



# November 2016

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

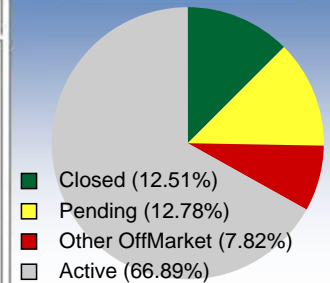


**Absorption:** Last 12 months, an Average of **1,182** Sales/Month

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

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	904	1,023	13.16%
Pending Listings	958	1,045	9.08%
New Listings	1,621	1,607	-0.86%
Median List Price	148,750	149,999	0.84%
Median Sale Price	145,500	148,980	2.39%
Median Percent of List Price to Selling Price	98.01%	98.18%	0.17%
Median Days on Market to Sale	34.00	29.00	-14.71%
End of Month Inventory	5,474	5,472	-0.04%
Months Supply of Inventory	4.82	4.63	-3.92%

## Market Activity



# 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.

### Median Sale Prices 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 **2.39%** in November 2016 to \$148,980 versus the previous year at \$145,500.

### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 5.00 days or **14.71%** in November 2016 compared to last year's same month at **34.00** DOM.

### Sales Success for November 2016 is Positive

Overall, with Median 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.

## What's in this Issue

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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

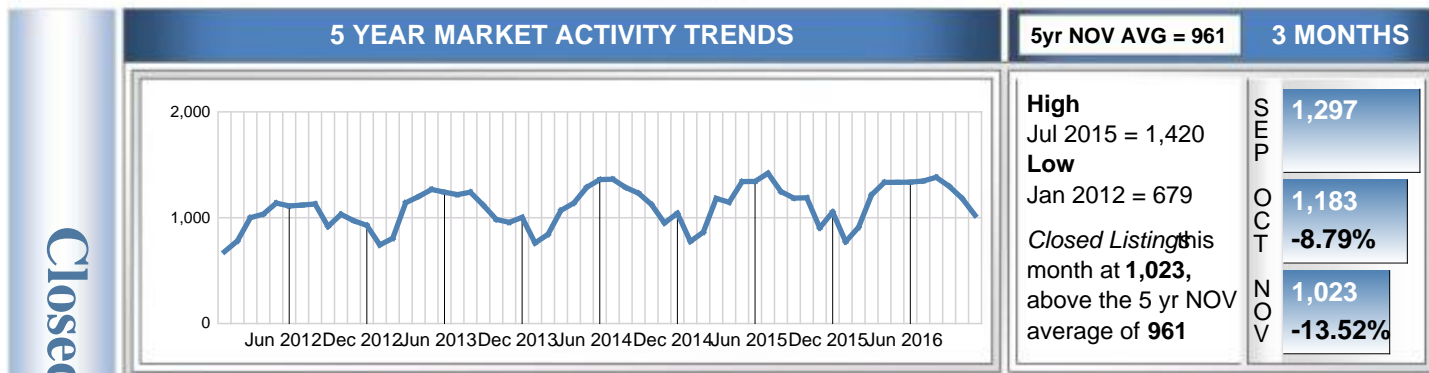
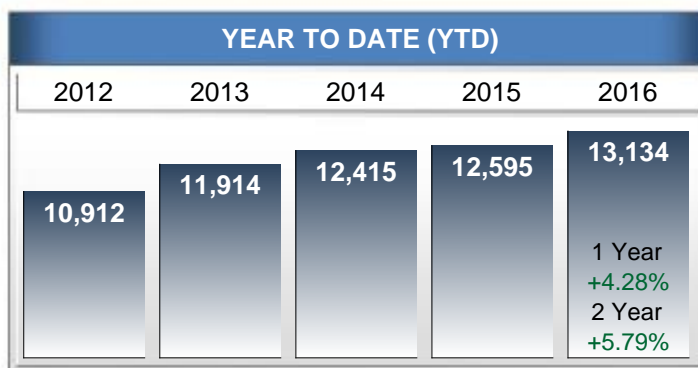
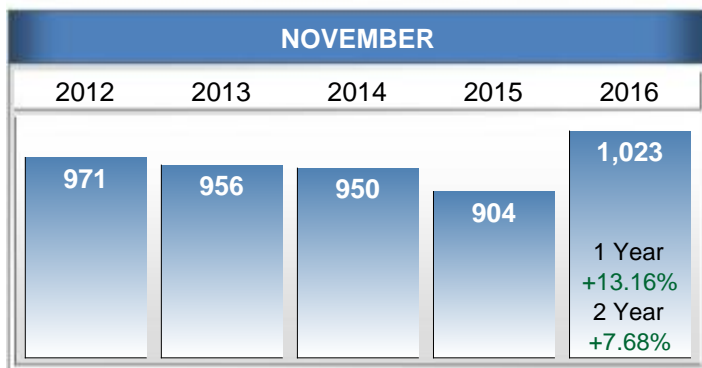
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	<b>105</b>	10.26%	22.0	56	38	9	2	
\$50,001 - \$80,000	<b>110</b>	10.75%	23.5	32	70	6	2	
\$80,001 - \$120,000	<b>147</b>	14.37%	23.0	25	108	13	1	
\$120,001 - \$170,000	<b>269</b>	26.30%	26.0	21	200	47	1	
\$170,001 - \$220,000	<b>141</b>	13.78%	35.0	14	67	59	1	
\$220,001 - \$330,000	<b>149</b>	14.57%	45.0	9	55	71	14	
\$330,001 and up	<b>102</b>	9.97%	38.5	4	24	45	29	
Total Closed Units: 1,023				29.0	161	562	250	50
Total Closed Volume: 186,552,550					16.19M	83.99M	59.65M	26.72M
Median Closed Price: \$148,980					\$70,000	\$138,000	\$214,950	\$377,350

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

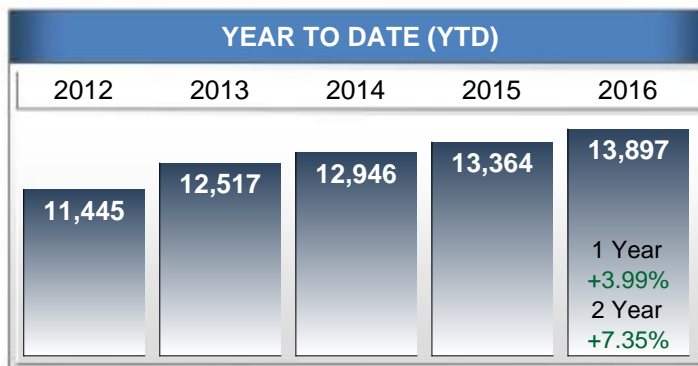
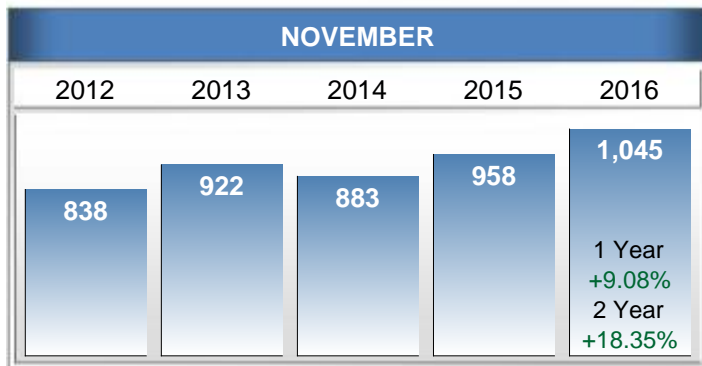
Pending Listings as of Dec 12, 2016



### 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**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	104	9.95%	30.5	64	30	8	2	
\$50,001 - \$80,000	118	11.29%	36.0	32	78	8	0	
\$80,001 - \$120,000	140	13.40%	41.5	22	99	16	3	
\$120,001 - \$170,000	259	24.78%	29.0	23	192	39	5	
\$170,001 - \$230,000	181	17.32%	38.0	7	108	61	5	
\$230,001 - \$330,000	132	12.63%	44.0	9	49	69	5	
\$330,001 and up	111	10.62%	63.0	5	23	54	29	
Total Pending Units: 1,045				39.0	162	579	255	49
Total Pending Volume: 192,328,531					15.63M	90.01M	66.01M	20.68M
Median Listing Price: \$149,000					\$66,450	\$140,000	\$225,000	\$369,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

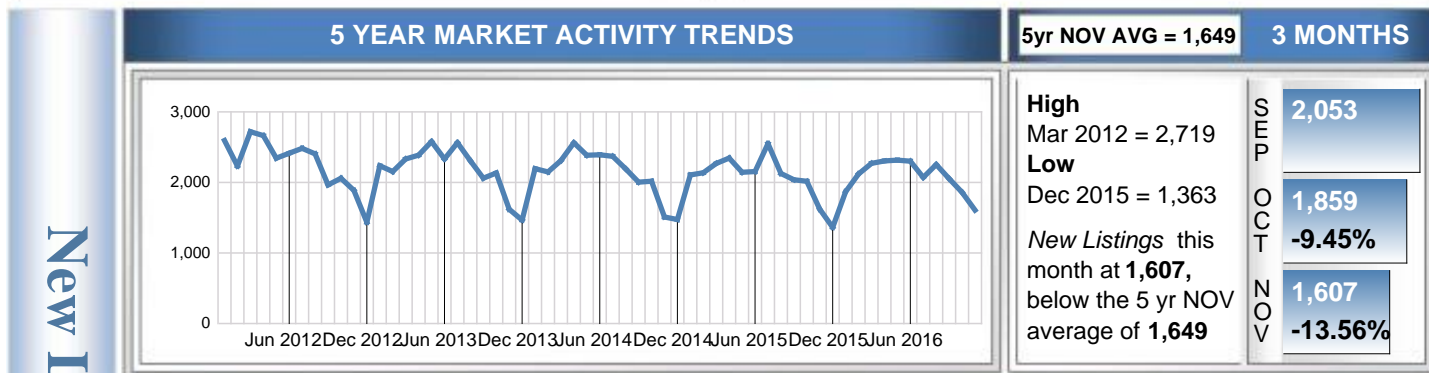
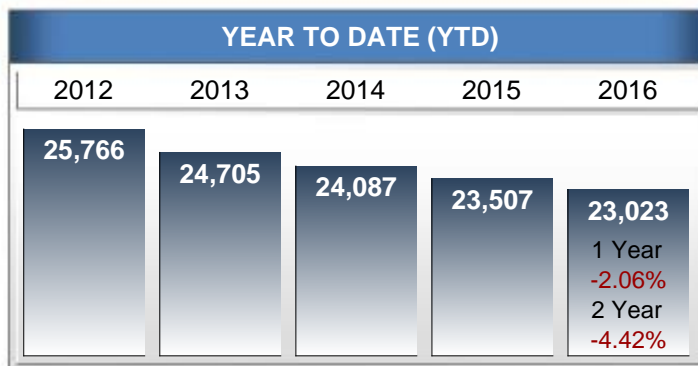
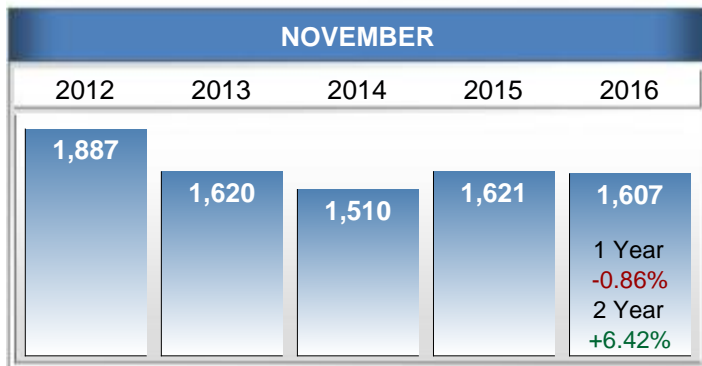
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 2016

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



New Listings

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#### 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
Median New Listed Listing Price:			\$157,900	\$65,000	\$139,900	\$259,900	\$397,400



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

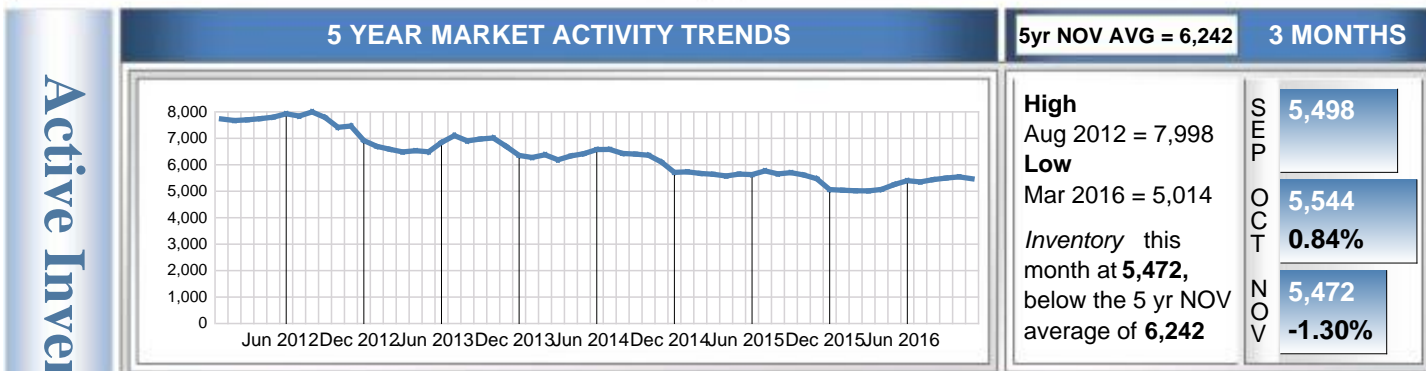
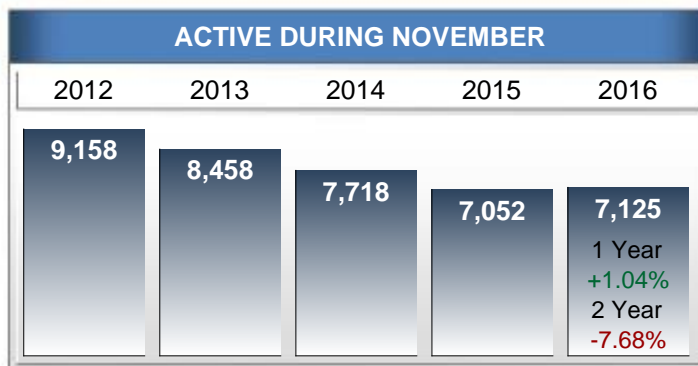
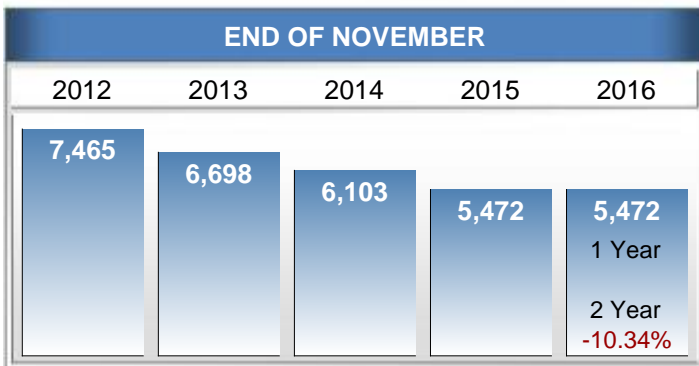
Active Inventory as of Dec 12, 2016



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	305	5.57%	68.0	284	20	1	0		
\$25,001 - \$75,000	931	17.01%	72.0	612	263	51	5		
\$75,001 - \$125,000	751	13.72%	63.0	216	472	58	5		
\$125,001 - \$225,000	1,430	26.13%	58.0	224	796	387	23		
\$225,001 - \$325,000	786	14.36%	68.0	75	261	395	55		
\$325,001 - \$525,000	726	13.27%	76.0	77	107	423	119		
\$525,001 and up	543	9.92%	83.0	112	59	191	181		
Total Active Inventory by Units:				5,472	68.0	1,600	1,978	1,506	388
Total Active Inventory by Volume:				1,446,322,546		313.38M	357.14M	511.55M	264.25M
Median Active Inventory Listing Price:				\$172,000		\$65,000	\$149,000	\$289,999	\$489,814



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

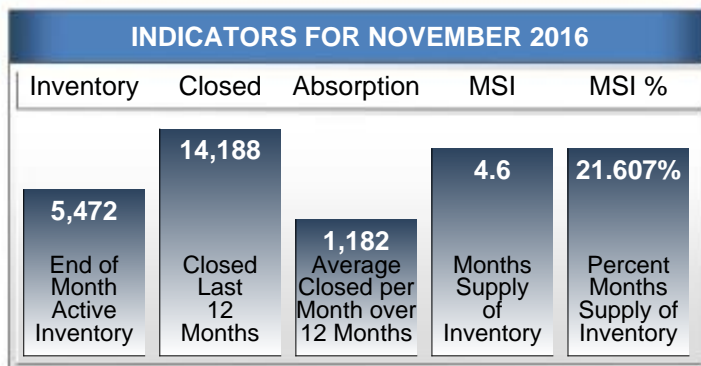
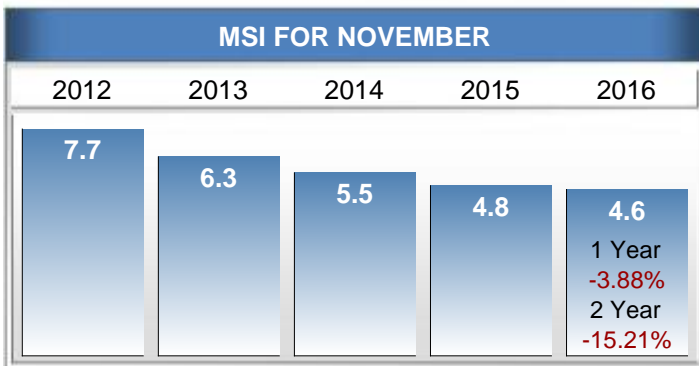
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

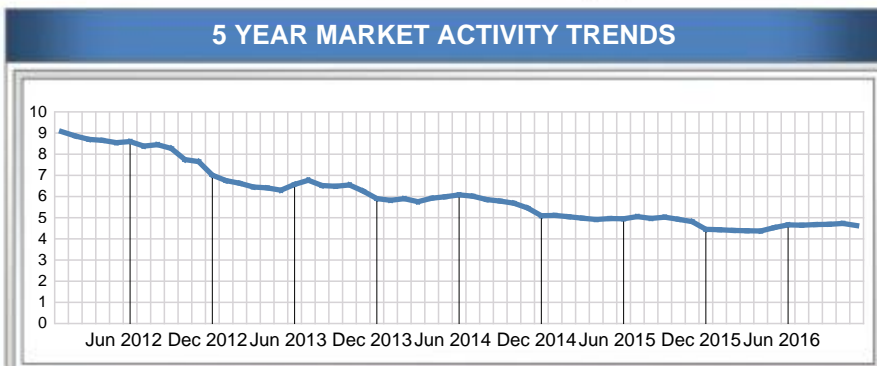
Report Produced on: Dec 12, 2016

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



Months Supply

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#### 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

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## November 2016

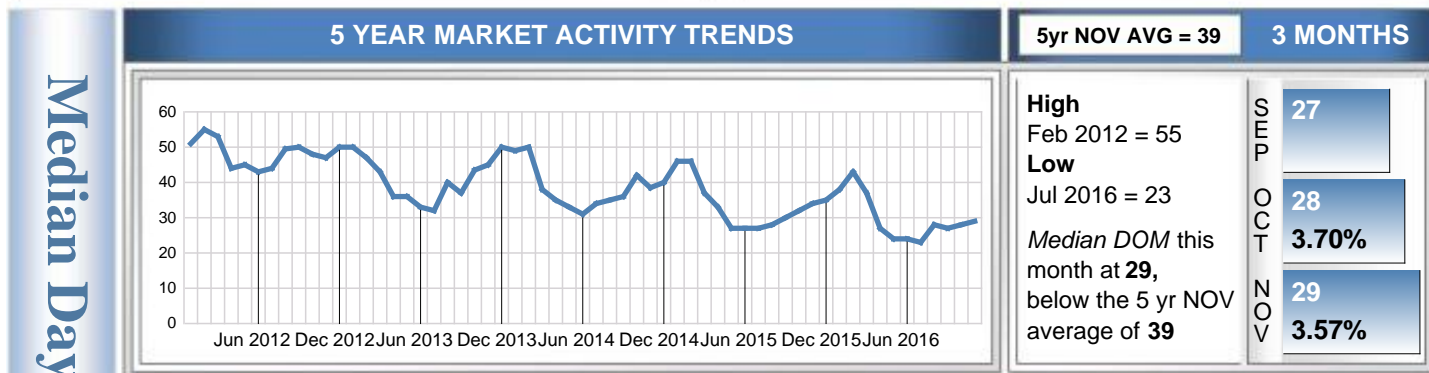
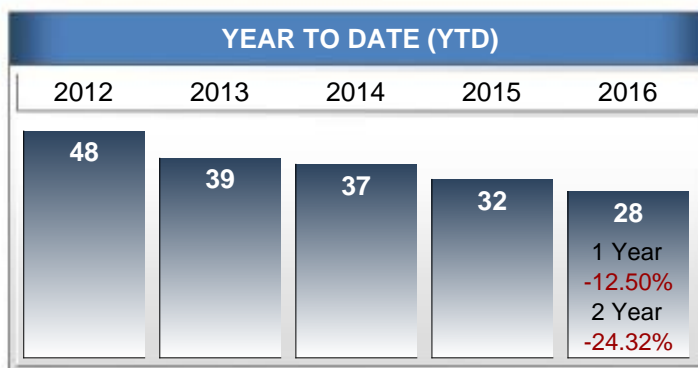
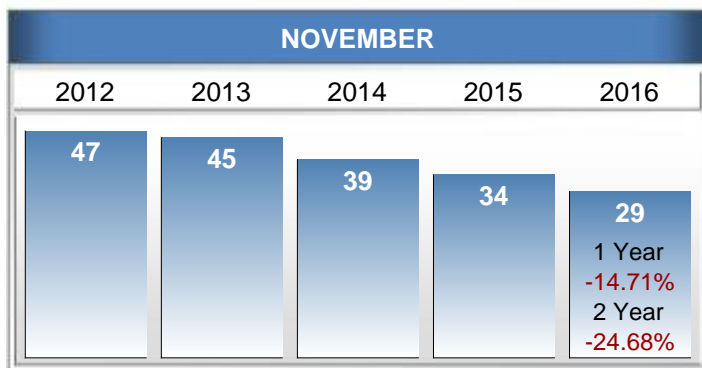
Closed Sales as of Dec 12, 2016



### Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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



Median Days on Market

Ready to Buy or Sell Real Estate?  
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#### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	<b>105</b>			10.26%	22.0	27.5	18.5	9.0	14.0
\$50,001 \$80,000	<b>110</b>			10.75%	23.5	28.0	21.5	28.0	7.5
\$80,001 \$120,000	<b>147</b>			14.37%	23.0	25.0	20.5	15.0	11.0
\$120,001 \$170,000	<b>269</b>			26.30%	26.0	29.0	25.0	42.0	14.0
\$170,001 \$220,000	<b>141</b>			13.78%	35.0	7.0	37.0	41.0	76.0
\$220,001 \$330,000	<b>149</b>			14.57%	45.0	9.0	30.0	54.0	68.5
\$330,001 and up	<b>102</b>			9.97%	38.5	16.5	19.5	67.0	67.0
Median Closed DOM:	29.0					26.0	24.0	48.0	63.5
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

Data from the Greater Tulsa Association of REALTORS®

## November 2016

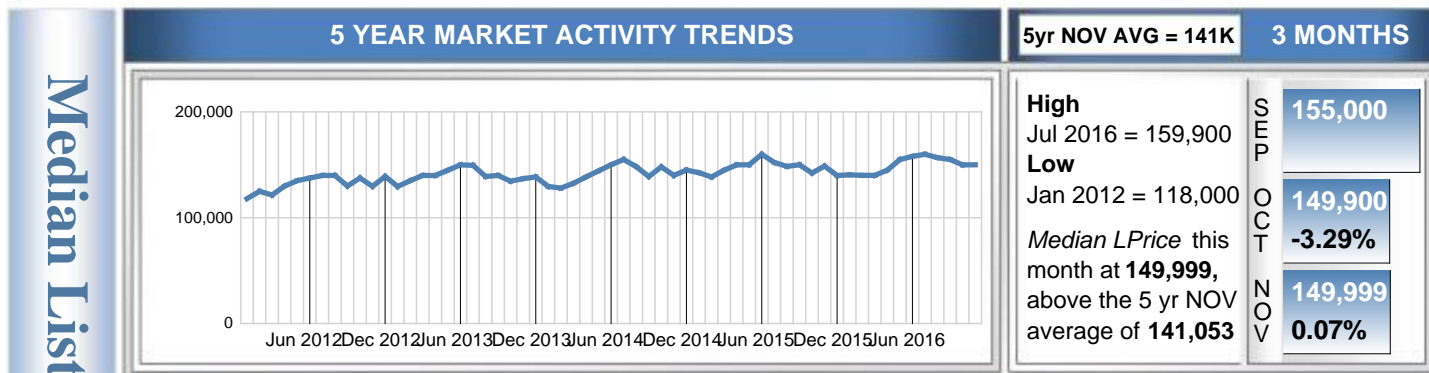
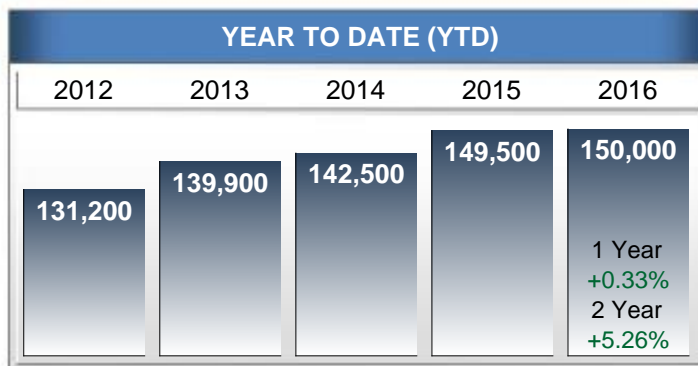
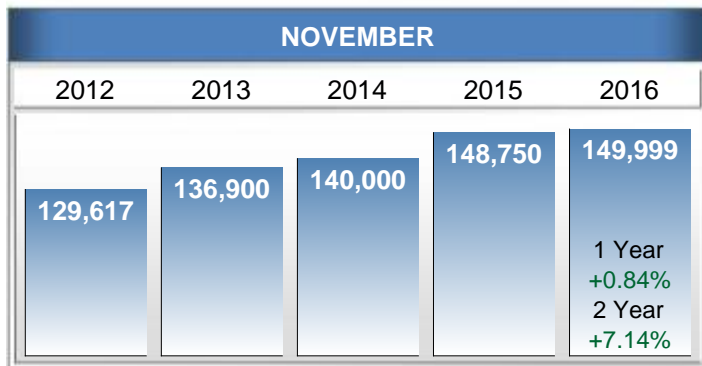
Closed Sales as of Dec 12, 2016



### Median List Price at Closing

Report Produced on: Dec 12, 2016

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



Median List Price

Ready to Buy or Sell Real Estate?  
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#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	101		9.87%	34,900	29,900	35,480	35,400	44,950
\$50,001 - \$80,000	98		9.58%	66,100	67,900	65,950	60,000	66,250
\$80,001 - \$120,000	156		15.25%	102,250	99,000	102,700	95,000	120,000
\$120,001 - \$170,000	263		25.71%	147,000	145,000	145,000	155,900	143,500
\$170,001 - \$220,000	145		14.17%	197,500	190,000	197,500	199,900	214,000
\$220,001 - \$330,000	154		15.05%	260,000	245,000	256,900	259,950	279,900
\$330,001 and up	106		10.36%	437,500	372,450	425,000	414,000	539,900
Median List Price:		\$149,999			\$79,000	\$139,975	\$217,000	\$382,450
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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## November 2016

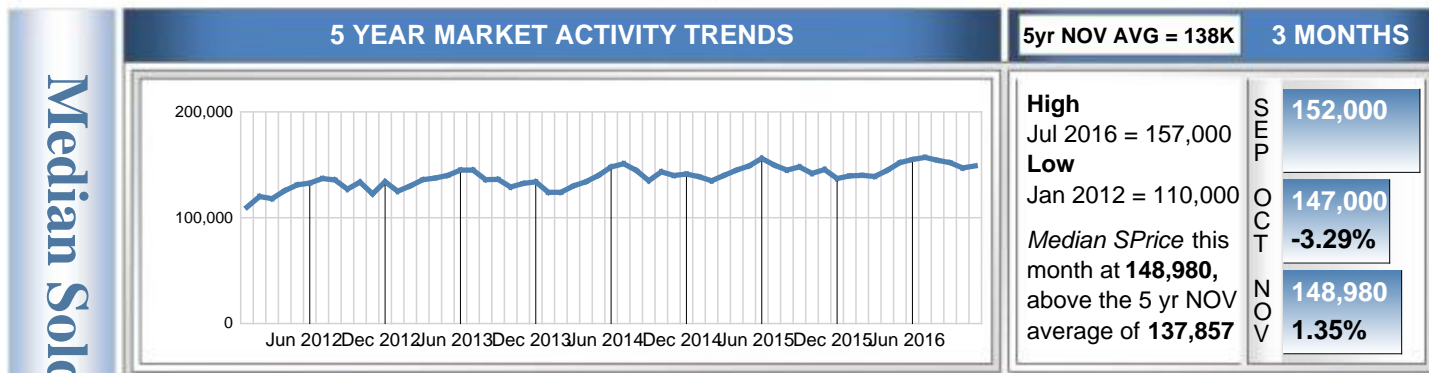
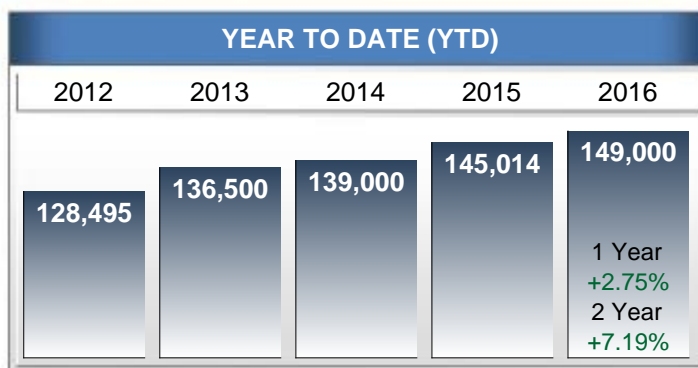
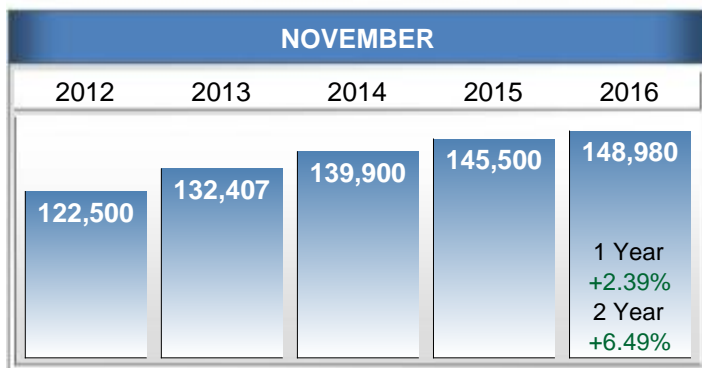
Closed Sales as of Dec 12, 2016



### Median Sold Price at Closing

Report Produced on: Dec 12, 2016

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



Median Sold Price

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#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	105		10.26%	31,000	29,500	32,847	38,500	47,500
\$50,001 \$80,000	110		10.75%	65,025	63,500	65,475	74,760	61,750
\$80,001 \$120,000	147		14.37%	105,000	98,000	105,000	106,000	95,000
\$120,001 \$170,000	269		26.30%	147,000	150,000	145,000	155,000	138,000
\$170,001 \$220,000	141		13.78%	195,000	199,750	195,000	193,000	216,000
\$220,001 \$330,000	149		14.57%	260,000	268,600	255,000	259,900	277,000
\$330,001 and up	102		9.97%	419,405	355,000	391,000	405,000	521,250
Median Closed Price:	\$148,980				\$70,000	\$138,000	\$214,950	\$377,350
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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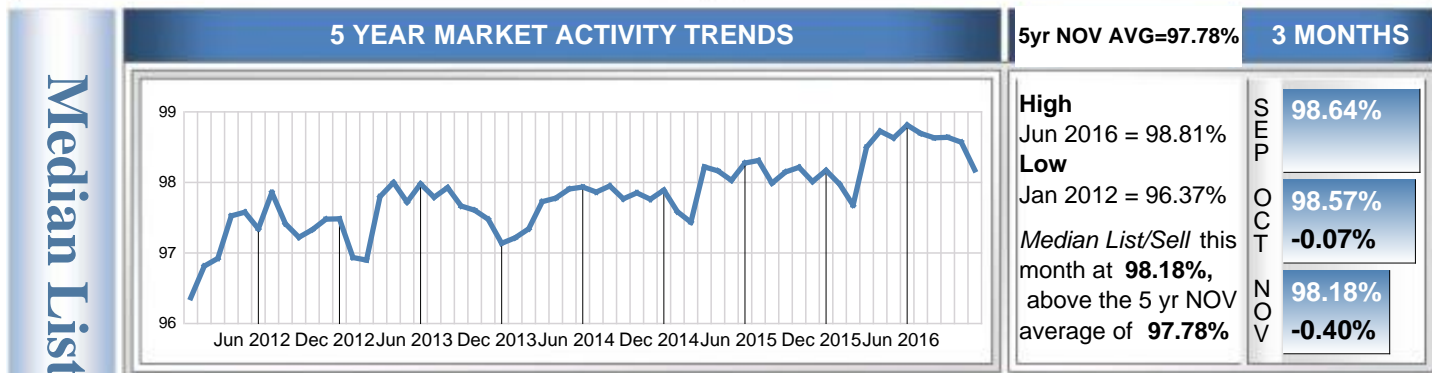
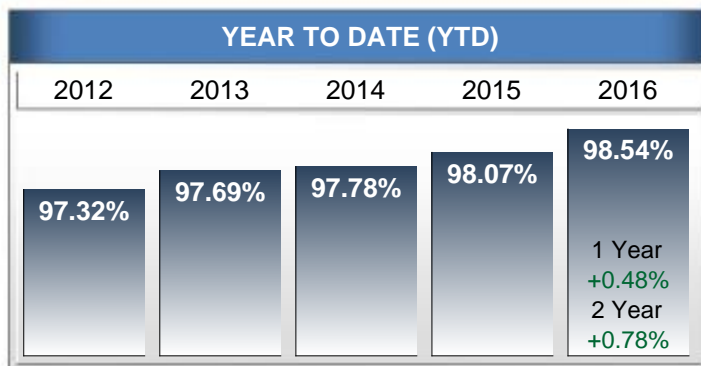
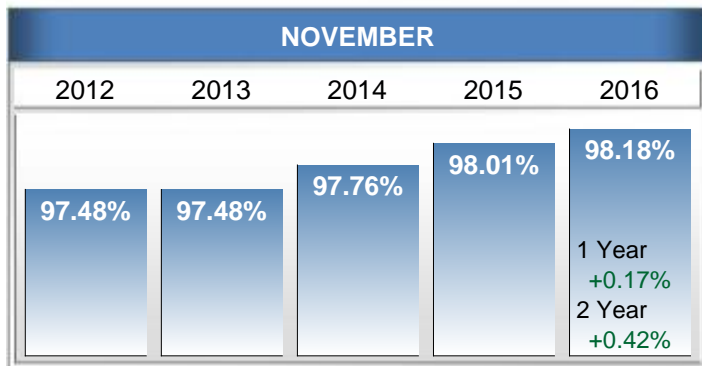
Closed Sales as of Dec 12, 2016



### Median Percent of List Price to Selling Price

Report Produced on: Dec 12, 2016

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



Median List/Sell Price

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

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	105	10.26%	91.11%	91.54%	90.08%	92.75%	106.99%
\$50,001 \$80,000	110	10.75%	94.98%	95.87%	94.98%	91.88%	93.96%
\$80,001 \$120,000	147	14.37%	98.33%	97.70%	98.95%	99.25%	79.17%
\$120,001 \$170,000	269	26.30%	99.23%	96.57%	99.20%	100.00%	96.17%
\$170,001 \$220,000	141	13.78%	98.86%	95.57%	98.86%	99.56%	100.93%
\$220,001 \$330,000	149	14.57%	98.24%	98.18%	98.24%	98.11%	98.44%
\$330,001 and up	102	9.97%	97.51%	89.42%	97.08%	97.44%	97.66%
Median List/Sell Ratio:	98.18%			95.00%	98.46%	98.52%	97.82%
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

Data from the Greater Tulsa Association of REALTORS®

## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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**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%
Median List Price	148,750	149,999	0.84%	149,500	150,000	0.33%
Median Sale Price	145,500	148,980	2.39%	145,014	149,000	2.75%
Median Percent of List Price to Selling Price	98.01%	98.18%	0.17%	98.07%	98.54%	0.48%
Median Days on Market to Sale	34.00	29.00	-14.71%	32.00	28.00	-12.50%
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%

