



## October 2017

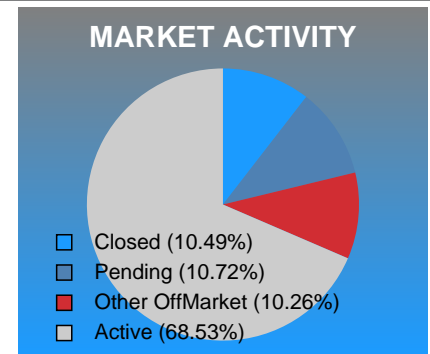
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	35	45	28.57%
Pending Listings	30	46	53.33%
New Listings	74	94	27.03%
Median List Price	109,000	99,900	-8.35%
Median Sale Price	105,000	97,000	-7.62%
Median Percent of List Price to Selling Price	94.49%	96.60%	2.23%
Median Days on Market to Sale	60.00	22.00	-63.33%
End of Month Inventory	287	294	2.44%
Months Supply of Inventory	8.28	7.54	-8.94%



**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of October 31, 2017 = **294**

#### Analysis Wrap-Up

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

The total housing inventory at the end of October 2017 rose **2.44%** to 294 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **7.54** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.62%** in October 2017 to \$97,000 versus the previous year at \$105,000.

#### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 38.00 days or **63.33%** in October 2017 compared to last year's same month at **60.00** DOM.

#### Sales Success for October 2017 is Positive

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

There were 94 New Listings in October 2017, up **27.03%** from last year at 74. Furthermore, there were 45 Closed Listings this month versus last year at 35, a **28.57%** increase.

Closed versus Listed trends yielded a **47.9%** ratio, up from previous year's, October 2016, at **47.3%**, a **1.22%** 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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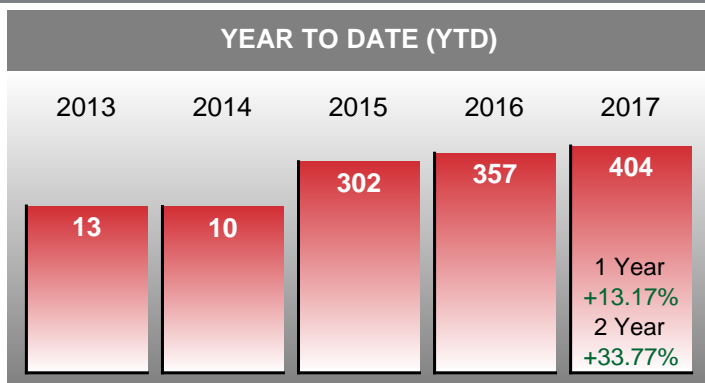
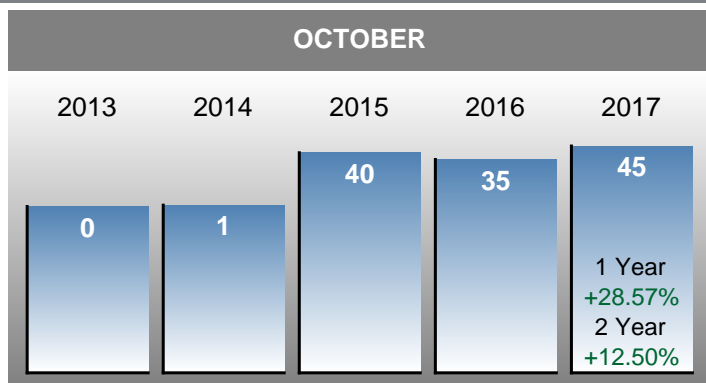
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## CLOSED LISTINGS

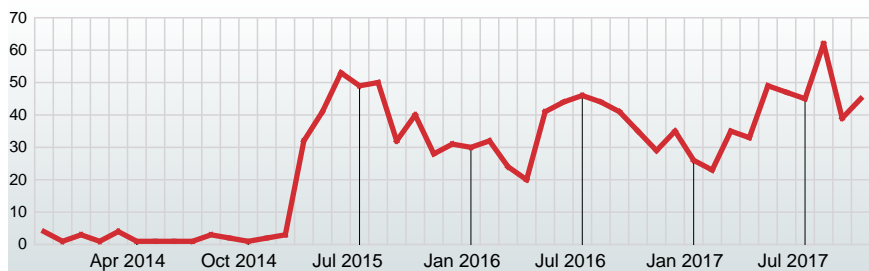
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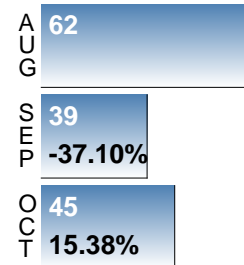
### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 24

3 MONTHS



**High**  
 Aug 2017 = 62  
**Low**  
 Oct 2014 = 1  
 Closed Listings this month at **45**, above the 5 yr OCT average of **24**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	8.89%	2.0	4	0	0	0
\$30,001 - \$50,000	7	15.56%	11.0	4	3	0	0
\$50,001 - \$70,000	5	11.11%	14.0	4	0	1	0
\$70,001 - \$120,000	11	24.44%	20.0	3	6	2	0
\$120,001 - \$150,000	6	13.33%	36.0	0	6	0	0
\$150,001 - \$170,000	5	11.11%	126.0	1	3	1	0
\$170,001 and up	7	15.56%	32.0	1	4	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>17</b>	<b>22</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,543,500</b>	<b>100%</b>	<b>22.0</b>	<b>1.91M</b>	<b>2.75M</b>	<b>890.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$97,000</b>			<b>\$50,100</b>	<b>\$134,000</b>	<b>\$132,750</b>	<b>\$0</b>

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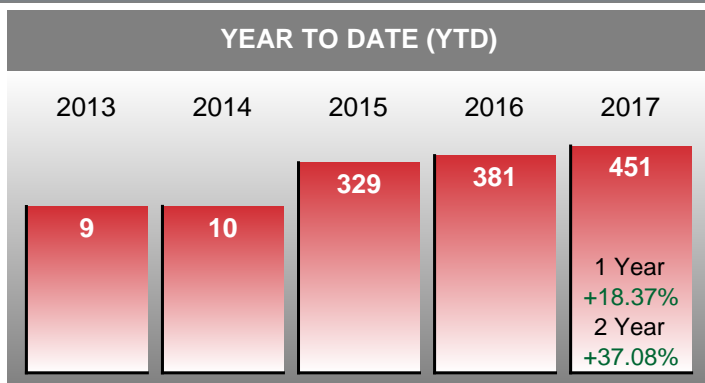
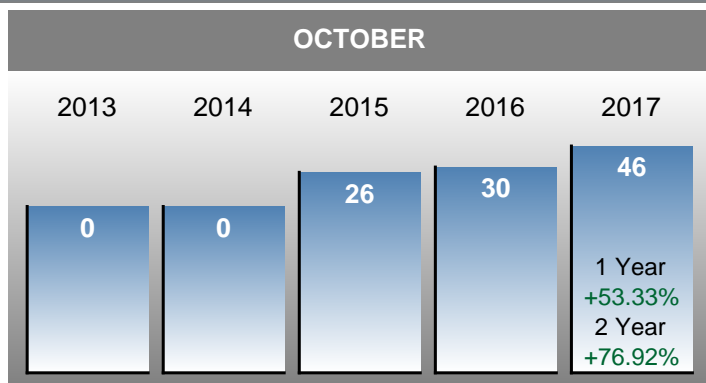
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## PENDING LISTINGS

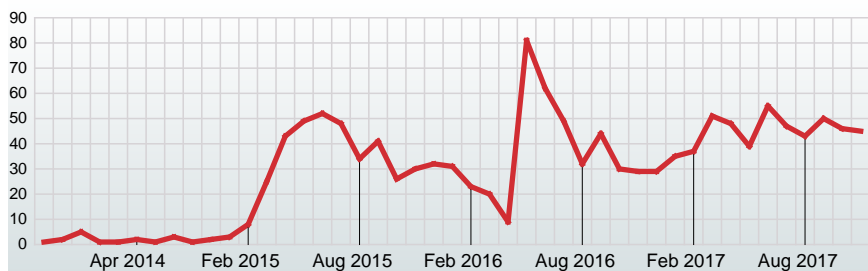
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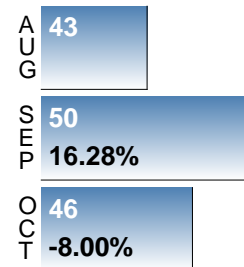
### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 20

3 MONTHS



**High**  
May 2016 = 81  
**Low**  
Aug 2014 = 1  
*Pending Listings*  
this month at **46**,  
above the 5 yr OCT  
average of **20**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	4.35%	53.0	2	0	0	0
\$10,001 - \$40,000	9	19.57%	40.0	9	0	0	0
\$40,001 - \$60,000	2	4.35%	79.5	1	1	0	0
\$60,001 - \$140,000	14	30.43%	50.0	3	9	2	0
\$140,001 - \$180,000	8	17.39%	90.5	0	7	1	0
\$180,001 - \$270,000	6	13.04%	69.5	1	4	1	0
\$270,001 and up	5	10.87%	126.0	0	1	3	1
<b>Total Pending Units</b>	<b>46</b>			<b>16</b>	<b>22</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,876,297</b>	<b>100%</b>	<b>58.0</b>	<b>790.00K</b>	<b>3.17M</b>	<b>1.62M</b>	<b>299.00K</b>
<b>Median Listing Price</b>	<b>\$96,450</b>			<b>\$31,500</b>	<b>\$146,000</b>	<b>\$185,000</b>	<b>\$299,000</b>

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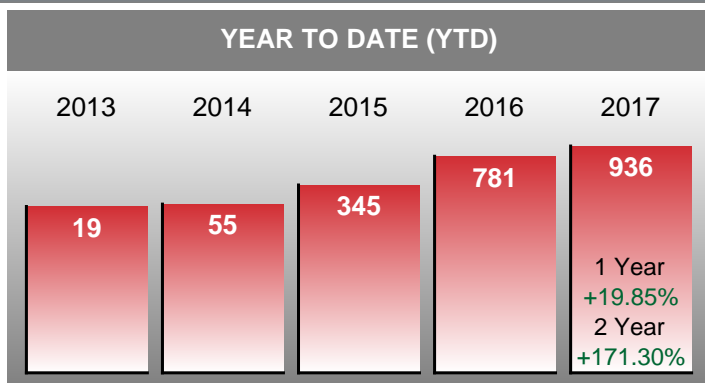
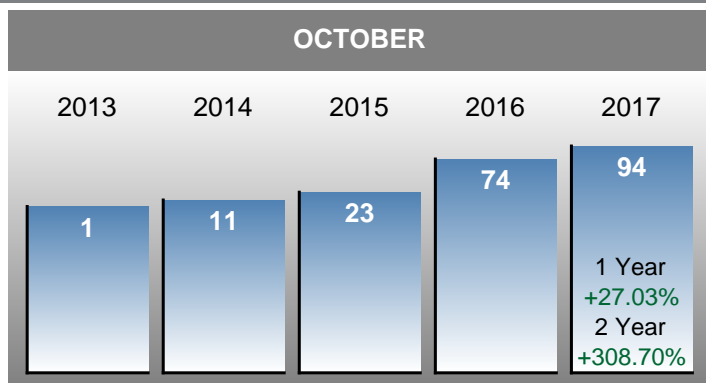
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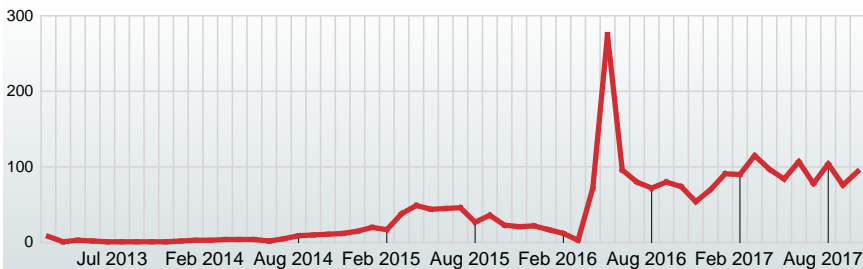


## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 41

3 MONTHS

**High**  
May 2016 = 275  
**Low**  
Oct 2013 = 1  
*New Listings*  
this month at **94**,  
above the 5 yr OCT  
average of 41

AUG	104
SEP	76 -26.92%
OCT	94 23.68%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.38%	6	0	0	0
\$30,001 - \$50,000	12	12.77%	9	2	1	0
\$50,001 - \$90,000	13	13.83%	5	6	2	0
\$90,001 - \$160,000	26	27.66%	3	20	2	1
\$160,001 - \$220,000	12	12.77%	2	9	1	0
\$220,001 - \$320,000	15	15.96%	1	8	6	0
\$320,001 and up	10	10.64%	2	2	4	2
<b>Total New Listed Units</b>	<b>94</b>		<b>28</b>	<b>47</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,689,146</b>	<b>100%</b>	<b>4.59M</b>	<b>8.57M</b>	<b>4.52M</b>	<b>1.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$122,250</b>		<b>\$41,250</b>	<b>\$130,000</b>	<b>\$228,500</b>	<b>\$325,000</b>

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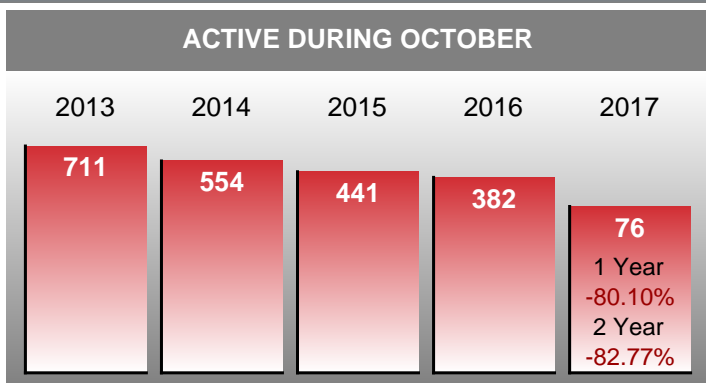
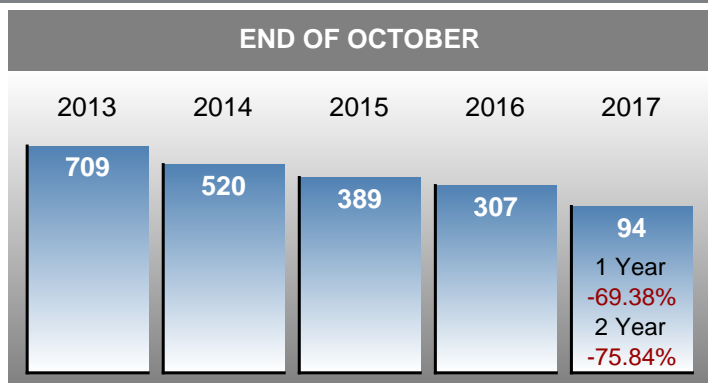
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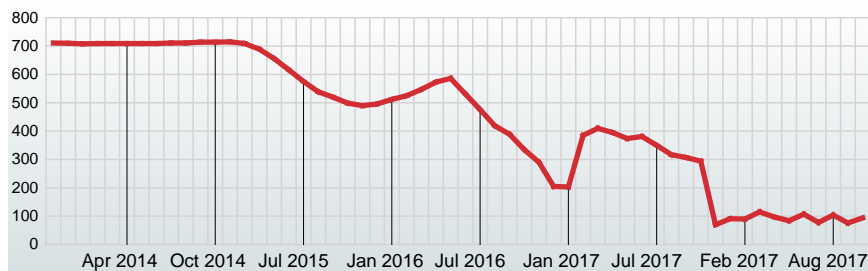


## ACTIVE INVENTORY

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 404**      **3 MONTHS**

**High**  
Jan 2015 = 715  
**Low**  
Dec 2016 = 70  
*Inventory*  
this month at **94**,  
below the 5 yr OCT  
average of **404**

<b>AUG</b>	317
<b>SEP</b>	307 -3.15%
<b>OCT</b>	294 -4.23%

### 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	20	6.80%	72.0	16	4	0	0
\$30,001 - \$60,000	38	12.93%	64.5	29	6	3	0
\$60,001 - \$90,000	45	15.31%	81.0	22	19	4	0
\$90,001 - \$160,000	74	25.17%	56.5	17	50	6	1
\$160,001 - \$230,000	49	16.67%	70.0	9	30	9	1
\$230,001 - \$320,000	39	13.27%	45.0	7	17	14	1
\$320,001 and up	29	9.86%	63.0	7	6	8	8
<b>Total Active Inventory by Units</b>	294			107	132	44	11
<b>Total Active Inventory by Volume</b>	53,537,448	100%	67.0	13.43M	22.68M	11.87M	5.56M
<b>Median Active Inventory Listing Price</b>	\$128,000			\$74,900	\$137,700	\$239,000	\$469,900

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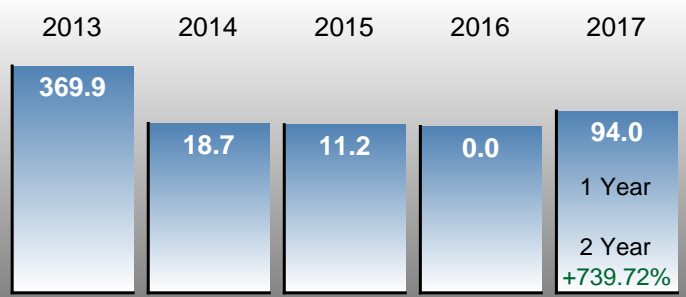
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## MONTHS SUPPLY of INVENTORY (MSI)

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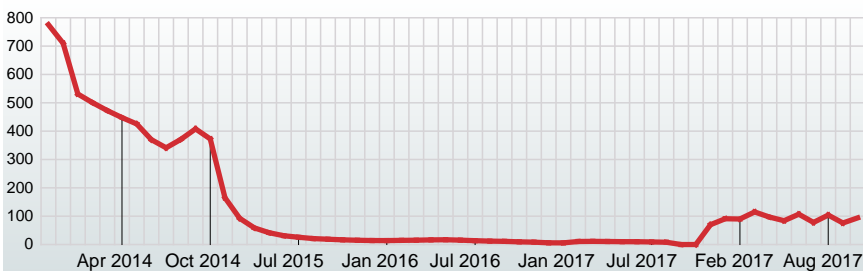
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 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 OCT AVG = 98.8

3 MONTHS

**High**  
Jan 2013 = 775.6  
**Low**  
Oct 2017 = 0.0  
*Months Supply*  
this month at **94.0**,  
below the 5 yr OCT  
average of **98.8**

AUG	8.1
SEP	0.0
OCT	0.00%

### 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	20	6.80%	7.3	6.6	12.0	0.0	0.0
\$30,001 - \$60,000	38	12.93%	6.2	8.9	2.3	18.0	0.0
\$60,001 - \$90,000	45	15.31%	7.4	15.5	5.4	4.0	0.0
\$90,001 - \$160,000	74	25.17%	5.5	10.7	5.0	3.4	12.0
\$160,001 - \$230,000	49	16.67%	7.8	18.0	7.5	6.0	4.0
\$230,001 - \$320,000	39	13.27%	14.2	0.0	9.7	15.3	12.0
\$320,001 and up	29	9.86%	18.3	28.0	7.2	19.2	96.0
Market Supply of Inventory (MSI)	7.5			11.4	5.7	7.7	16.5
Total Active Inventory by Units	294	100%	7.5	107	132	44	11

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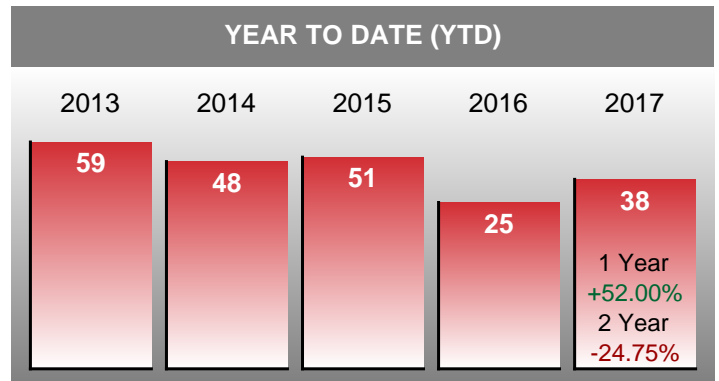
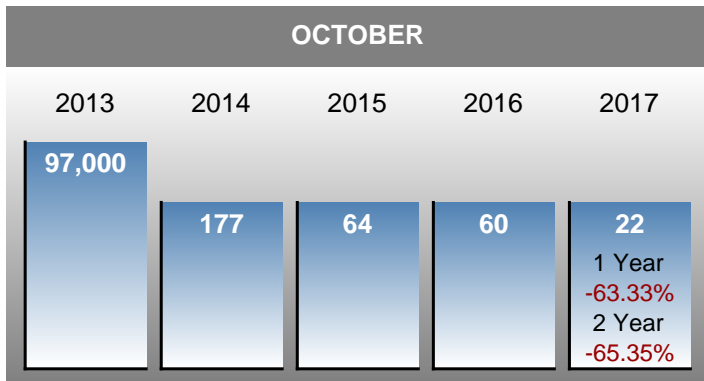
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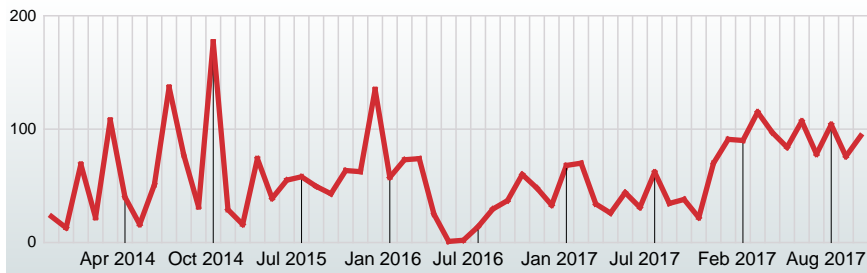
## MEDIAN DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 19,465      3 MONTHS



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1  
*Median Days on Market*  
this month at **22**,  
below the 5 yr OCT  
average of **19,465**

AUG	35
SEP	38
OCT	22
<b>10.14%</b>	
<b>-42.11%</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
\$30,000 and less	4	8.89%	2.0	2.0	0.0	0.0	0.0
\$30,001 - \$50,000	7	15.56%	11.0	34.5	5.0	0.0	0.0
\$50,001 - \$70,000	5	11.11%	14.0	18.0	0.0	4.0	0.0
\$70,001 - \$120,000	11	24.44%	20.0	3.0	21.0	56.5	0.0
\$120,001 - \$150,000	6	13.33%	36.0	0.0	36.0	0.0	0.0
\$150,001 - \$170,000	5	11.11%	126.0	148.0	126.0	91.0	0.0
\$170,001 and up	7	15.56%	32.0	3.0	49.5	22.5	0.0
Median Closed DOM			22.0	11.0	30.0	22.5	0.0
Total Closed Units			45	17	22	6	
Total Closed Volume			5,543,500	1.91M	2.75M	890.00K	0.00B

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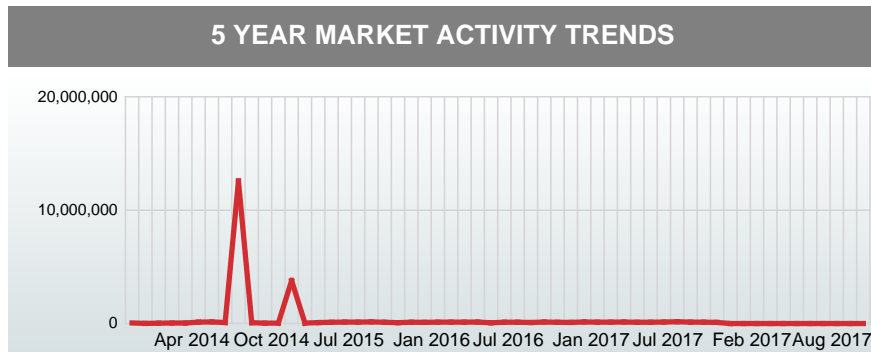
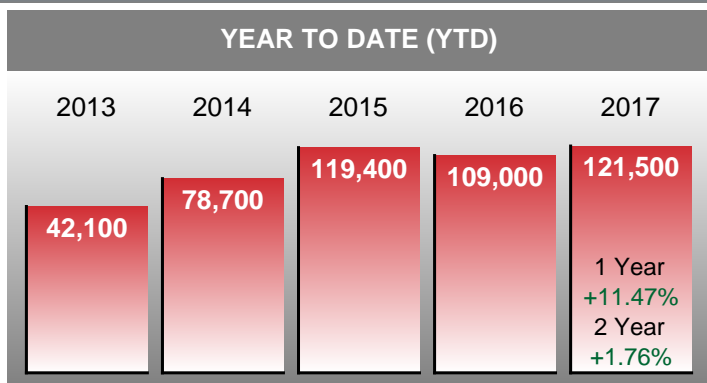
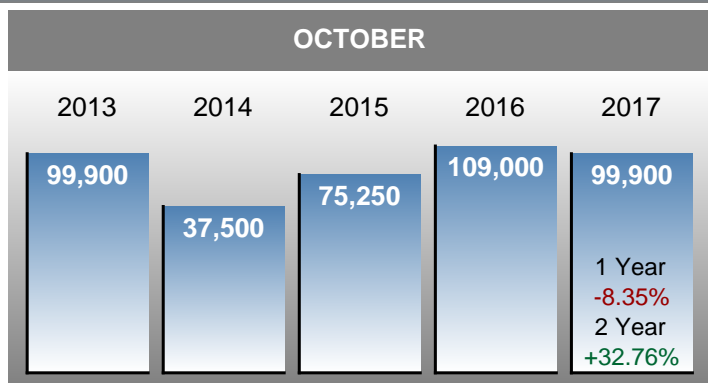
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## MEDIAN LIST PRICE AT CLOSING

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



**5yr OCT AVG = 84,310**

**3 MONTHS**

<b>High</b>	Jul 2014 = 12,565,000
<b>Low</b>	Dec 2016 = 70
<i>Median List Price</i> this month at <b>99,900</b> , above the 5 yr OCT average of <b>84,310</b>	

<b>AUG</b>	126,000
<b>SEP</b>	120,000
<b>OCT</b>	99,900
	-4.76%
	-16.75%

### 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
\$30,000 and less	3	6.67%	12,000	12,000	0	0	0
\$30,001 - \$50,000	9	20.00%	45,000	47,450	42,000	0	0
\$50,001 - \$70,000	4	8.89%	62,400	64,900	0	59,500	0
\$70,001 - \$120,000	11	24.44%	89,900	99,900	83,500	102,450	0
\$120,001 - \$150,000	4	8.89%	140,950	0	140,950	0	0
\$150,001 - \$170,000	6	13.33%	162,200	0	164,500	159,900	0
\$170,001 and up	8	17.78%	192,000	814,375	181,750	254,500	0
<b>Median List Price</b>			99,900	50,000	140,950	137,450	0
<b>Total Closed Units</b>	45	100%	99,900	17	22	6	0
<b>Total Closed Volume</b>	6,235,750			2.42M	2.88M	933.30K	0.00B

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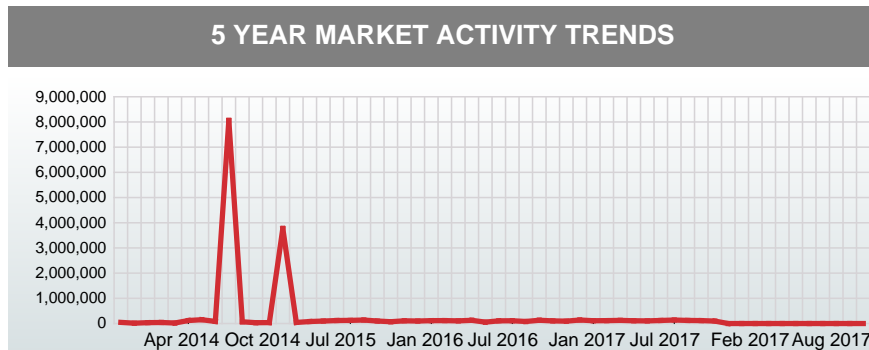
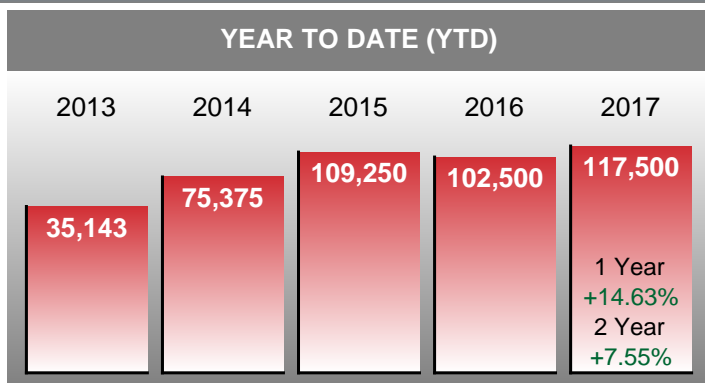
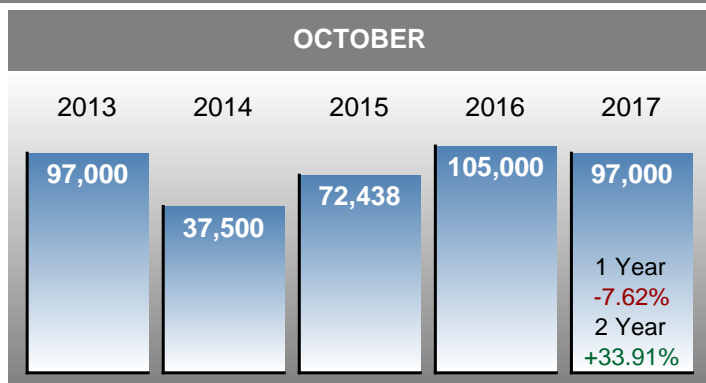
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## MEDIAN SOLD PRICE AT CLOSING

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



**5yr OCT AVG = 81,788**

**3 MONTHS**

<b>High</b>	Jul 2014 = 8,060,000
<b>Low</b>	Dec 2016 = 70
<i>Median Sold Price this month at <b>97,000</b>, above the 5 yr OCT average of <b>81,788</b></i>	

<b>AUG</b>	123,000
<b>SEP</b>	116,900
<b>OCT</b>	97,000
<b>-4.96%</b>	
<b>-17.02%</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
\$30,000 and less	4	8.89%	18,500	18,500	0	0	0
\$30,001 - \$50,000	7	15.56%	40,000	40,000	38,000	0	0
\$50,001 - \$70,000	5	11.11%	56,900	58,200	0	55,000	0
\$70,001 - \$120,000	11	24.44%	89,500	97,000	82,000	98,500	0
\$120,001 - \$150,000	6	13.33%	141,250	0	141,250	0	0
\$150,001 - \$170,000	5	11.11%	158,000	170,000	155,000	158,000	0
\$170,001 and up	7	15.56%	195,000	981,000	173,500	240,000	0
<b>Median Sold Price</b>			97,000	50,100	134,000	132,750	0
<b>Total Closed Units</b>		100%	97,000	17	22	6	
<b>Total Closed Volume</b>			5,543,500	1.91M	2.75M	890.00K	0.00B

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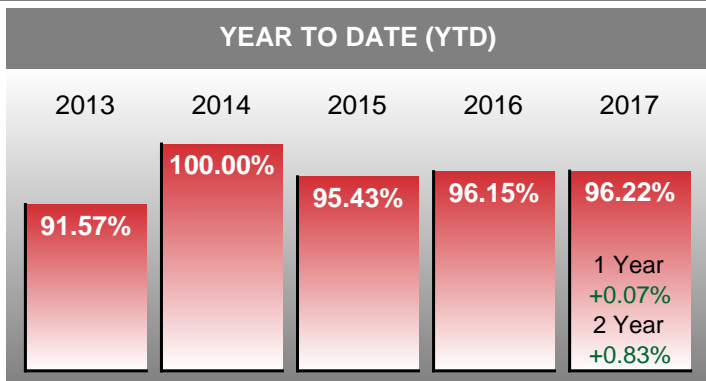
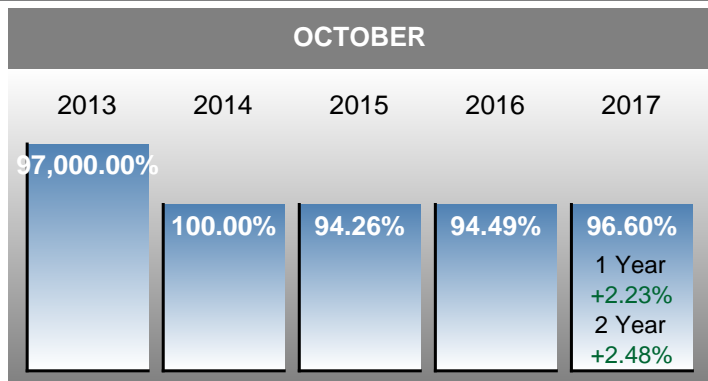
# October 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

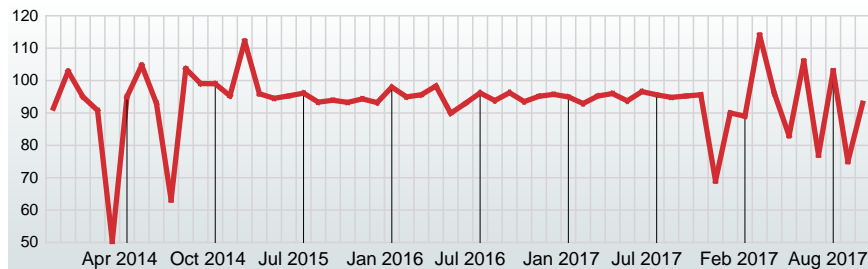


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS 5yr OCT AVG = 19,477.07%    3 MONTHS



**High**  
Mar 2017 = 115.00%

**Low**  
Jul 2013 = 51.36%

Median Sold/List Ratio this month at **96.60%**, below the 5 yr OCT average of **19,477.07%**

AUG	95.81%
SEP	96.23%
OCT	96.60%
NOV	0.44%

### 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
\$30,000 and less	4	8.89%	100.00%	100.00%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	7	15.56%	93.67%	93.32%	93.67%	0.00%	0.00%
\$50,001 - \$70,000	5	11.11%	96.57%	97.95%	0.00%	92.44%	0.00%
\$70,001 - \$120,000	11	24.44%	99.56%	100.00%	99.41%	96.52%	0.00%
\$120,001 - \$150,000	6	13.33%	93.72%	0.00%	93.72%	0.00%	0.00%
\$150,001 - \$170,000	5	11.11%	94.22%	91.89%	94.22%	98.81%	0.00%
\$170,001 and up	7	15.56%	94.55%	67.95%	95.32%	94.96%	0.00%
Median Sold/List Ratio		96.60%		97.74%	96.25%	95.73%	0.00%
Total Closed Units	45	100%	96.60%	17	22	6	
Total Closed Volume	5,543,500			1.91M	2.75M	890.00K	0.00B

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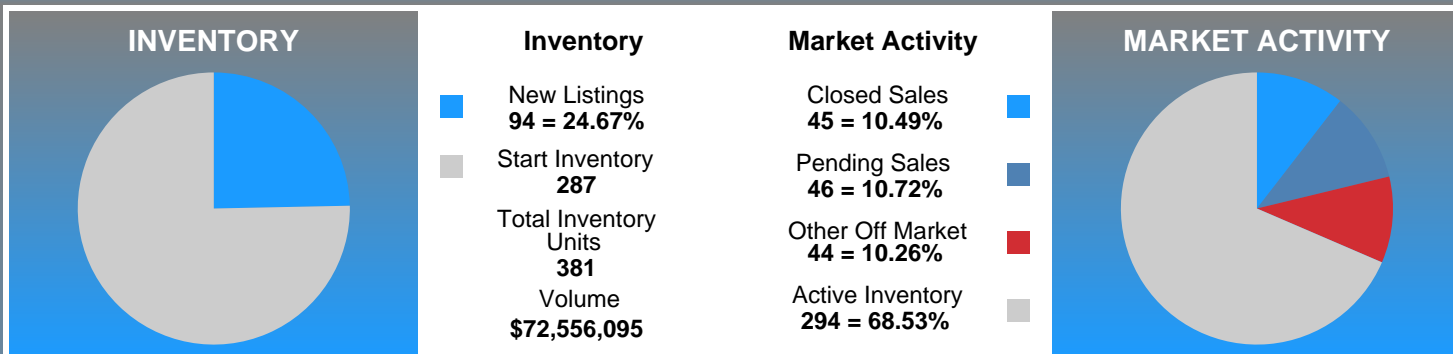
# October 2017

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## MARKET SUMMARY

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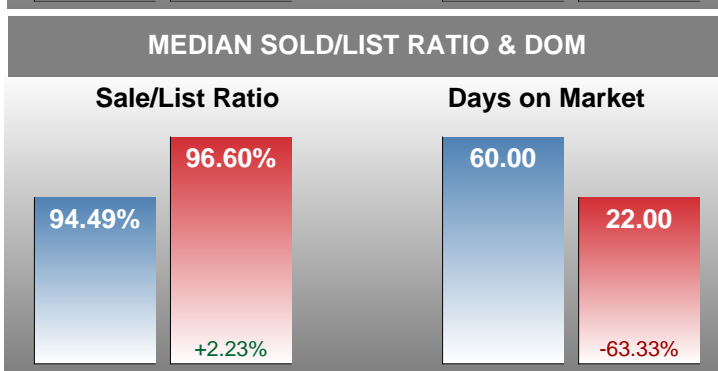
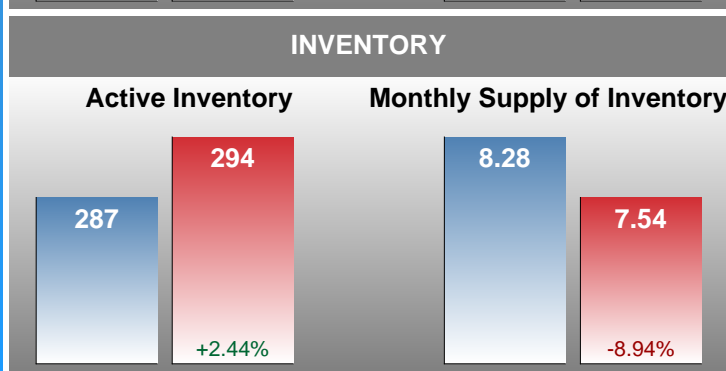
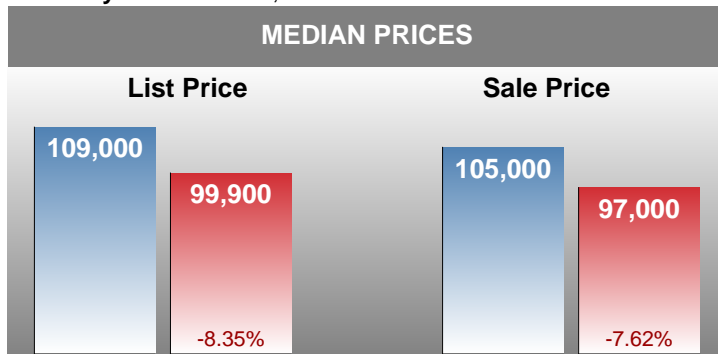
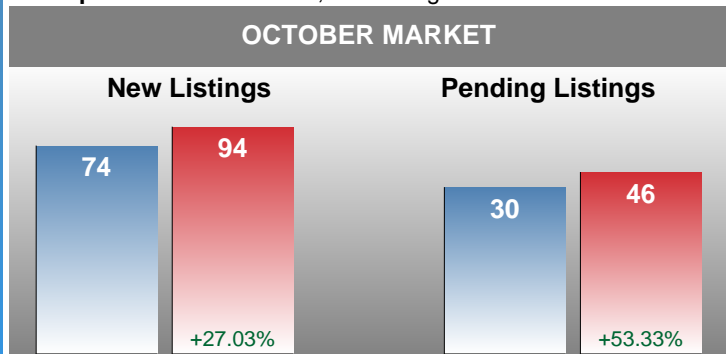


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	45	28.57%	357	404	13.17%
Pending Sales	30	46	53.33%	381	451	18.37%
New Listings	74	94	27.03%	781	936	19.85%
Median List Price	109,000	99,900	-8.35%	109,000	121,500	11.47%
Median Sale Price	105,000	97,000	-7.62%	102,500	117,500	14.63%
Median Percent of Selling Price to List Price	94.49%	96.60%	2.23%	96.15%	96.22%	0.07%
Median Days on Market to Sale	60.00	22.00	-63.33%	25.00	38.00	52.00%
Monthly Inventory	287	294	2.44%	287	294	2.44%
Months Supply of Inventory	8.28	7.54	-8.94%	8.28	7.54	-8.94%

**Absorption:** Last 12 months, an Average of **39** Sales/Month

**Inventory** on October 31, 2017 = **294**

2016 2017



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