



October 2017

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

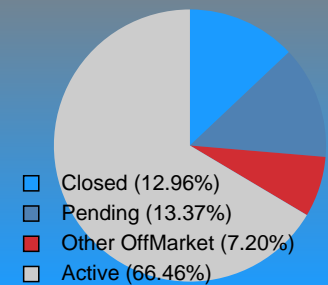


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	1,191	1,170	-1.76%
Pending Listings	1,087	1,207	11.04%
New Listings	1,859	2,059	10.76%
Median List Price	149,500	164,900	10.30%
Median Sale Price	146,465	162,000	10.61%
Median Percent of List Price to Selling Price	98.56%	98.45%	-0.11%
Median Days on Market to Sale	28.00	30.50	8.93%
End of Month Inventory	5,250	5,998	14.25%
Months Supply of Inventory	4.46	4.99	11.96%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **1,202** Sales/Month
Active Inventory as of October 31, 2017 = **5,998**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **14.25%** to 5,998 existing homes available for sale. Over the last 12 months this area has had an average of 1,202 closed sales per month. This represents an unsold inventory index of **4.99** 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 **10.61%** in October 2017 to \$162,000 versus the previous year at \$146,465.

Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 2.50 days or **8.93%** in October 2017 compared to last year's same month at **28.00** DOM.

Sales Success for October 2017 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 2,059 New Listings in October 2017, up **10.76%** from last year at 1,859. Furthermore, there were 1,170 Closed Listings this month versus last year at 1,191, a **-1.76%** decrease.

Closed versus Listed trends yielded a **56.8%** ratio, down from previous year's, October 2016, at **64.1%**, a **11.31%** 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

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

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 to find a REALTOR® today.



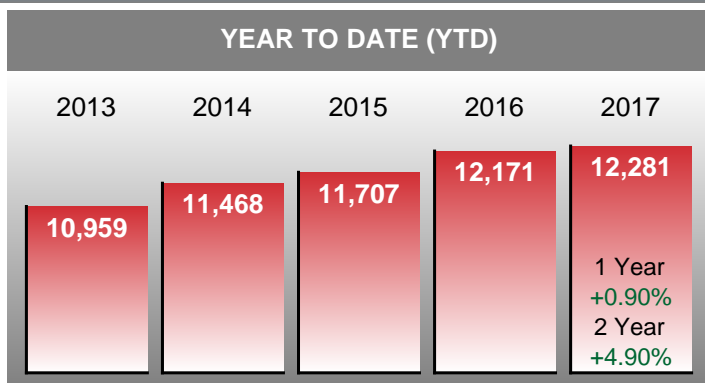
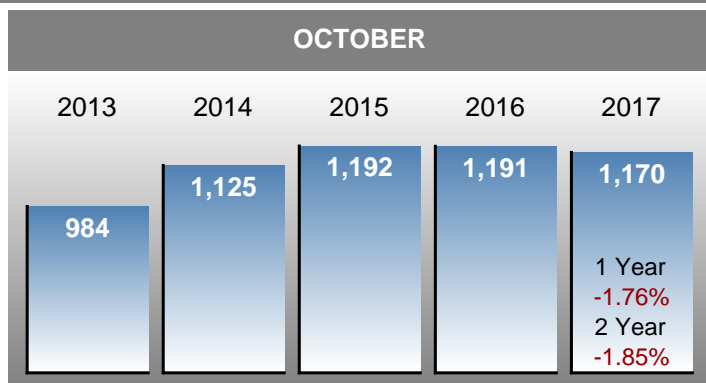
October 2017

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



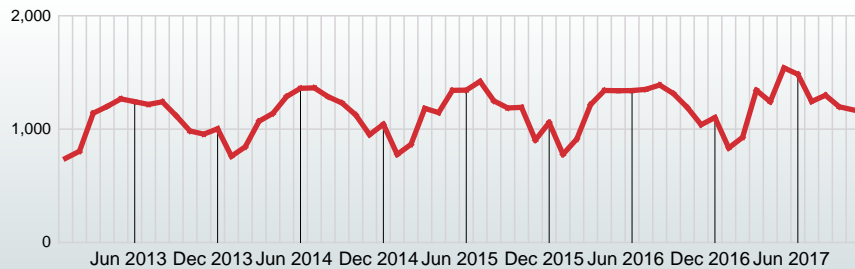
CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 1,132 3 MONTHS



High
May 2017 = 1,540
Low
Jan 2013 = 743
Closed Listings
this month at **1,170**,
above the 5 yr OCT
average of **1,132**

AUG	1,299
SEP	1,197 -7.85%
OCT	1,170 -2.26%

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	96	8.21%	29.0	62	28	6	0
\$50,001 - \$100,000	149	12.74%	24.0	46	94	9	0
\$100,001 - \$125,000	123	10.51%	22.0	18	99	6	0
\$125,001 - \$175,000	305	26.07%	27.0	28	228	44	5
\$175,001 - \$225,000	190	16.24%	36.5	14	103	65	8
\$225,001 - \$325,000	173	14.79%	41.0	8	65	88	12
\$325,001 and up	134	11.45%	42.0	5	25	77	27
Total Closed Units	1,170			181	642	295	52
Total Closed Volume	233,642,284	100%	30.5	20.04M	103.04M	82.74M	27.82M
Median Closed Price	\$162,000			\$73,200	\$145,950	\$239,990	\$347,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



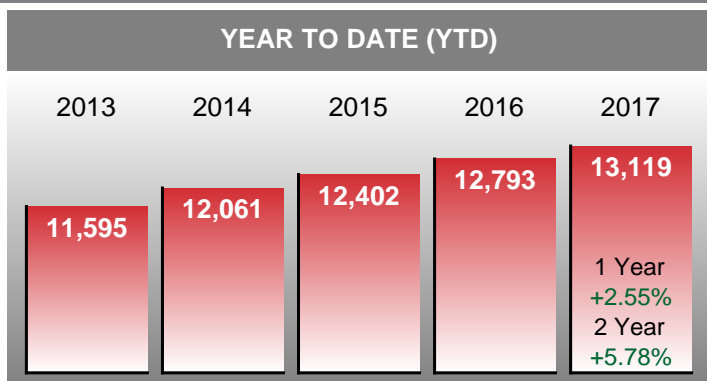
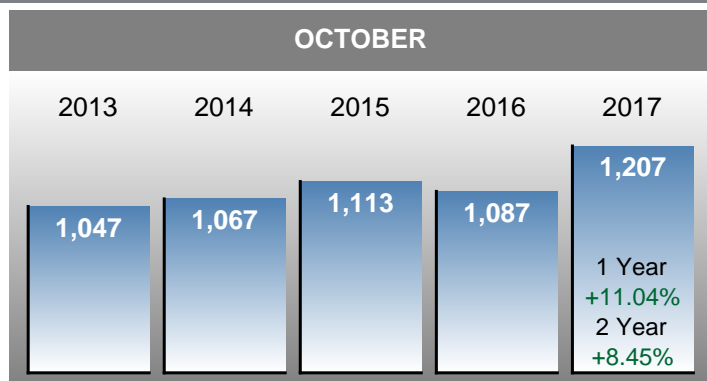
October 2017

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



PENDING LISTINGS

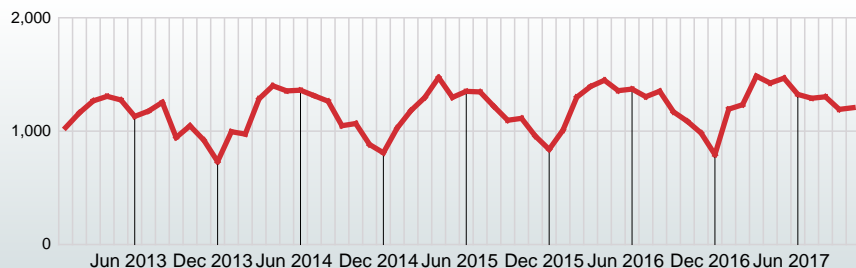
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 1,104

3 MONTHS



High
Mar 2017 = 1,485
Low
Dec 2013 = 732
Pending Listings
this month at **1,207**,
above the 5 yr OCT
average of **1,104**

AUG	1,303
SEP	1,192
	-8.52%
OCT	1,207
	1.26%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	42	3.48%	25.0	32	9	1	0
\$25,001 - \$75,000	158	13.09%	29.0	79	70	9	0
\$75,001 - \$125,000	221	18.31%	20.0	35	166	14	6
\$125,001 - \$175,000	315	26.10%	35.0	20	244	47	4
\$175,001 - \$225,000	174	14.42%	36.0	11	91	68	4
\$225,001 - \$325,000	174	14.42%	54.5	12	62	81	19
\$325,001 and up	123	10.19%	49.0	9	27	61	26
Total Pending Units	1,207			198	669	281	59
Total Pending Volume	225,047,654	100%	34.0	22.47M	104.83M	73.87M	23.87M
Median Listing Price	\$153,085			\$69,250	\$143,370	\$229,000	\$300,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



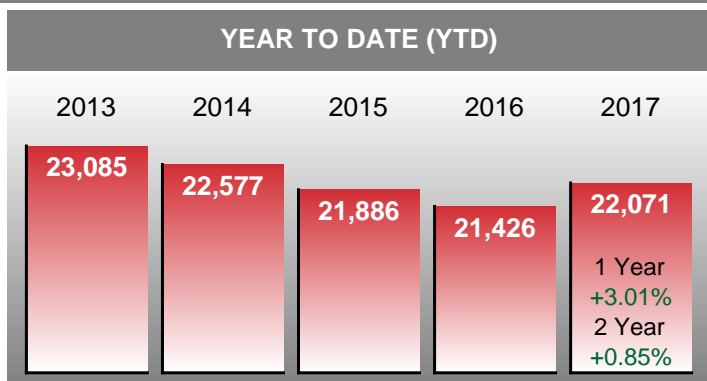
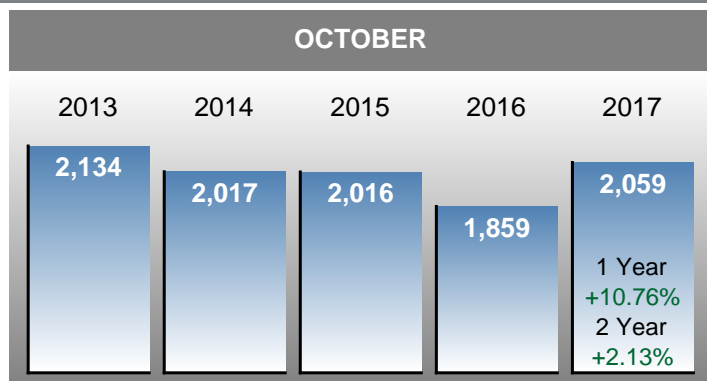
October 2017

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



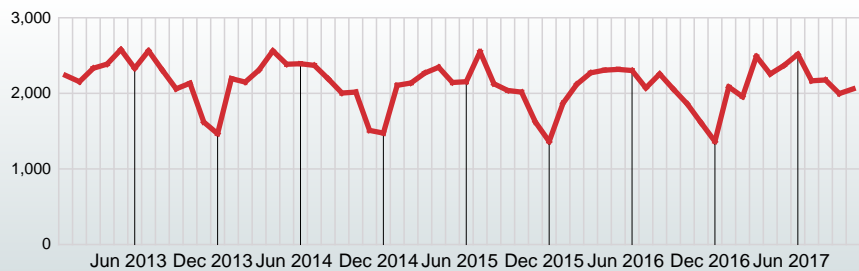
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 2,017 **3 MONTHS**



High
May 2013 = 2,579
Low
Dec 2015 = 1,363
New Listings
this month at **2,059**,
above the 5 yr OCT
average of **2,017**

AUG	2,177
SEP	1,997 -8.27%
OCT	2,059 3.10%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	125	6.07%	116	7	2	0
\$25,001 - \$75,000	316	15.35%	192	101	22	1
\$75,001 - \$125,000	313	15.20%	81	206	23	3
\$125,001 - \$175,000	398	19.33%	49	290	54	5
\$175,001 - \$275,000	433	21.03%	44	209	169	11
\$275,001 - \$400,000	263	12.77%	15	63	154	31
\$400,001 and up	211	10.25%	23	28	106	54
Total New Listed Units	2,059		520	904	530	105
Total New Listed Volume	456,071,338	100%	64.18M	155.16M	171.93M	64.80M
Median New Listed Listing Price	\$159,900		\$60,000	\$149,700	\$272,000	\$439,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



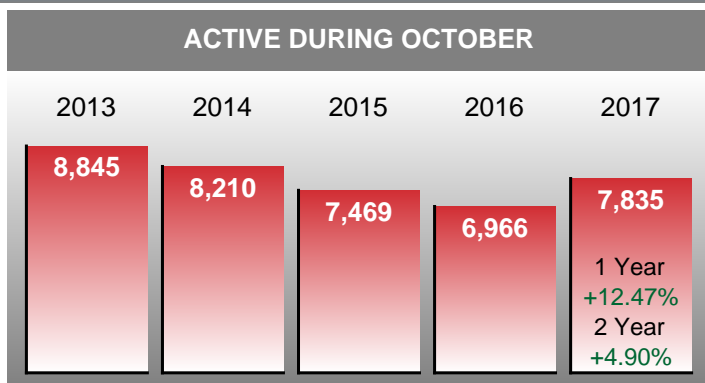
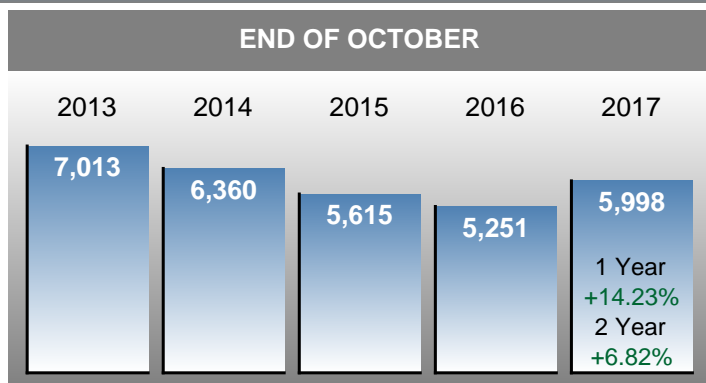
October 2017

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



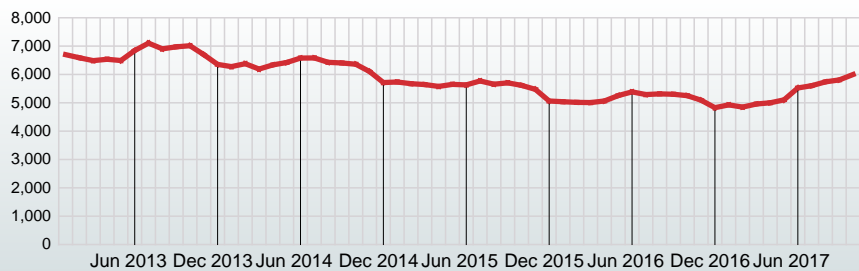
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 6,047 3 MONTHS



High
Jul 2013 = 7,105
Low
Dec 2016 = 4,828
Inventory
this month at **5,998**,
below the 5 yr OCT
average of **6,047**

AUG	5,739
SEP	5,807
SEP	1.18%
OCT	5,998
OCT	3.29%

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	330	5.50%	68.0	315	12	3	0
\$25,001 - \$75,000	929	15.49%	69.0	647	217	63	2
\$75,001 - \$125,000	755	12.59%	64.0	278	412	58	7
\$125,001 - \$225,000	1,634	27.24%	56.0	255	940	412	27
\$225,001 - \$325,000	998	16.64%	68.0	83	314	519	82
\$325,001 - \$500,000	747	12.45%	70.0	74	142	422	109
\$500,001 and up	605	10.09%	75.0	120	58	223	204
Total Active Inventory by Units	5,998			1,772	2,095	1,700	431
Total Active Inventory by Volume	1,607,070,889	100%	66.5	332.27M	409.98M	574.37M	290.45M
Median Active Inventory Listing Price	\$179,900			\$69,900	\$159,900	\$284,900	\$479,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

October 2017

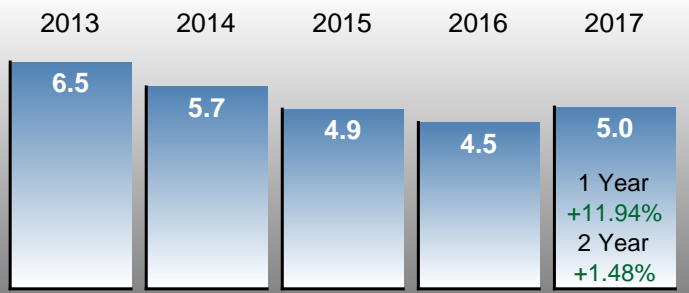
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



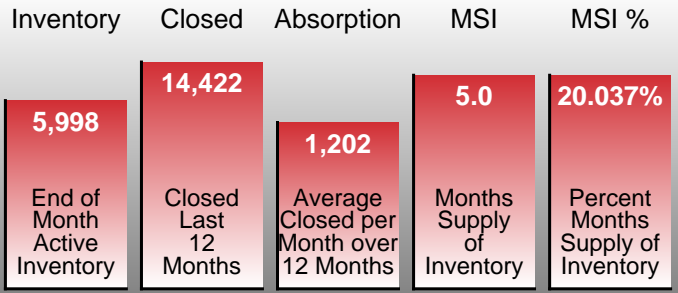
MONTHS SUPPLY of INVENTORY (MSI)

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

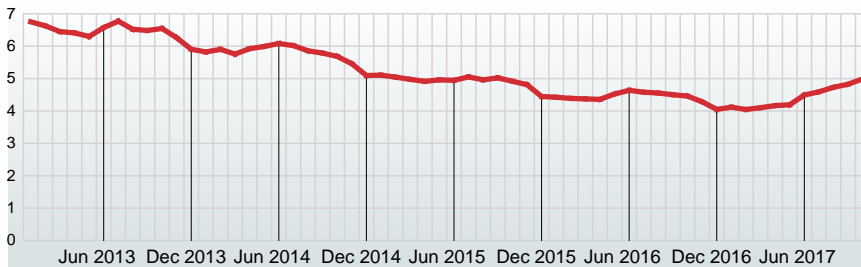
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017



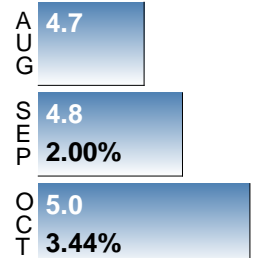
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 5.3

3 MONTHS

High
Jul 2013 = 6.8
Low
Feb 2017 = 4.0
Months Supply
this month at **5.0**,
equal to 5 yr OCT
average of **5.3**



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	330	5.50%	8.5	11.1	1.4	1.6	0.0
\$25,001 - \$75,000	929	15.49%	5.7	9.1	2.7	6.5	1.7
\$75,001 - \$125,000	755	12.59%	3.5	7.4	2.6	2.9	4.0
\$125,001 - \$225,000	1,634	27.24%	3.4	7.6	2.9	3.4	3.1
\$225,001 - \$325,000	998	16.64%	5.9	10.5	4.9	6.0	7.4
\$325,001 - \$500,000	747	12.45%	8.2	21.7	7.4	7.7	8.2
\$500,001 and up	605	10.09%	15.3	62.6	9.0	12.6	15.0
Market Supply of Inventory (MSI)	5.0			9.6	3.2	5.5	8.7
Total Active Inventory by Units	5,998	100%	5.0	1,772	2,095	1,700	431

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



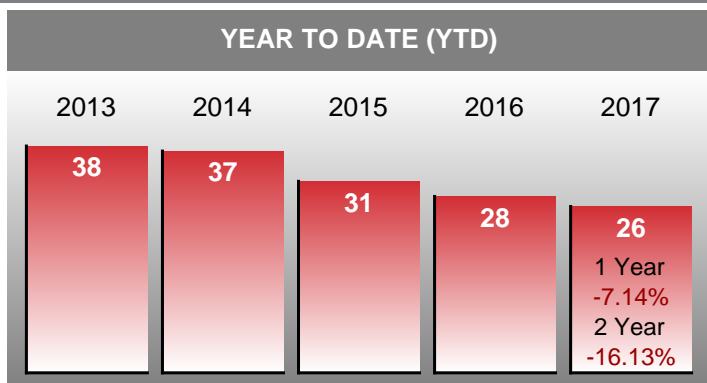
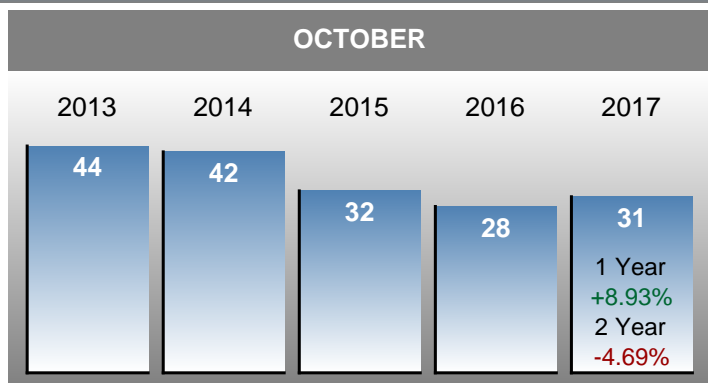
October 2017

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

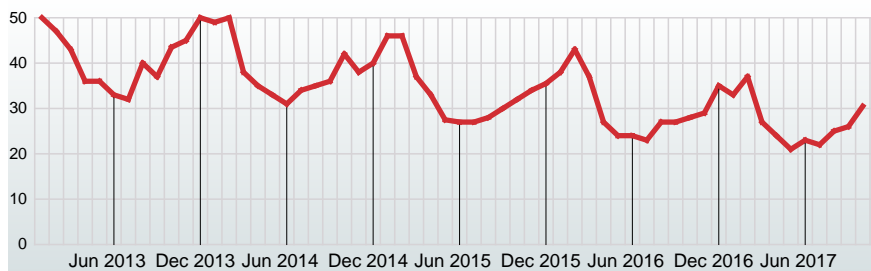


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 35 **3 MONTHS**

High
Feb 2014 = 50
Low
May 2017 = 21
Median Days on Market
this month at **31**,
below the 5 yr OCT
average of **35**

AUG	25
SEP	26 4.00%
OCT	31 17.31%

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	96	8.21%	29.0	30.0	33.0	21.5	0.0
\$50,001 - \$100,000	149	12.74%	24.0	31.0	24.0	33.0	0.0
\$100,001 - \$125,000	123	10.51%	22.0	26.5	22.0	21.0	0.0
\$125,001 - \$175,000	305	26.07%	27.0	15.5	25.5	46.5	29.0
\$175,001 - \$225,000	190	16.24%	36.5	72.5	27.0	49.0	48.5
\$225,001 - \$325,000	173	14.79%	41.0	17.5	44.0	38.5	93.0
\$325,001 and up	134	11.45%	42.0	91.0	25.0	46.0	40.0
Median Closed DOM			30.5	27.0	26.0	41.0	47.5
Total Closed Units		100%	30.5	181	642	295	52
Total Closed Volume			233,642,284	20.04M	103.04M	82.74M	27.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



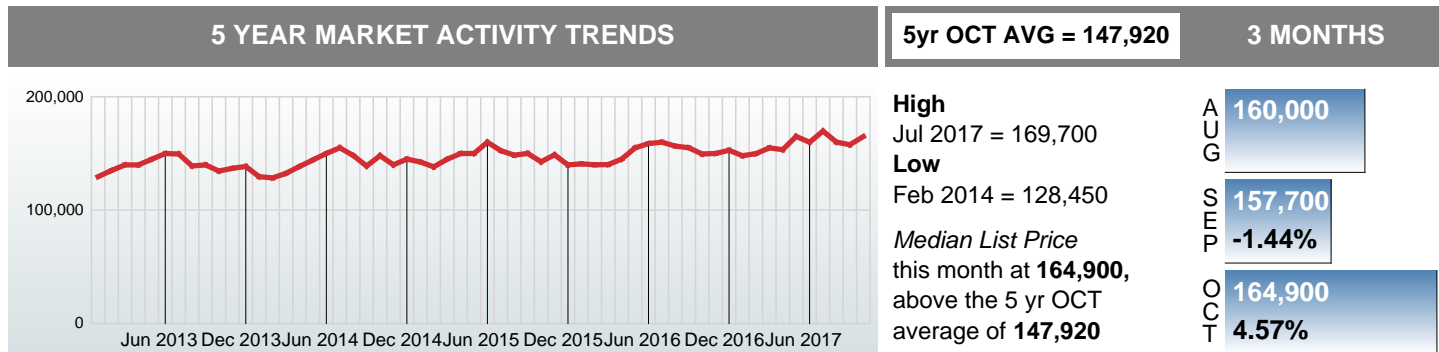
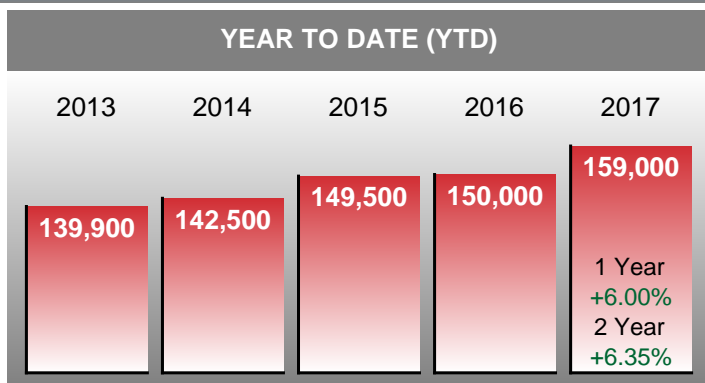
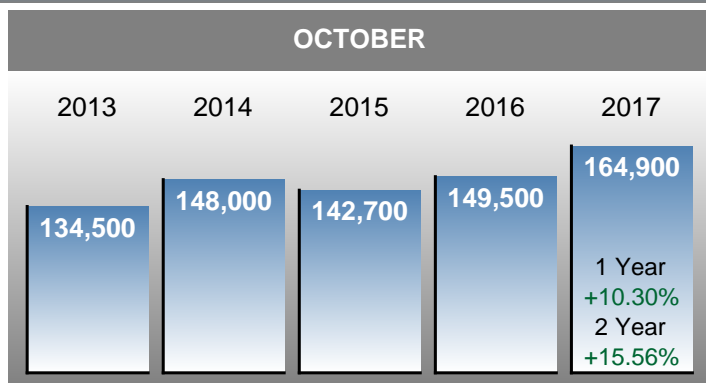
October 2017

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



MEDIAN LIST PRICE AT CLOSING

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



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	7.44%	31,800	30,000	37,500	31,300	0
\$50,001 - \$100,000	152	12.99%	75,948	68,000	82,500	87,450	0
\$100,001 - \$125,000	114	9.74%	117,500	114,900	118,500	119,500	0
\$125,001 - \$175,000	303	25.90%	150,000	149,950	149,900	157,500	169,850
\$175,001 - \$225,000	185	15.81%	195,000	202,950	195,000	195,000	199,900
\$225,001 - \$325,000	187	15.98%	265,000	250,000	264,900	265,000	274,950
\$325,001 and up	142	12.14%	427,000	388,750	434,950	397,900	564,950
Median List Price			164,900	77,500	149,250	244,900	350,000
Total Closed Units		100%	1,170	181	642	295	52
Total Closed Volume			242,259,244	21.16M	105.19M	86.46M	29.45M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



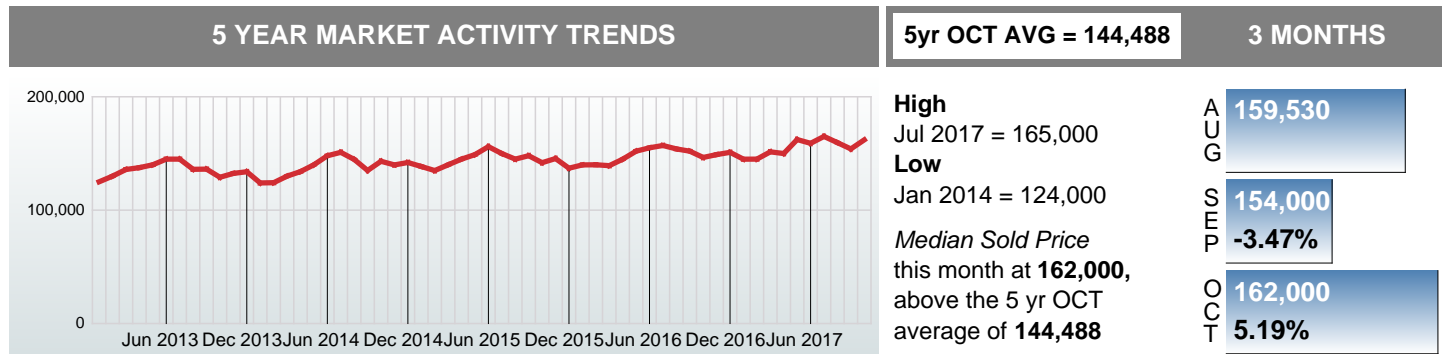
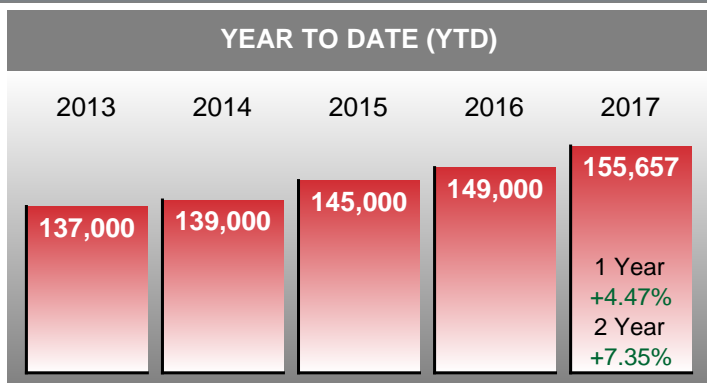
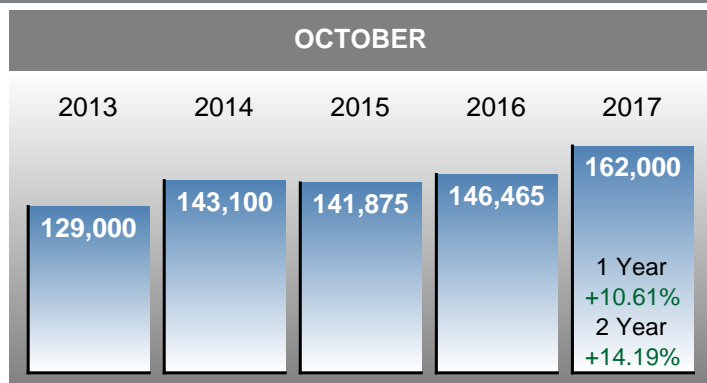
October 2017

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



MEDIAN SOLD PRICE AT CLOSING

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



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	96	8.21%	31,400	29,500	37,500	31,650	0
\$50,001 - \$100,000	149	12.74%	77,000	68,000	80,000	88,000	0
\$100,001 - \$125,000	123	10.51%	115,500	113,250	116,500	119,750	0
\$125,001 - \$175,000	305	26.07%	150,000	147,000	149,450	163,200	165,000
\$175,001 - \$225,000	190	16.24%	195,500	211,500	195,000	199,000	215,613
\$225,001 - \$325,000	173	14.79%	264,900	247,500	263,000	265,000	282,500
\$325,001 and up	134	11.45%	423,000	345,000	424,000	395,000	569,900
Median Sold Price			162,000	73,200	145,950	239,990	347,500
Total Closed Units		100%	1,170	181	642	295	52
Total Closed Volume			233,642,284	20.04M	103.04M	82.74M	27.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



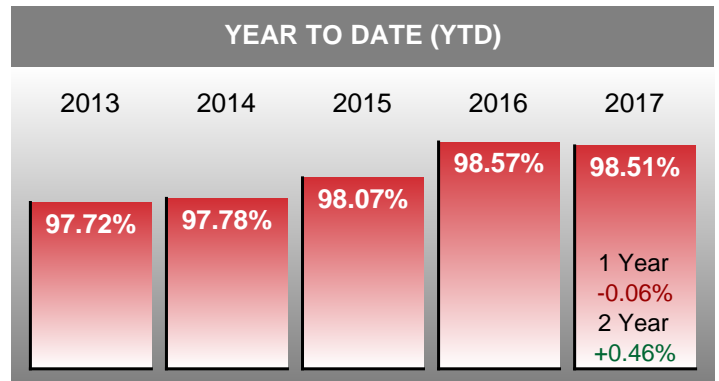
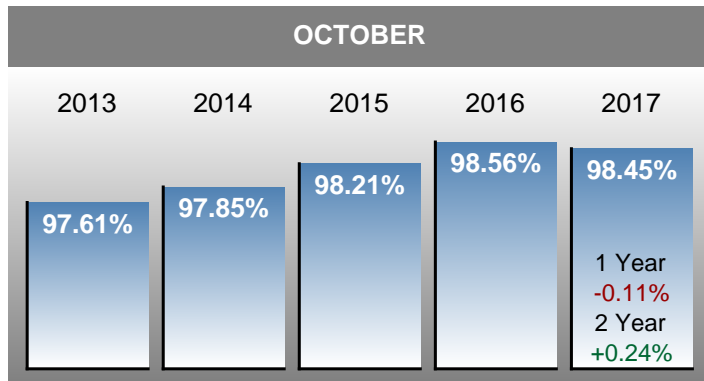
October 2017

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

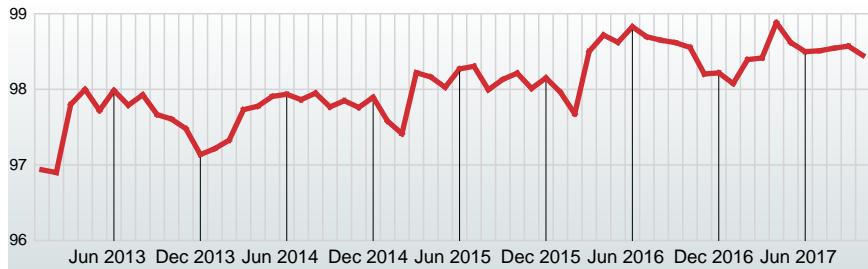


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 98.13% **3 MONTHS**

High
Apr 2017 = 98.88%
Low
Feb 2013 = 96.90%
Median Sold/List Ratio
this month at **98.45%**,
equal to 5 yr OCT
average of **98.13%**

AUG	98.54%
SEP	98.57%
OCT	98.45%
	-0.12%

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	96	8.21%	92.43%	92.09%	91.02%	100.00%	0.00%
\$50,001 - \$100,000	149	12.74%	97.89%	95.52%	98.52%	91.90%	0.00%
\$100,001 - \$125,000	123	10.51%	99.13%	96.80%	99.50%	82.51%	0.00%
\$125,001 - \$175,000	305	26.07%	99.74%	98.33%	100.00%	98.53%	100.00%
\$175,001 - \$225,000	190	16.24%	98.81%	95.11%	99.07%	98.47%	97.80%
\$225,001 - \$325,000	173	14.79%	98.11%	95.27%	98.99%	98.04%	97.89%
\$325,001 and up	134	11.45%	97.12%	92.20%	97.10%	97.20%	97.17%
Median Sold/List Ratio			98.45%	95.56%	99.36%	98.00%	98.02%
Total Closed Units		100%	98.45%	181	642	295	52
Total Closed Volume			233,642,284	20.04M	103.04M	82.74M	27.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



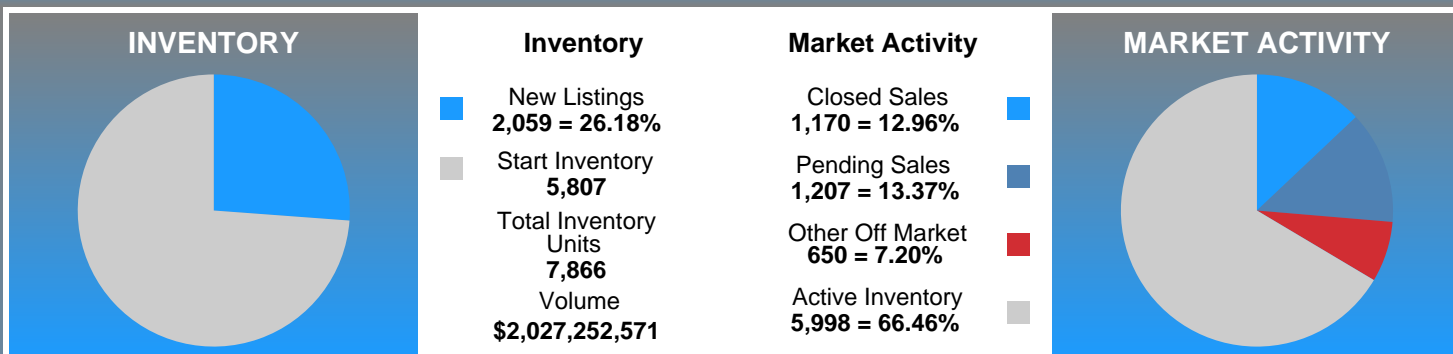
October 2017

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



MARKET SUMMARY

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

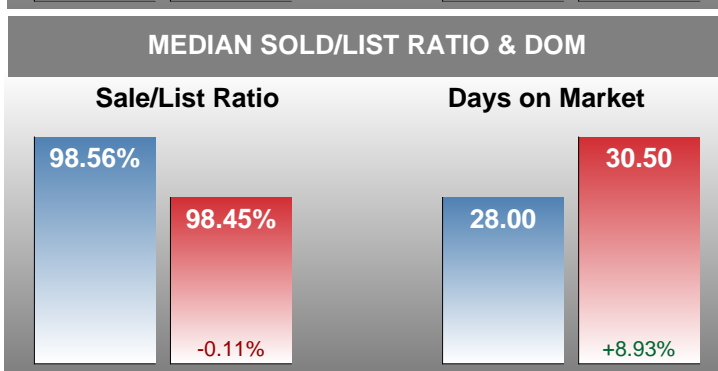
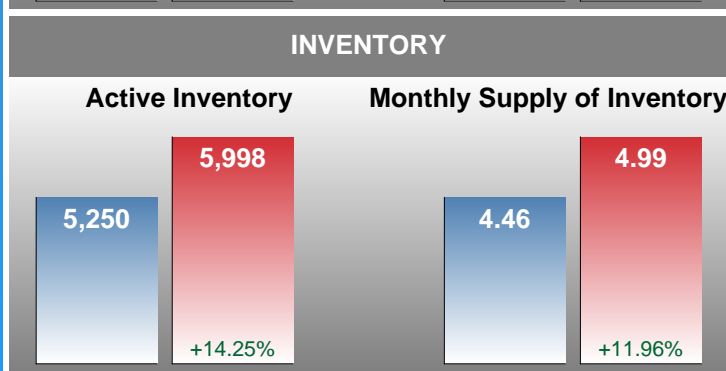
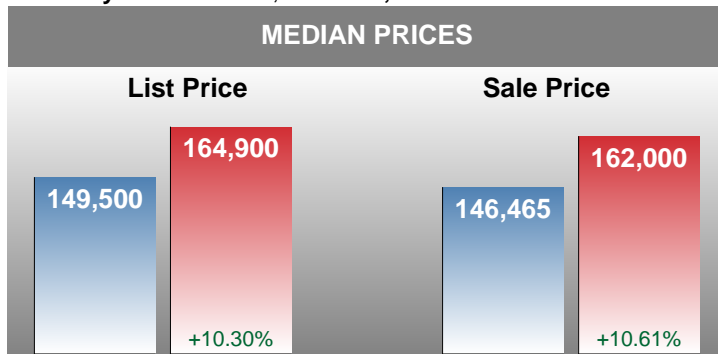
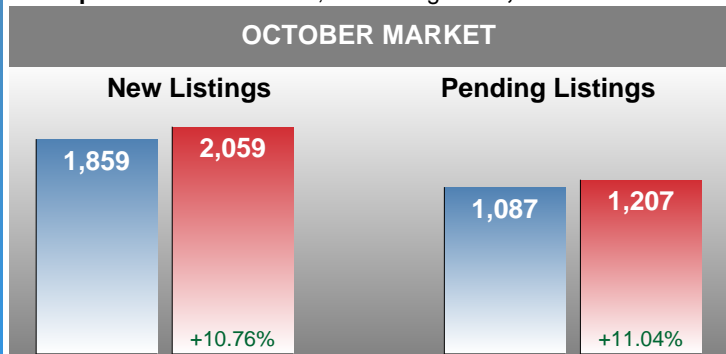


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,191	1,170	-1.76%	12,171	12,281	0.90%
Pending Sales	1,087	1,207	11.04%	12,793	13,119	2.55%
New Listings	1,859	2,059	10.76%	21,426	22,071	3.01%
Median List Price	149,500	164,900	10.30%	150,000	159,000	6.00%
Median Sale Price	146,465	162,000	10.61%	149,000	155,657	4.47%
Median Percent of Selling Price to List Price	98.56%	98.45%	-0.11%	98.57%	98.51%	-0.06%
Median Days on Market to Sale	28.00	30.50	8.93%	28.00	26.00	-7.14%
Monthly Inventory	5,250	5,998	14.25%	5,250	5,998	14.25%
Months Supply of Inventory	4.46	4.99	11.96%	4.46	4.99	11.96%

Absorption: Last 12 months, an Average of **1,202** Sales/Month

Inventory on October 31, 2017 = **5,998**

2016 2017



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®