



November 2017

Area Delimited by County Of Rogers

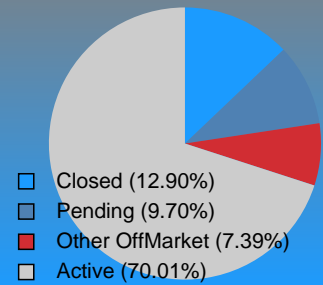


MONTHLY INVENTORY ANALYSIS

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	103	117	13.59%
Pending Listings	106	88	-16.98%
New Listings	150	186	24.00%
Average List Price	180,157	190,281	5.62%
Average Sale Price	176,553	185,888	5.29%
Average Percent of List Price to Selling Price	96.43%	97.32%	0.92%
Average Days on Market to Sale	51.33	48.30	-5.90%
End of Month Inventory	600	635	5.83%
Months Supply of Inventory	5.11	5.00	-2.22%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **127** Sales/Month
Active Inventory as of November 30, 2017 = **635**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **5.83%** to 635 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **5.00** MSI for this period.

Average Sale Price 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 **5.29%** in November 2017 to \$185,888 versus the previous year at \$176,553.

Average Days on Market Shortens

The average number of **48.30** days that homes spent on the market before selling decreased by 3.03 days or **5.90%** in November 2017 compared to last year's same month at **51.33** DOM.

Sales Success for November 2017 is Positive

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

There were 186 New Listings in November 2017, up **24.00%** from last year at 150. Furthermore, there were 117 Closed Listings this month versus last year at 103, a **13.59%** increase.

Closed versus Listed trends yielded a **62.9%** ratio, down from previous year's, November 2016, at **68.7%**, a **8.39%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

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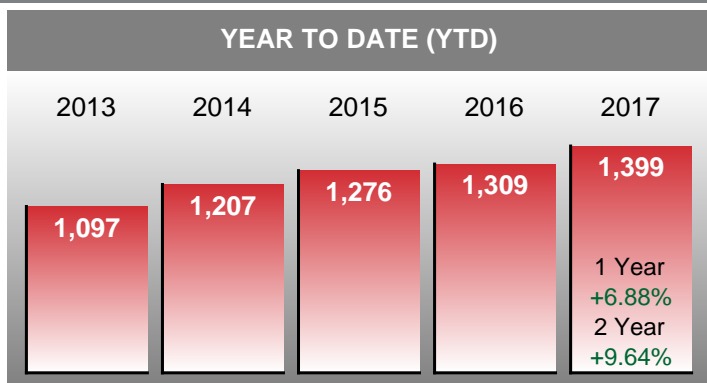
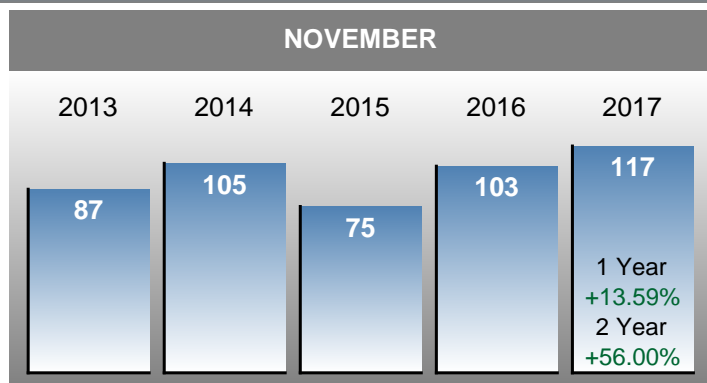
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CLOSED LISTINGS

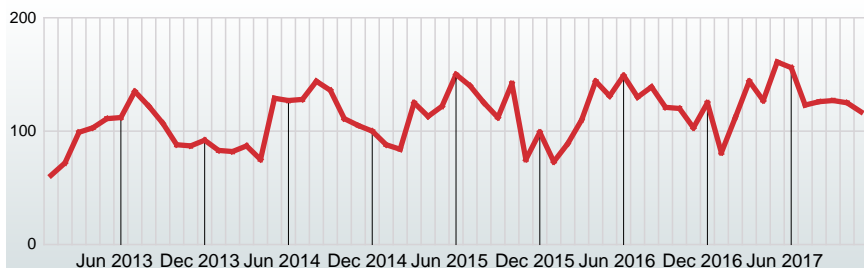
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 97

3 MONTHS



High
 May 2017 = 161
Low
 Jan 2013 = 61
 Closed Listings
 this month at **117**,
 above the 5 yr NOV
 average of **97**

S E P	127
O C T	125 -1.57%
N O V	117 -6.40%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.56%	74.7	3	0	0	0
\$50,001 - \$125,000	21	17.95%	42.9	9	10	2	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	37	31.62%	45.2	3	28	5	1
\$175,001 - \$225,000	25	21.37%	50.2	2	14	9	0
\$225,001 - \$325,000	20	17.09%	46.5	1	10	8	1
\$325,001 and up	11	9.40%	60.7	1	1	5	4
Total Closed Units	117			19	63	29	6
Total Closed Volume	21,748,879	100%	48.3	2.29M	10.36M	6.97M	2.13M
Average Closed Price	\$185,888			\$120,303	\$164,472	\$240,290	\$355,500

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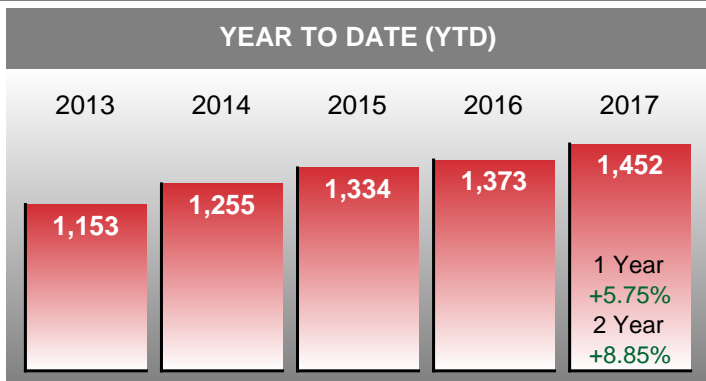
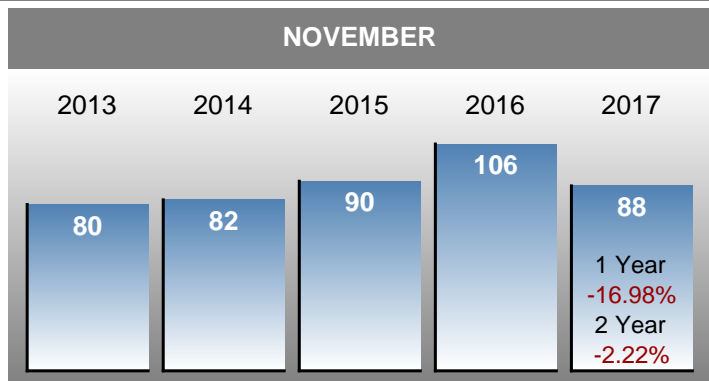
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PENDING LISTINGS

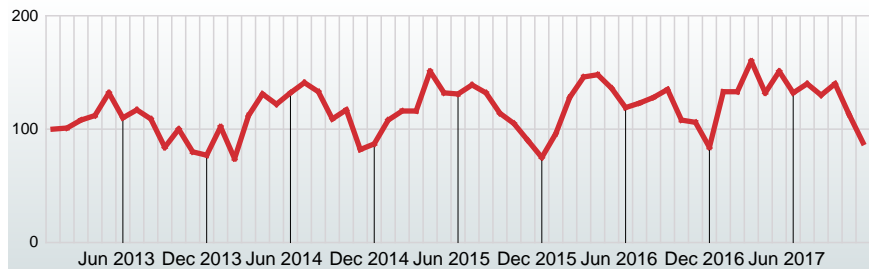
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 89

3 MONTHS



High
Mar 2017 = 160

Low
Feb 2014 = 74

Pending Listings
this month at **88**,
below the 5 yr NOV
average of **89**

SEP	140
OCT	113
NOV	88

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	7.95%	64.3	4	2	1	0
\$50,001 - \$75,000	7	7.95%	25.1	1	6	0	0
\$75,001 - \$125,000	16	18.18%	64.4	2	11	3	0
\$125,001 - \$175,000	21	23.86%	59.1	1	18	2	0
\$175,001 - \$225,000	14	15.91%	64.2	2	8	4	0
\$225,001 - \$325,000	13	14.77%	55.5	0	6	6	1
\$325,001 and up	10	11.36%	55.7	1	4	5	0
Total Pending Units	88			11	55	21	1
Total Pending Volume	20,199,061	100%	65.1	2.30M	11.90M	5.70M	300.00K
Average Listing Price	\$191,039			\$209,218	\$216,390	\$271,249	\$300,000

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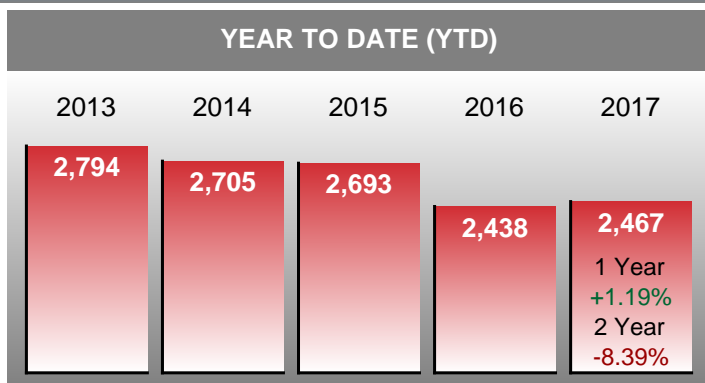
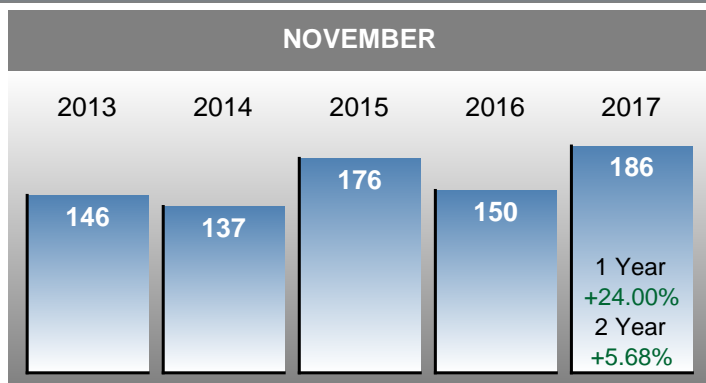
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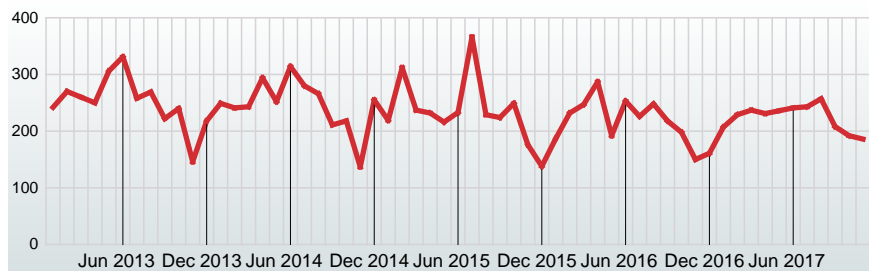
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 159 3 MONTHS



High	Jul 2015 = 366
Low	Nov 2014 = 137
New Listings this month at 186 , above the 5 yr NOV average of 159	
SEP	208
OCT	192 -7.69%
NOV	186 -3.13%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	37	19.89%	30	6	1	0
\$75,001-\$125,000	28	15.05%	6	18	4	0
\$125,001-\$175,000	35	18.82%	5	26	3	1
\$175,001-\$250,000	39	20.97%	2	20	15	2
\$250,001-\$400,000	28	15.05%	1	6	19	2
\$400,001 and up	19	10.22%	2	1	11	5
Total New Listed Units	186		46	77	53	10
Total New Listed Volume	38,821,299	100%	4.22M	12.61M	16.61M	5.39M
Average New Listed Listing Price	\$239,131		\$91,715	\$163,733	\$313,335	\$538,820

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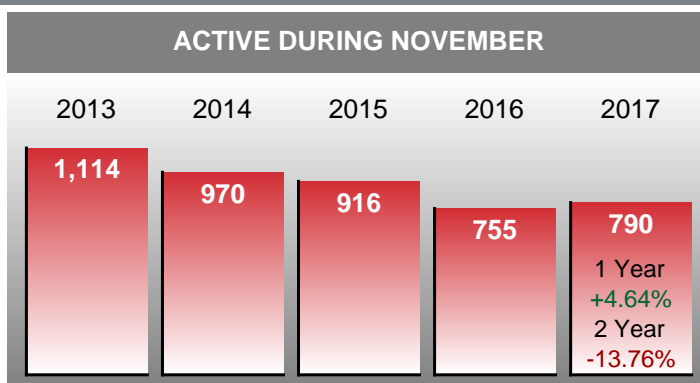
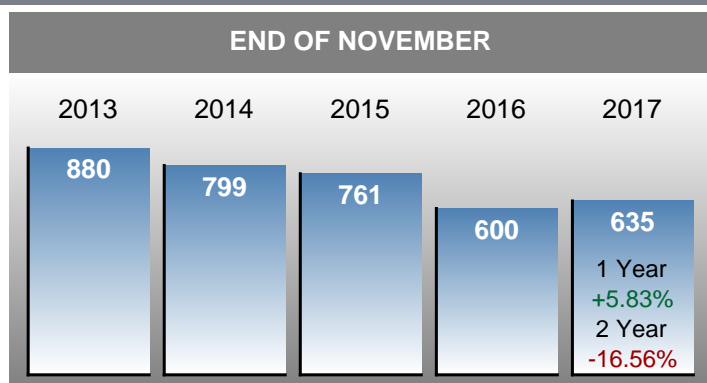
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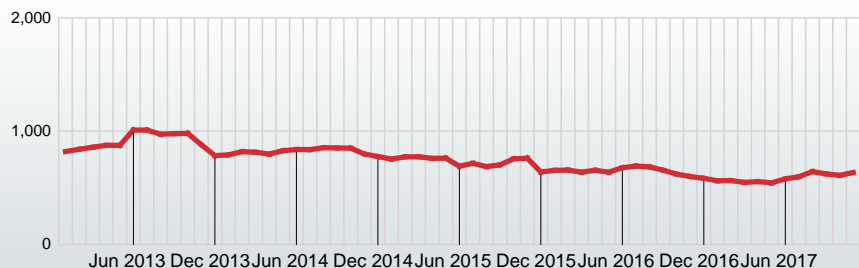
ACTIVE INVENTORY

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 735 3 MONTHS



High
Jun 2013 = 1,010
Low
May 2017 = 544
Inventory
this month at **635**,
below the 5 yr NOV
average of **735**

SEP	623
OCT	610 -2.09%
NOV	635 4.10%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	62	9.76%	70.4	61	1	0	0
\$25,001 - \$50,000	66	10.39%	99.7	60	5	1	0
\$50,001 - \$125,000	96	15.12%	84.7	45	39	9	3
\$125,001 - \$200,000	162	25.51%	74.5	26	90	40	6
\$200,001 - \$275,000	87	13.70%	89.5	6	39	41	1
\$275,001 - \$475,000	97	15.28%	75.4	15	17	52	13
\$475,001 and up	65	10.24%	77.3	10	7	23	25
Total Active Inventory by Units	635			223	198	166	48
Total Active Inventory by Volume	156,289,479	100%	80.7	28.96M	41.02M	49.97M	36.34M
Average Active Inventory Listing Price	\$246,125			\$129,880	\$207,162	\$301,026	\$757,035

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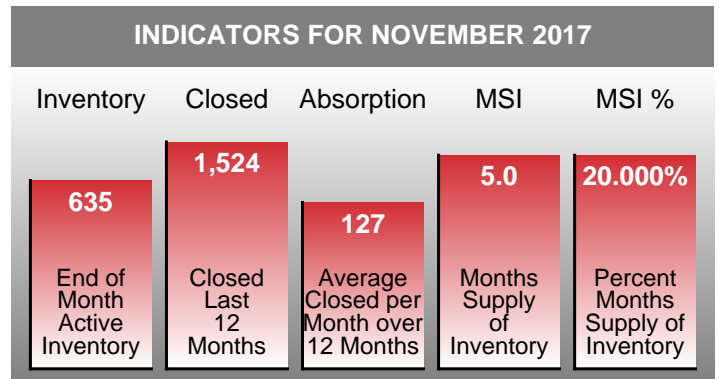
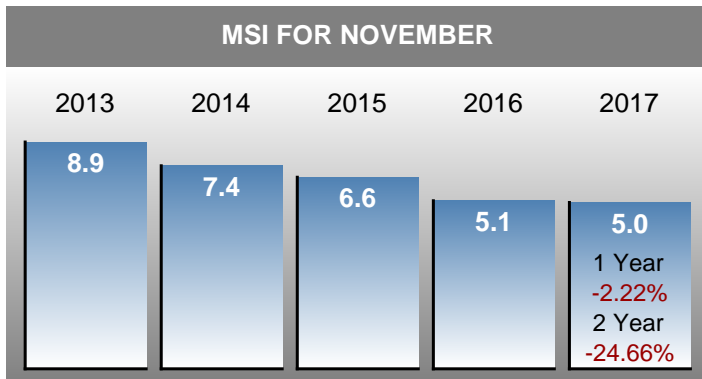
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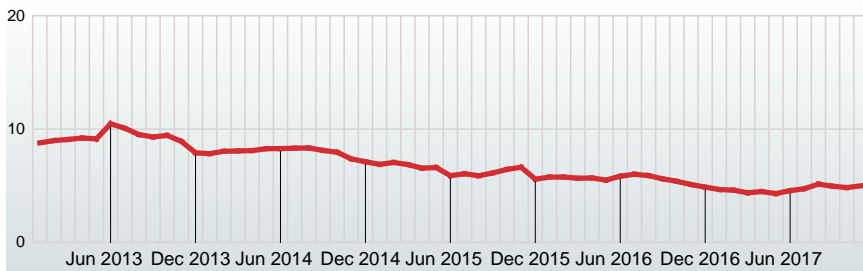
MONTHS SUPPLY of INVENTORY (MSI)

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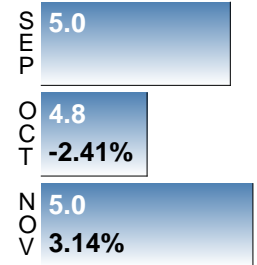


5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 6.6 **3 MONTHS**



High
Jun 2013 = 10.5
Low
May 2017 = 4.3
Months Supply this month at 5.0, below the 5 yr NOV average of 6.6



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	62	9.76%	13.5	15.3	2.0	0.0	0.0
\$25,001 - \$50,000	66	10.39%	10.3	17.1	2.4	1.2	0.0
\$50,001 - \$125,000	96	15.12%	3.1	5.4	1.9	3.6	12.0
\$125,001 - \$200,000	162	25.51%	3.5	9.8	2.8	4.1	8.0
\$200,001 - \$275,000	87	13.70%	4.7	10.3	4.7	4.6	1.2
\$275,001 - \$475,000	97	15.28%	6.1	20.0	5.7	5.2	5.8
\$475,001 and up	65	10.24%	15.0	40.0	42.0	9.5	16.7
Market Supply of Inventory (MSI)	5.0			11.1	3.0	4.8	8.6
		100%	5.0				
Total Active Inventory by Units	635			223	198	166	48

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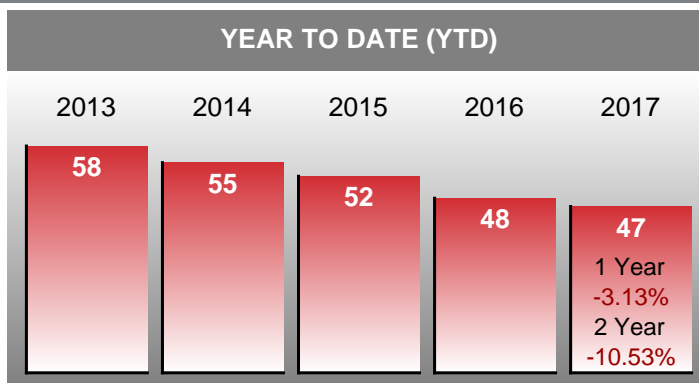
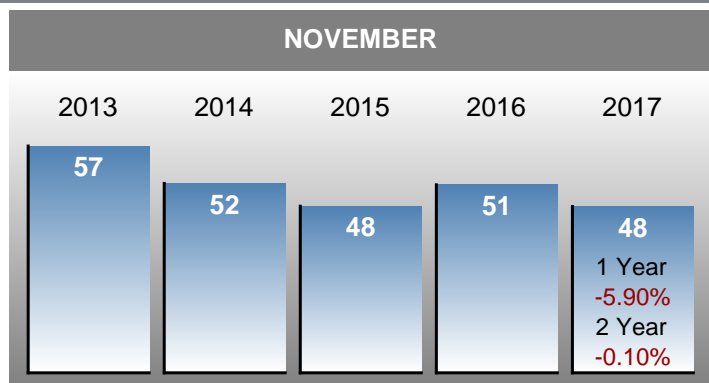
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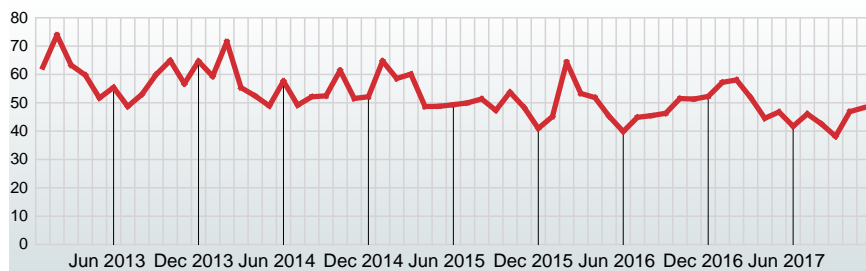


AVERAGE DAYS ON MARKET TO SALE

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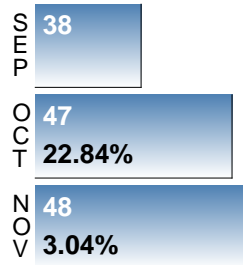


5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 51 **3 MONTHS**

High
Feb 2013 = 74
Low
Sep 2017 = 38
Average Days on Market
this month at **48**,
below the 5 yr NOV
average of **51**



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.56%	74.7	74.7	0.0	0.0	0.0
\$50,001 - \$125,000	21	17.95%	42.9	32.4	59.3	8.0	0.0
\$125,001 - \$125,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$125,001 - \$175,000	37	31.62%	45.2	56.3	43.7	52.6	17.0
\$175,001 - \$225,000	25	21.37%	50.2	25.5	54.9	48.6	0.0
\$225,001 - \$325,000	20	17.09%	46.5	119.0	32.7	60.0	3.0
\$325,001 and up	11	9.40%	60.7	35.0	85.0	55.6	67.5
Average Closed DOM			48.3	46.8	47.6	50.8	48.3
Total Closed Units		100%	48.3	19	63	29	6
Total Closed Volume			21,748,879	2.29M	10.36M	6.97M	2.13M

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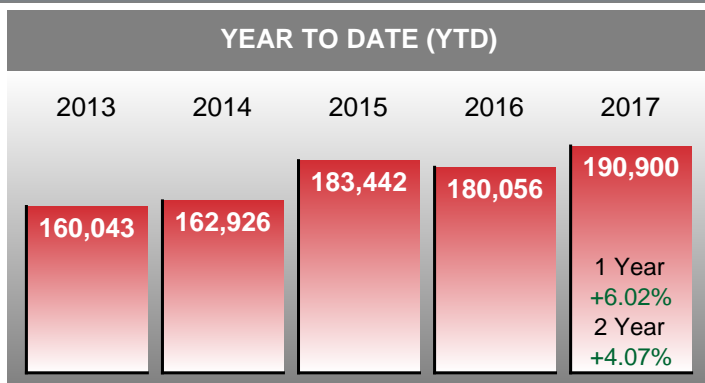
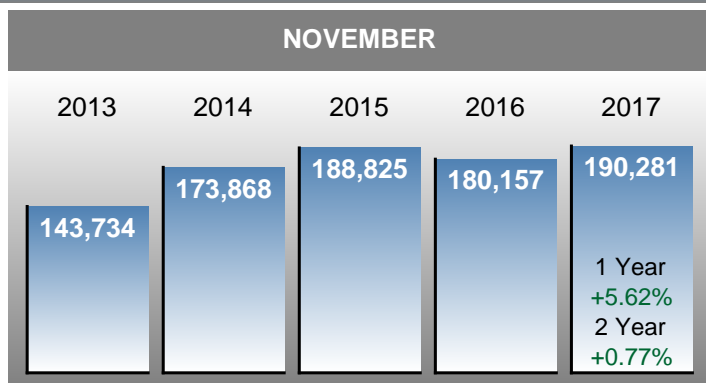
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AVERAGE LIST PRICE AT CLOSING

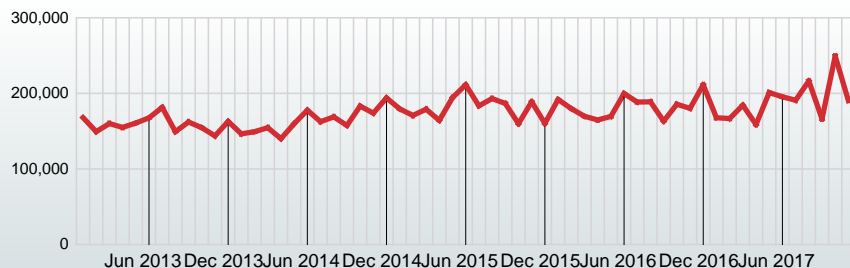
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 175,373

3 MONTHS



High
Oct 2017 = 249,320
Low
Apr 2014 = 140,051
Average List Price
this month at **190,281**,
above the 5 yr NOV
average of **175,373**

SEP	166,216
OCT	249,320 50.00%
NOV	190,281 -23.68%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.56%	27,333	27,333	0	0	0
\$50,001 - \$125,000	22	18.80%	90,595	86,356	92,600	82,450	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0
\$125,001 - \$175,000	32	27.35%	146,475	150,833	147,370	163,190	140,000
\$175,001 - \$225,000	26	22.22%	193,557	234,700	194,835	202,925	0
\$225,001 - \$325,000	23	19.66%	253,702	299,900	242,413	268,511	249,500
\$325,001 and up	11	9.40%	421,173	390,000	349,400	429,800	436,125
Average List Price			190,281	130,053	167,517	244,975	355,667
Total Closed Units		100%	190,281	19	63	29	6
Total Closed Volume			22,262,829	2.47M	10.55M	7.10M	2.13M

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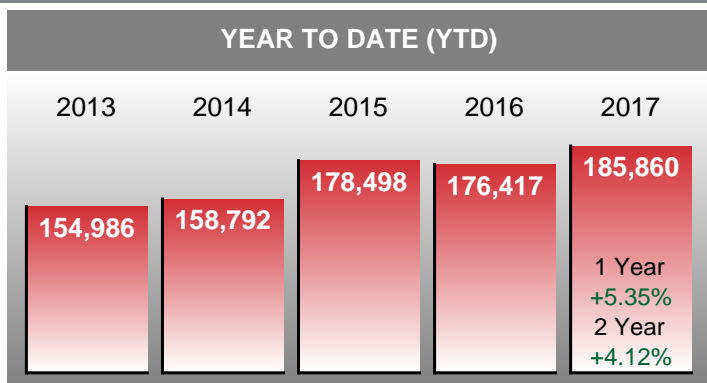
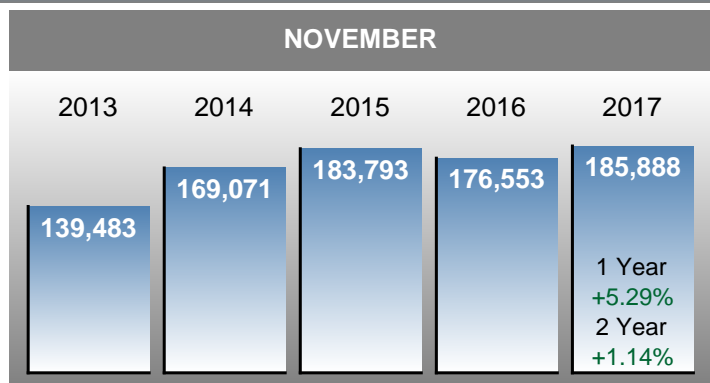
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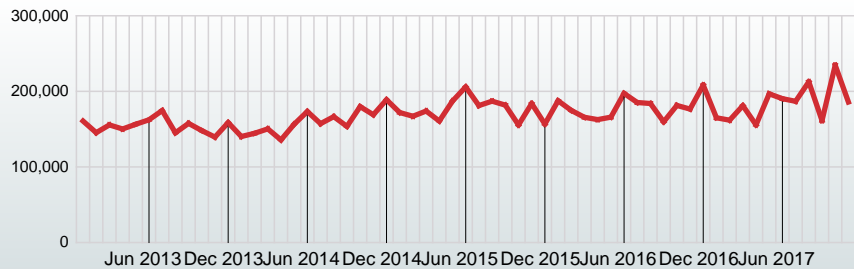
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 170,958 **3 MONTHS**



High
Oct 2017 = 234,554

Low
Apr 2014 = 135,757

Average Sold Price this month at **185,888**, above the 5 yr NOV average of **170,958**

S E P	161,369
O C T	234,554
	45.35%
N O V	185,888
	-20.75%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.56%	23,417	23,417	0	0	0
\$50,001 \$125,000	21	17.95%	85,102	78,167	90,665	88,500	0
\$125,001 \$125,000	0	0.00%	0	0	0	0	0
\$125,001 \$175,000	37	31.62%	146,388	145,833	144,059	160,640	142,000
\$175,001 \$225,000	25	21.37%	195,467	222,250	192,264	194,497	0
\$225,001 \$325,000	20	17.09%	253,481	290,000	238,973	267,486	250,000
\$325,001 and up	11	9.40%	410,805	340,000	340,000	419,570	435,250
Average Sold Price			185,888	120,303	164,472	240,290	355,500
Total Closed Units		100%	185,888	19	63	29	6
Total Closed Volume			21,748,879	2.29M	10.36M	6.97M	2.13M

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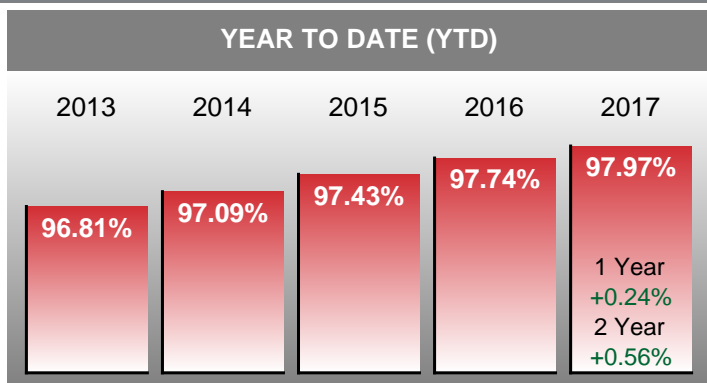
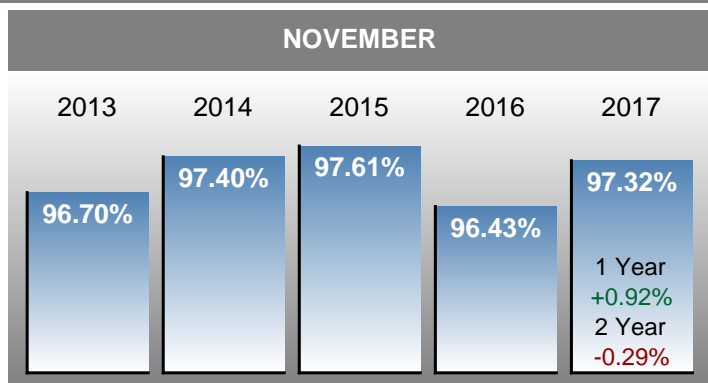
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

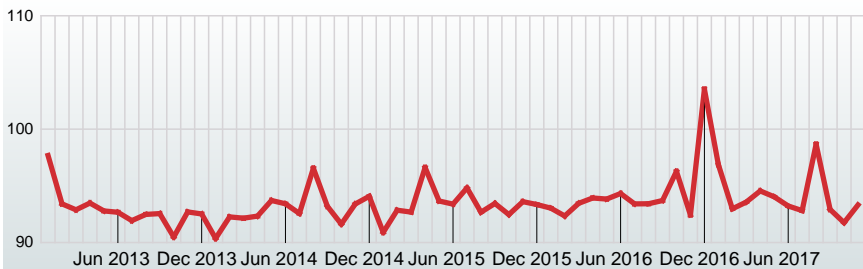
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 97.09%

3 MONTHS



High
Dec 2016 = 107.52%
Low
Jan 2014 = 94.36%
Average Sold/List Ratio this month at **97.32%**, equal to 5 yr NOV average of **97.09%**

SEP	96.92%
OCT	95.75%
NOV	97.32%
Change	-1.20%
Change	1.64%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.56%	82.25%	82.25%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	17.95%	96.22%	91.95%	97.76%	107.67%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	37	31.62%	98.11%	96.73%	98.03%	98.74%	101.43%
\$175,001 - \$225,000	25	21.37%	97.40%	94.76%	98.64%	96.07%	0.00%
\$225,001 - \$325,000	20	17.09%	99.09%	96.70%	98.67%	99.77%	100.20%
\$325,001 and up	11	9.40%	97.48%	87.18%	97.31%	97.58%	99.96%
Average Sold/List Ratio			97.30%	91.47%	98.21%	98.61%	100.25%
Total Closed Units	117	100%	97.30%	19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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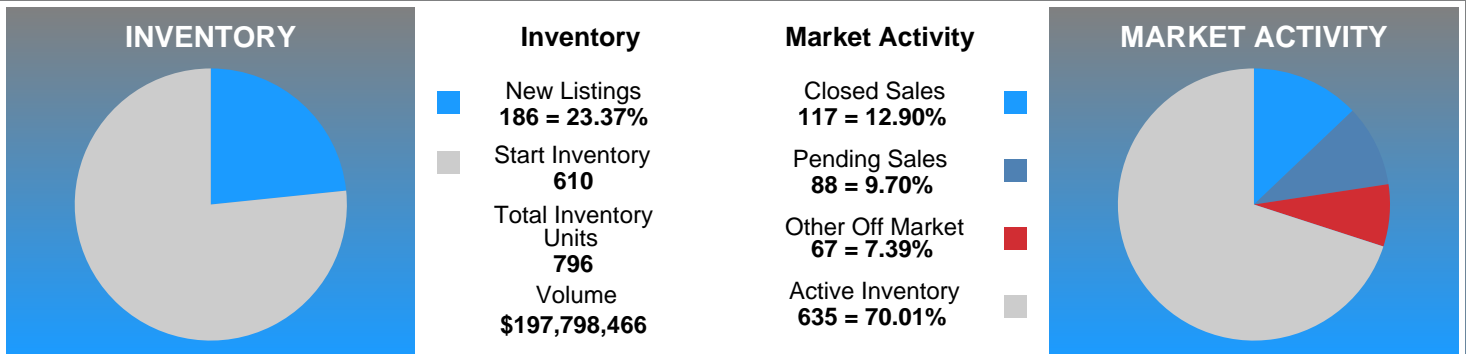
November 2017

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS

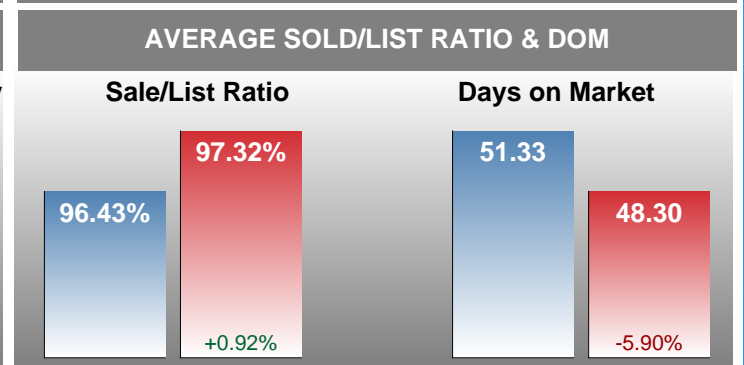
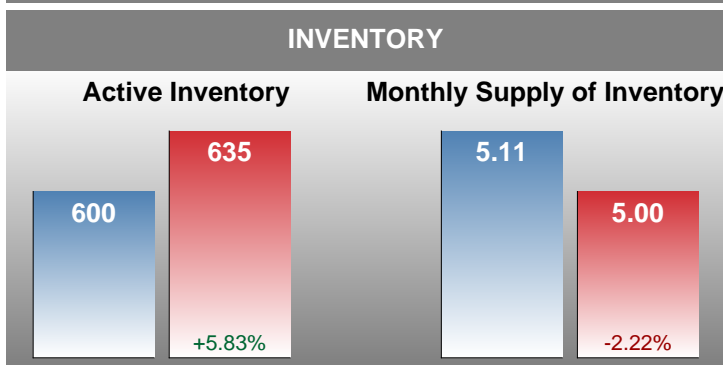
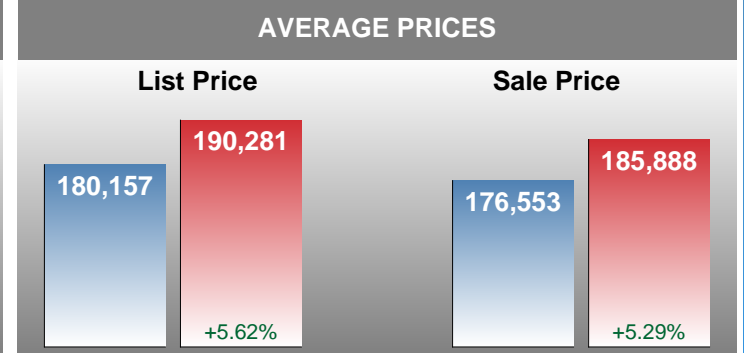
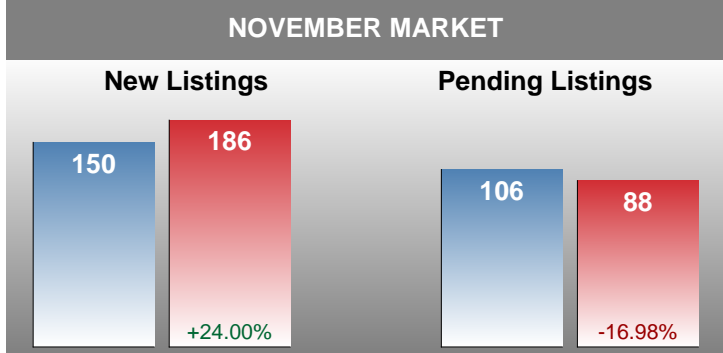


Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	103	117	13.59%	1,309	1,399	6.88%
Pending Sales	106	88	-16.98%	1,373	1,452	5.75%
New Listings	150	186	24.00%	2,438	2,467	1.19%
Average List Price	180,157	190,281	5.62%	180,056	190,900	6.02%
Average Sale Price	176,553	185,888	5.29%	176,417	185,860	5.35%
Average Percent of Selling Price to List Price	96.43%	97.32%	0.92%	97.74%	97.97%	0.24%
Average Days on Market to Sale	51.33	48.30	-5.90%	48.46	46.95	-3.13%
Monthly Inventory	600	635	5.83%	600	635	5.83%
Months Supply of Inventory	5.11	5.00	-2.22%	5.11	5.00	-2.22%

Absorption: Last 12 months, an Average of **127** Sales/Month

Inventory on November 30, 2017 = **635**

2016 2017



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