



November 2017

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha

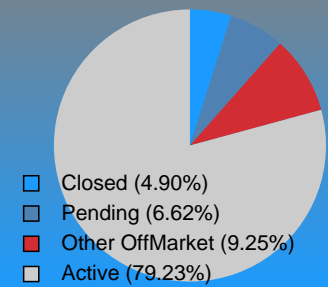


MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|---|----------|--------|---------|
| | 2016 | 2017 | +/-% |
| Closed Listings | 93 | 80 | -13.98% |
| Pending Listings | 74 | 108 | 45.95% |
| New Listings | 265 | 252 | -4.91% |
| Median List Price | 89,500 | 91,450 | 2.18% |
| Median Sale Price | 85,000 | 89,450 | 5.24% |
| Median Percent of List Price to Selling Price | 95.94% | 94.17% | -1.85% |
| Median Days on Market to Sale | 61.00 | 65.00 | 6.56% |
| End of Month Inventory | 1,205 | 1,293 | 7.30% |
| Months Supply of Inventory | 15.27 | 15.72 | 2.95% |

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of November 30, 2017 = **1,293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **7.30%** to 1,293 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **15.72** 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 **5.24%** in November 2017 to \$89,450 versus the previous year at \$85,000.

Median Days on Market Lengthens

The median number of **65.00** days that homes spent on the market before selling increased by 4.00 days or **6.56%** in November 2017 compared to last year's same month at **61.00** DOM.

Sales Success for November 2017 is Positive

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

There were 252 New Listings in November 2017, down **4.91%** from last year at 265. Furthermore, there were 80 Closed Listings this month versus last year at 93, a **-13.98%** decrease.

Closed versus Listed trends yielded a **31.7%** ratio, down from previous year's, November 2016, at **35.1%**, a **9.54%** 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

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

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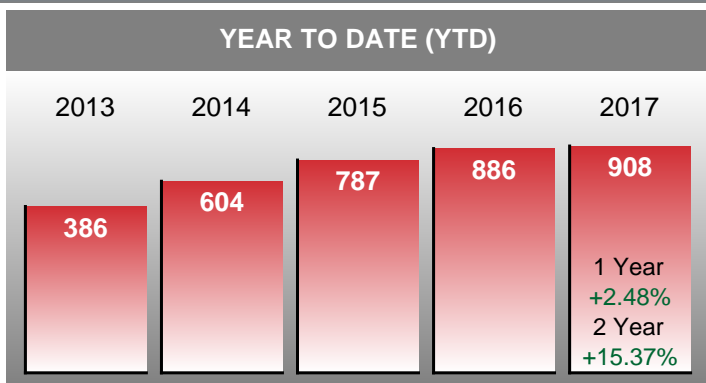
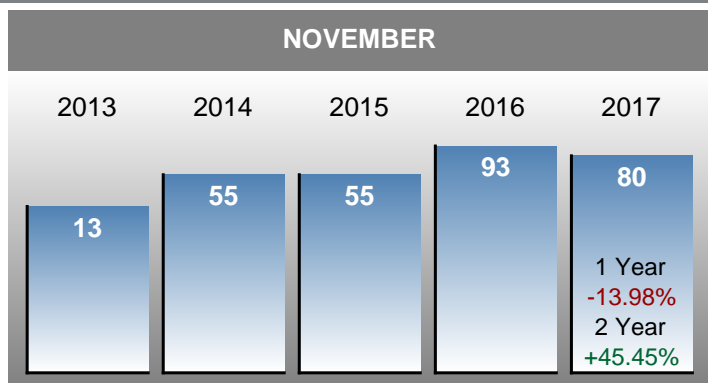
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CLOSED LISTINGS

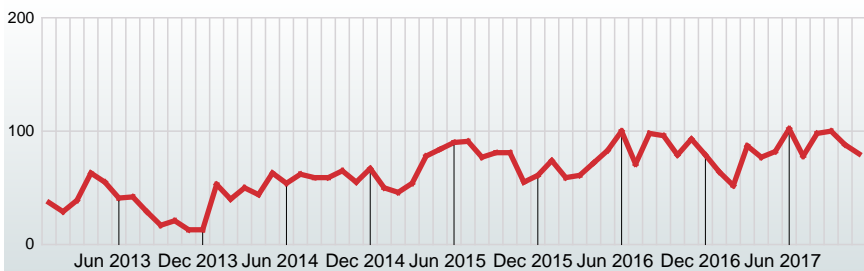
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 59

3 MONTHS



High
Jun 2017 = 102
Low
Dec 2013 = 13
Closed Listings
this month at **80**,
above the 5 yr NOV
average of **59**

| | |
|-----|---------------|
| SEP | 100 |
| OCT | 88 -12.00% |
| NOV | 80 -9.09% |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|-----------------|-----------------|-----------------|
| \$20,000 and less | 5 | 6.25% | 68.0 | 4 | 1 | 0 | 0 |
| \$20,001 - \$40,000 | 11 | 13.75% | 57.0 | 6 | 2 | 3 | 0 |
| \$40,001 - \$60,000 | 14 | 17.50% | 81.0 | 5 | 7 | 1 | 1 |
| \$60,001 - \$110,000 | 18 | 22.50% | 46.5 | 4 | 13 | 1 | 0 |
| \$110,001 - \$150,000 | 15 | 18.75% | 59.0 | 4 | 10 | 1 | 0 |
| \$150,001 - \$220,000 | 9 | 11.25% | 65.0 | 2 | 6 | 1 | 0 |
| \$220,001 and up | 8 | 10.00% | 94.0 | 2 | 4 | 2 | 0 |
| Total Closed Units | 80 | | | 27 | 43 | 9 | 1 |
| Total Closed Volume | 8,736,090 | 100% | 65.0 | 2.24M | 5.23M | 1.22M | 40.01K |
| Median Closed Price | \$89,450 | | | \$55,000 | \$98,432 | \$83,000 | \$40,009 |

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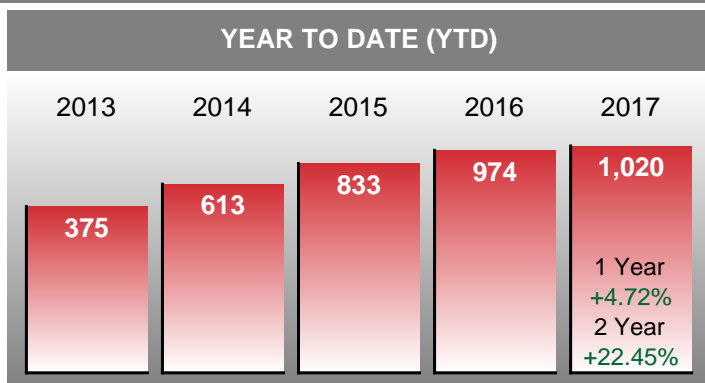
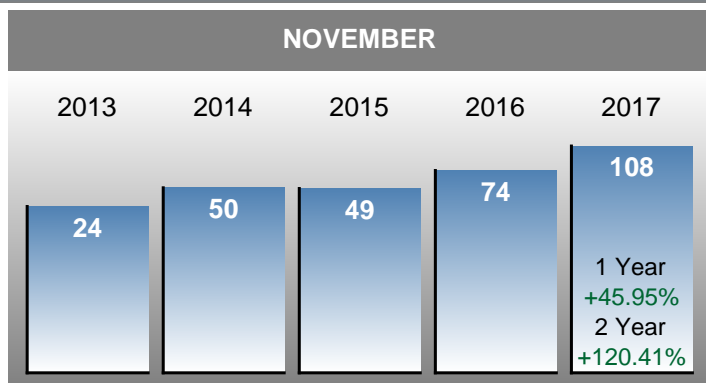
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PENDING LISTINGS

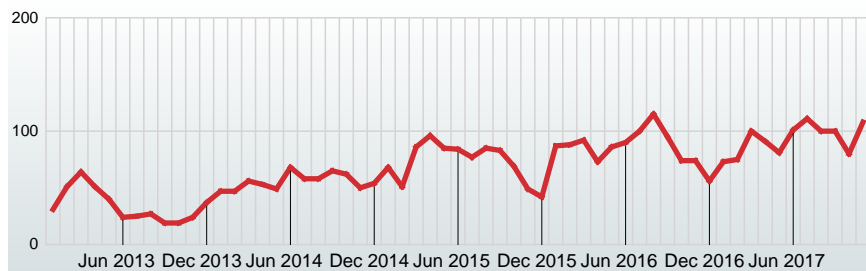
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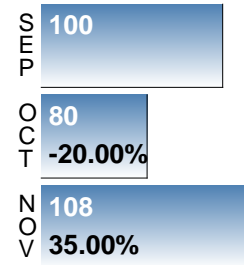
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 61

3 MONTHS



High
Aug 2016 = 115
Low
Oct 2013 = 19
Pending Listings
this month at **108**,
above the 5 yr NOV
average of **61**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|-----------------|------------------|--------------|
| \$20,000 and less | 4 | 3.70% | 57.5 | 3 | 1 | 0 | 0 |
| \$20,001 - \$40,000 | 21 | 19.44% | 76.0 | 13 | 6 | 2 | 0 |
| \$40,001 - \$60,000 | 11 | 10.19% | 101.0 | 4 | 7 | 0 | 0 |
| \$60,001 - \$120,000 | 31 | 28.70% | 39.0 | 12 | 17 | 2 | 0 |
| \$120,001 - \$170,000 | 14 | 12.96% | 58.5 | 2 | 10 | 2 | 0 |
| \$170,001 - \$220,000 | 17 | 15.74% | 59.0 | 2 | 11 | 4 | 0 |
| \$220,001 and up | 10 | 9.26% | 76.0 | 3 | 7 | 0 | 0 |
| Total Pending Units | 108 | | | 39 | 59 | 10 | 0 |
| Total Pending Volume | 12,114,053 | 100% | 54.0 | 3.32M | 7.52M | 1.27M | 0.00B |
| Median Listing Price | \$81,000 | | | \$50,000 | \$99,500 | \$133,500 | \$0 |

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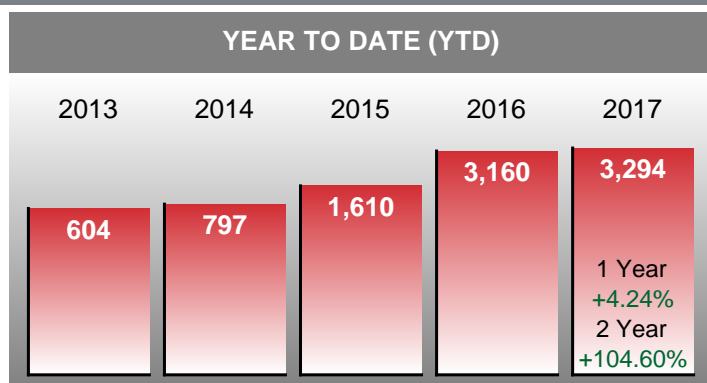
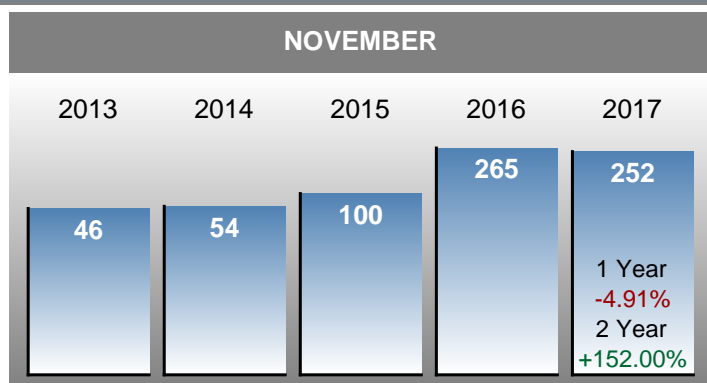
November 2017

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NEW LISTINGS

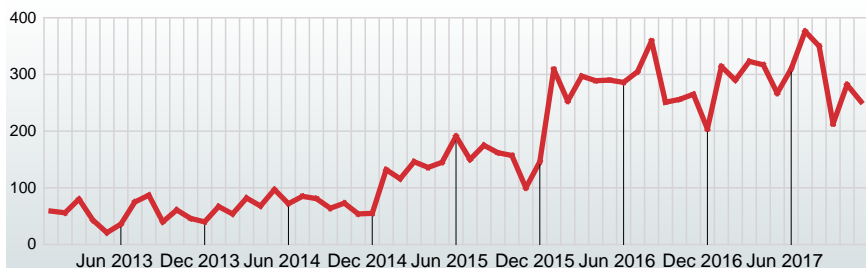
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 143

3 MONTHS



High
Jul 2017 = 376
Low
May 2013 = 21
New Listings
this month at **252**,
above the 5 yr NOV
average of **143**

| | |
|----------------|-----|
| SEP | 213 |
| OCT | 282 |
| NOV | 252 |
| 32.39% | |
| -10.64% | |

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less | 3 | 1.19% | 3 | 0 | 0 | 0 |
| \$10,001 - \$20,000 | 35 | 13.89% | 32 | 3 | 0 | 0 |
| \$20,001 - \$30,000 | 43 | 17.06% | 38 | 2 | 3 | 0 |
| \$30,001 - \$100,000 | 75 | 29.76% | 42 | 28 | 4 | 1 |
| \$100,001 - \$160,000 | 39 | 15.48% | 8 | 27 | 4 | 0 |
| \$160,001 - \$330,000 | 32 | 12.70% | 8 | 13 | 10 | 1 |
| \$330,001 and up | 25 | 9.92% | 8 | 11 | 4 | 2 |
| Total New Listed Units | 252 | | 139 | 84 | 25 | 4 |
| Total New Listed Volume | 38,127,037 | 100% | 17.04M | 15.02M | 5.02M | 1.05M |
| Median New Listed Listing Price | \$69,900 | | \$30,000 | \$127,250 | \$185,000 | \$286,300 |

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November 2017

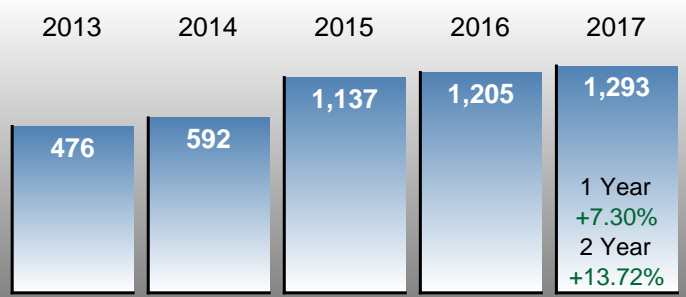
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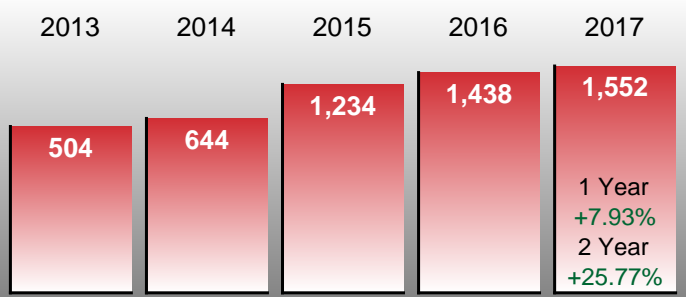
ACTIVE INVENTORY

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END OF NOVEMBER



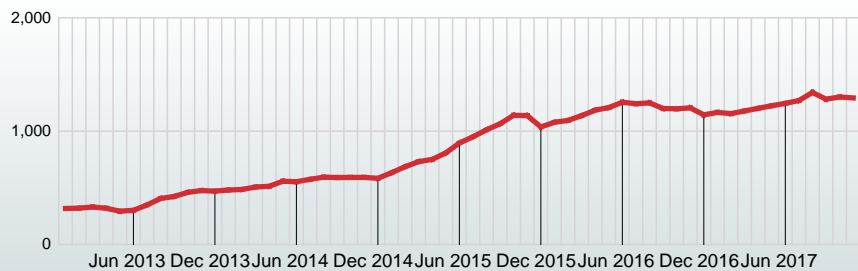
ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 941

3 MONTHS



High
Aug 2017 = 1,341
Low
May 2013 = 294
Inventory
this month at **1,293**,
above the 5 yr NOV
average of **941**

| | |
|-----|-----------------|
| SEP | 1,282 |
| OCT | 1,301 1.48% |
| NOV | 1,293 -0.61% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|--------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less | 31 | 2.40% | 106.0 | 29 | 2 | 0 | 0 |
| \$10,001 - \$30,000 | 270 | 20.88% | 101.0 | 259 | 10 | 1 | 0 |
| \$30,001 - \$50,000 | 147 | 11.37% | 106.0 | 118 | 25 | 4 | 0 |
| \$50,001 - \$120,000 | 362 | 28.00% | 94.0 | 167 | 161 | 33 | 1 |
| \$120,001 - \$180,000 | 175 | 13.53% | 93.0 | 39 | 103 | 32 | 1 |
| \$180,001 - \$330,000 | 177 | 13.69% | 99.0 | 37 | 85 | 48 | 7 |
| \$330,001 and up | 131 | 10.13% | 90.0 | 41 | 53 | 30 | 7 |
| Total Active Inventory by Units | 1,293 | | | 690 | 439 | 148 | 16 |
| Total Active Inventory by Volume | 204,327,103 | 100% | 100.0 | 78.53M | 81.62M | 37.96M | 6.22M |
| Median Active Inventory Listing Price | \$85,000 | | | \$40,000 | \$134,500 | \$186,250 | \$312,400 |

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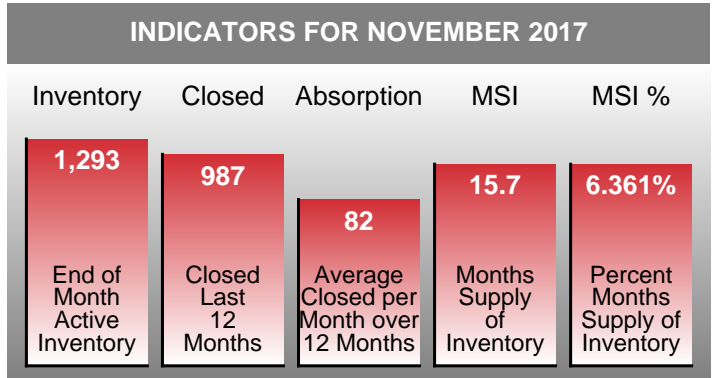
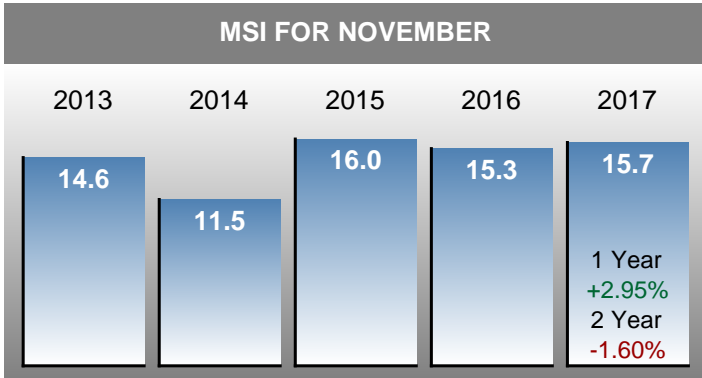
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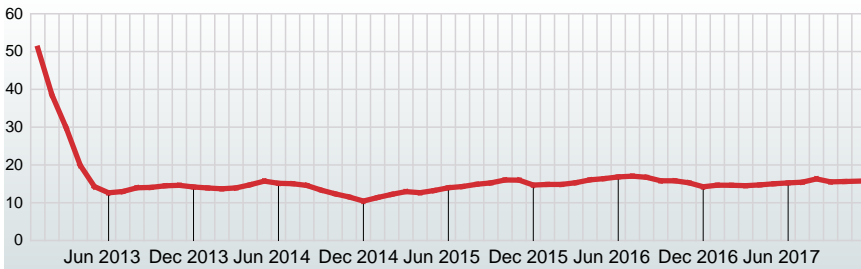


MONTHS SUPPLY of INVENTORY (MSI)

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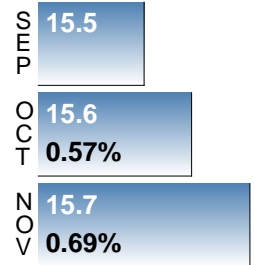
5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 14.6

3 MONTHS

High
Jan 2013 = 50.9
Low
Dec 2014 = 10.4
Months Supply
this month at **15.7**,
above the 5 yr NOV
average of **14.6**



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 |
|---|-------|--------|------|----------|--------|--------|---------|
| \$10,000 and less | 31 | 2.40% | 17.7 | 19.3 | 8.0 | 0.0 | 0.0 |
| \$10,001 \$30,000 | 270 | 20.88% | 23.5 | 34.9 | 2.9 | 1.7 | 0.0 |
| \$30,001 \$50,000 | 147 | 11.37% | 12.7 | 18.9 | 5.8 | 4.4 | 0.0 |
| \$50,001 \$120,000 | 362 | 28.00% | 13.0 | 17.6 | 10.3 | 12.4 | 12.0 |
| \$120,001 \$180,000 | 175 | 13.53% | 12.2 | 16.1 | 10.6 | 16.7 | 4.0 |
| \$180,001 \$330,000 | 177 | 13.69% | 15.5 | 23.4 | 13.1 | 17.5 | 12.0 |
| \$330,001 and up | 131 | 10.13% | 34.9 | 98.4 | 42.4 | 17.1 | 21.0 |
| Market Supply of Inventory (MSI) | 15.7 | | | 23.7 | 10.6 | 14.0 | 12.0 |
| | | 100% | 15.7 | | | | |
| Total Active Inventory by Units | 1,293 | | | 690 | 439 | 148 | 16 |

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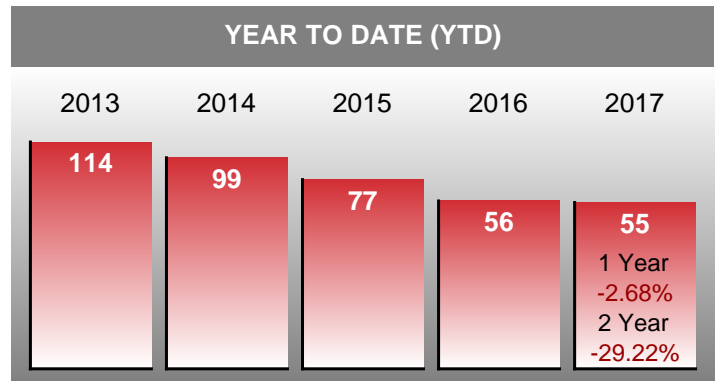
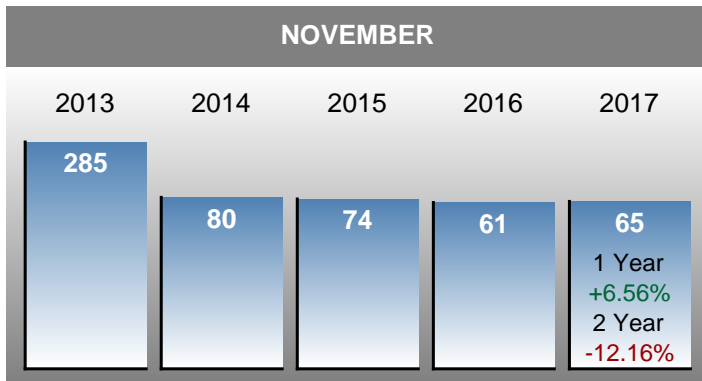
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MEDIAN DAYS ON MARKET TO SALE

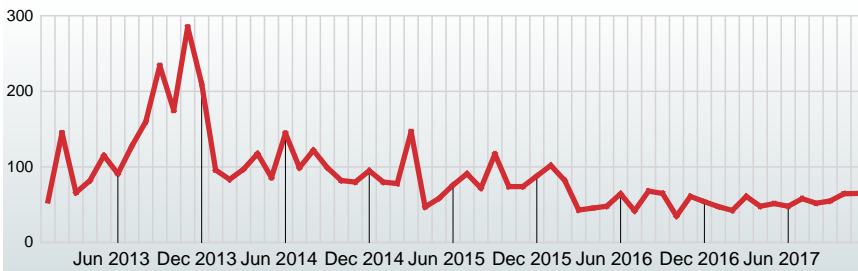
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 113

3 MONTHS



High
Nov 2013 = 285

Low
Oct 2016 = 35

Median Days on Market this month at **65**, below the 5 yr NOV average of **113**

| | |
|---------------|----|
| SEP | 55 |
| OCT | 65 |
| NOV | 65 |
| 17.27% | |
| 0.78% | |

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 |
|--|-----------|--------|------|----------|--------|--------|---------|
| \$20,000 and less | 5 | 6.25% | 68.0 | 69.0 | 68.0 | 0.0 | 0.0 |
| \$20,001 \$40,000 | 11 | 13.75% | 57.0 | 51.0 | 13.0 | 100.0 | 0.0 |
| \$40,001 \$60,000 | 14 | 17.50% | 81.0 | 83.0 | 87.0 | 15.0 | 27.0 |
| \$60,001 \$110,000 | 18 | 22.50% | 46.5 | 75.0 | 39.0 | 48.0 | 0.0 |
| \$110,001 \$150,000 | 15 | 18.75% | 59.0 | 53.0 | 63.0 | 67.0 | 0.0 |
| \$150,001 \$220,000 | 9 | 11.25% | 65.0 | 68.0 | 55.0 | 65.0 | 0.0 |
| \$220,001 and up | 8 | 10.00% | 94.0 | 127.5 | 62.5 | 85.0 | 0.0 |
| Median Closed DOM | 65.0 | | | 83.0 | 53.0 | 65.0 | 27.0 |
| Total Closed Units | 80 | 100% | 65.0 | 27 | 43 | 9 | 1 |
| Total Closed Volume | 8,736,090 | | | 2.24M | 5.23M | 1.22M | 40.01K |

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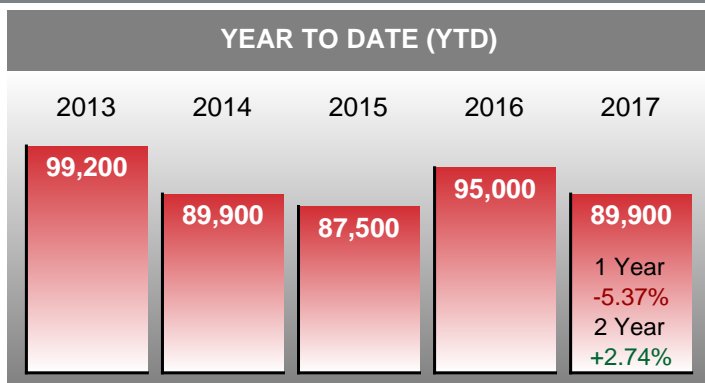
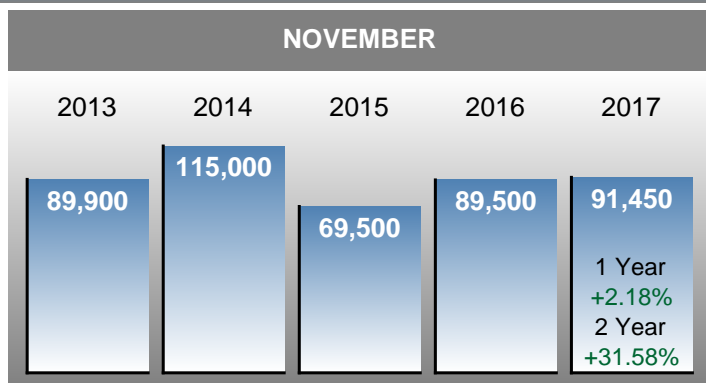
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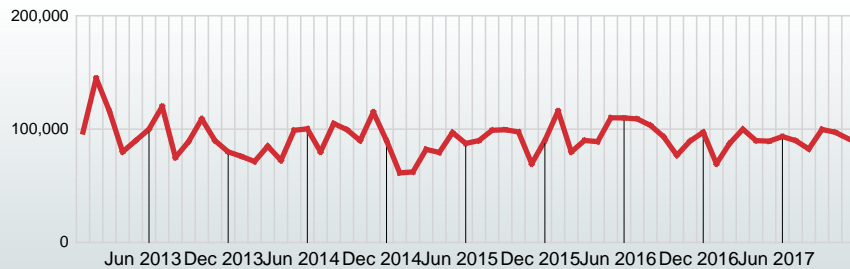
MEDIAN LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 91,070 **3 MONTHS**



High
Feb 2013 = 144,900
Low
Jan 2015 = 61,450
Median List Price
this month at **91,450**,
above the 5 yr NOV
average of **91,070**

| | |
|-----|------------------|
| SEP | 99,750 |
| OCT | 97,250 -2.51% |
| NOV | 91,450 -5.96% |

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 |
|---|-----------|--------|---------|----------|---------|---------|---------|
| \$20,000 and less | 4 | 5.00% | 18,475 | 18,000 | 19,000 | 0 | 0 |
| \$20,001 \$40,000 | 10 | 12.50% | 29,500 | 33,750 | 27,000 | 34,500 | 0 |
| \$40,001 \$60,000 | 14 | 17.50% | 50,350 | 50,000 | 54,500 | 45,700 | 41,340 |
| \$60,001 \$110,000 | 20 | 25.00% | 87,000 | 85,000 | 91,450 | 85,000 | 0 |
| \$110,001 \$150,000 | 12 | 15.00% | 128,700 | 119,900 | 131,200 | 129,900 | 0 |
| \$150,001 \$220,000 | 9 | 11.25% | 169,500 | 184,950 | 176,500 | 169,500 | 0 |
| \$220,001 and up | 11 | 13.75% | 285,000 | 320,000 | 249,450 | 367,000 | 0 |
| Median List Price | | | 91,450 | 60,000 | 105,000 | 85,000 | 41,340 |
| Total Closed Units | 80 | 100% | 91,450 | 27 | 43 | 9 | 1 |
| Total Closed Volume | 9,402,326 | | | 2.60M | 5.48M | 1.28M | 41.34K |

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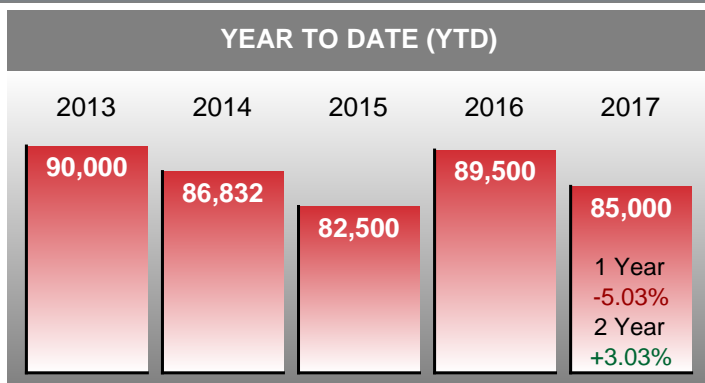
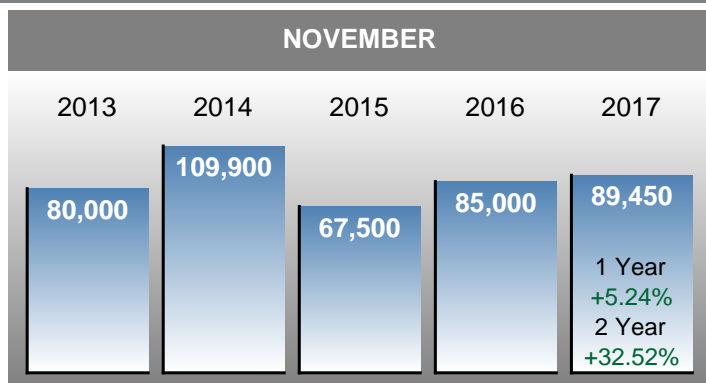
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MEDIAN SOLD PRICE AT CLOSING

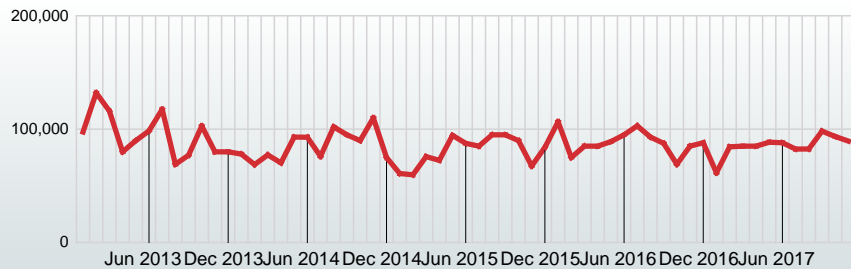
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 86,370

3 MONTHS



High
Feb 2013 = 132,000

Low
Feb 2015 = 59,750

Median Sold Price this month at **89,450**, above the 5 yr NOV average of **86,370**

| | |
|-----|--------|
| SEP | 98,250 |
| OCT | 93,500 |
| NOV | 89,450 |
| | -4.83% |
| | -4.33% |

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 |
|---|-----------|--------|---------|----------|---------|---------|---------|
| \$20,000 and less | 5 | 6.25% | 15,000 | 15,500 | 15,000 | 0 | 0 |
| \$20,001 \$40,000 | 11 | 13.75% | 30,000 | 28,500 | 28,750 | 35,000 | 0 |
| \$40,001 \$60,000 | 14 | 17.50% | 52,797 | 55,000 | 53,594 | 45,000 | 40,009 |
| \$60,001 \$110,000 | 18 | 22.50% | 87,000 | 80,000 | 90,000 | 83,000 | 0 |
| \$110,001 \$150,000 | 15 | 18.75% | 133,797 | 127,500 | 131,200 | 133,797 | 0 |
| \$150,001 \$220,000 | 9 | 11.25% | 195,000 | 202,500 | 197,500 | 166,000 | 0 |
| \$220,001 and up | 8 | 10.00% | 269,500 | 265,000 | 297,000 | 349,000 | 0 |
| Median Sold Price | 89,450 | | | 55,000 | 98,432 | 83,000 | 40,009 |
| Total Closed Units | 80 | 100% | 89,450 | 27 | 43 | 9 | 1 |
| Total Closed Volume | 8,736,090 | | | 2.24M | 5.23M | 1.22M | 40.01K |

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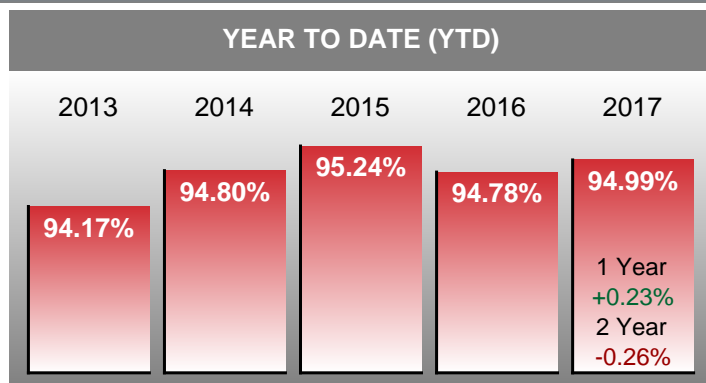
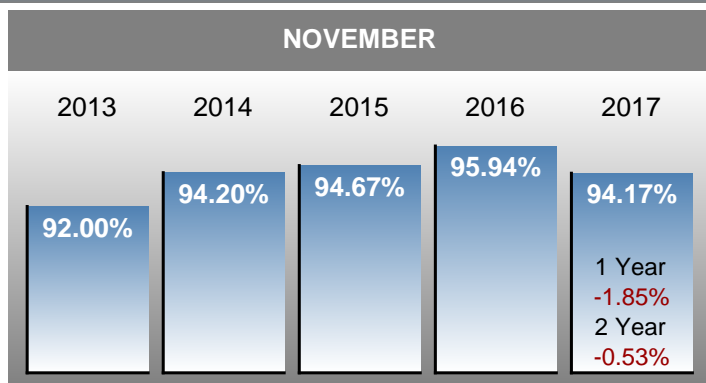
November 2017

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha

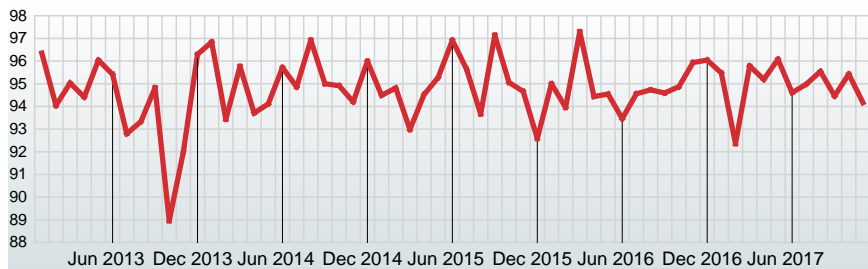


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 94.19%

3 MONTHS

High
Mar 2016 = 97.30%
Low
Oct 2013 = 88.96%
Median Sold/List Ratio
this month at **94.17%**,
equal to 5 yr NOV
average of **94.19%**

| | |
|-----|--------|
| SEP | 94.46% |
| OCT | 95.43% |
| NOV | 1.02% |
| | 94.17% |
| | -1.32% |

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 |
|--|-----------|--------|--------|----------|---------|---------|---------|
| \$20,000 and less | 5 | 6.25% | 78.95% | 78.54% | 78.95% | 0.00% | 0.00% |
| \$20,001 \$40,000 | 11 | 13.75% | 87.50% | 81.89% | 107.29% | 87.50% | 0.00% |
| \$40,001 \$60,000 | 14 | 17.50% | 91.68% | 86.00% | 93.99% | 90.18% | 96.78% |
| \$60,001 \$110,000 | 18 | 22.50% | 95.04% | 94.28% | 95.24% | 97.65% | 0.00% |
| \$110,001 \$150,000 | 15 | 18.75% | 98.64% | 93.41% | 99.32% | 103.00% | 0.00% |
| \$150,001 \$220,000 | 9 | 11.25% | 97.94% | 84.21% | 97.74% | 97.94% | 0.00% |
| \$220,001 and up | 8 | 10.00% | 92.93% | 82.12% | 94.90% | 94.41% | 0.00% |
| Median Sold/List Ratio | | | 94.17% | 87.72% | 96.77% | 93.98% | 96.78% |
| Total Closed Units | 80 | 100% | 94.17% | 27 | 43 | 9 | 1 |
| Total Closed Volume | 8,736,090 | | | 2.24M | 5.23M | 1.22M | 40.01K |

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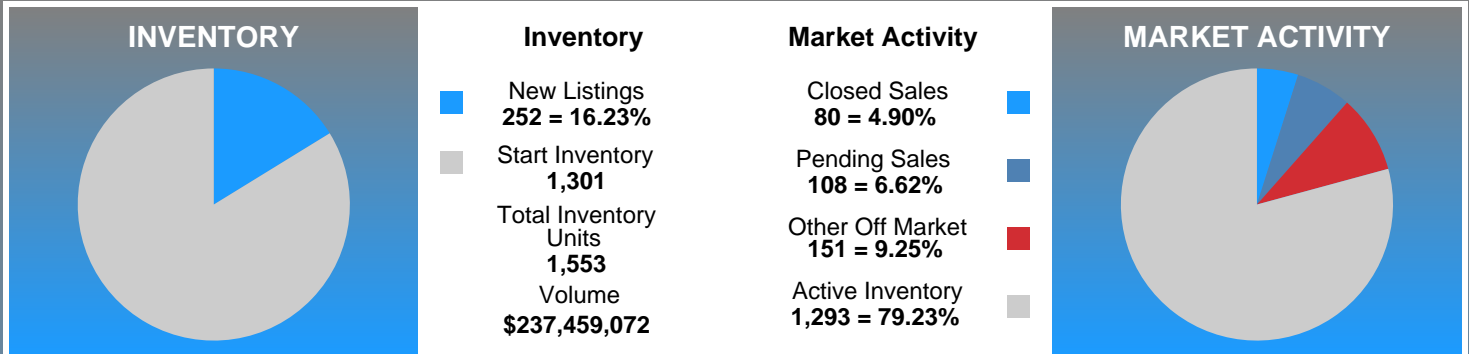
November 2017

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

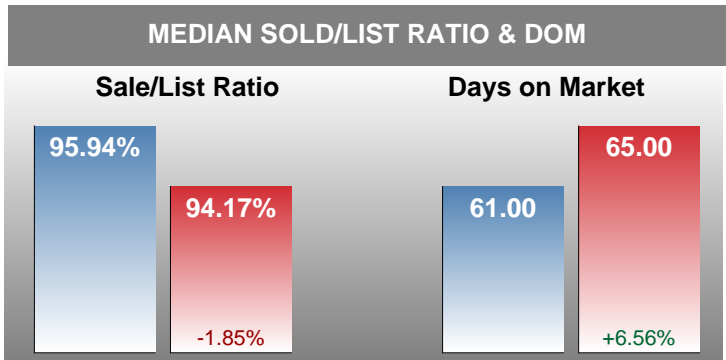
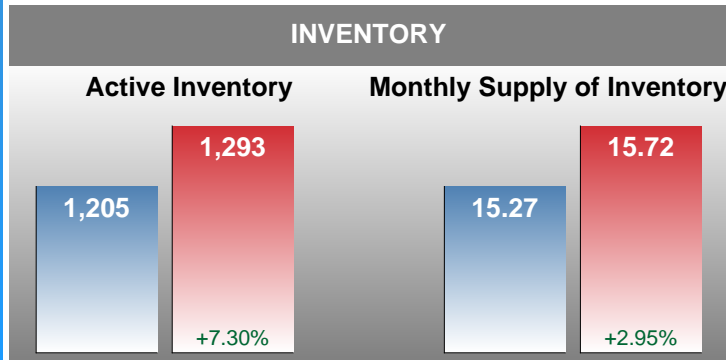
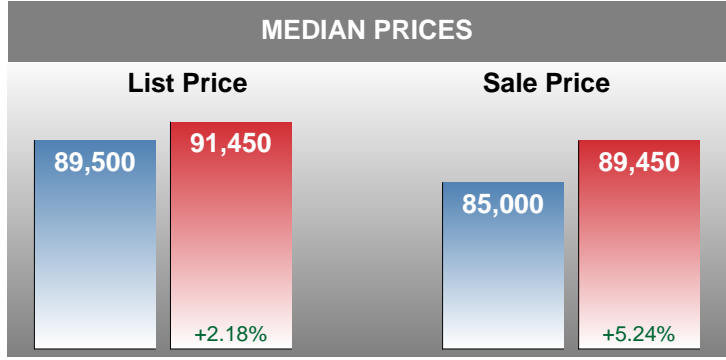
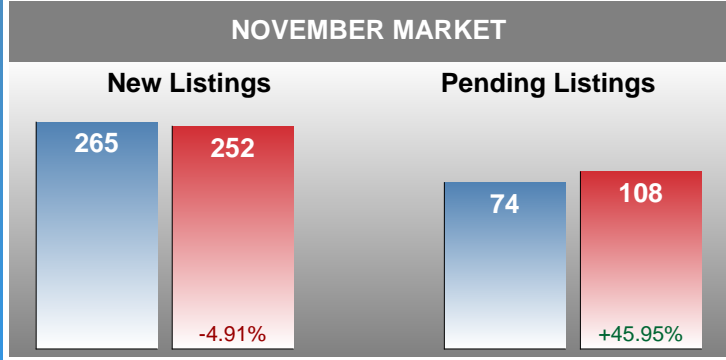
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| Compared Metrics | November | | | Year to Date | | |
|---|----------|--------|---------|--------------|--------|--------|
| | 2016 | 2017 | +/-% | 2016 | 2017 | +/-% |
| Closed Sales | 93 | 80 | -13.98% | 886 | 908 | 2.48% |
| Pending Sales | 74 | 108 | 45.95% | 974 | 1,020 | 4.72% |
| New Listings | 265 | 252 | -4.91% | 3,160 | 3,294 | 4.24% |
| Median List Price | 89,500 | 91,450 | 2.18% | 95,000 | 89,900 | -5.37% |
| Median Sale Price | 85,000 | 89,450 | 5.24% | 89,500 | 85,000 | -5.03% |
| Median Percent of Selling Price to List Price | 95.94% | 94.17% | -1.85% | 94.78% | 94.99% | 0.23% |
| Median Days on Market to Sale | 61.00 | 65.00 | 6.56% | 56.00 | 54.50 | -2.68% |
| Monthly Inventory | 1,205 | 1,293 | 7.30% | 1,205 | 1,293 | 7.30% |
| Months Supply of Inventory | 15.27 | 15.72 | 2.95% | 15.27 | 15.72 | 2.95% |

Absorption: Last 12 months, an Average of **82** Sales/Month

Inventory on November 30, 2017 = 1,293 2016 2017



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