November 2017

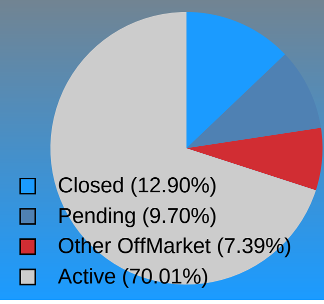
Area Delimited by County Of Rogers

MONTHLY INVENTORY ANALYSIS

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

Compared	November		
Metrics	2016	2017	+/-%
Closed Listings	103	117	13.59%
Pending Listings	106	88	-16.98%
New Listings	150	186	24.00%
Median List Price	155,000	179,000	15.48%
Median Sale Price	154,900	173,000	11.68%
Median Percent of List Price to Selling Price	98.54%	98.89%	0.35%
Median Days on Market to Sale	36.00	31.00	-13.89%
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.

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 **11.68%** in November 2017 to $173,000 versus the previous year at $154,900.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 5.00 days or **13.89%** in November 2017 compared to last year's same month at **36.00** DOM.

Sales Success for November 2017 is Positive

Overall, with Median 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.

What's in this Issue

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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CLOSED LISTINGS

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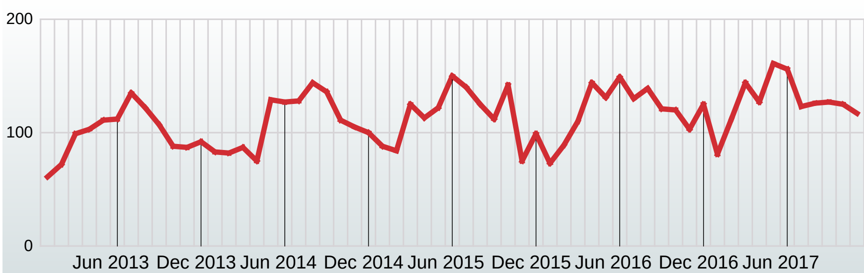
NOVEMBER

2013	2014	2015	2016	2017
87	105	75	103	117
				1 Year +13.59% 2 Year +56.00%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
1,097	1,207	1,276	1,309	1,399
				1 Year +6.88% 2 Year +9.64%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 97

High
May 2017 = 161
Low
Jan 2013 = 61

Closed Listings this month at **117,** above the 5 yr NOV average of **97**

3 MONTHS

Month	Closed	Change
SEP	127	
OCT	125	-1.57%
NOV	117	-6.40%

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	3	2.56%	82.0	3	0	0	0
$50,001 $125,000	21	17.95%	27.0	9	10	2	0
$125,001 $125,000	0	0.00%	27.0	0	0	0	0
$125,001 $175,000	37	31.62%	26.0	3	28	5	1
$175,001 $225,000	25	21.37%	42.0	2	14	9	0
$225,001 $325,000	20	17.09%	19.5	1	10	8	1
$325,001 and up	11	9.40%	51.0	1	1	5	4
Total Closed Units	117	100%	31.0	19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M
Median Closed Price	$173,000			$82,000	$150,000	$210,000	$369,000

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PENDING LISTINGS

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

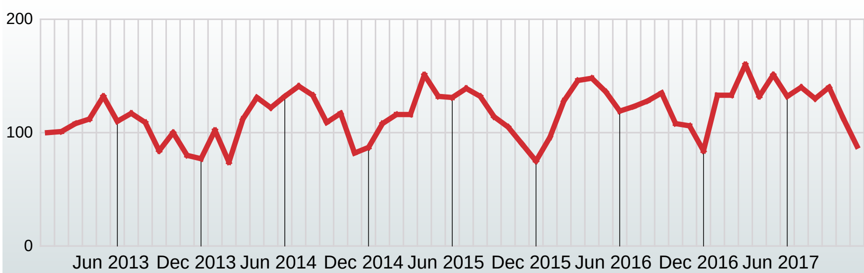
NOVEMBER

2013	2014	2015	2016	2017
80	82	90	106	88
				1 Year -16.98%
				2 Year -2.22%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
1,153	1,255	1,334	1,373	1,452
				1 Year +5.75%
				2 Year +8.85%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 89

High
Mar 2017 = 160
Low
Feb 2014 = 74

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

3 MONTHS

Month	Pending	Change
SEP	140	
OCT	113	-19.29%
NOV	88	-22.12%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	7	7.95%	66.0	4	2	1	0
$50,001 $75,000	7	7.95%	19.0	1	6	0	0
$75,001 $125,000	16	18.18%	32.0	2	11	3	0
$125,001 $175,000	21	23.86%	39.0	1	18	2	0
$175,001 $225,000	14	15.91%	63.5	2	8	4	0
$225,001 $325,000	13	14.77%	37.0	0	6	6	1
$325,001 and up	10	11.36%	25.5	1	4	5	0
Total Pending Units	88	100%	37.0	11	55	21	1
Total Pending Volume	20,199,061			2.30M	11.90M	5.70M	300.00K
Median Listing Price	$161,900			$100,000	$159,900	$248,000	$300,000

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NEW LISTINGS

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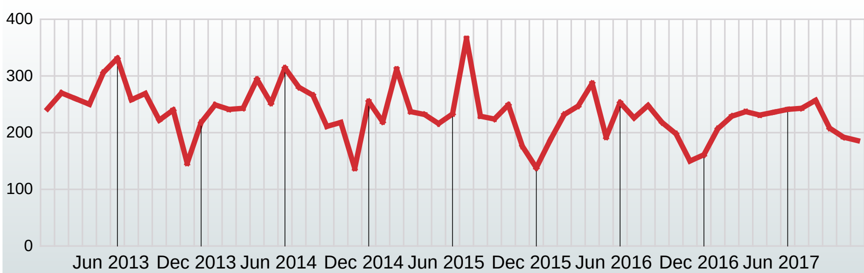
NOVEMBER

2013	2014	2015	2016	2017
146	137	176	150	186
				1 Year +24.00%
				2 Year +5.68%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
2,794	2,705	2,693	2,438	2,467
				1 Year +1.19%
				2 Year -8.39%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 159

High
Jul 2015 = 366
Low
Nov 2014 = 137

New Listings this month at **186,** above the 5 yr NOV average of **159**

3 MONTHS

Month	New Listings	Change
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	100%	46	77	53	10
Total New Listed Volume	38,821,299		4.22M	12.61M	16.61M	5.39M
Median New Listed Listing Price	$165,950		$36,500	$157,000	$268,999	$384,700

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ACTIVE INVENTORY

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END OF NOVEMBER

2013	2014	2015	2016	2017
880	799	761	600	635

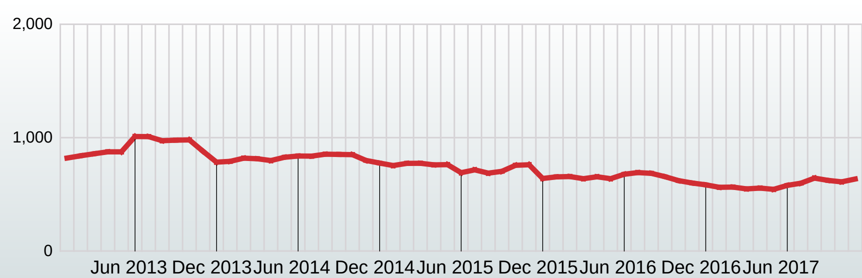
1 Year +5.83%
2 Year -16.56%

ACTIVE DURING NOVEMBER

2013	2014	2015	2016	2017
1,114	970	916	755	790

1 Year +4.64%
2 Year -13.76%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 735

High
Jun 2013 = 1,010
Low
May 2017 = 544

Inventory
this month at **635,**
below the 5 yr NOV
average of **735**

3 MONTHS

Month	Inventory	Change
SEP	623	
OCT	610	-2.09%
NOV	635	4.10%

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	62	9.76%	49.0	61	1	0	0
$25,001 $50,000	66	10.39%	97.0	60	5	1	0
$50,001 $125,000	96	15.12%	72.0	45	39	9	3
$125,001 $200,000	162	25.51%	65.5	26	90	40	6
$200,001 $275,000	87	13.70%	77.0	6	39	41	1
$275,001 $475,000	97	15.28%	63.0	15	17	52	13
$475,001 and up	65	10.24%	76.0	10	7	23	25
Total Active Inventory by Units	635	100%	70.0	223	198	166	48
Total Active Inventory by Volume	156,289,479			28.96M	41.02M	49.97M	36.34M
Median Active Inventory Listing Price	$170,000			$42,500	$169,450	$264,750	$503,500

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RE STATS

November 2017

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MLS technology INC

MONTHS SUPPLY of INVENTORY (MSI)

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

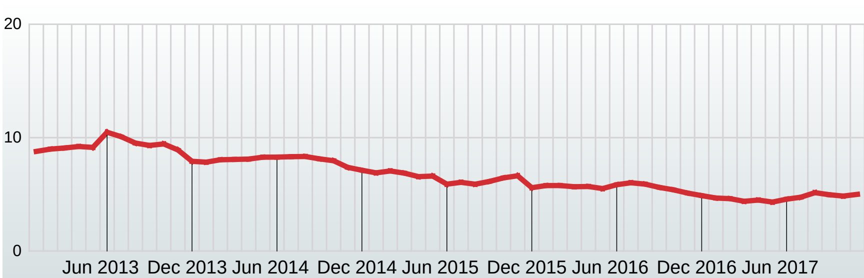
MSI FOR NOVEMBER

2013	2014	2015	2016	2017
8.9	7.4	6.6	5.1	5.0 1 Year -2.22% 2 Year -24.66%

INDICATORS FOR NOVEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
635 End of Month Active Inventory	1,524 Closed Last 12 Months	127 Average Closed per Month over 12 Months	5.0 Months Supply of Inventory	20.000% Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 6.6

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**

3 MONTHS

Month	MSI	Change
SEP	5.0	
OCT	4.8	-2.41%
NOV	5.0	3.14%

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	100%	5.0	11.1	3.0	4.8	8.6
Total Active Inventory by Units	635			223	198	166	48

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MEDIAN DAYS ON MARKET TO SALE

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NOVEMBER

2013	2014	2015	2016	2017
48	36	32	36	31

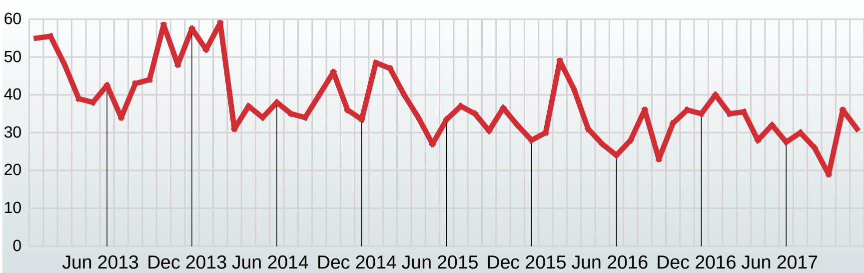
1 Year -13.89%
2 Year -3.13%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
45	40	35	31	30

1 Year -3.23%
2 Year -14.29%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 37

High
Feb 2014 = 59
Low
Sep 2017 = 19

Median Days on Market this month at **31,** below the 5 yr NOV average of **37**

3 MONTHS

SEP	19	
OCT	36	89.47%
NOV	31	-13.89%

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	3	2.56%	82.0	82.0	0.0	0.0	0.0
$50,001 $125,000	21	17.95%	27.0	21.0	47.5	8.0	0.0
$125,001 $125,000	0	0.00%	27.0	0.0	0.0	0.0	0.0
$125,001 $175,000	37	31.62%	26.0	42.0	25.5	43.0	17.0
$175,001 $225,000	25	21.37%	42.0	25.5	42.5	49.0	0.0
$225,001 $325,000	20	17.09%	19.5	119.0	17.0	29.5	3.0
$325,001 and up	11	9.40%	51.0	35.0	85.0	51.0	61.5
Median Closed DOM	31.0	100%	31.0	35.0	31.0	37.0	22.5
Total Closed Units	117			19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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MEDIAN LIST PRICE AT CLOSING

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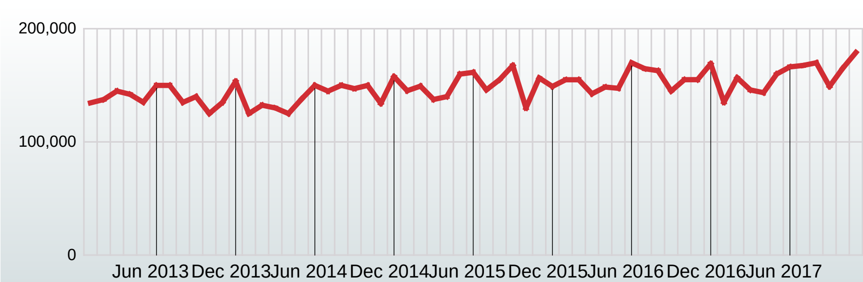
NOVEMBER

2013	2014	2015	2016	2017
134,900	134,000	156,500	155,000	179,000 1 Year +15.48% 2 Year +14.38%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
139,900	139,999	149,000	154,900	156,900 1 Year +1.29% 2 Year +5.30%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 151,880

High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000

Median List Price this month at **179,000,** above the 5 yr NOV average of **151,880**

3 MONTHS

SEP	149,000	
OCT	165,000	10.74%
NOV	179,000	8.48%

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	3	2.56%	20,000	20,000	0	0	0
$50,001 $125,000	22	18.80%	90,750	82,000	98,900	82,450	0
$125,001 $125,000	0	0.00%	90,750	0	0	0	0
$125,001 $175,000	32	27.35%	145,000	160,000	145,000	152,000	140,000
$175,001 $225,000	26	22.22%	189,950	0	188,400	194,900	0
$225,001 $325,000	23	19.66%	244,126	239,500	239,000	249,534	249,500
$325,001 and up	11	9.40%	400,000	390,000	349,400	425,000	404,750
Median List Price	179,000	100%	179,000	99,000	159,500	215,000	369,750
Total Closed Units	117			19	63	29	6
Total Closed Volume	22,262,829			2.47M	10.55M	7.10M	2.13M

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MEDIAN SOLD PRICE AT CLOSING

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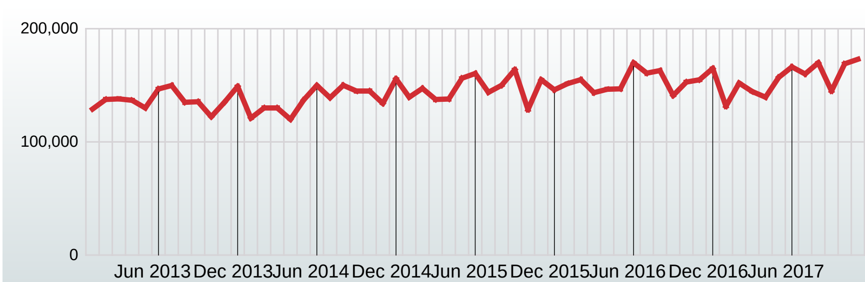
NOVEMBER

2013	2014	2015	2016	2017
135,000	134,000	154,939	154,900	173,000 1 Year +11.68% 2 Year +11.66%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
135,500	138,650	145,188	153,500	155,000 1 Year +0.98% 2 Year +6.76%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 150,368

High
Nov 2017 = 173,000
Low
Apr 2014 = 119,900

Median Sold Price this month at **173,000,** above the 5 yr NOV average of **150,368**

3 MONTHS

Month	Median	Change
SEP	145,000	
OCT	169,000	16.55%
NOV	173,000	2.37%

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	3	2.56%	18,000	18,000	0	0	0
$50,001 $125,000	21	17.95%	82,000	73,000	92,875	88,500	0
$125,001 $125,000	0	0.00%	82,000	0	0	0	0
$125,001 $175,000	37	31.62%	145,000	148,000	143,575	160,200	142,000
$175,001 $225,000	25	21.37%	190,000	222,250	184,750	194,900	0
$225,001 $325,000	20	17.09%	247,267	290,000	235,000	256,000	250,000
$325,001 and up	11	9.40%	395,000	340,000	340,000	405,000	399,000
Median Sold Price	173,000	100%	173,000	82,000	150,000	210,000	369,000
Total Closed Units	117			19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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NOVEMBER

2013	2014	2015	2016	2017
98.55%	98.77%	98.46%	98.54%	98.89%

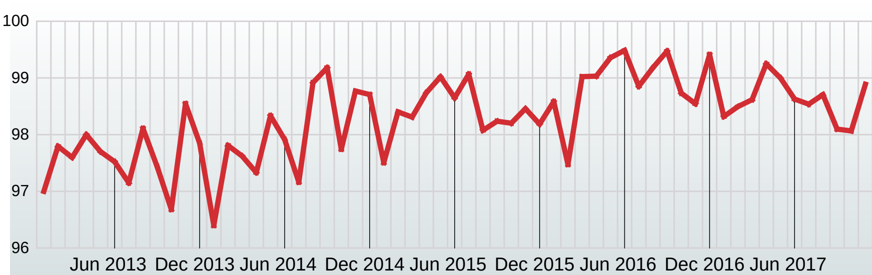
1 Year +0.35%
2 Year +0.44%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
97.62%	97.90%	98.41%	98.84%	98.60%

1 Year -0.24%
2 Year +0.19%

5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 98.64%

High
Jun 2016 = 99.49%
Low
Jan 2014 = 96.40%

Median Sold/List Ratio this month at **98.89%**, equal to 5 yr NOV average of **98.64%**

3 MONTHS

Month	Ratio	Change
SEP	98.10%	
OCT	98.07%	-0.03%
NOV	98.89%	0.84%

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	3	2.56%	88.00%	88.00%	0.00%	0.00%	0.00%
$50,001 $125,000	21	17.95%	98.08%	94.93%	99.04%	107.67%	0.00%
$125,001 $125,000	0	0.00%	98.08%	0.00%	0.00%	0.00%	0.00%
$125,001 $175,000	37	31.62%	99.30%	97.68%	99.65%	97.28%	101.43%
$175,001 $225,000	25	21.37%	98.43%	94.76%	99.25%	97.43%	0.00%
$225,001 $325,000	20	17.09%	100.00%	96.70%	99.00%	100.00%	100.20%
$325,001 and up	11	9.40%	98.44%	87.18%	97.31%	98.44%	99.93%
Median Sold/List Ratio	98.89%	100%	98.89%	92.50%	99.30%	98.39%	100.46%
Total Closed Units	117			19	63	29	6
Total Closed Volume	21,748,879			2.29M	10.36M	6.97M	2.13M

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MARKET SUMMARY

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

INVENTORY

Inventory

New Listings
186 = 23.37%

Start Inventory
610

Total Inventory Units
796

Volume
$197,798,466

Market Activity

Closed Sales
117 = 12.90%

Pending Sales
88 = 9.70%

Other Off Market
67 = 7.39%

Active Inventory
635 = 70.01%

MARKET ACTIVITY

Compared	November			Year to Date		
Metrics	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%
Median List Price	155,000	179,000	15.48%	154,900	156,900	1.29%
Median Sale Price	154,900	173,000	11.68%	153,500	155,000	0.98%
Median Percent of Selling Price to List Price	98.54%	98.89%	0.35%	98.84%	98.60%	-0.24%
Median Days on Market to Sale	36.00	31.00	-13.89%	31.00	30.00	-3.23%
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%

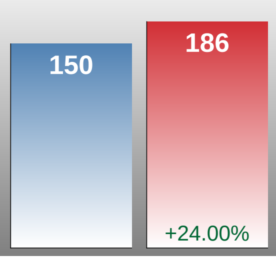
Absorption: Last 12 months, an Average of **127** Sales/Month

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

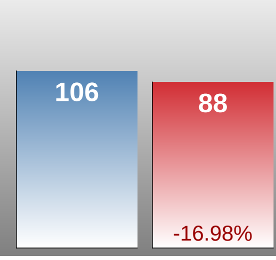
2016 2017

NOVEMBER MARKET

New Listings

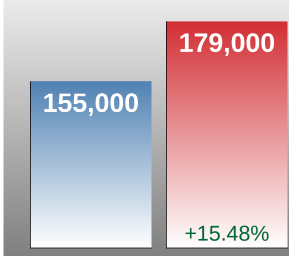


Pending Listings

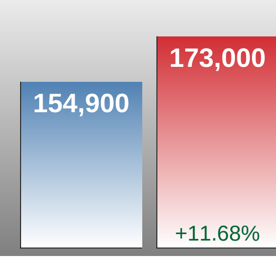


MEDIAN PRICES

List Price

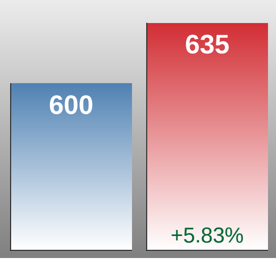


Sale Price

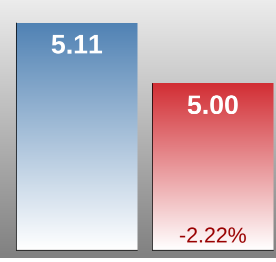


INVENTORY

Active Inventory

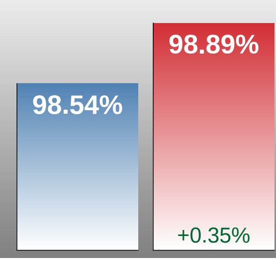


Monthly Supply of Inventory

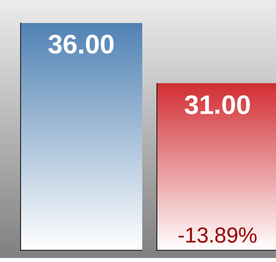


MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market



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