



October 2016

Area Delimited by County Of Rogers

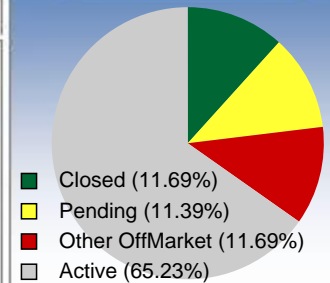


Absorption: Last 12 months, an Average of **114** Sales/Month

Active Inventory as of October 31, 2016 = **653**

	OCTOBER		
	2015	2016	+/-%
Closed Listings	140	117	-16.43%
Pending Listings	105	114	8.57%
New Listings	249	198	-20.48%
Average List Price	159,955	187,811	17.42%
Average Sale Price	155,491	183,599	18.08%
Average Percent of List Price to Selling Price	96.39%	100.20%	3.95%
Average Days on Market to Sale	53.93	51.96	-3.66%
End of Month Inventory	756	653	-13.62%
Months Supply of Inventory	6.47	5.74	-11.35%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 decreased **13.62%** to 653 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **5.74** 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 **18.08%** in October 2016 to \$183,599 versus the previous year at \$155,491.

Average Days on Market Shortens

The average number of **51.96** days that homes spent on the market before selling decreased by 1.97 days or **3.66%** in October 2016 compared to last year's same month at **53.93** DOM.

Sales Success for October 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 198 New Listings in October 2016, down **20.48%** from last year at 249. Furthermore, there were 117 Closed Listings this month versus last year at 140, a **-16.43%** decrease.

Closed versus Listed trends yielded a **59.1%** ratio, up from last year's October 2016 at **56.2%**, a **5.10%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

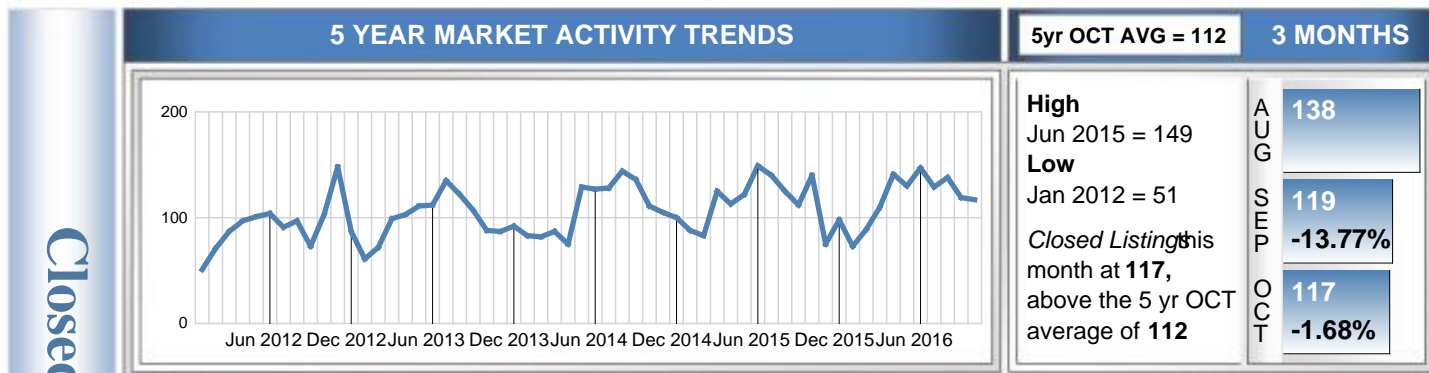
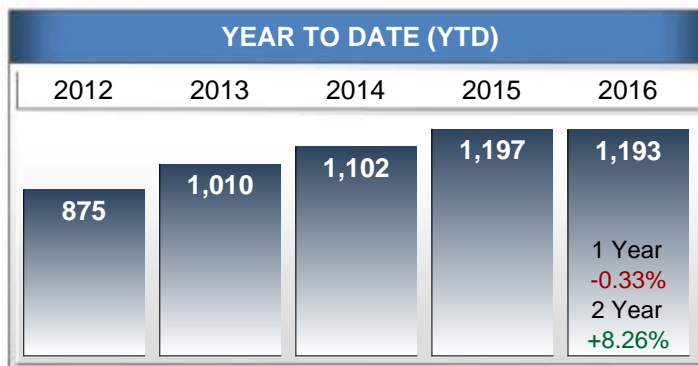
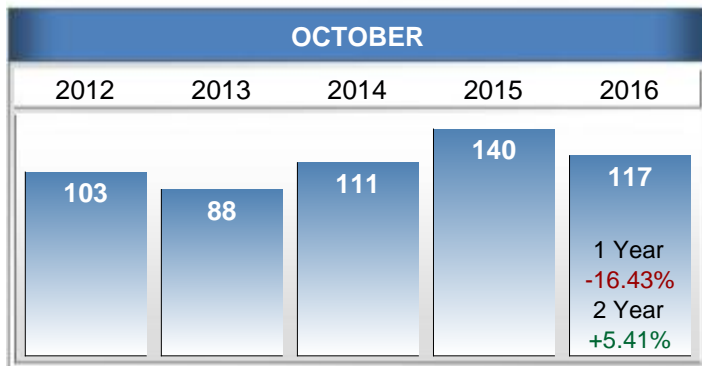
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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	8	6.84%	48.0	5	3	0	0
\$50,001 - \$100,000	16	13.68%	58.9	4	9	3	0
\$100,001 - \$125,000	10	8.55%	56.1	2	7	1	0
\$125,001 - \$175,000	37	31.62%	44.1	1	30	6	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$250,000	31	26.50%	47.8	2	16	13	0
\$250,001 and up	15	12.82%	71.9	1	3	6	5
Total Closed Units: 117				52.0			
Total Closed Volume: 21,481,074				1.70M 10.52M 6.10M 3.16M			
Average Closed Price: \$183,599				\$113,500 \$154,645 \$210,472 \$631,800			

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

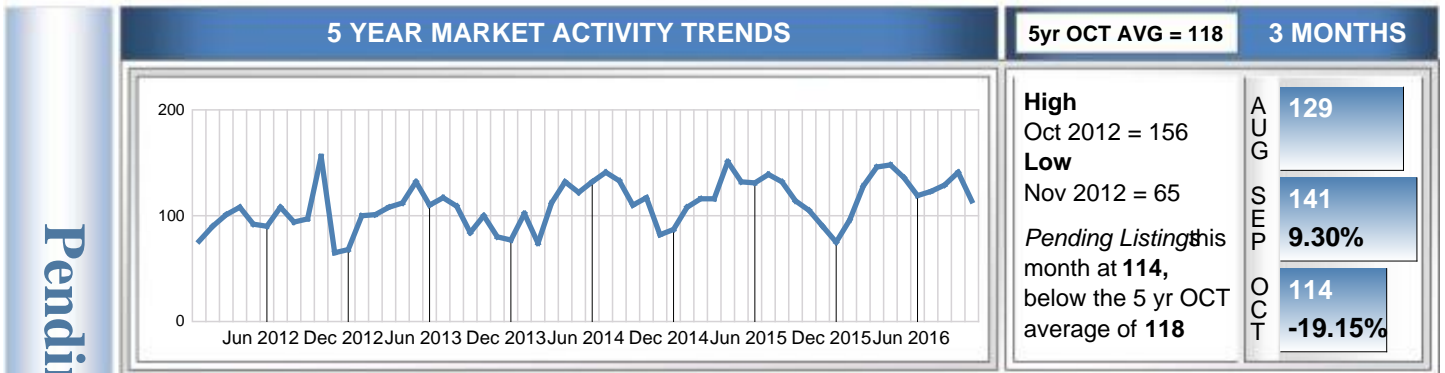
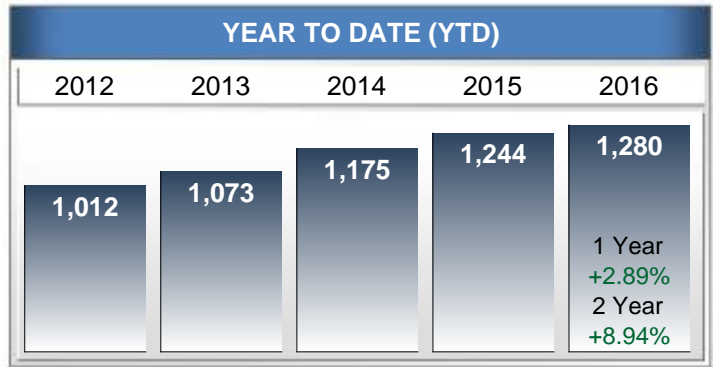
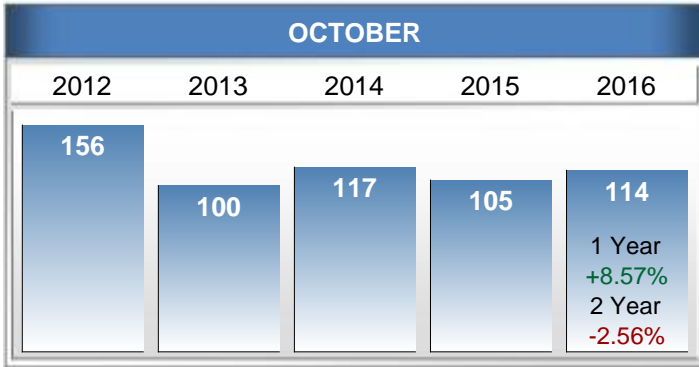
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$75,000 and less	10	8.77%	51.0	6	4	0	0
\$75,001 - \$100,000	9	7.89%	43.4	3	5	1	0
\$100,001 - \$125,000	10	8.77%	55.5	1	9	0	0
\$125,001 - \$175,000	40	35.09%	57.6	1	30	9	0
\$175,001 - \$225,000	19	16.67%	44.9	0	7	11	1
\$225,001 - \$275,000	12	10.53%	70.3	0	5	6	1
\$275,001 and up	14	12.28%	70.6	0	2	9	3
Total Pending Units: 114				11	62	36	5
Total Pending Volume: 21,034,808				791.58K	9.63M	8.60M	2.01M
Average Listing Price: \$181,644				\$71,961	\$155,330	\$238,980	\$401,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

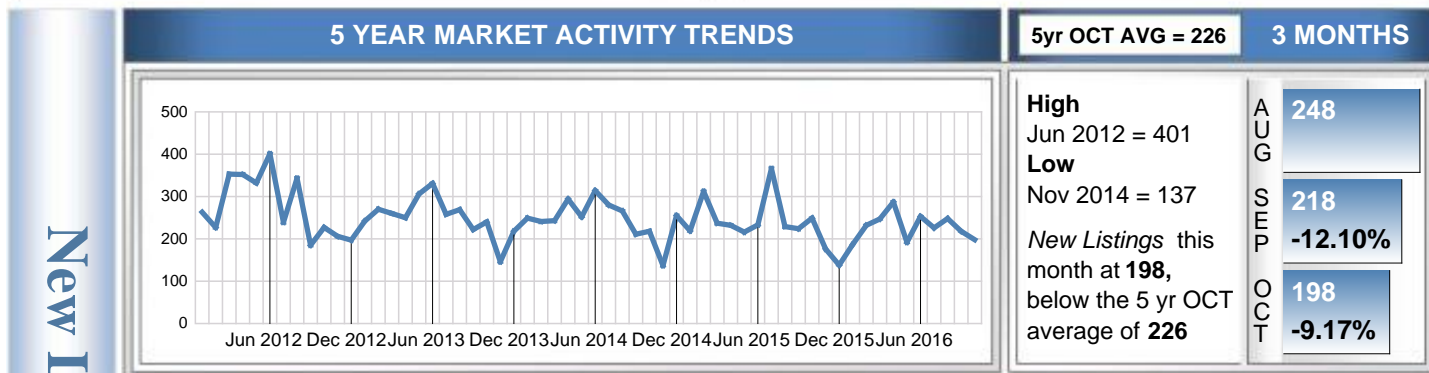
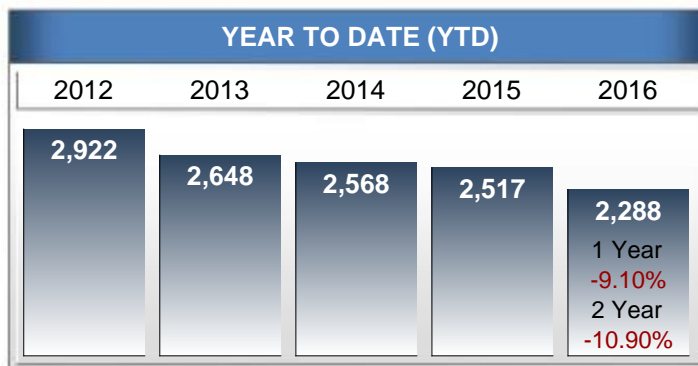
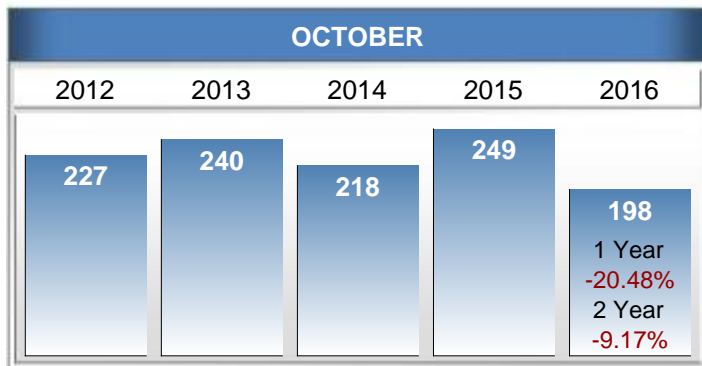
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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+
\$30,000 and less	14	7.07%	13	1	0	0
\$30,001 - \$60,000	27	13.64%	25	1	0	1
\$60,001 - \$120,000	30	15.15%	10	19	1	0
\$120,001 - \$180,000	48	24.24%	5	33	10	0
\$180,001 - \$240,000	32	16.16%	6	17	8	1
\$240,001 - \$370,000	26	13.13%	2	10	12	2
\$370,001 and up	21	10.61%	4	3	10	4
Total New Listed Units:	198		65	84	41	8
Total New Listed Volume:	39,550,896		7.10M	14.77M	11.31M	6.37M
Average New Listed Listing Price:	\$0		\$109,304	\$175,775	\$275,921	\$796,038



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

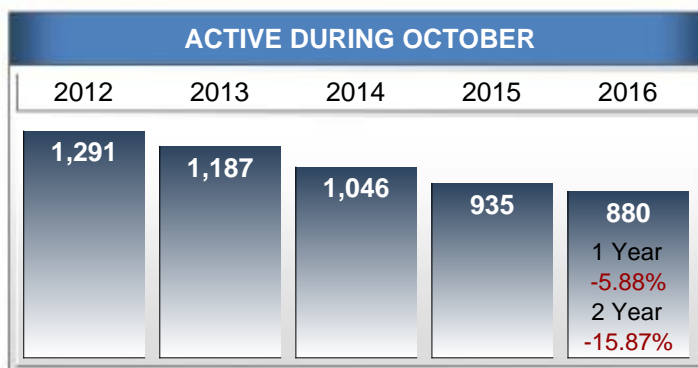
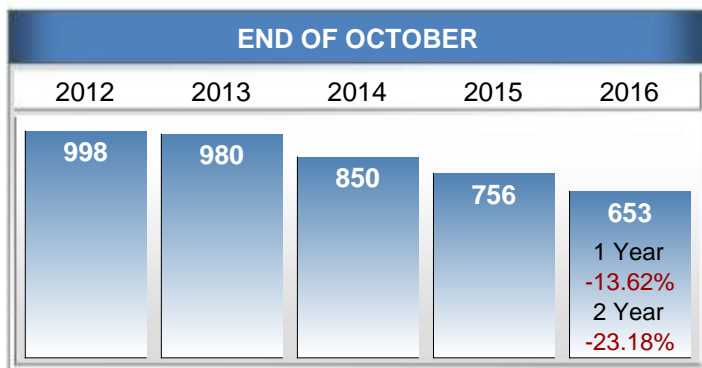
Active Inventory as of Nov 15, 2016



Active Inventory

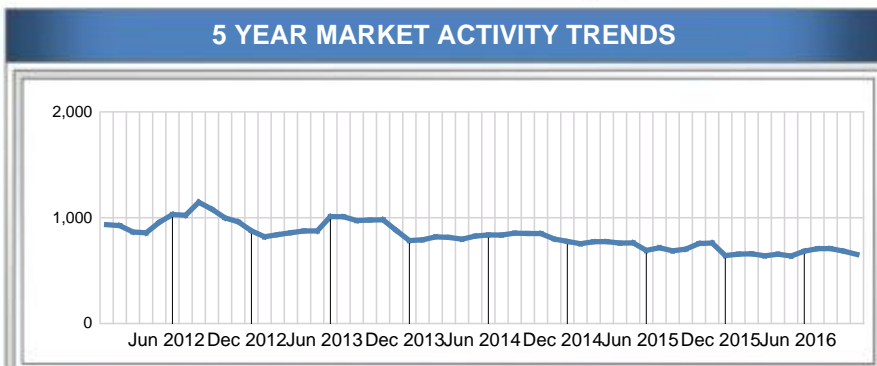
Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



Active Inventory

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5yr OCT AVG = 847 **3 MONTHS**

High
Aug 2012 = 1,146

Low
May 2016 = 638

Inventory this month at **653**, below the 5 yr OCT average of **847**

AUG	708
SEP	684
OCT	653
-3.39%	
-4.53%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	42	6.43%	79.8	41	1	0	0
\$25,001 - \$75,000	87	13.32%	65.4	72	12	2	1
\$75,001 - \$125,000	94	14.40%	78.0	30	60	4	0
\$125,001 - \$225,000	189	28.94%	69.1	26	119	42	2
\$225,001 - \$300,000	88	13.48%	81.0	7	31	47	3
\$300,001 - \$475,000	88	13.48%	84.3	8	11	57	12
\$475,001 and up	65	9.95%	81.6	12	6	26	21
Total Active Inventory by Units:		653	75.5	196	240	178	39
Total Active Inventory by Volume:		161,984,393		25.42M	44.31M	58.54M	33.71M
Average Active Inventory Listing Price:		\$248,062		\$129,695	\$184,616	\$328,886	\$864,479



Monthly Inventory Analysis

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October 2016

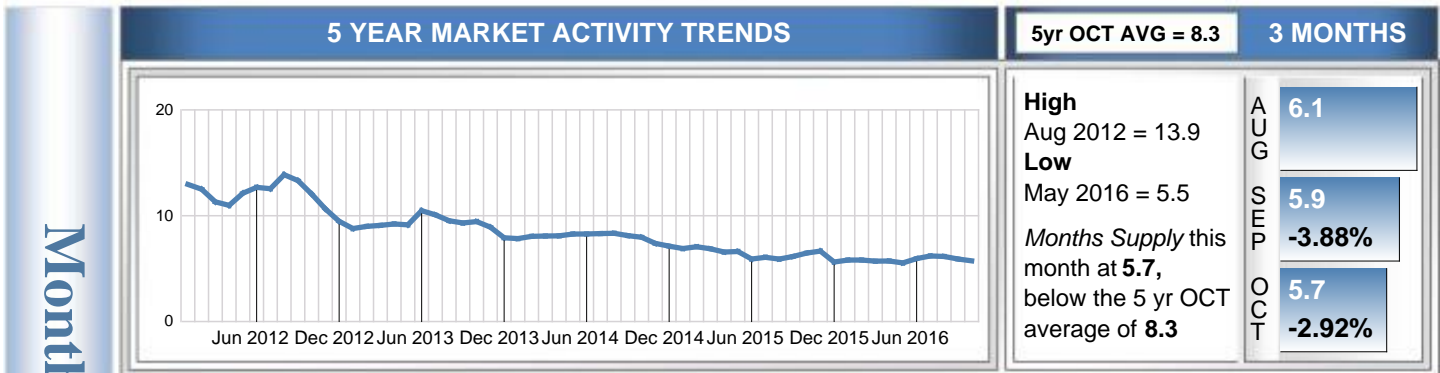
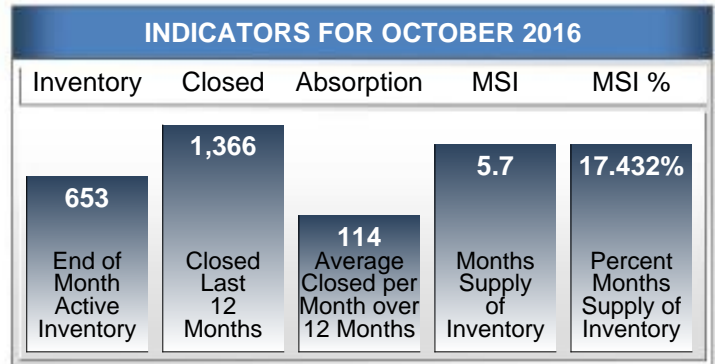
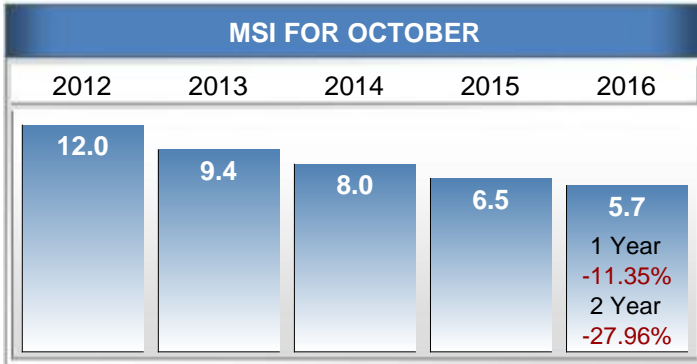
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



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	42	6.43%	13.6	15.9	3.0	0.0	0.0
\$25,001 - \$75,000	87	13.32%	6.2	11.5	1.8	1.7	12.0
\$75,001 - \$125,000	94	14.40%	4.3	9.5	3.8	1.4	0.0
\$125,001 - \$225,000	189	28.94%	3.8	14.2	3.4	3.3	4.0
\$225,001 - \$300,000	88	13.48%	6.8	12.0	5.7	8.3	2.4
\$300,001 - \$475,000	88	13.48%	9.3	32.0	9.4	9.2	6.5
\$475,001 and up	65	9.95%	25.2	0.0	72.0	16.4	22.9
MSI:			5.7	13.4	3.7	5.9	8.4
Total Active Inventory:			653	196	240	178	39



Monthly Inventory Analysis

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October 2016

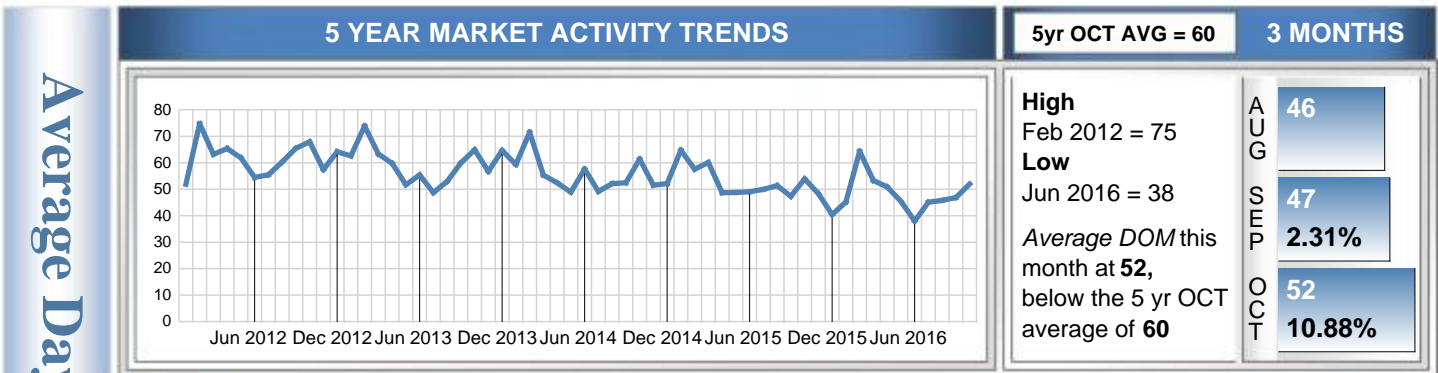
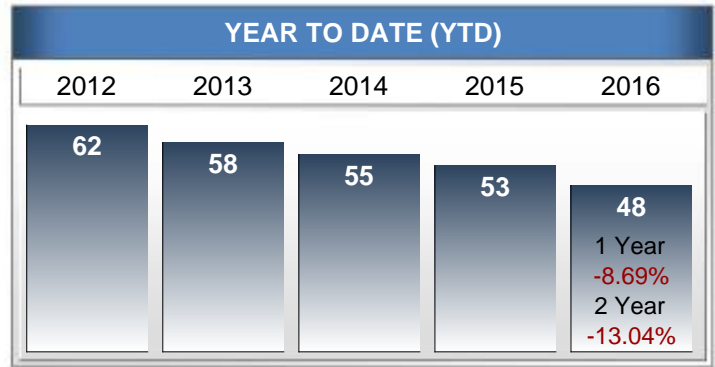
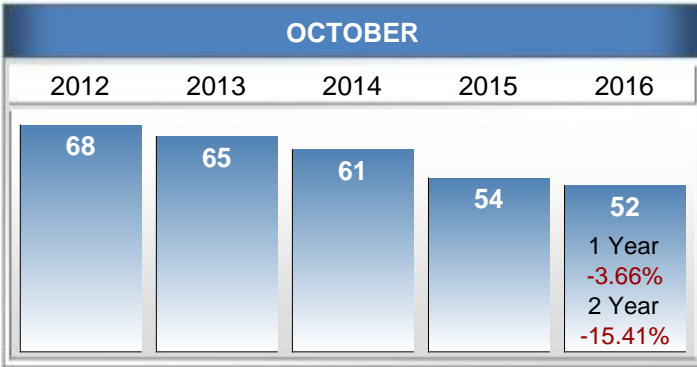
Closed Sales as of Nov 15, 2016



Average Days on Market to Sale

Report Produced on: Nov 15, 2016

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Average Days on Market

Ready to Buy or Sell Real Estate?
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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	8	6.84%	48.0	70.8	10.0	0.0	0.0
\$50,001 - \$100,000	16	13.68%	58.9	66.5	65.4	29.0	0.0
\$100,001 - \$125,000	10	8.55%	56.1	83.0	37.4	133.0	0.0
\$125,001 - \$175,000	37	31.62%	44.1	77.0	41.6	51.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$250,000	31	26.50%	47.8	17.5	49.4	50.5	0.0
\$250,001 and up	15	12.82%	71.9	148.0	93.7	70.3	45.4
Average Closed DOM: 52.0				69.7	47.1	55.3	45.4
Total Closed Units: 117				15	68	29	5
Total Closed Volume: 21,481,074				1.70M	10.52M	6.10M	3.16M



Monthly Inventory Analysis

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October 2016

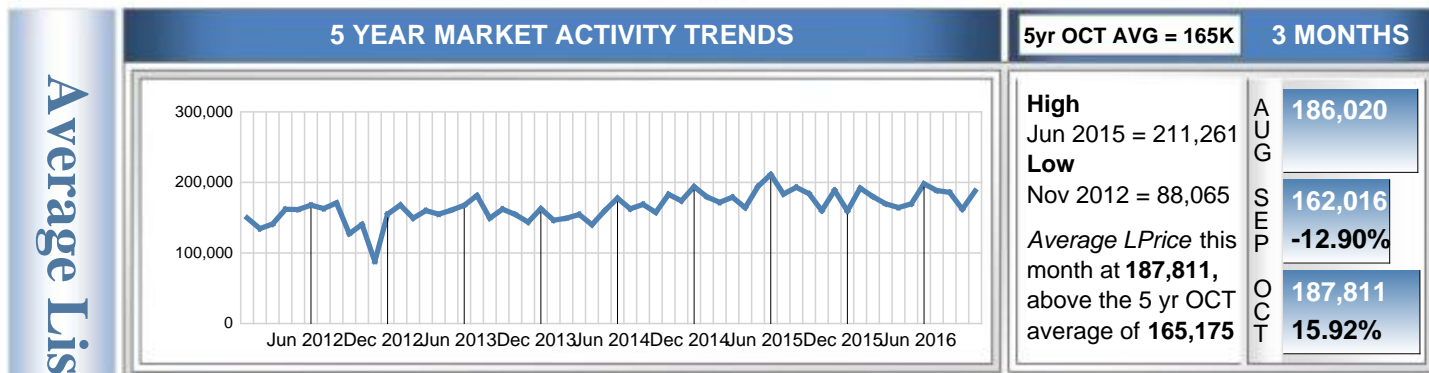
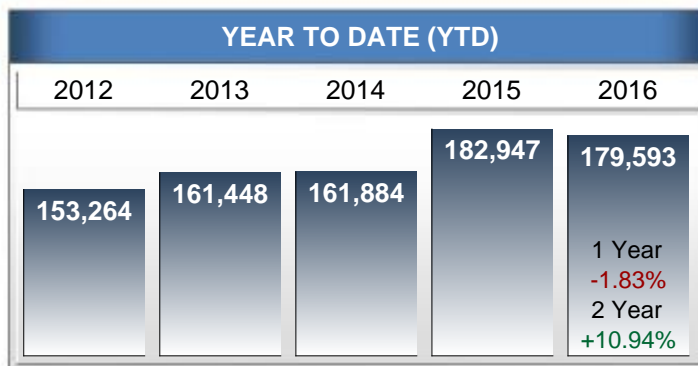
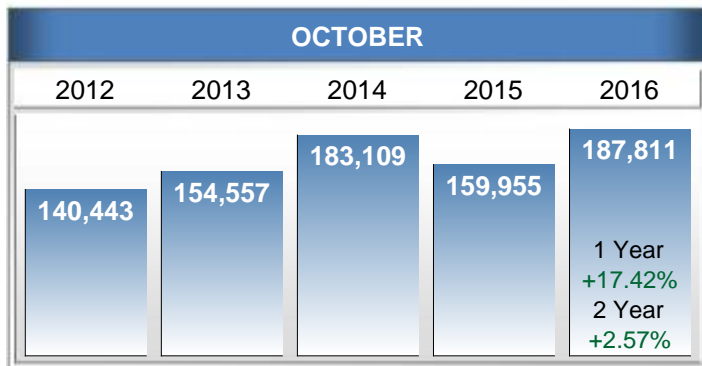
Closed Sales as of Nov 15, 2016



Average List Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by County Of Rogers



Average List Price

Ready to Buy or Sell Real Estate?
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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	9	7.69%	35,411	29,860	39,800	0	0
\$50,001 - \$100,000	17	14.53%	82,113	83,725	78,447	89,333	0
\$100,001 - \$125,000	7	5.98%	120,414	122,250	123,114	87,000	0
\$125,001 - \$175,000	40	34.19%	151,408	159,900	150,091	159,217	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$250,000	29	24.79%	207,003	237,450	199,825	197,415	0
\$250,001 and up	15	12.82%	490,466	464,000	395,967	386,007	675,730
Average List Price: \$187,811				\$121,833	\$155,515	\$213,543	\$675,730
Total Closed Units: 117				15	68	29	5
Total List Volume: 21,973,937				1.83M	10.58M	6.19M	3.38M



Monthly Inventory Analysis

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October 2016

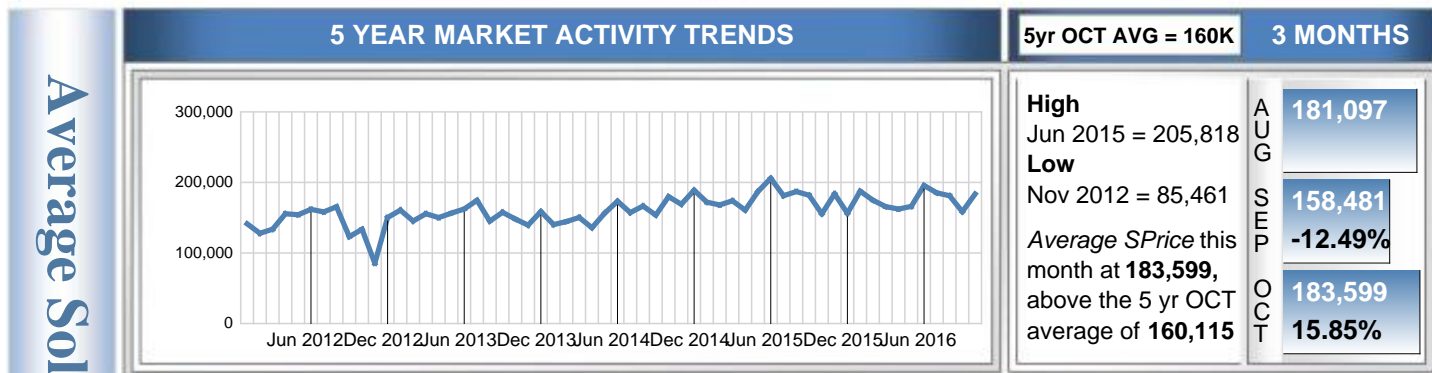
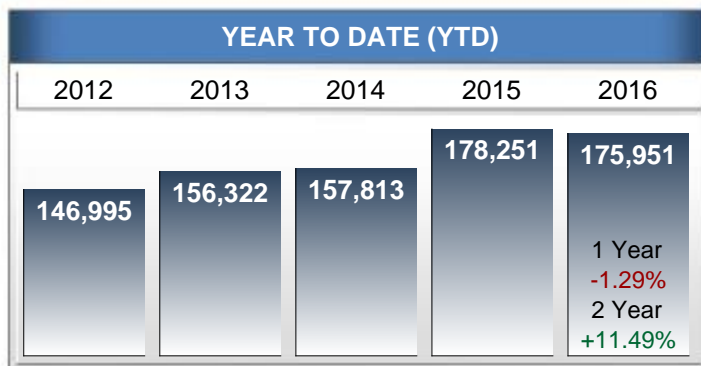
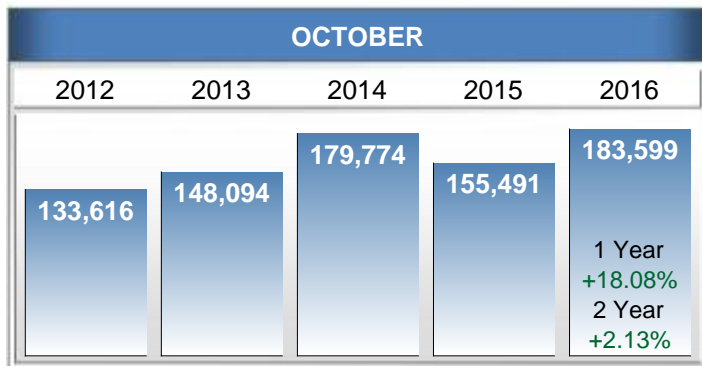
Closed Sales as of Nov 15, 2016



Average Sold Price at Closing

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Area Delimited by County Of Rogers



Average Sold Price

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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	8		6.84%	30,363	28,180	34,000	0	0	
\$50,001 - \$100,000	16		13.68%	78,389	76,250	75,802	89,000	0	
\$100,001 - \$125,000	10		8.55%	119,000	117,000	121,700	104,100	0	
\$125,001 - \$175,000	37		31.62%	148,392	153,200	147,876	150,175	0	
\$175,001 - \$175,000	0		0.00%	0	0	0	0	0	
\$175,001 - \$250,000	31		26.50%	203,304	224,700	206,219	196,426	0	
\$250,001 and up	15		12.82%	466,733	420,000	381,333	379,667	631,800	
Average Closed Price:					\$183,599	\$113,500	\$154,645	\$210,472	\$631,800
Total Closed Units:					117	15	68	29	5
Total Closed Volume:					21,481,074	1.70M	10.52M	6.10M	3.16M



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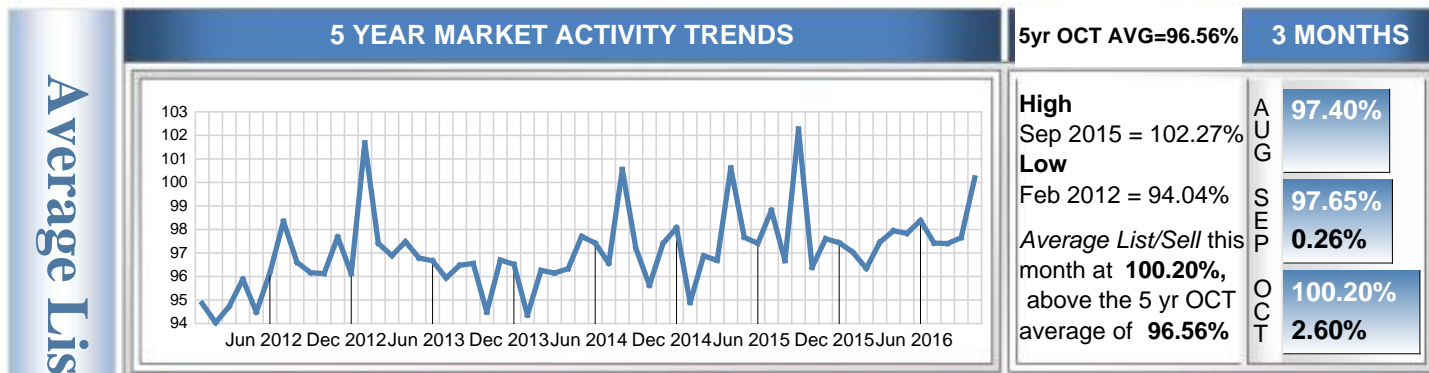
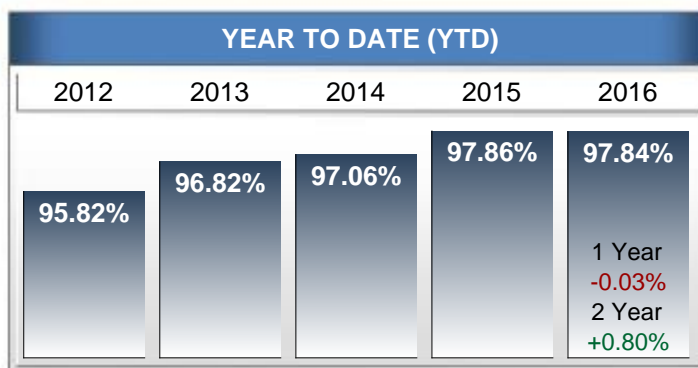
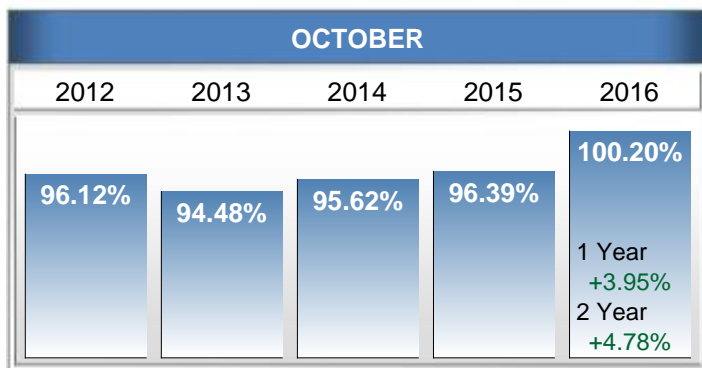
Closed Sales as of Nov 15, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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	8	6.84%	90.06%	93.57%	84.20%	0.00%	0.00%
\$50,001 - \$100,000	16	13.68%	95.98%	91.03%	96.97%	99.60%	0.00%
\$100,001 - \$125,000	10	8.55%	100.37%	96.01%	98.85%	119.66%	0.00%
\$125,001 - \$175,000	37	31.62%	97.91%	95.81%	98.64%	94.64%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$250,000	31	26.50%	109.35%	94.33%	119.18%	99.56%	0.00%
\$250,001 and up	15	12.82%	96.70%	90.52%	95.95%	98.78%	95.91%
Average List/Sell Ratio: 100.20%				93.27%	102.52%	99.08%	95.91%
Total Closed Units: 117				15	68	29	5
Total Closed Volume: 21,481,074				1.70M	10.52M	6.10M	3.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

Inventory as of Nov 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of **114** Sales/Month

Active Inventory as of October 31, 2016 = **653**

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	140	117	-16.43%	1,197	1,193	-0.33%
Pending Sales	105	114	8.57%	1,244	1,280	2.89%
New Listings	249	198	-20.48%	2,517	2,288	-9.10%
Average List Price	159,955	187,811	17.42%	182,947	179,593	-1.83%
Average Sale Price	155,491	183,599	18.08%	178,251	175,951	-1.29%
Average Percent of List Price to Selling Price	96.39%	100.20%	3.95%	97.86%	97.84%	-0.03%
Average Days on Market to Sale	53.93	51.96	-3.66%	52.65	48.07	-8.69%
Monthly Inventory	756	653	-13.62%	756	653	-13.62%
Months Supply of Inventory	6.47	5.74	-11.35%	6.47	5.74	-11.35%

