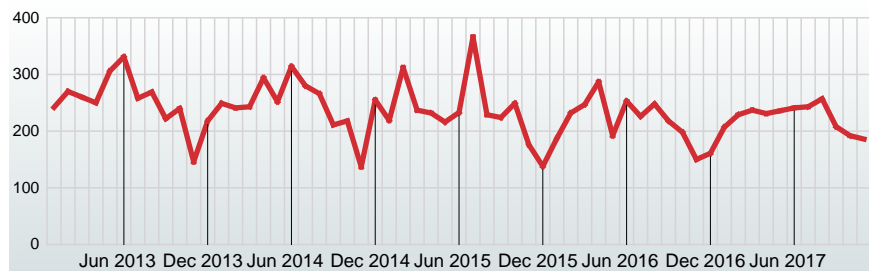


## NEW LISTINGS

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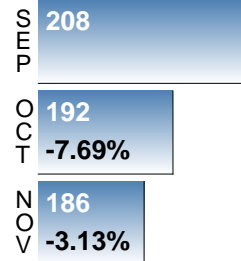


### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 159

3 MONTHS



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **186**,  
above the 5 yr NOV  
average of **159**

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	37	19.89%	30	6	1	0
\$75,001-\$125,000	28	15.05%	6	18	4	0
\$125,001-\$175,000	35	18.82%	5	26	3	1
\$175,001-\$250,000	39	20.97%	2	20	15	2
\$250,001-\$400,000	28	15.05%	1	6	19	2
\$400,001 and up	19	10.22%	2	1	11	5
<b>Total New Listed Units</b>	<b>186</b>		<b>46</b>	<b>77</b>	<b>53</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>38,821,299</b>	<b>100%</b>	<b>4.22M</b>	<b>12.61M</b>	<b>16.61M</b>	<b>5.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$165,950</b>		<b>\$36,500</b>	<b>\$157,000</b>	<b>\$268,999</b>	<b>\$384,700</b>

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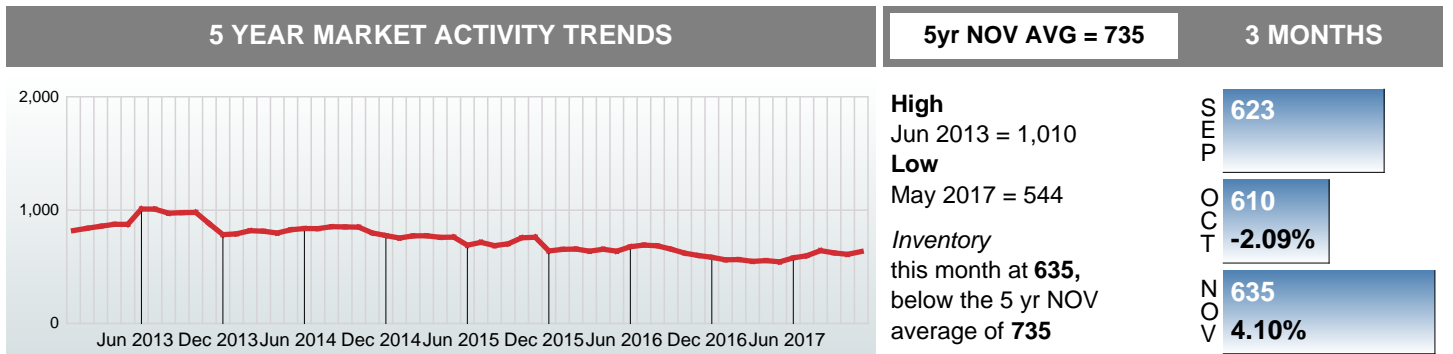
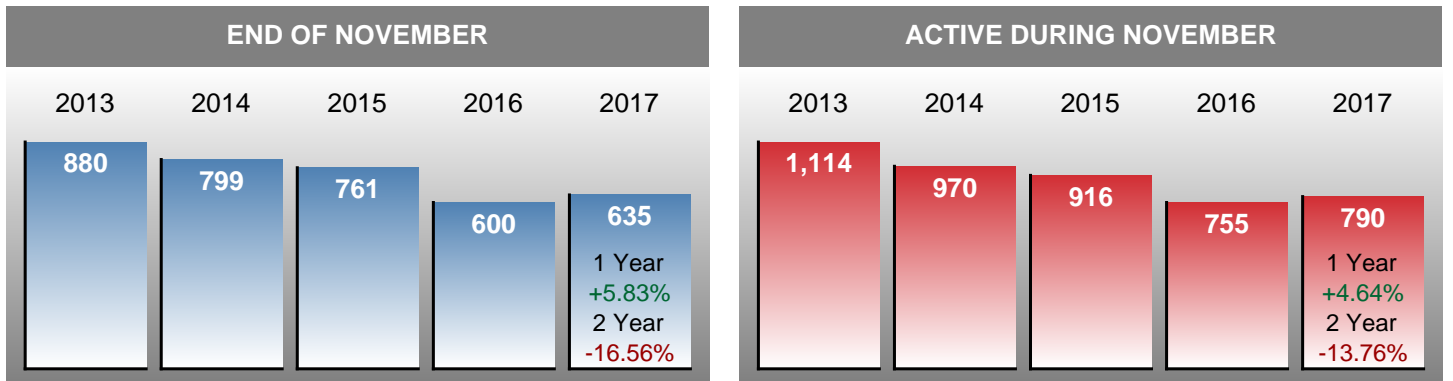
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## ACTIVE INVENTORY

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



## 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	<b>62</b>	9.76%	49.0	61	1	0	0
\$25,001 - \$50,000	<b>66</b>	10.39%	97.0	60	5	1	0
\$50,001 - \$125,000	<b>96</b>	15.12%	72.0	45	39	9	3
\$125,001 - \$200,000	<b>162</b>	25.51%	65.5	26	90	40	6
\$200,001 - \$275,000	<b>87</b>	13.70%	77.0	6	39	41	1
\$275,001 - \$475,000	<b>97</b>	15.28%	63.0	15	17	52	13
\$475,001 and up	<b>65</b>	10.24%	76.0	10	7	23	25
<b>Total Active Inventory by Units</b>	<b>635</b>			<b>223</b>	<b>198</b>	<b>166</b>	<b>48</b>
<b>Total Active Inventory by Volume</b>	<b>156,289,479</b>	<b>100%</b>	<b>70.0</b>	<b>28.96M</b>	<b>41.02M</b>	<b>49.97M</b>	<b>36.34M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$170,000</b>			<b>\$42,500</b>	<b>\$169,450</b>	<b>\$264,750</b>	<b>\$503,500</b>

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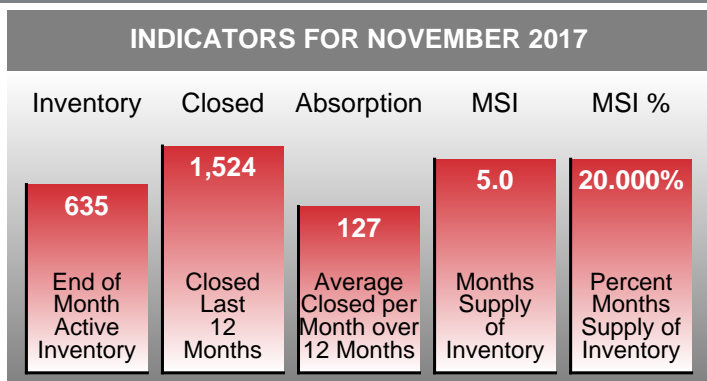
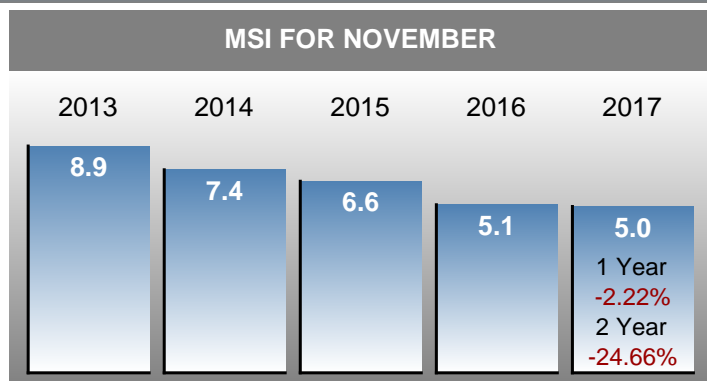
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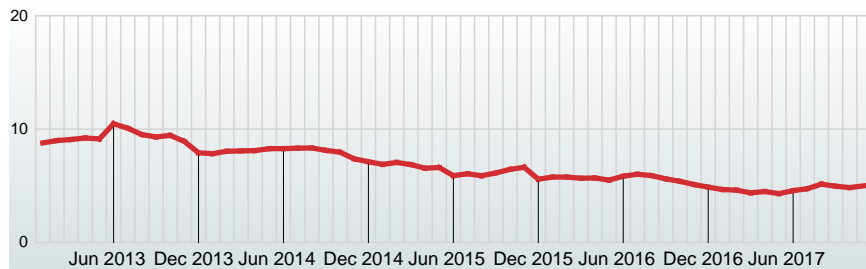
## MONTHS SUPPLY of INVENTORY (MSI)

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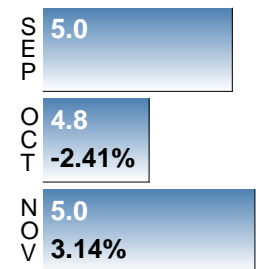


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 6.6**      **3 MONTHS**



**High**  
Jun 2013 = 10.5  
**Low**  
May 2017 = 4.3  
*Months Supply this month at 5.0, below the 5 yr NOV average of 6.6*



### 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	62	9.76%	13.5	15.3	2.0	0.0	0.0
\$25,001 - \$50,000	66	10.39%	10.3	17.1	2.4	1.2	0.0
\$50,001 - \$125,000	96	15.12%	3.1	5.4	1.9	3.6	12.0
\$125,001 - \$200,000	162	25.51%	3.5	9.8	2.8	4.1	8.0
\$200,001 - \$275,000	87	13.70%	4.7	10.3	4.7	4.6	1.2
\$275,001 - \$475,000	97	15.28%	6.1	20.0	5.7	5.2	5.8
\$475,001 and up	65	10.24%	15.0	40.0	42.0	9.5	16.7
<b>Market Supply of Inventory (MSI)</b>	<b>5.0</b>			<b>11.1</b>	<b>3.0</b>	<b>4.8</b>	<b>8.6</b>
		100%	5.0				
<b>Total Active Inventory by Units</b>	<b>635</b>			<b>223</b>	<b>198</b>	<b>166</b>	<b>48</b>

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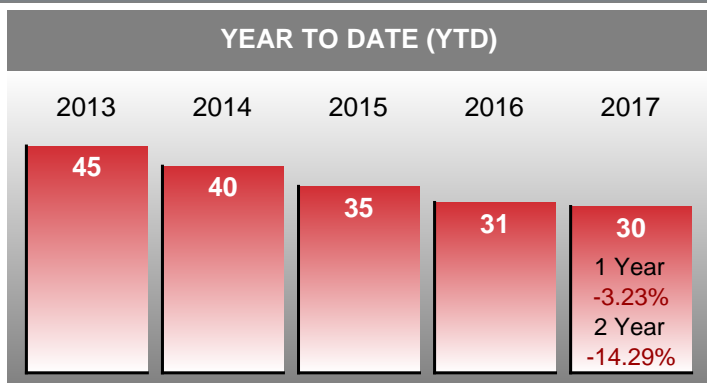
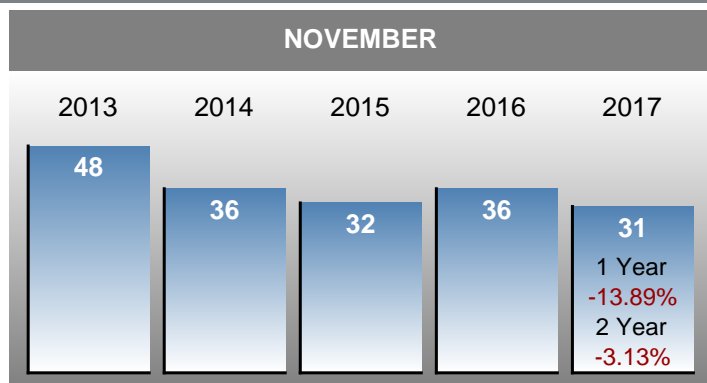
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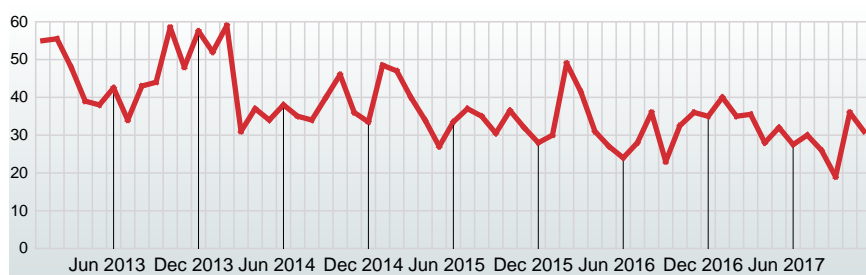


## MEDIAN DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr NOV AVG = 37**      **3 MONTHS**

**High**  
 Feb 2014 = 59  
**Low**  
 Sep 2017 = 19  
*Median Days on Market*  
 this month at **31**,  
 below the 5 yr NOV  
 average of **37**

SEP	19
OCT	36
NOV	31
<b>89.47%</b>	
<b>-13.89%</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
\$50,000 and less	3	2.56%	82.0	82.0	0.0	0.0	0.0
\$50,001 - \$125,000	21	17.95%	27.0	21.0	47.5	8.0	0.0
\$125,001 - \$125,000	0	0.00%	27.0	0.0	0.0	0.0	0.0
\$125,001 - \$175,000	37	31.62%	26.0	42.0	25.5	43.0	17.0
\$175,001 - \$225,000	25	21.37%	42.0	25.5	42.5	49.0	0.0
\$225,001 - \$325,000	20	17.09%	19.5	119.0	17.0	29.5	3.0
\$325,001 and up	11	9.40%	51.0	35.0	85.0	51.0	61.5
<b>Median Closed DOM</b>			31.0	35.0	31.0	37.0	22.5
<b>Total Closed Units</b>		100%	31.0	19	63	29	6
<b>Total Closed Volume</b>			21,748,879	2.29M	10.36M	6.97M	2.13M

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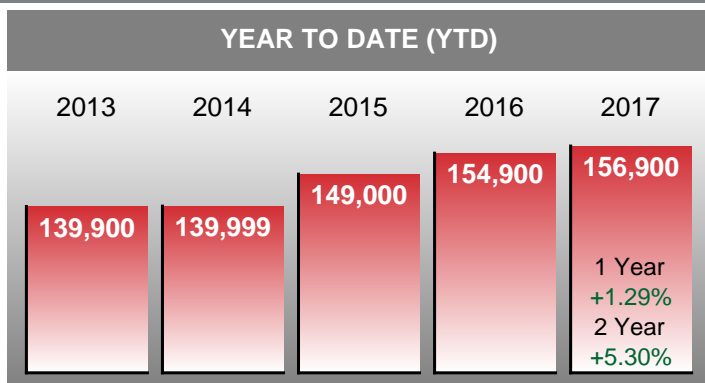
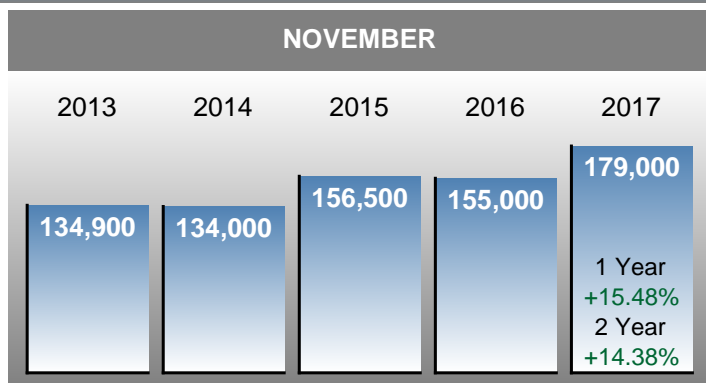
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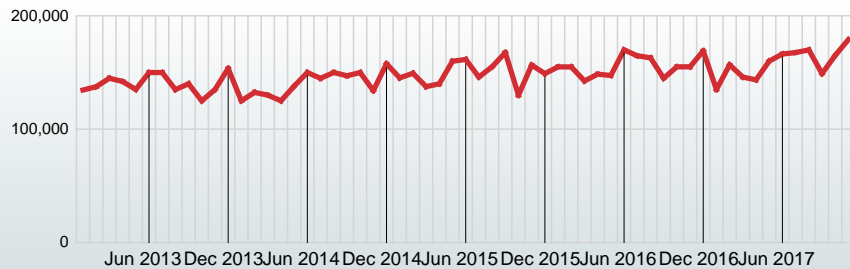
## MEDIAN LIST PRICE AT CLOSING

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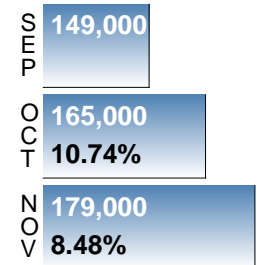


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 151,880**      **3 MONTHS**



**High**  
Nov 2017 = 179,000  
**Low**  
Apr 2014 = 125,000  
*Median List Price*  
this month at **179,000**,  
above the 5 yr NOV  
average of **151,880**



### 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	3	2.56%	20,000	20,000	0	0	0
\$50,001 - \$125,000	22	18.80%	90,750	82,000	98,900	82,450	0
\$125,001 - \$125,000	0	0.00%	90,750	0	0	0	0
\$125,001 - \$175,000	32	27.35%	145,000	160,000	145,000	152,000	140,000
\$175,001 - \$225,000	26	22.22%	189,950	0	188,400	194,900	0
\$225,001 - \$325,000	23	19.66%	244,126	239,500	239,000	249,534	249,500
\$325,001 and up	11	9.40%	400,000	390,000	349,400	425,000	404,750
<b>Median List Price</b>			179,000	99,000	159,500	215,000	369,750
<b>Total Closed Units</b>	117	100%	179,000	19	63	29	6
<b>Total Closed Volume</b>	22,262,829			2.47M	10.55M	7.10M	2.13M

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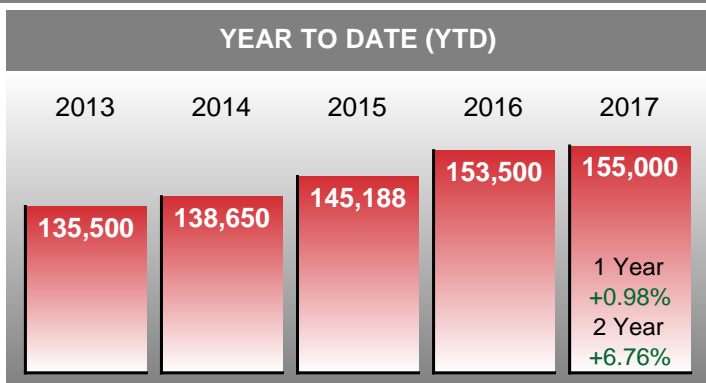
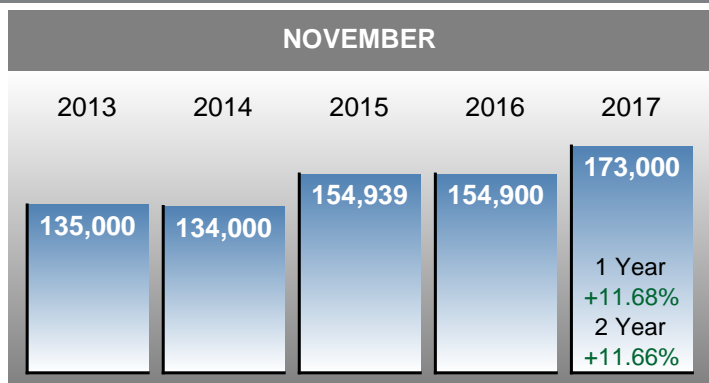
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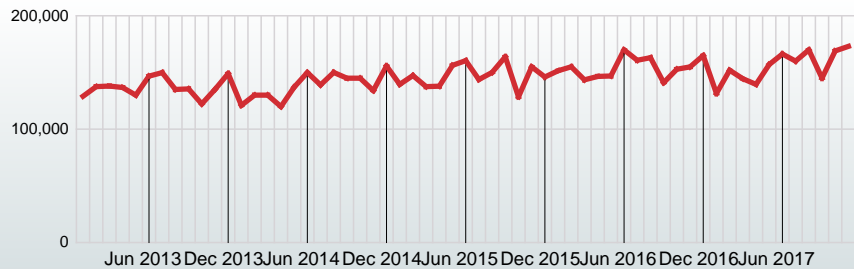
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 150,368**      **3 MONTHS**



**High**  
Nov 2017 = 173,000  
**Low**  
Apr 2014 = 119,900  
*Median Sold Price*  
this month at **173,000**,  
above the 5 yr NOV  
average of **150,368**

S E P	145,000
O C T	169,000
N O V	173,000
<b>16.55%</b>	
<b>2.37%</b>	

### 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	<b>3</b>	2.56%	18,000	18,000	0	0	0
\$50,001 - \$125,000	<b>21</b>	17.95%	82,000	73,000	92,875	88,500	0
\$125,001 - \$125,000	<b>0</b>	0.00%	82,000	0	0	0	0
\$125,001 - \$175,000	<b>37</b>	31.62%	145,000	148,000	143,575	160,200	142,000
\$175,001 - \$225,000	<b>25</b>	21.37%	190,000	222,250	184,750	194,900	0
\$225,001 - \$325,000	<b>20</b>	17.09%	247,267	290,000	235,000	256,000	250,000
\$325,001 and up	<b>11</b>	9.40%	395,000	340,000	340,000	405,000	399,000
Median Sold Price	173,000			82,000	150,000	210,000	369,000
Total Closed Units	117	100%	173,000	19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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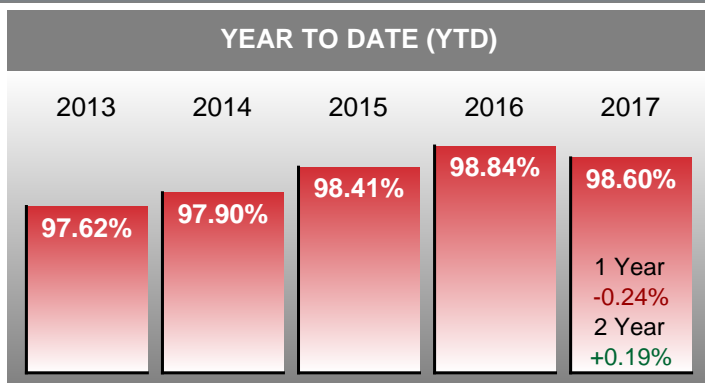
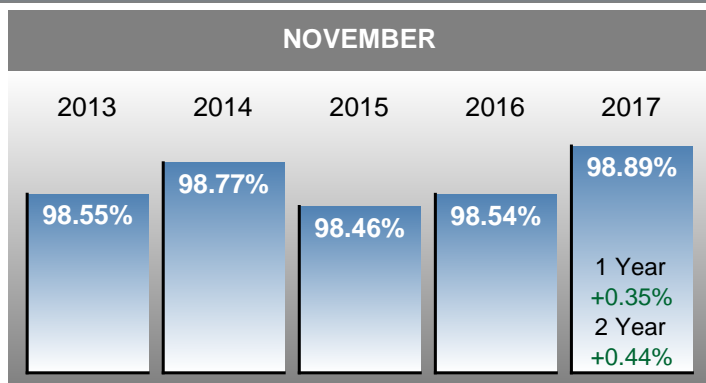
# November 2017

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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

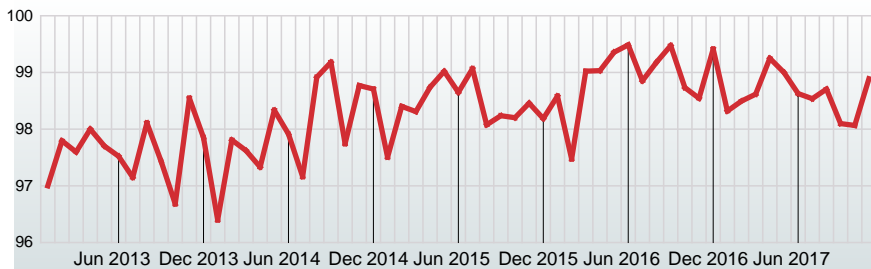
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 98.64%

### 3 MONTHS



**High**  
Jun 2016 = 99.49%

**Low**  
Jan 2014 = 96.40%

Median Sold/List Ratio this month at **98.89%**, equal to 5 yr NOV average of **98.64%**

SEP	98.10%
OCT	98.07%
NOV	98.89%
DEC	0.84%

## 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	3	2.56%	88.00%	88.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	17.95%	98.08%	94.93%	99.04%	107.67%	0.00%
\$125,001 - \$175,000	0	0.00%	98.08%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$225,000	37	31.62%	99.30%	97.68%	99.65%	97.28%	101.43%
\$225,001 - \$325,000	25	21.37%	98.43%	94.76%	99.25%	97.43%	0.00%
\$325,001 and up	11	9.40%	98.44%	87.18%	97.31%	98.44%	99.93%
Median Sold/List Ratio		98.89%		92.50%	99.30%	98.39%	100.46%
Total Closed Units	117	100%	98.89%	19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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## MARKET SUMMARY

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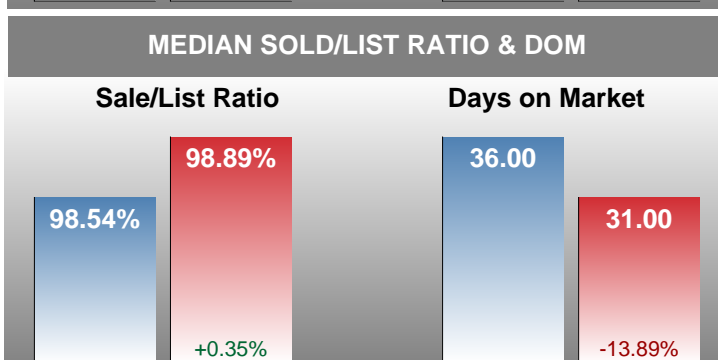
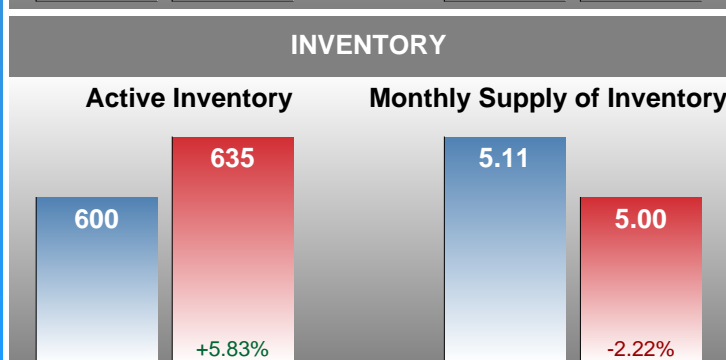
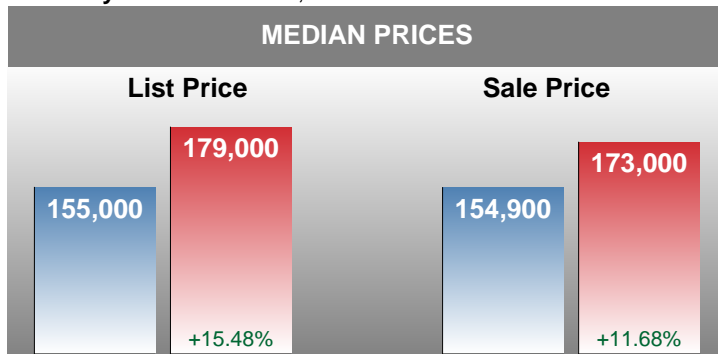
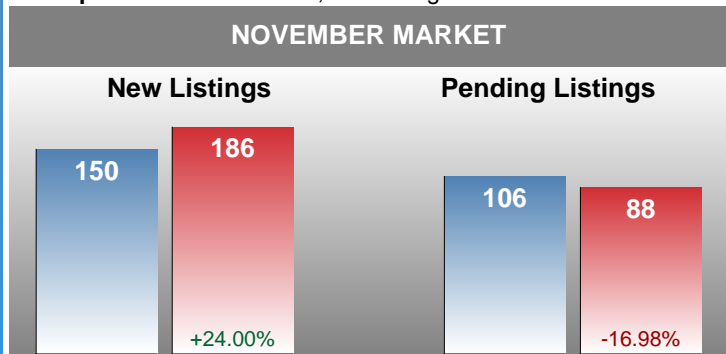


Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	103	117	13.59%	1,309	1,399	6.88%
Pending Sales	106	88	-16.98%	1,373	1,452	5.75%
New Listings	150	186	24.00%	2,438	2,467	1.19%
Median List Price	155,000	179,000	15.48%	154,900	156,900	1.29%
Median Sale Price	154,900	173,000	11.68%	153,500	155,000	0.98%
Median Percent of Selling Price to List Price	98.54%	98.89%	0.35%	98.84%	98.60%	-0.24%
Median Days on Market to Sale	36.00	31.00	-13.89%	31.00	30.00	-3.23%
Monthly Inventory	600	635	5.83%	600	635	5.83%
Months Supply of Inventory	5.11	5.00	-2.22%	5.11	5.00	-2.22%

**Absorption:** Last 12 months, an Average of **127** Sales/Month

**Inventory** on November 30, 2017 = **635**

2016 2017



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