

October 2017

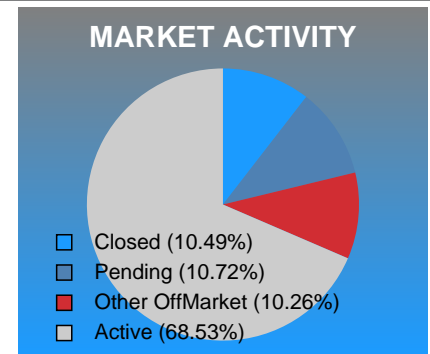
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	35	45	28.57%
Pending Listings	30	46	53.33%
New Listings	74	94	27.03%
Average List Price	131,721	138,572	5.20%
Average Sale Price	123,712	123,189	-0.42%
Average Percent of List Price to Selling Price	93.77%	94.72%	1.01%
Average Days on Market to Sale	59.57	41.16	-30.91%
End of Month Inventory	287	294	2.44%
Months Supply of Inventory	8.28	7.54	-8.94%



Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of October 31, 2017 = **294**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **2.44%** to 294 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **7.54** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.42%** in October 2017 to \$123,189 versus the previous year at \$123,712.

Average Days on Market Shortens

The average number of **41.16** days that homes spent on the market before selling decreased by 18.42 days or **30.91%** in October 2017 compared to last year's same month at **59.57** DOM.

Sales Success for October 2017 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 94 New Listings in October 2017, up **27.03%** from last year at 74. Furthermore, there were 45 Closed Listings this month versus last year at 35, a **28.57%** increase.

Closed versus Listed trends yielded a **47.9%** ratio, up from previous year's, October 2016, at **47.3%**, a **1.22%** upswing. 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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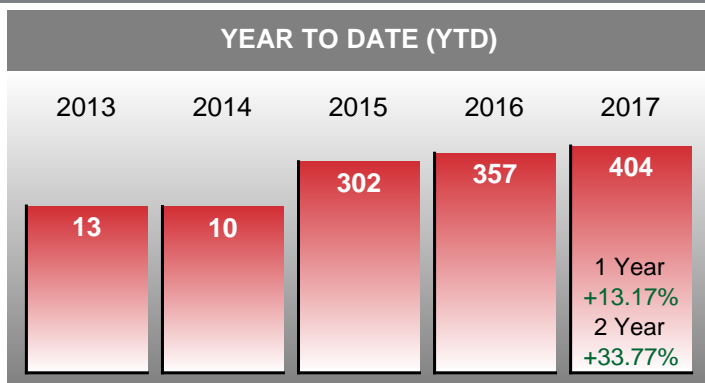
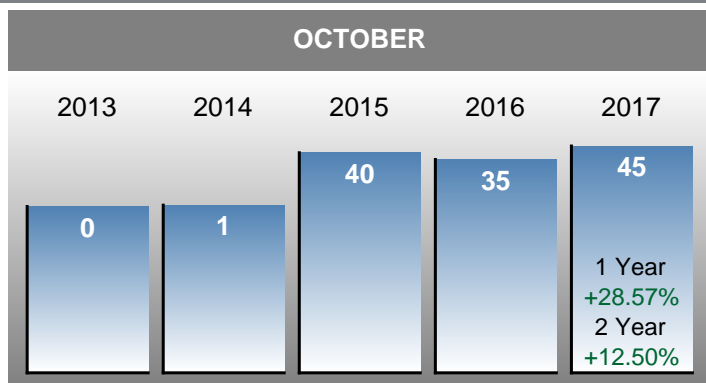
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CLOSED LISTINGS

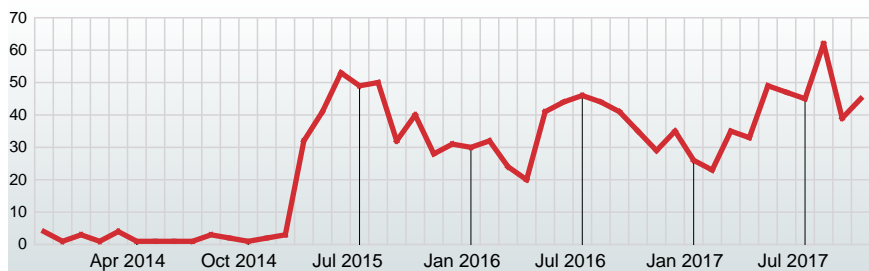
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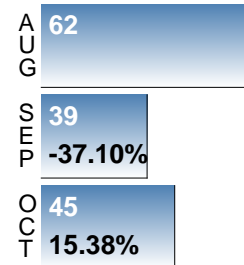
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 24

3 MONTHS



High
 Aug 2017 = 62
Low
 Oct 2014 = 1
 Closed Listings this month at **45**, above the 5 yr OCT average of **24**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	8.89%	4.0	4	0	0	0
\$30,001 - \$50,000	7	15.56%	29.6	4	3	0	0
\$50,001 - \$70,000	5	11.11%	17.2	4	0	1	0
\$70,001 - \$120,000	11	24.44%	34.5	3	6	2	0
\$120,001 - \$150,000	6	13.33%	53.7	0	6	0	0
\$150,001 - \$170,000	5	11.11%	105.0	1	3	1	0
\$170,001 and up	7	15.56%	45.3	1	4	2	0
Total Closed Units	45			17	22	6	0
Total Closed Volume	5,543,500	100%	41.2	1.91M	2.75M	890.00K	0.00B
Average Closed Price	\$123,189			\$112,265	\$124,773	\$148,333	\$0

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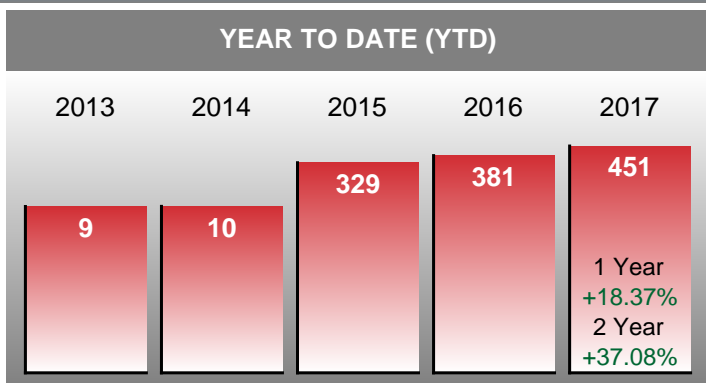
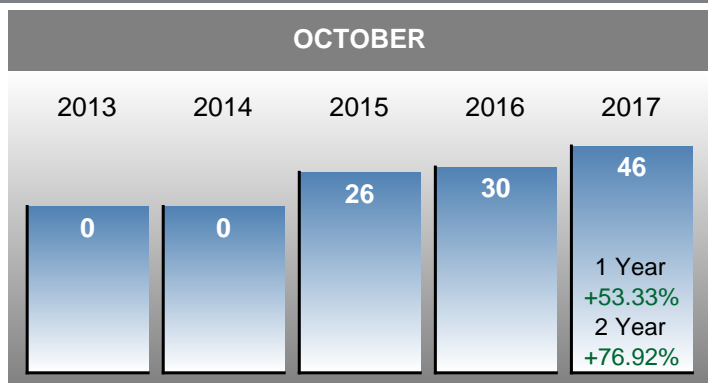
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PENDING LISTINGS

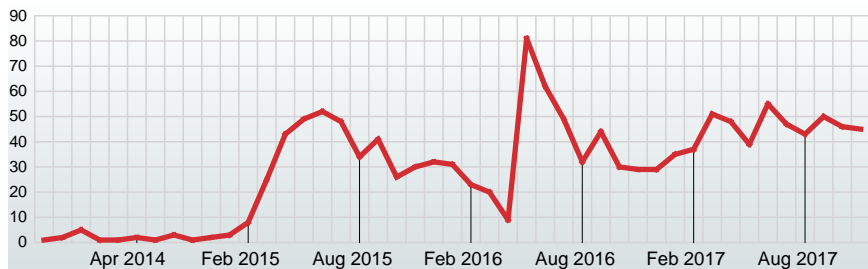
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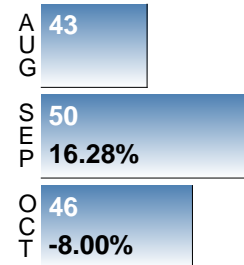
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 20

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **46**,
above the 5 yr OCT
average of **20**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	4.35%	53.0	2	0	0	0
\$10,001 - \$40,000	9	19.57%	50.4	9	0	0	0
\$40,001 - \$60,000	2	4.35%	79.5	1	1	0	0
\$60,001 - \$140,000	14	30.43%	59.4	3	9	2	0
\$140,001 - \$180,000	8	17.39%	82.8	0	7	1	0
\$180,001 - \$270,000	6	13.04%	65.8	1	4	1	0
\$270,001 and up	5	10.87%	90.2	0	1	3	1
Total Pending Units	46			16	22	7	1
Total Pending Volume	5,876,297	100%	54.2	790.00K	3.17M	1.62M	299.00K
Average Listing Price	\$80,422			\$49,375	\$144,000	\$231,329	\$299,000

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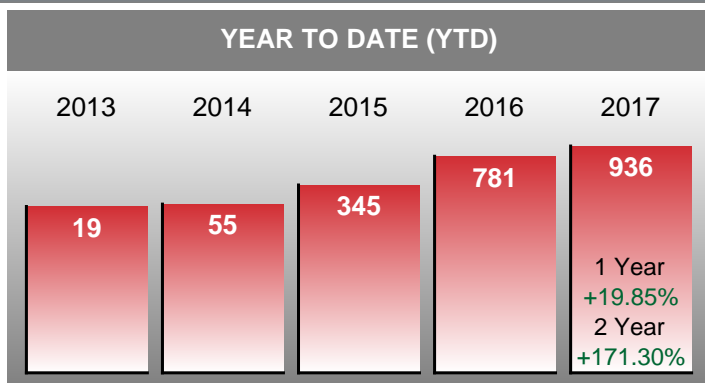
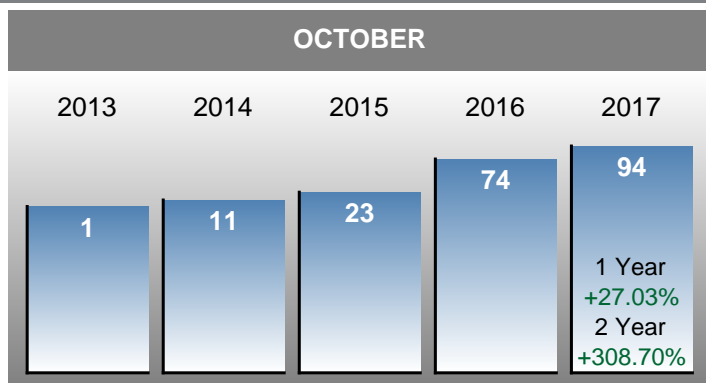
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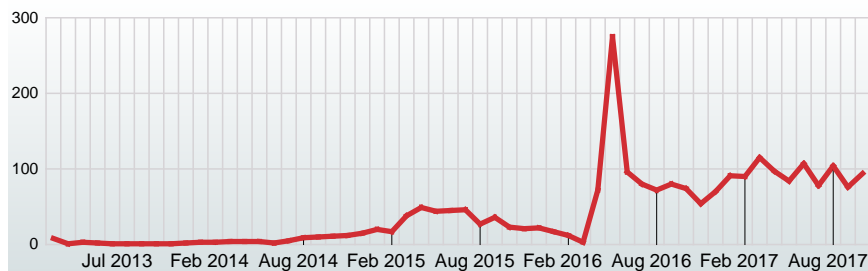


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 41

3 MONTHS

High
May 2016 = 275
Low
Oct 2013 = 1
New Listings
this month at **94**,
above the 5 yr OCT
average of 41

AUG	104
SEP	76 -26.92%
OCT	94 23.68%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.38%	6	0	0	0
\$30,001 - \$50,000	12	12.77%	9	2	1	0
\$50,001 - \$90,000	13	13.83%	5	6	2	0
\$90,001 - \$160,000	26	27.66%	3	20	2	1
\$160,001 - \$220,000	12	12.77%	2	9	1	0
\$220,001 - \$320,000	15	15.96%	1	8	6	0
\$320,001 and up	10	10.64%	2	2	4	2
Total New Listed Units	94		28	47	16	3
Total New Listed Volume	18,689,146	100%	4.59M	8.57M	4.52M	1.01M
Average New Listed Listing Price	\$17,500		\$163,777	\$182,436	\$282,463	\$336,500

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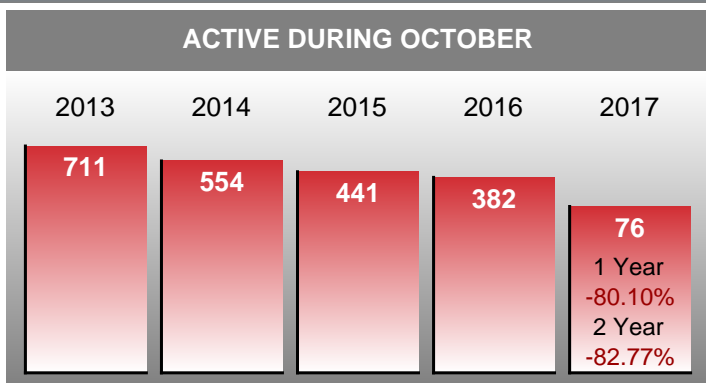
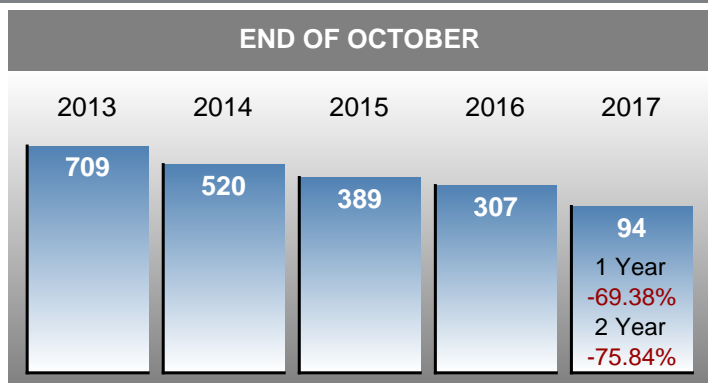
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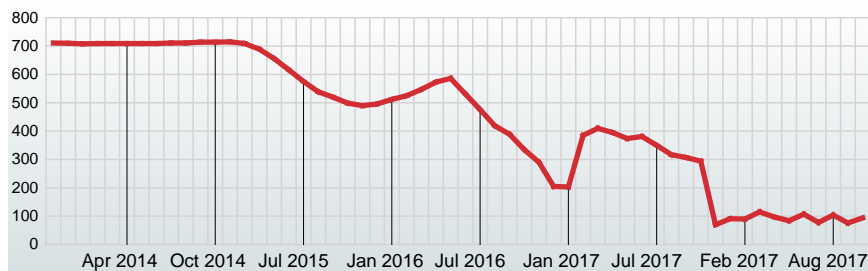


ACTIVE INVENTORY

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5 YEAR MARKET ACTIVITY TRENDS



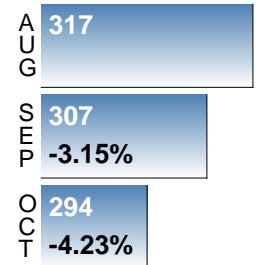
5yr OCT AVG = 404

3 MONTHS

High
Jan 2015 = 715

Low
Dec 2016 = 70

Inventory
this month at **94**,
below the 5 yr OCT
average of **404**



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	11	3.74%	70.9	10	1	0	0
\$25,001 - \$50,000	33	11.22%	67.2	26	6	1	0
\$50,001 - \$75,000	31	10.54%	91.0	19	8	4	0
\$75,001 - \$150,000	97	32.99%	70.7	29	60	7	1
\$150,001 - \$225,000	51	17.35%	79.5	9	33	8	1
\$225,001 - \$300,000	37	12.59%	58.8	7	16	13	1
\$300,001 and up	34	11.56%	78.2	7	8	11	8
Total Active Inventory by Units	294			107	132	44	11
Total Active Inventory by Volume	53,537,448	100%	73.4	13.43M	22.68M	11.87M	5.56M
Average Active Inventory Listing Price	\$182,100			\$125,494	\$171,807	\$269,789	\$505,482

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October 2017

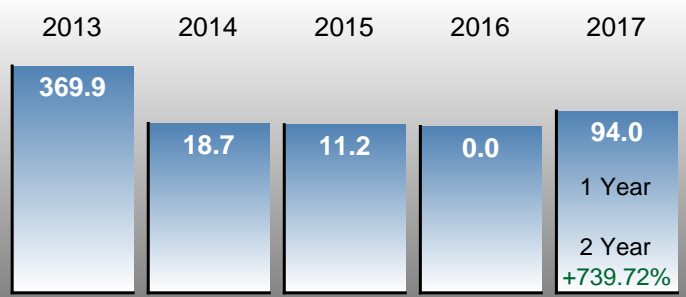
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



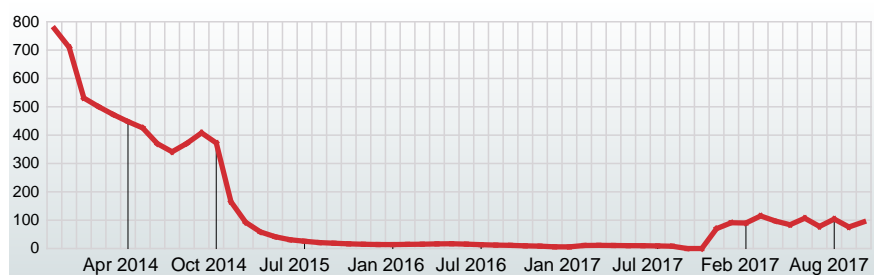
INDICATORS FOR OCTOBER 2017

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 98.8

3 MONTHS



High
Jan 2013 = 775.6
Low
Oct 2017 = 0.0
Months Supply
this month at **94.0**,
below the 5 yr OCT
average of **98.8**

AUG	8.1
SEP	0.0
SEP	-100.00%
OCT	0.0
OCT	0.00%

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
\$30,000 and less	20	6.80%	7.3	6.6	12.0	0.0	0.0
\$30,001 \$60,000	38	12.93%	6.2	8.9	2.3	18.0	0.0
\$60,001 \$90,000	45	15.31%	7.4	15.5	5.4	4.0	0.0
\$90,001 \$160,000	74	25.17%	5.5	10.7	5.0	3.4	12.0
\$160,001 \$230,000	49	16.67%	7.8	18.0	7.5	6.0	4.0
\$230,001 \$320,000	39	13.27%	14.2	0.0	9.7	15.3	12.0
\$320,001 and up	29	9.86%	18.3	28.0	7.2	19.2	96.0
Market Supply of Inventory (MSI)	7.5			11.4	5.7	7.7	16.5
Total Active Inventory by Units	294	100%	7.5	107	132	44	11

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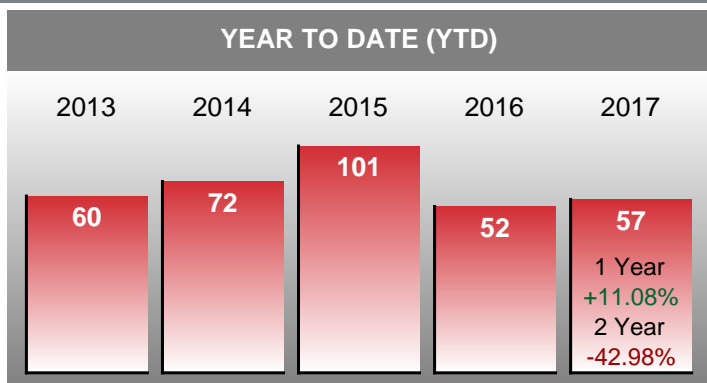
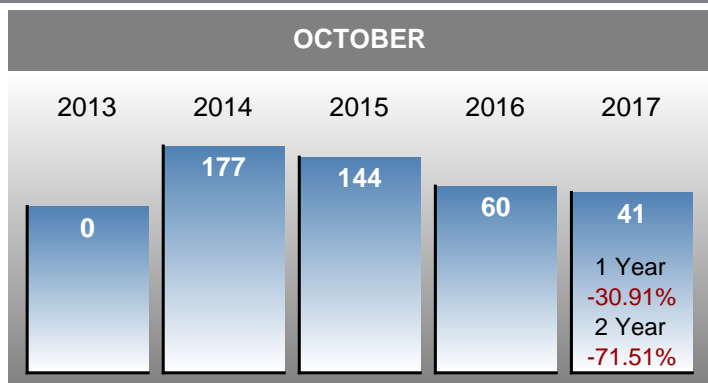
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AVERAGE DAYS ON MARKET TO SALE

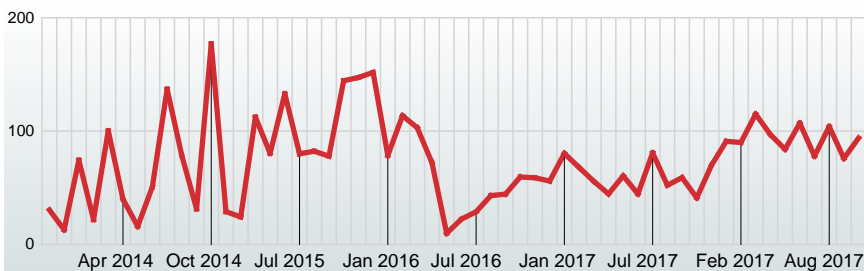
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 84

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **41**,
below the 5 yr OCT
average of **84**

AUG	52
SEP	59
SEP	12.87%
OCT	41
OCT	-30.24%

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
\$30,000 and less	4	8.89%	4.0	4.0	0.0	0.0	0.0
\$30,001 - \$50,000	7	15.56%	29.6	42.8	12.0	0.0	0.0
\$50,001 - \$70,000	5	11.11%	17.2	20.5	0.0	4.0	0.0
\$70,001 - \$120,000	11	24.44%	34.5	26.3	31.2	56.5	0.0
\$120,001 - \$150,000	6	13.33%	53.7	0.0	53.7	0.0	0.0
\$150,001 - \$170,000	5	11.11%	105.0	148.0	95.3	91.0	0.0
\$170,001 and up	7	15.56%	45.3	3.0	67.3	22.5	0.0
Average Closed DOM			41.2	29.4	50.0	42.2	0.0
Total Closed Units		100%	41.2	17	22	6	
Total Closed Volume			5,543,500	1.91M	2.75M	890.00K	0.00B

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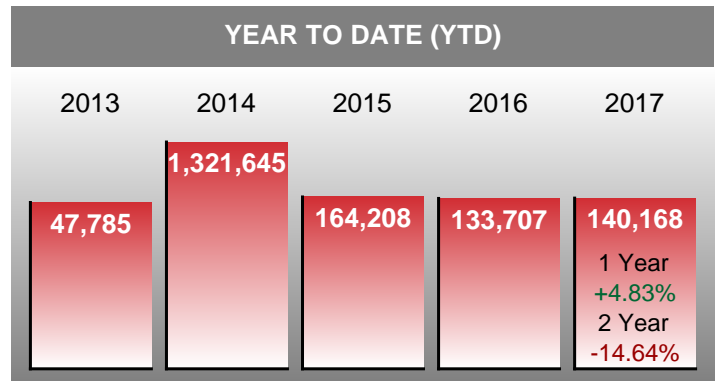
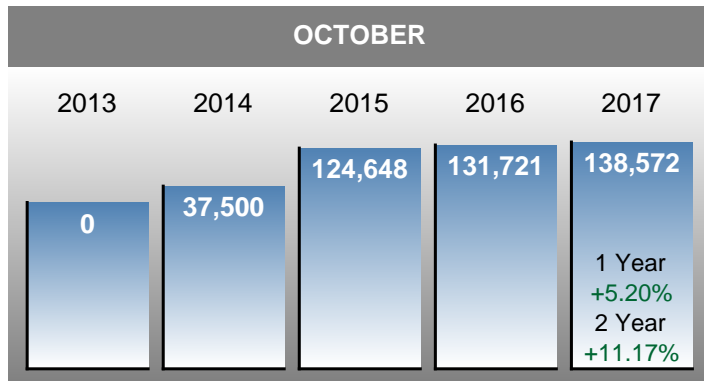
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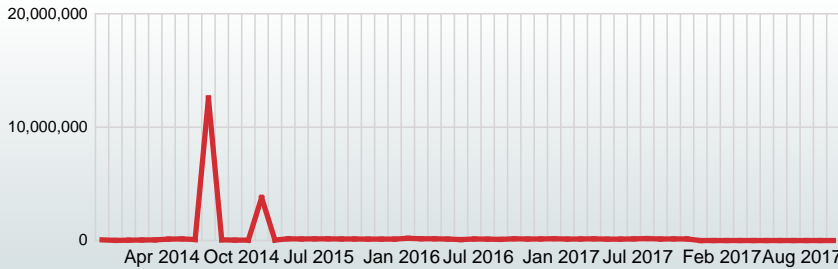
AVERAGE LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 86,488 **3 MONTHS**



High
Jul 2014 = 12,565,000
Low
Dec 2016 = 70
Average List Price
this month at **138,572**,
above the 5 yr OCT
average of **86,488**

AUG	135,297
SEP	143,805
OCT	138,572
	6.29%
	-3.64%

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
\$30,000 and less	3	6.67%	14,833	19,375	0	0	0
\$30,001 - \$50,000	9	20.00%	44,311	46,225	43,667	0	0
\$50,001 - \$70,000	4	8.89%	63,550	61,150	0	59,500	0
\$70,001 - \$120,000	11	24.44%	94,782	94,967	92,133	102,450	0
\$120,001 - \$150,000	4	8.89%	141,075	0	146,200	0	0
\$150,001 - \$170,000	6	13.33%	162,700	185,000	167,800	159,900	0
\$170,001 and up	8	17.78%	369,394	1,443,750	204,350	254,500	0
Average List Price			138,572	142,391	130,991	155,550	0
Total Closed Units		100%	138,572	17	22	6	
Total Closed Volume			6,235,750	2.42M	2.88M	933.30K	0.00B

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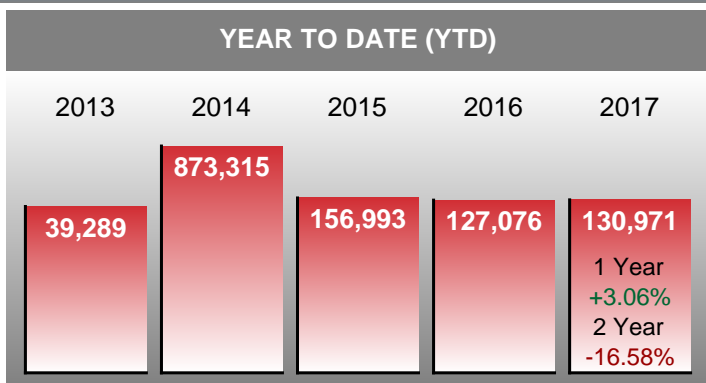
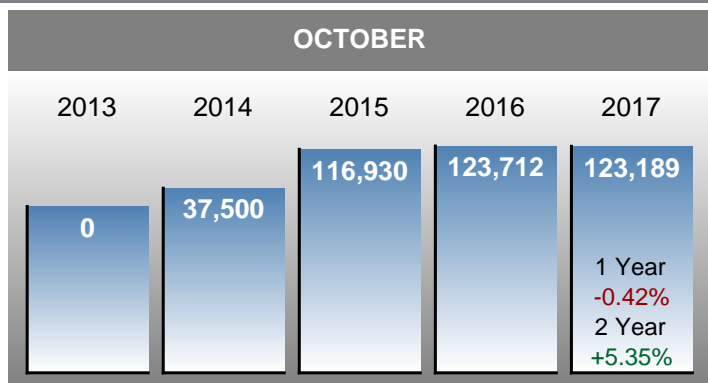
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AVERAGE SOLD PRICE AT CLOSING

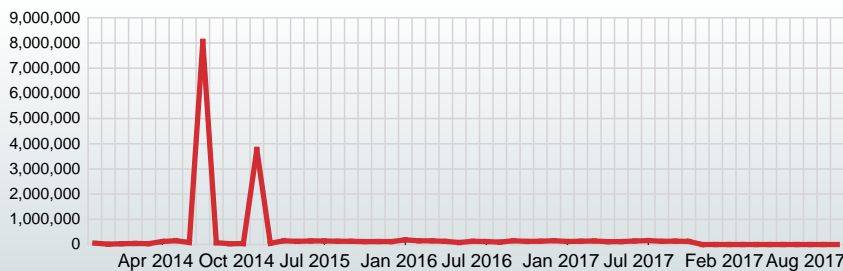
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 80,266

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Dec 2016 = 70
Average Sold Price
this month at **123,189**,
above the 5 yr OCT
average of **80,266**

AUG 128,083
SEP 134,827
5.27%
OCT 123,189
-8.63%

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
\$30,000 and less	4	8.89%	17,375	17,375	0	0	0
\$30,001 - \$50,000	7	15.56%	41,857	42,250	41,333	0	0
\$50,001 - \$70,000	5	11.11%	57,800	58,500	0	55,000	0
\$70,001 - \$120,000	11	24.44%	93,273	95,000	90,667	98,500	0
\$120,001 - \$150,000	6	13.33%	136,667	0	136,667	0	0
\$150,001 - \$170,000	5	11.11%	161,100	170,000	159,167	158,000	0
\$170,001 and up	7	15.56%	320,071	981,000	194,875	240,000	0
Average Sold Price			123,189	112,265	124,773	148,333	0
Total Closed Units		100%	123,189	17	22	6	
Total Closed Volume			5,543,500	1.91M	2.75M	890.00K	0.00B

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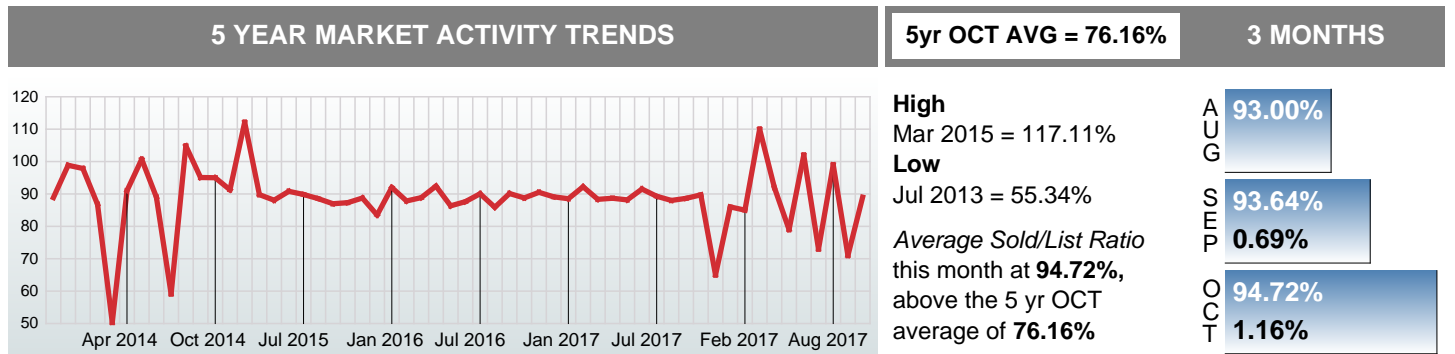
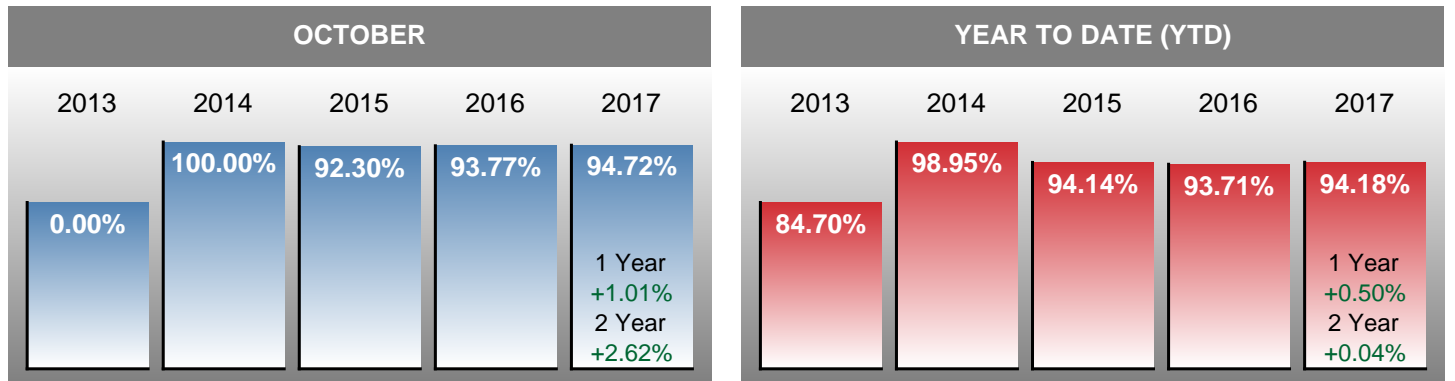
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$30,000 and less	4	8.89%	93.94%	93.94%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	7	15.56%	92.82%	91.66%	94.38%	0.00%	0.00%
\$50,001 - \$70,000	5	11.11%	95.28%	95.99%	0.00%	92.44%	0.00%
\$70,001 - \$120,000	11	24.44%	98.57%	100.03%	98.52%	96.52%	0.00%
\$120,001 - \$150,000	6	13.33%	93.55%	0.00%	93.55%	0.00%	0.00%
\$150,001 - \$170,000	5	11.11%	95.05%	91.89%	94.84%	98.81%	0.00%
\$170,001 and up	7	15.56%	91.40%	67.95%	95.48%	94.96%	0.00%
Average Sold/List Ratio			94.70%	93.31%	95.55%	95.70%	0.00%
Total Closed Units	45	100%	94.70%	17	22	6	
Total Closed Volume	5,543,500			1.91M	2.75M	890.00K	0.00B

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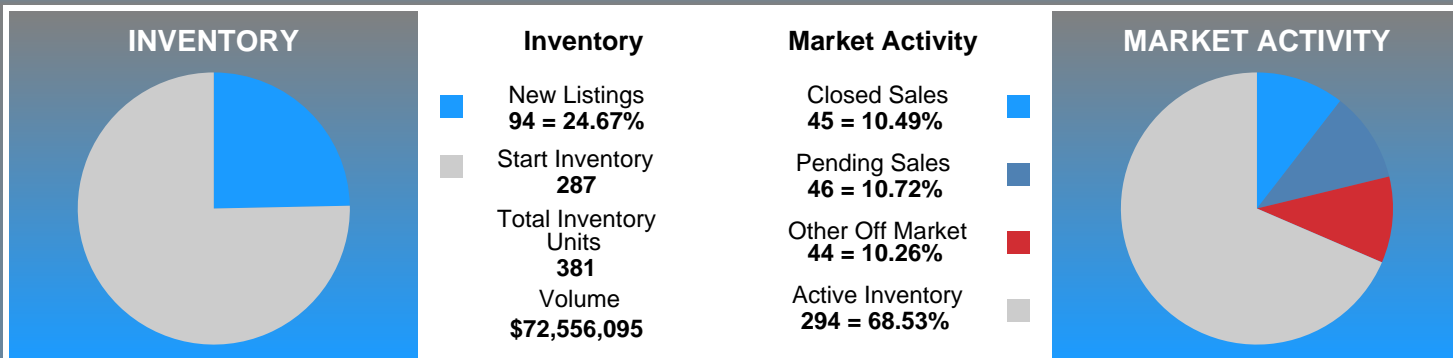
October 2017

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

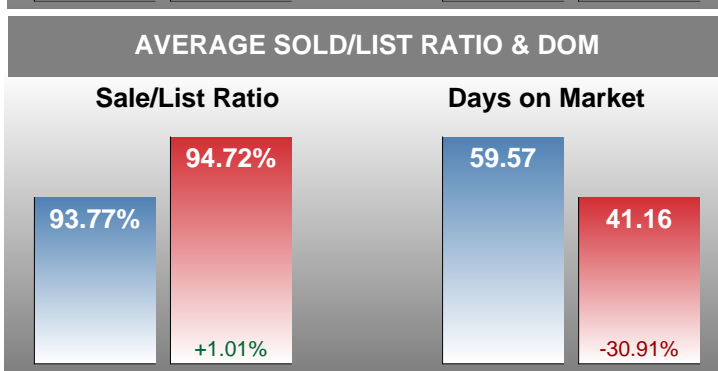
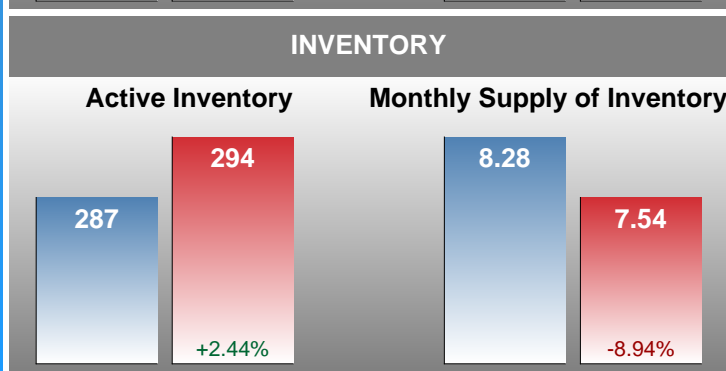
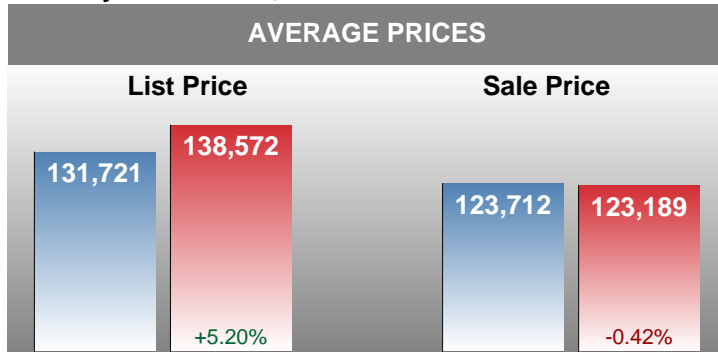
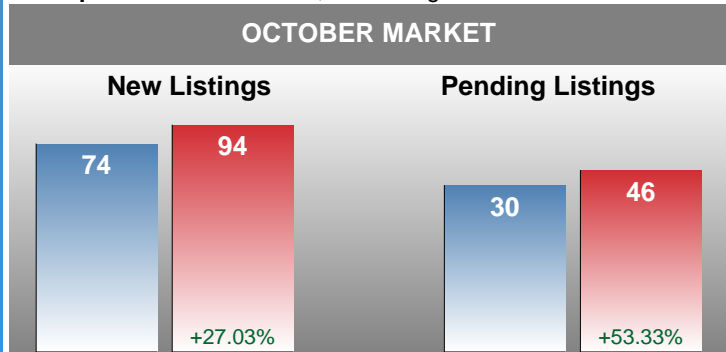


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	45	28.57%	357	404	13.17%
Pending Sales	30	46	53.33%	381	451	18.37%
New Listings	74	94	27.03%	781	936	19.85%
Average List Price	131,721	138,572	5.20%	133,707	140,168	4.83%
Average Sale Price	123,712	123,189	-0.42%	127,076	130,971	3.06%
Average Percent of Selling Price to List Price	93.77%	94.72%	1.01%	93.71%	94.18%	0.50%
Average Days on Market to Sale	59.57	41.16	-30.91%	51.63	57.35	11.08%
Monthly Inventory	287	294	2.44%	287	294	2.44%
Months Supply of Inventory	8.28	7.54	-8.94%	8.28	7.54	-8.94%

Absorption: Last 12 months, an Average of **39** Sales/Month

Inventory on October 31, 2017 = **294**

2016 2017



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