



November 2016

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

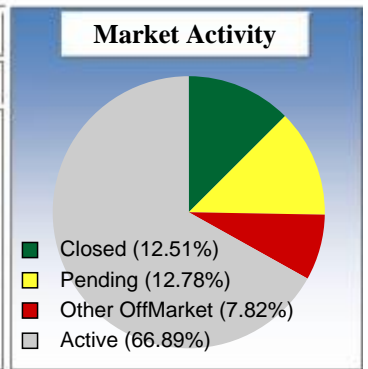


Absorption: Last 12 months, an Average of **1,182** Sales/Month

Active Inventory as of November 30, 2016 = **5,472**

Closed Listings	904	1,023	13.16%
Pending Listings	958	1,045	9.08%
New Listings	1,621	1,607	-0.86%
Average List Price	180,895	188,441	4.17%
Average Sale Price	174,553	182,358	4.47%
Average Percent of List Price to Selling Price	97.12%	97.45%	0.35%
Average Days on Market to Sale	48.87	44.44	-9.06%
End of Month Inventory	5,474	5,472	-0.04%
Months Supply of Inventory	4.82	4.63	-3.92%

NOVEMBER		
2015	2016	+/- %
904	1,023	13.16%
958	1,045	9.08%
1,621	1,607	-0.86%
180,895	188,441	4.17%
174,553	182,358	4.47%
97.12%	97.45%	0.35%
48.87	44.44	-9.06%
5,474	5,472	-0.04%
4.82	4.63	-3.92%



Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2016 decreased **0.04%** to 5,472 existing homes available for sale. Over the last 12 months this area has had an average of 1,182 closed sales per month. This represents an unsold inventory index of **4.63** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.47%** in November 2016 to \$182,358 versus the previous year at \$174,553.

Average Days on Market Shortens

The average number of **44.44** days that homes spent on the market before selling decreased by 4.43 days or **9.06%** in November 2016 compared to last year's same month at **48.87** DOM.

Sales Success for November 2016 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,607 New Listings in November 2016, down **0.86%** from last year at 1,621. Furthermore, there were 1,023 Closed Listings this month versus last year at 904, a **13.16%** increase.

Closed versus Listed trends yielded a **63.7%** ratio, up from last year's November 2016 at **55.8%**, a **14.15%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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November 2016

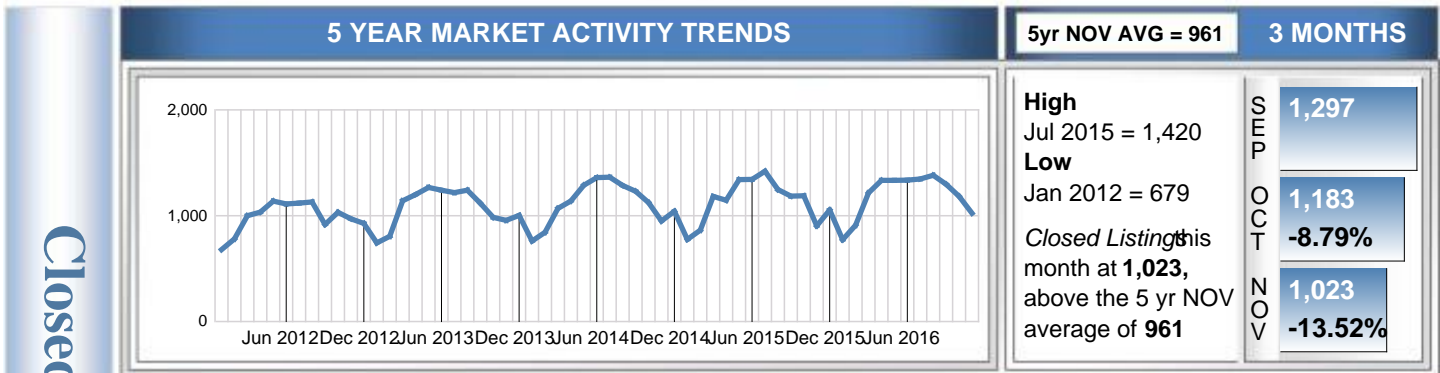
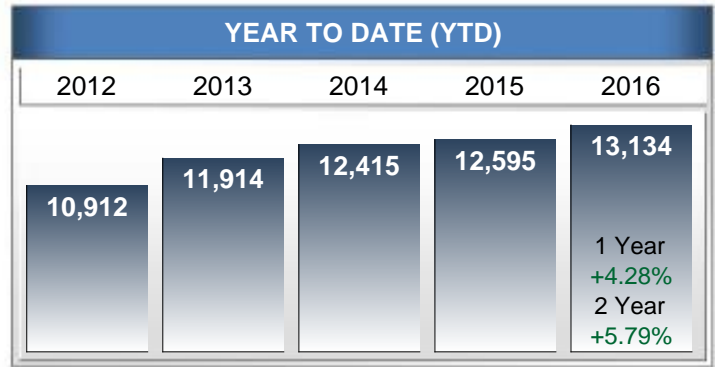
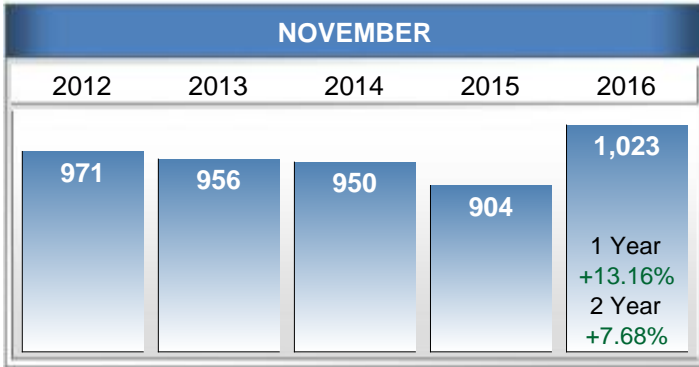
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

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



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	105	10.26%	38.0	56	38	9	2	
\$50,001 - \$75,000	94	9.19%	36.1	28	60	4	2	
\$75,001 - \$125,000	185	18.08%	36.6	31	133	20	1	
\$125,001 - \$175,000	265	25.90%	40.7	22	192	50	1	
\$175,001 - \$225,000	138	13.49%	49.1	12	66	59	1	
\$225,001 - \$325,000	133	13.00%	55.4	8	49	62	14	
\$325,001 and up	103	10.07%	61.8	4	24	46	29	
Total Closed Units: 1,023				44.4	161	562	250	50
Total Closed Volume: 186,552,550					16.19M	83.99M	59.65M	26.72M
Average Closed Price: \$182,358					\$100,548	\$149,455	\$238,588	\$534,469



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

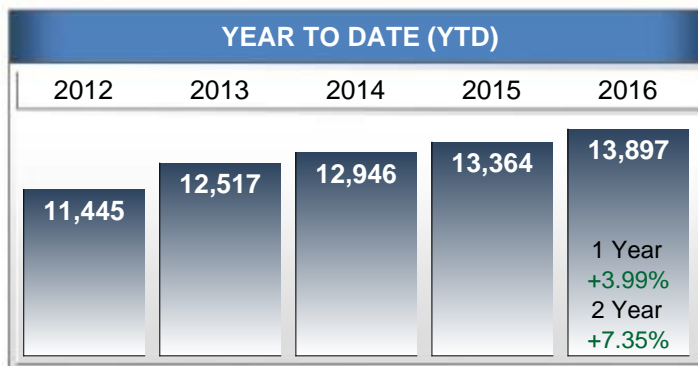
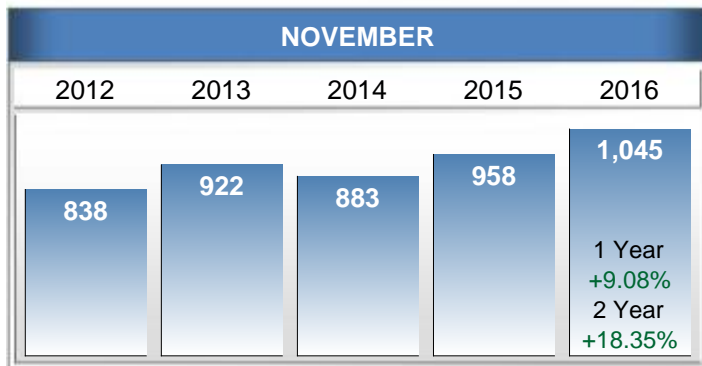
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 2016

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



5yr NOV AVG = 929 **3 MONTHS**

High
Apr 2015 = 1,473
Low
Dec 2013 = 732

Pending Listing this month at **1,045**, above the 5 yr NOV average of **929**

SEP	1,187
OCT	1,117
NOV	1,045
	-5.90%
	-6.45%

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	104	9.95%	54.1	64	30	8	2	
\$50,001 - \$80,000	118	11.29%	51.6	32	78	8	0	
\$80,001 - \$120,000	140	13.40%	51.3	22	99	16	3	
\$120,001 - \$170,000	259	24.78%	47.8	23	192	39	5	
\$170,001 - \$230,000	181	17.32%	52.3	7	108	61	5	
\$230,001 - \$330,000	132	12.63%	54.8	9	49	69	5	
\$330,001 and up	111	10.62%	72.2	5	23	54	29	
Total Pending Units: 1,045				47.7	162	579	255	49
Total Pending Volume: 192,328,531					15.63M	90.01M	66.01M	20.68M
Average Listing Price: \$131,957					\$96,476	\$155,464	\$258,848	\$422,037



Monthly Inventory Analysis

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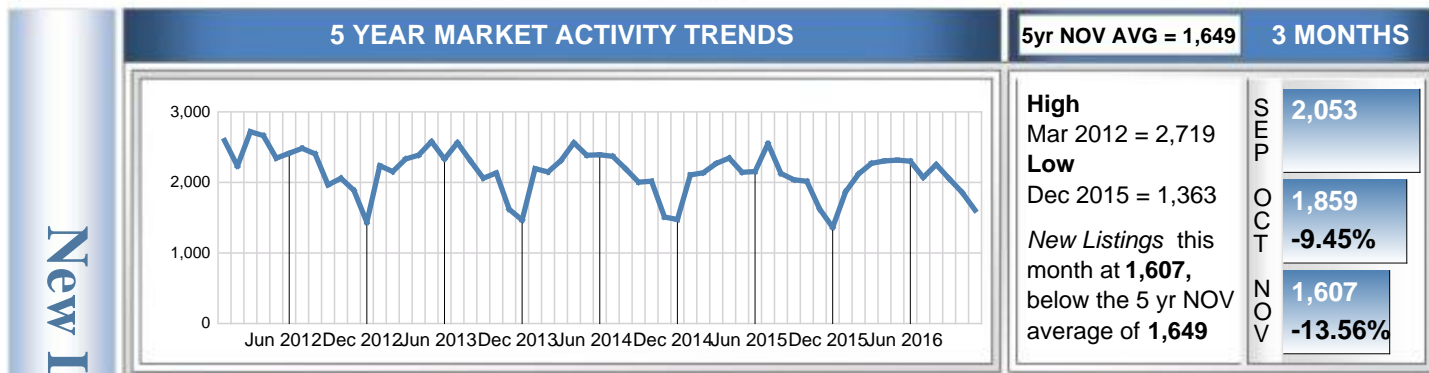
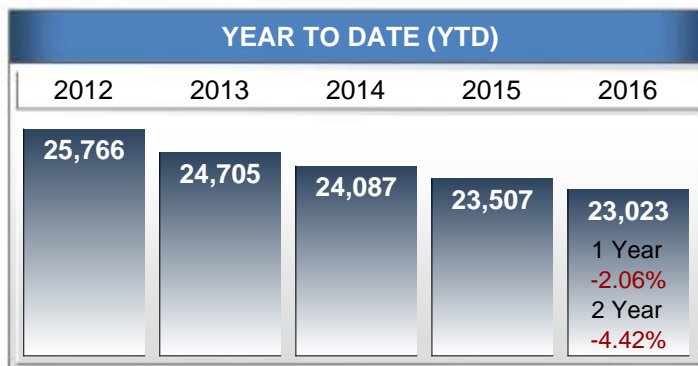
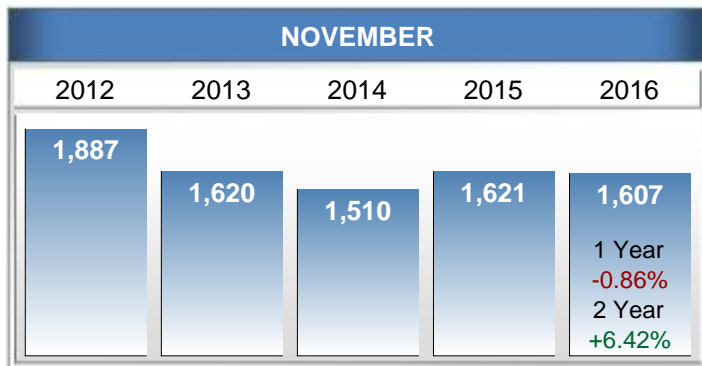
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

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



New Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	76	4.73%	58	17	1	0	
\$25,001 - \$75,000	272	16.93%	136	117	18	1	
\$75,001 - \$125,000	259	16.12%	60	173	24	2	
\$125,001 - \$175,000	309	19.23%	34	212	60	3	
\$175,001 - \$275,000	320	19.91%	31	135	140	14	
\$275,001 - \$425,000	209	13.01%	24	46	114	25	
\$425,001 and up	162	10.08%	12	28	82	40	
Total New Listed Units:			1,607	355	728	439	85
Total New Listed Volume:			353,509,540	48.45M	122.70M	137.07M	45.29M
Average New Listed Listing Price:			\$156,129	\$136,482	\$168,539	\$312,236	\$532,831



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

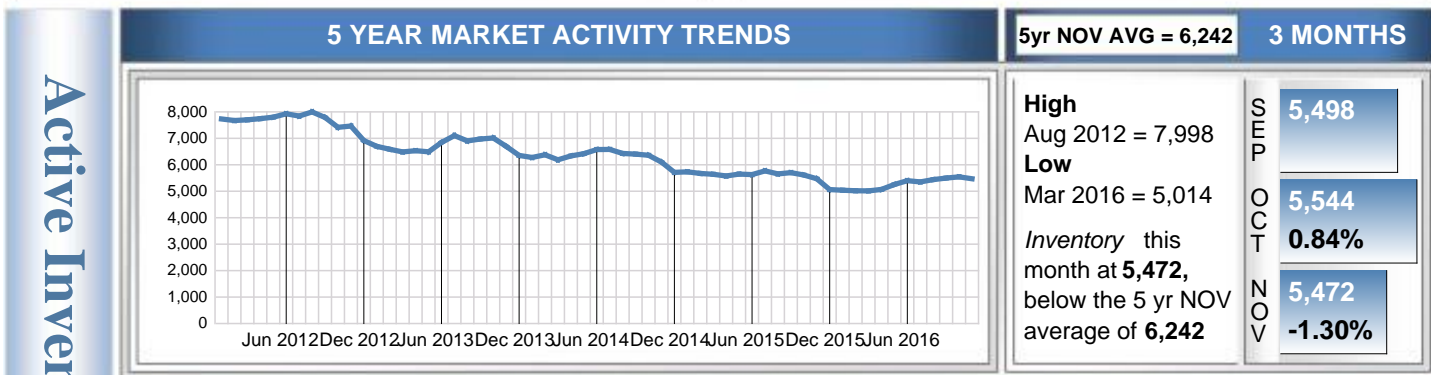
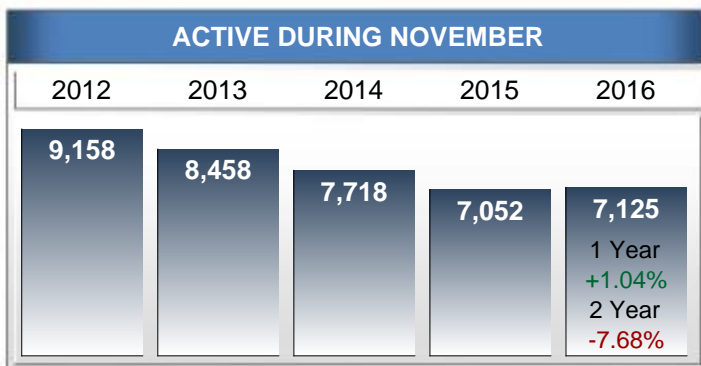
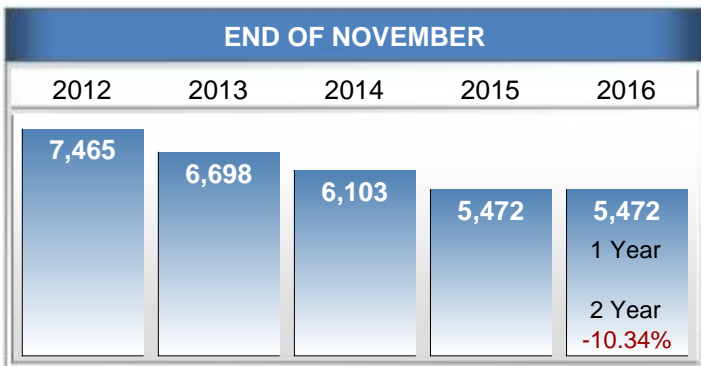
Active Inventory as of Dec 12, 2016



Active Inventory

Report Produced on: Dec 12, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	305	5.57%	80.5	284	20	1	0		
\$25,001 - \$75,000	931	17.01%	78.8	612	263	51	5		
\$75,001 - \$125,000	751	13.72%	79.9	216	472	58	5		
\$125,001 - \$225,000	1,430	26.13%	69.3	224	796	387	23		
\$225,001 - \$325,000	786	14.36%	75.5	75	261	395	55		
\$325,001 - \$525,000	726	13.27%	82.1	77	107	423	119		
\$525,001 and up	543	9.92%	87.2	112	59	191	181		
Total Active Inventory by Units:				5,472	77.3	1,600	1,978	1,506	388
Total Active Inventory by Volume:				1,446,322,546		313.38M	357.14M	511.55M	264.25M
Average Active Inventory Listing Price:				\$264,313		\$195,864	\$180,556	\$339,674	\$681,060



Monthly Inventory Analysis

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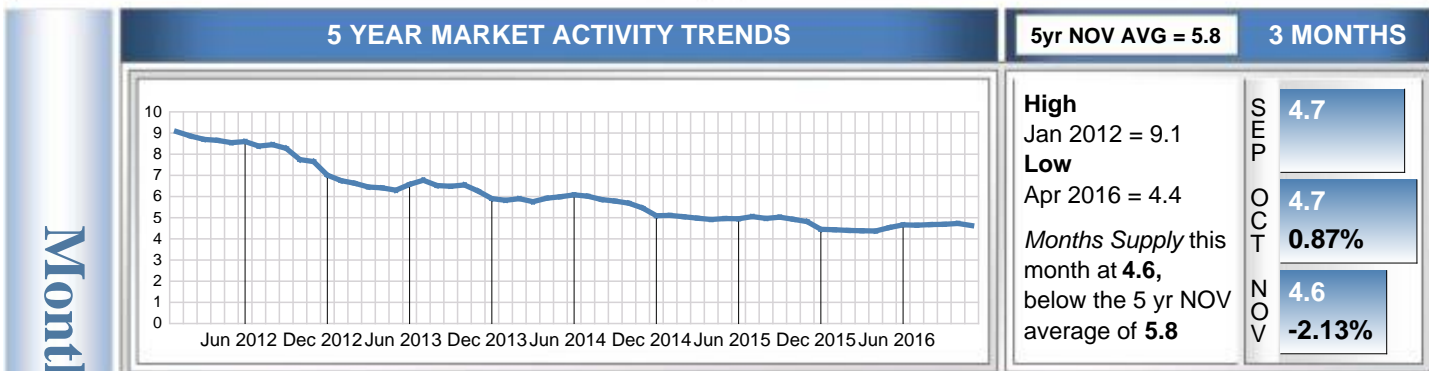
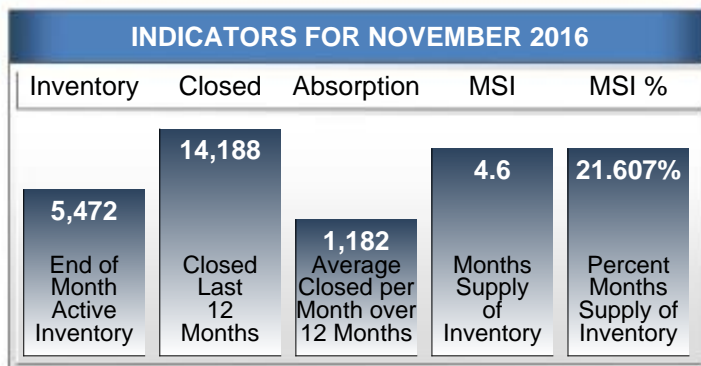
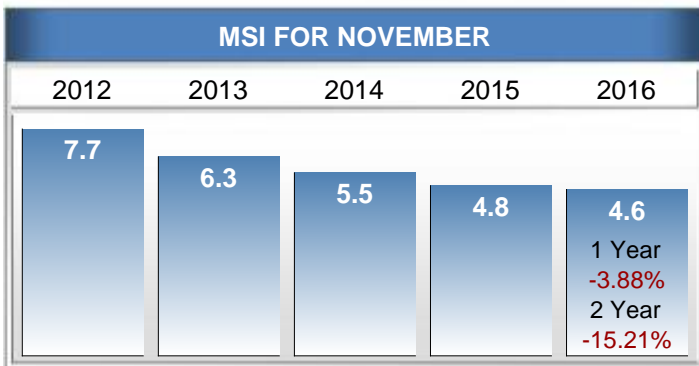
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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



Months Supply

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	305		5.57%	6.9	10.5	1.4	0.4	0.0
\$25,001 - \$75,000	931		17.01%	5.4	8.9	2.9	5.1	4.0
\$75,001 - \$125,000	751		13.72%	3.1	5.2	2.8	2.2	3.3
\$125,001 - \$225,000	1,430		26.13%	3.1	8.0	2.6	3.2	3.2
\$225,001 - \$325,000	786		14.36%	5.0	11.0	4.8	4.9	3.9
\$325,001 - \$525,000	726		13.27%	8.8	23.7	6.4	8.5	9.3
\$525,001 and up	543		9.92%	18.7	61.1	14.4	14.1	18.9
MSI:				4.6	9.0	3.0	5.0	8.3
Total Active Inventory:				5,472	1,600	1,978	1,506	388



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

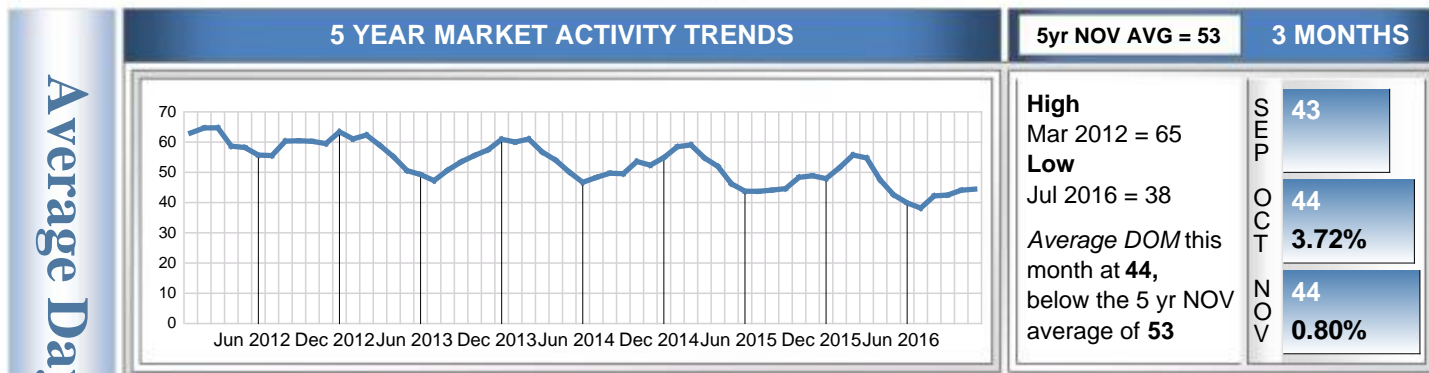
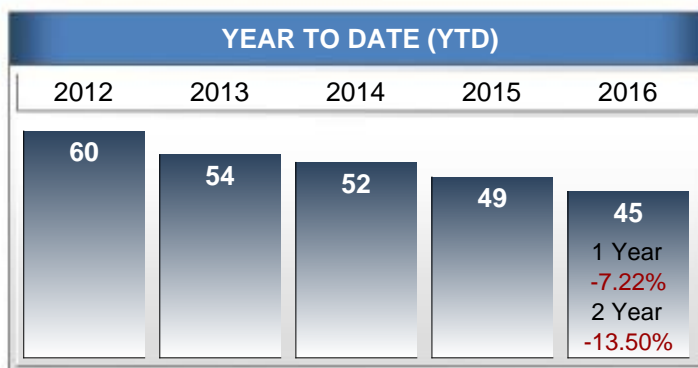
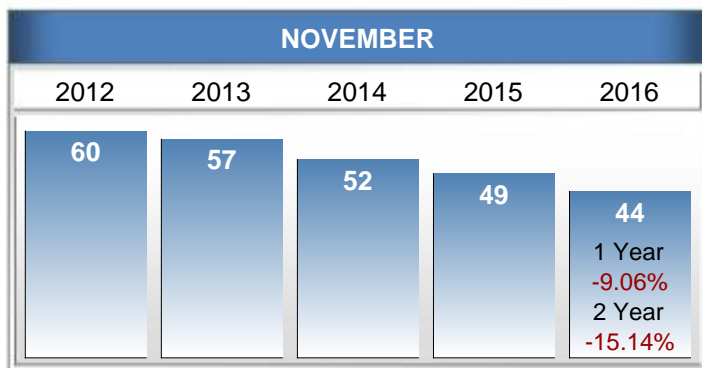
Closed Sales as of Dec 12, 2016



Average Days on Market to Sale

Report Produced on: Dec 12, 2016

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



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	105	10.26%	38.0	41.6	37.2	24.1	14.0
\$50,001 - \$75,000	94	9.19%	36.1	38.1	35.4	48.5	7.5
\$75,001 - \$125,000	185	18.08%	36.6	33.8	36.9	40.3	11.0
\$125,001 - \$175,000	265	25.90%	40.7	40.8	38.5	49.8	14.0
\$175,001 - \$225,000	138	13.49%	49.1	28.1	40.4	62.5	76.0
\$225,001 - \$325,000	133	13.00%	55.4	30.1	46.6	60.1	79.9
\$325,001 and up	103	10.07%	61.8	15.8	31.1	75.7	71.4
Average Closed DOM: 44.4				37.2	38.3	58.4	66.6
Total Closed Units: 1,023				161	562	250	50
Total Closed Volume: 186,552,550				16.19M	83.99M	59.65M	26.72M



Monthly Inventory Analysis

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November 2016

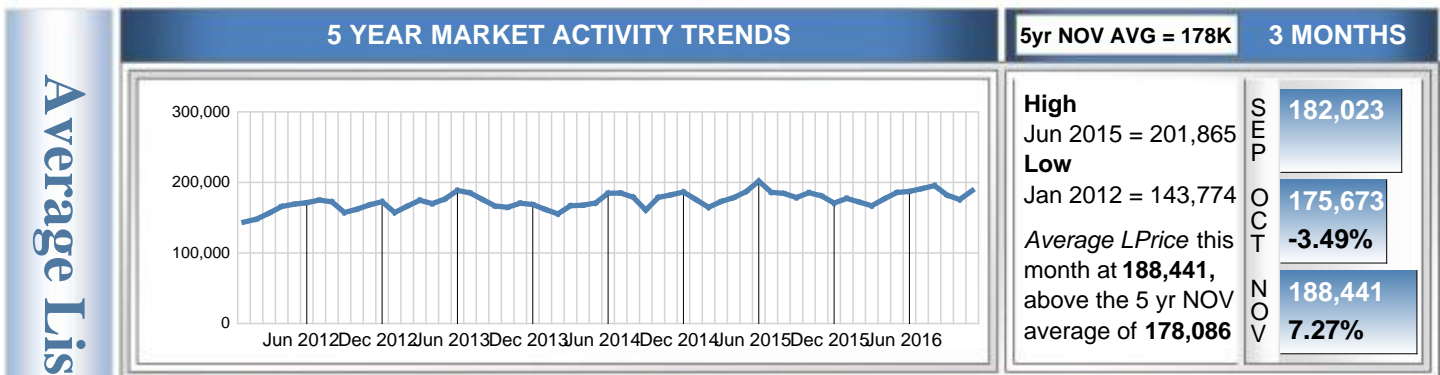
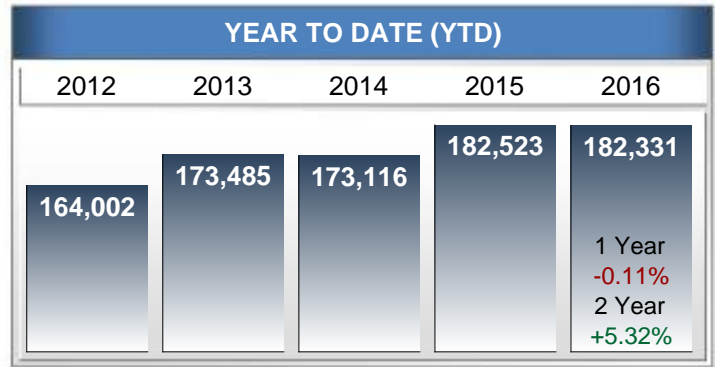
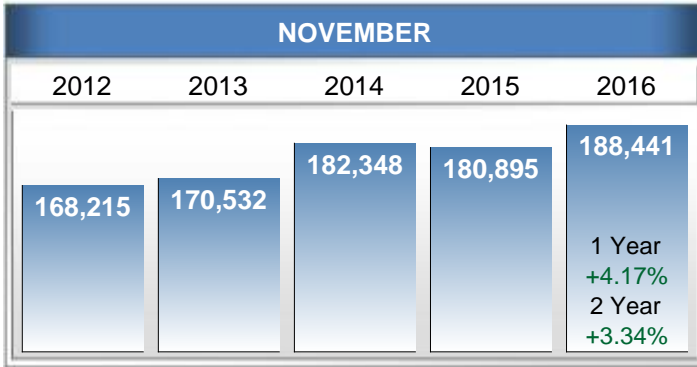
Closed Sales as of Dec 12, 2016



Average List Price at Closing

Report Produced on: Dec 12, 2016

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



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	101	9.87%	31,654	30,135	35,367	36,667	44,950
\$50,001 - \$75,000	83	8.11%	64,492	68,146	68,118	78,700	66,250
\$75,001 - \$125,000	192	18.77%	103,251	102,125	106,931	108,405	120,000
\$125,001 - \$175,000	261	25.51%	150,932	161,102	150,213	158,964	143,500
\$175,001 - \$225,000	138	13.49%	201,158	213,350	204,421	204,721	214,000
\$225,001 - \$325,000	138	13.49%	268,695	284,463	279,440	272,220	276,257
\$325,001 and up	110	10.75%	546,982	583,500	446,402	466,625	798,552
Average List Price:	\$188,441			\$108,545	\$153,722	\$244,728	\$554,510
Total Closed Units:	1,023			161	562	250	50
Total List Volume:	192,775,041			17.48M	86.39M	61.18M	27.73M



Monthly Inventory Analysis

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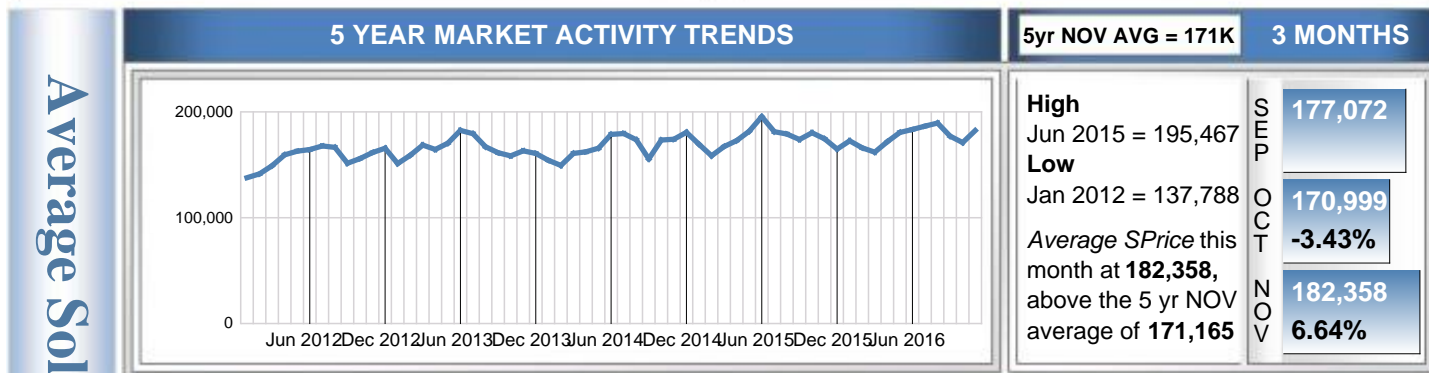
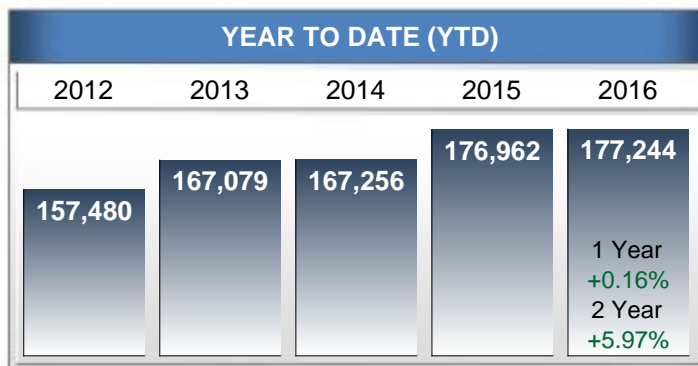
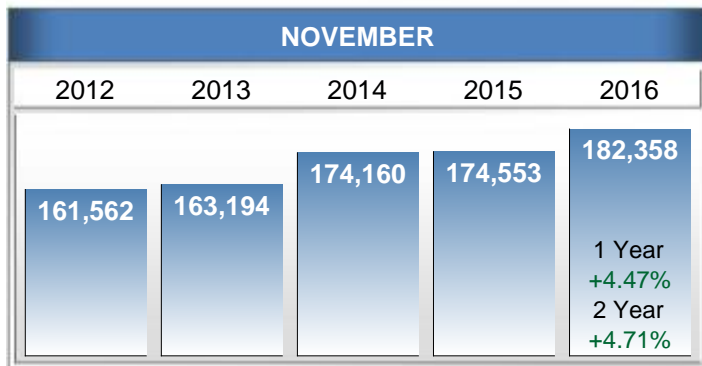
Closed Sales as of Dec 12, 2016



Average Sold Price at Closing

Report Produced on: Dec 12, 2016

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



Average Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	105		10.26%	30,131	27,595	31,927	34,468	47,500
\$50,001 \$75,000	94		9.19%	63,574	62,662	63,540	71,380	61,750
\$75,001 \$125,000	185		18.08%	103,009	97,841	103,854	105,805	95,000
\$125,001 \$175,000	265		25.90%	150,354	154,200	148,131	157,446	138,000
\$175,001 \$225,000	138		13.49%	201,151	202,604	200,419	201,422	216,000
\$225,001 \$325,000	133		13.00%	268,284	272,700	269,212	266,210	271,700
\$325,001 and up	103		10.07%	534,678	462,500	428,985	449,434	767,316
Average Closed Price: \$182,358					\$100,548	\$149,455	\$238,588	\$534,469
Total Closed Units: 1,023					161	562	250	50
Total Closed Volume: 186,552,550					16.19M	83.99M	59.65M	26.72M



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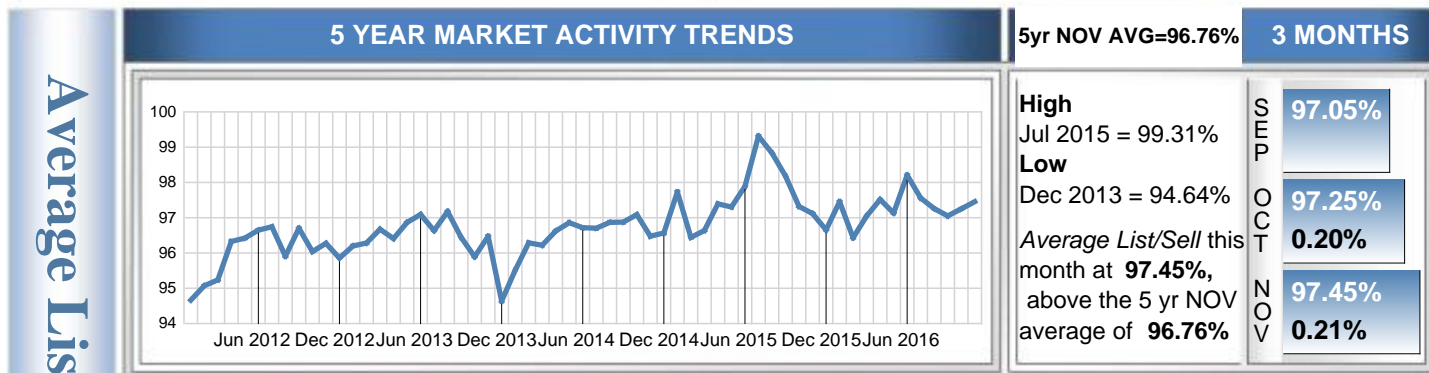
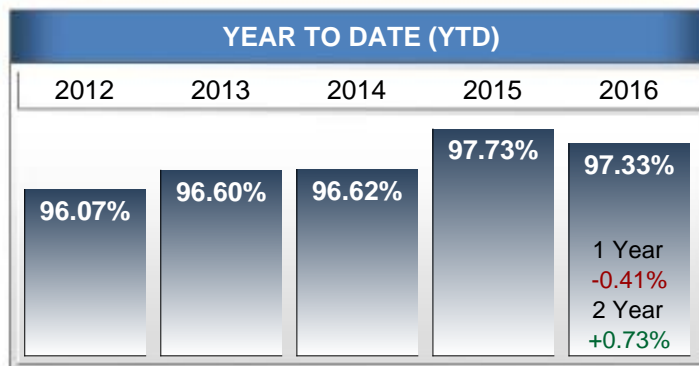
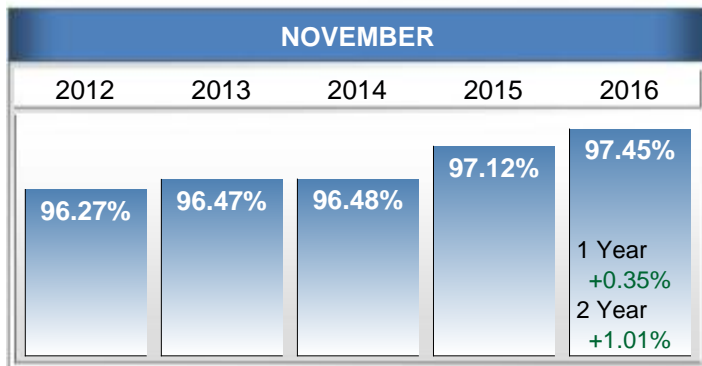
Closed Sales as of Dec 12, 2016



Average Percent of List Price to Selling Price

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	105	10.26%	97.33%	99.32%	94.33%	95.42%	106.99%
\$50,001-\$75,000	94	9.19%	93.83%	93.23%	94.20%	92.28%	93.96%
\$75,001-\$125,000	185	18.08%	97.03%	96.06%	97.28%	97.82%	79.17%
\$125,001-\$175,000	265	25.90%	99.10%	96.09%	99.44%	99.18%	96.17%
\$175,001-\$225,000	138	13.49%	98.09%	95.47%	98.16%	98.51%	100.93%
\$225,001-\$325,000	133	13.00%	97.51%	96.35%	97.00%	97.85%	98.40%
\$325,001 and up	103	10.07%	96.49%	86.37%	96.43%	96.67%	97.64%
Average List/Sell Ratio: 97.50%				96.44%	97.53%	97.88%	97.75%
Total Closed Units: 1,023				161	562	250	50
Total Closed Volume: 186,552,550				16.19M	83.99M	59.65M	26.72M



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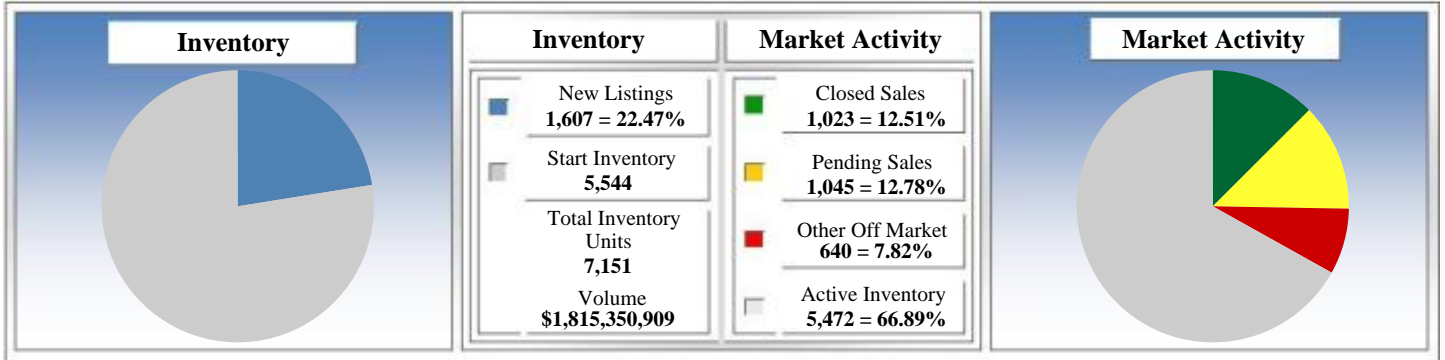
Inventory as of Dec 12, 2016



Market Summary

Report Produced on: Dec 12, 2016

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



Absorption: Last 12 months, an Average of **1,182** Sales/Month

Active Inventory as of November 30, 2016 = **5,472**

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	904	1,023	13.16%	12,595	13,134	4.28%
Pending Sales	958	1,045	9.08%	13,364	13,897	3.99%
New Listings	1,621	1,607	-0.86%	23,507	23,023	-2.06%
Average List Price	180,895	188,441	4.17%	182,523	182,331	-0.11%
Average Sale Price	174,553	182,358	4.47%	176,962	177,244	0.16%
Average Percent of List Price to Selling Price	97.12%	97.45%	0.35%	97.73%	97.33%	-0.41%
Average Days on Market to Sale	48.87	44.44	-9.06%	48.67	45.16	-7.22%
Monthly Inventory	5,474	5,472	-0.04%	5,474	5,472	-0.04%
Months Supply of Inventory	4.82	4.63	-3.92%	4.82	4.63	-3.92%

