



## October 2017

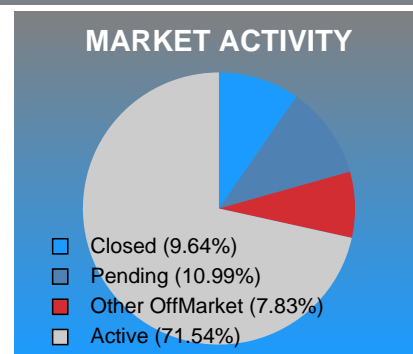
Area Delimited by County Of Washington



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	61	64	4.92%
Pending Listings	78	73	-6.41%
New Listings	120	114	-5.00%
Median List Price	99,000	114,950	16.11%
Median Sale Price	90,500	110,000	21.55%
Median Percent of List Price to Selling Price	96.55%	98.39%	1.91%
Median Days on Market to Sale	40.00	25.50	-36.25%
End of Month Inventory	454	475	4.63%
Months Supply of Inventory	6.58	6.87	4.37%



**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of October 31, 2017 = **475**

#### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **4.63%** to 475 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.87** 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 **21.55%** in October 2017 to \$110,000 versus the previous year at \$90,500.

#### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 14.50 days or **36.25%** in October 2017 compared to last year's same month at **40.00** DOM.

#### Sales Success for October 2017 is Positive

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

There were 114 New Listings in October 2017, down **5.00%** from last year at 120. Furthermore, there were 64 Closed Listings this month versus last year at 61, a **4.92%** increase.

Closed versus Listed trends yielded a **56.1%** ratio, up from previous year's, October 2016, at **50.8%**, a **10.44%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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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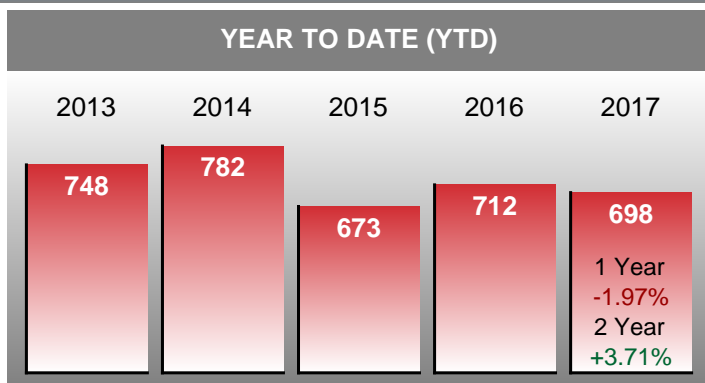
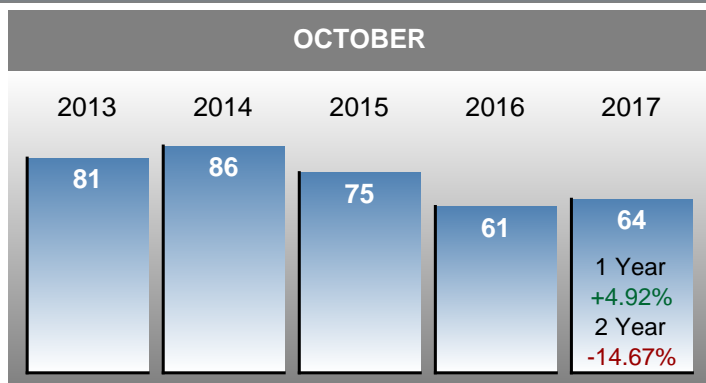
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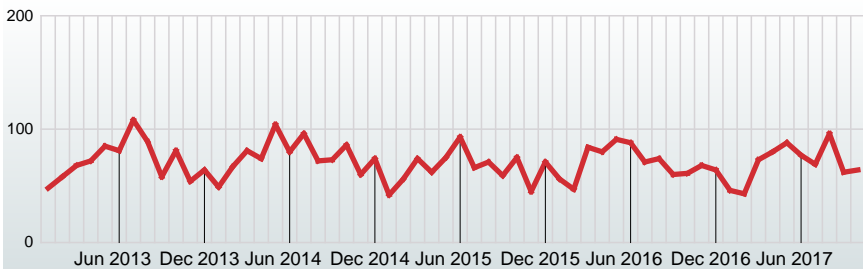


## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 73

3 MONTHS

**High**  
Jul 2013 = 108  
**Low**  
Jan 2015 = 42  
*Closed Listings*  
this month at **64**,  
below the 5 yr OCT  
average of **73**

AUG	96
SEP	62 -35.42%
OCT	64 3.23%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.38%	20.5	1	5	0	0
\$30,001 - \$60,000	6	9.38%	21.0	1	4	1	0
\$60,001 - \$90,000	12	18.75%	37.0	5	6	1	0
\$90,001 - \$120,000	15	23.44%	61.0	2	12	1	0
\$120,001 - \$180,000	10	15.63%	26.0	0	6	3	1
\$180,001 - \$250,000	8	12.50%	40.5	0	5	2	1
\$250,001 and up	7	10.94%	25.0	0	0	7	0
<b>Total Closed Units</b>	<b>64</b>			<b>9</b>	<b>38</b>	<b>15</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,484,937</b>	<b>100%</b>	<b>25.5</b>	<b>630.50K</b>	<b>4.04M</b>	<b>3.50M</b>	<b>314.90K</b>
<b>Median Closed Price</b>	<b>\$110,000</b>			<b>\$75,000</b>	<b>\$105,000</b>	<b>\$240,000</b>	<b>\$157,450</b>

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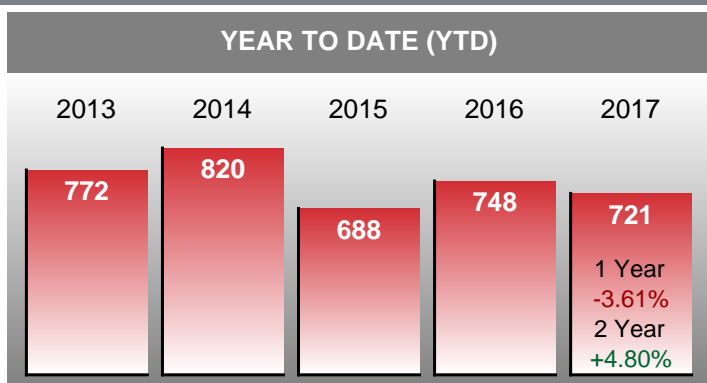
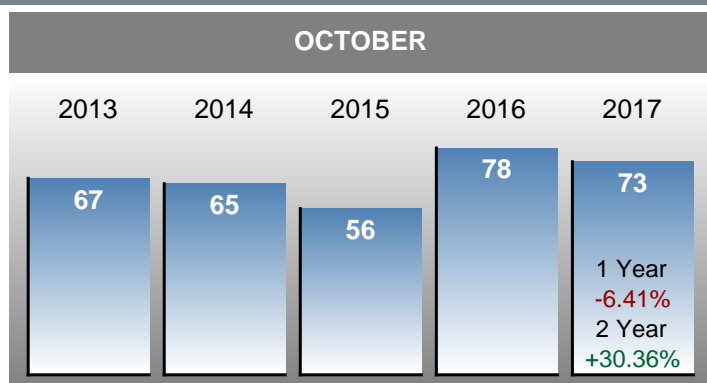
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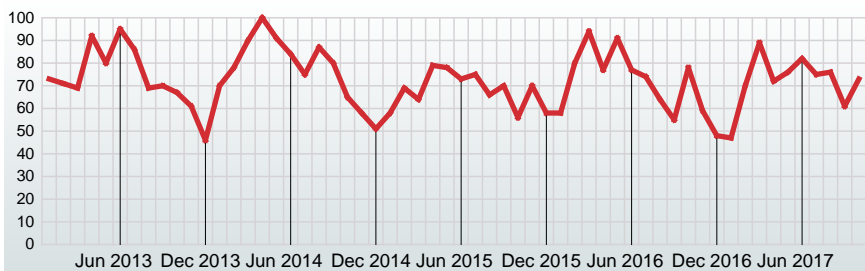
## PENDING LISTINGS

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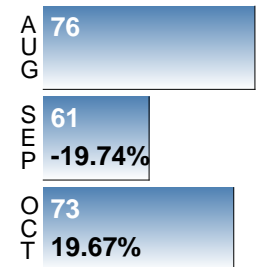


### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 68      3 MONTHS



**High**  
Apr 2014 = 100  
**Low**  
Dec 2013 = 46  
*Pending Listings*  
this month at **73**,  
above the 5 yr OCT  
average of **68**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.22%	56.0	2	4	0	0
\$40,001 - \$70,000	9	12.33%	35.0	2	6	1	0
\$70,001 - \$90,000	12	16.44%	29.5	2	10	0	0
\$90,001 - \$140,000	17	23.29%	28.0	1	13	3	0
\$140,001 - \$190,000	11	15.07%	64.0	1	4	6	0
\$190,001 - \$260,000	9	12.33%	26.0	0	4	5	0
\$260,001 and up	9	12.33%	69.0	0	1	8	0
<b>Total Pending Units</b>	<b>73</b>			<b>8</b>	<b>42</b>	<b>23</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,217,650</b>	<b>100%</b>	<b>35.0</b>	<b>595.25K</b>	<b>4.67M</b>	<b>4.96M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$120,000</b>			<b>\$70,250</b>	<b>\$97,700</b>	<b>\$219,000</b>	<b>\$0</b>

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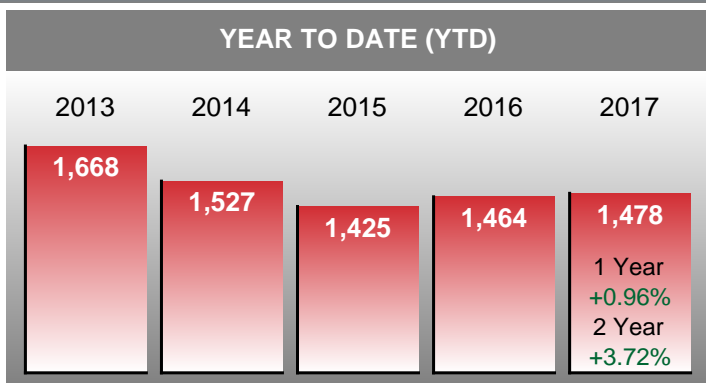
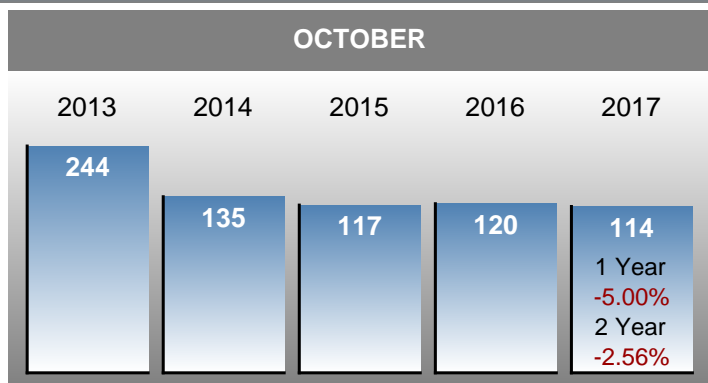
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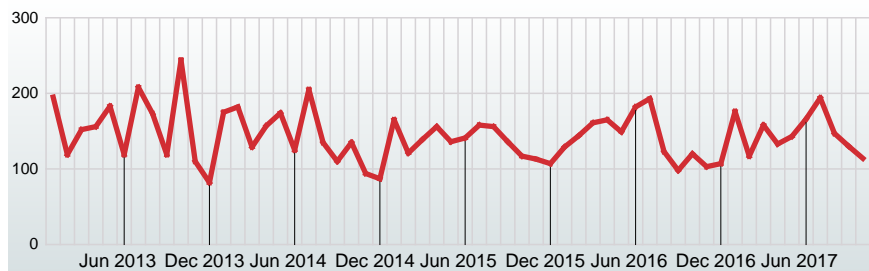
## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 146**      **3 MONTHS**



**High**  
Oct 2013 = 244  
**Low**  
Dec 2013 = 82  
*New Listings*  
this month at **114**,  
below the 5 yr OCT  
average of **146**

<b>AUG</b>	147
<b>SEP</b>	130 -11.56%
<b>OCT</b>	114 -12.31%

### 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	9	7.89%	5	4	0	0
\$30,001 - \$70,000	12	10.53%	5	6	1	0
\$70,001 - \$100,000	18	15.79%	5	13	0	0
\$100,001 - \$160,000	32	28.07%	7	18	7	0
\$160,001 - \$230,000	17	14.91%	3	4	9	1
\$230,001 - \$320,000	13	11.40%	2	7	4	0
\$320,001 and up	13	11.40%	3	2	5	3
<b>Total New Listed Units</b>	<b>114</b>		<b>30</b>	<b>54</b>	<b>26</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>18,622,971</b>	<b>100%</b>	<b>4.18M</b>	<b>7.20M</b>	<b>5.92M</b>	<b>1.32M</b>
<b>Median New Listed Listing Price</b>	<b>\$139,200</b>		<b>\$115,750</b>	<b>\$115,000</b>	<b>\$208,500</b>	<b>\$362,250</b>

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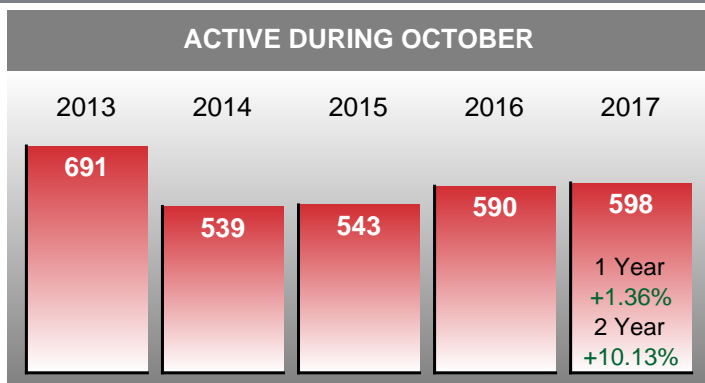
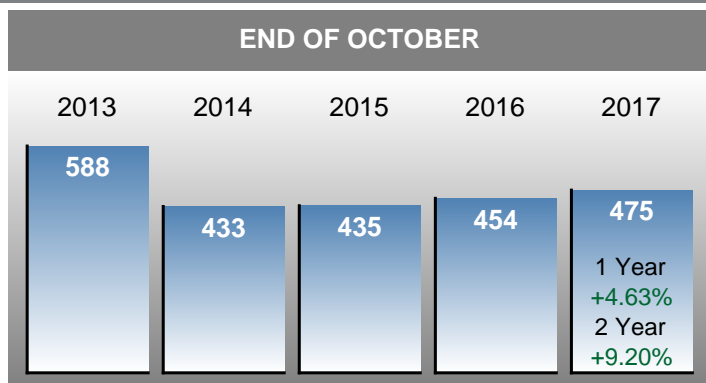
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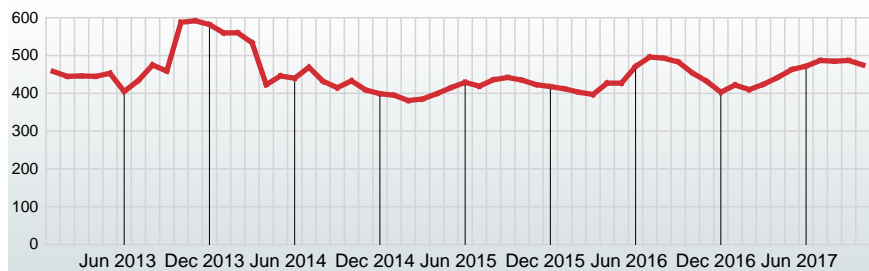


## ACTIVE INVENTORY

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 477**      **3 MONTHS**

**High**  
Nov 2013 = 592  
**Low**  
Feb 2015 = 381  
*Inventory*  
this month at **475**,  
below the 5 yr OCT  
average of **477**

<b>AUG</b>	485
<b>SEP</b>	487
	<b>0.41%</b>
<b>OCT</b>	475
	<b>-2.46%</b>

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	38	8.00%	146.0	38	0	0	0
\$20,001 \$40,000	48	10.11%	90.0	39	8	1	0
\$40,001 \$70,000	90	18.95%	96.0	66	21	3	0
\$70,001 \$130,000	112	23.58%	72.0	30	71	9	2
\$130,001 \$200,000	79	16.63%	50.0	17	27	31	4
\$200,001 \$330,000	60	12.63%	67.0	5	22	30	3
\$330,001 and up	48	10.11%	86.5	11	5	20	12
<b>Total Active Inventory by Units</b>	475			206	154	94	21
<b>Total Active Inventory by Volume</b>	75,036,663	100%	88.0	24.91M	20.83M	22.62M	6.67M
<b>Median Active Inventory Listing Price</b>	\$96,500			\$54,075	\$110,000	\$213,450	\$335,000

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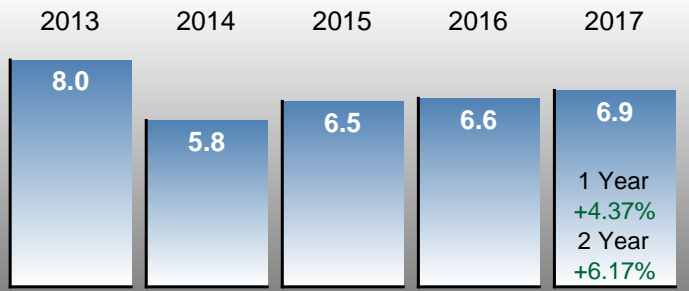
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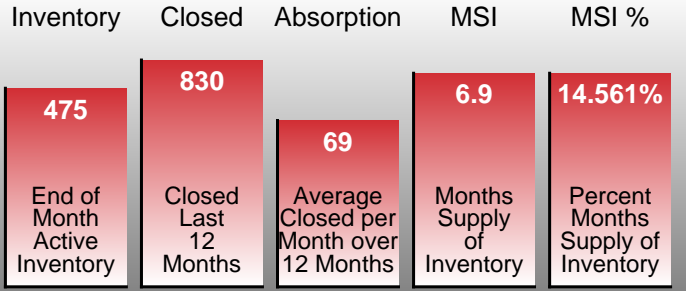
## MONTHS SUPPLY of INVENTORY (MSI)

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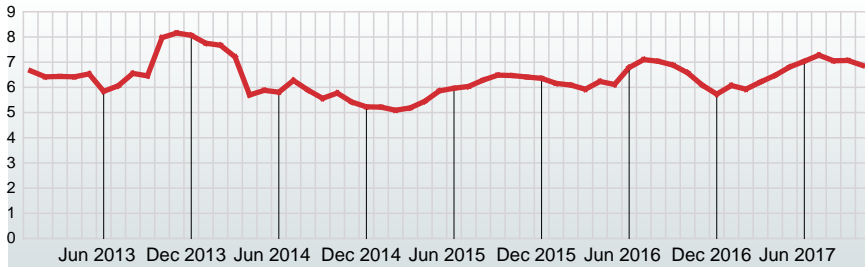
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2017



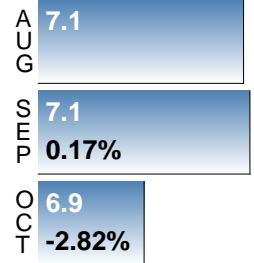
### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 6.7

3 MONTHS

**High**  
Nov 2013 = 8.2  
**Low**  
Feb 2015 = 5.1  
*Months Supply*  
this month at **6.9**,  
equal to 5 yr OCT  
average of **6.7**



### 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
\$20,000 and less	38	8.00%	16.3	45.6	0.0	0.0	0.0
\$20,001 \$40,000	48	10.11%	10.9	19.5	4.0	2.4	0.0
\$40,001 \$70,000	90	18.95%	9.6	20.8	3.5	9.0	0.0
\$70,001 \$130,000	112	23.58%	4.7	10.0	4.1	2.6	12.0
\$130,001 \$200,000	79	16.63%	5.0	34.0	3.5	4.7	4.0
\$200,001 \$330,000	60	12.63%	6.0	15.0	10.2	4.5	3.6
\$330,001 and up	48	10.11%	15.6	66.0	8.6	11.4	20.6
Market Supply of Inventory (MSI)	6.9			20.6	4.1	4.9	8.1
Total Active Inventory by Units	475	100%	6.9	206	154	94	21

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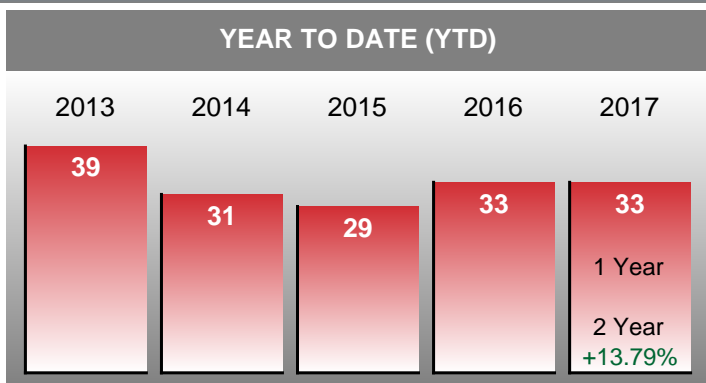
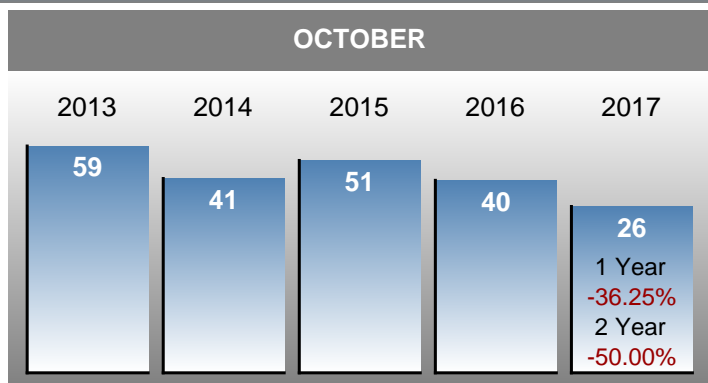
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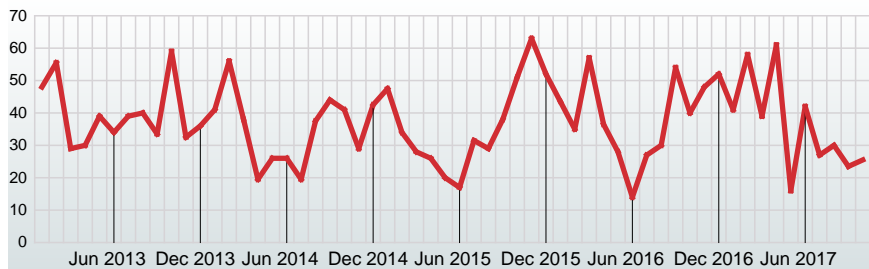


## MEDIAN DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS

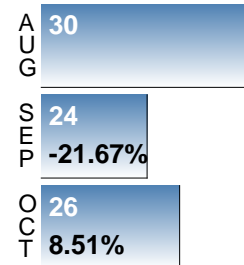


5yr OCT AVG = 43

3 MONTHS

**High**  
Nov 2015 = 63  
**Low**  
Jun 2016 = 14

Median Days on Market this month at **26**, below the 5 yr OCT average of **43**



### 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
\$30,000 and less	6	9.38%	20.5	1.0	21.0	0.0	0.0
\$30,001 - \$60,000	6	9.38%	21.0	118.0	13.5	26.0	0.0
\$60,001 - \$90,000	12	18.75%	37.0	25.0	41.5	109.0	0.0
\$90,001 - \$120,000	15	23.44%	61.0	57.5	56.0	70.0	0.0
\$120,001 - \$180,000	10	15.63%	26.0	0.0	9.0	41.0	70.0
\$180,001 - \$250,000	8	12.50%	40.5	0.0	19.0	115.0	11.0
\$250,001 and up	7	10.94%	25.0	0.0	0.0	25.0	0.0
<b>Median Closed DOM</b>			25.5	25.0	21.5	44.0	40.5
<b>Total Closed Units</b>		100%	25.5	9	38	15	2
<b>Total Closed Volume</b>			8,484,937	630.50K	4.04M	3.50M	314.90K

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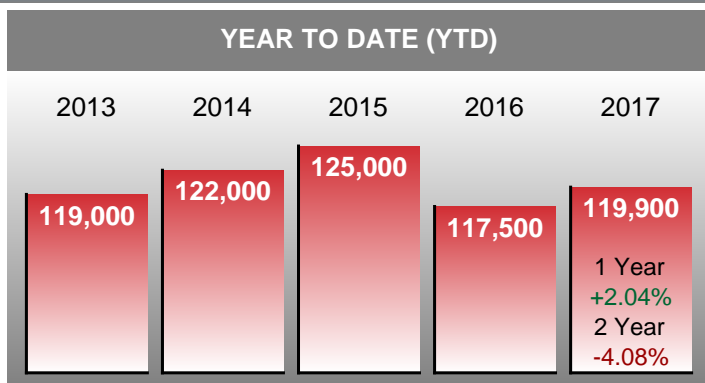
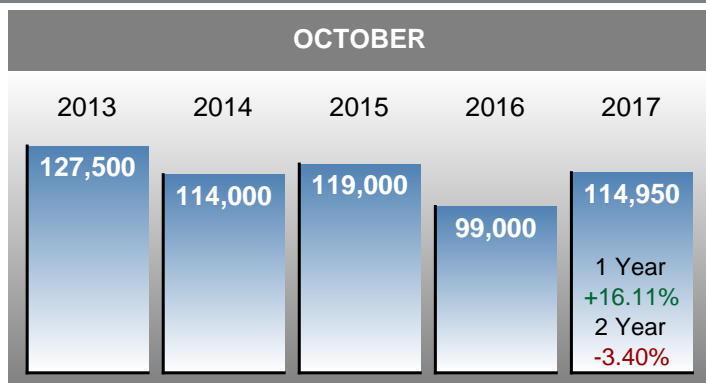
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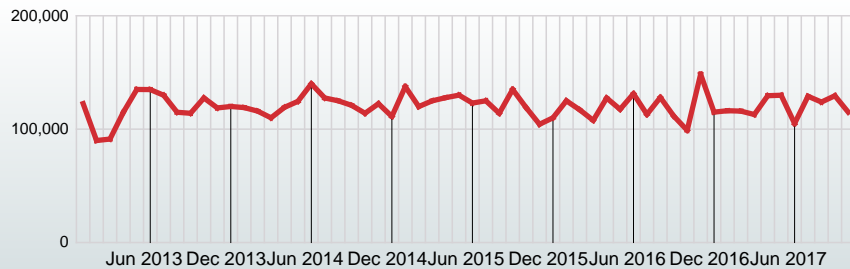
## MEDIAN LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 114,890      3 MONTHS



**High**  
Nov 2016 = 148,450  
**Low**  
Feb 2013 = 89,950  
*Median List Price*  
this month at **114,950**,  
above the 5 yr OCT  
average of **114,890**

AUG	123,900
SEP	129,450 4.48%
OCT	114,950 -11.20%

### 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
\$30,000 and less	5	7.81%	25,000	29,500	21,250	0	0
\$30,001 - \$60,000	6	9.38%	38,450	35,000	38,450	48,000	0
\$60,001 - \$90,000	12	18.75%	71,250	75,000	71,250	70,000	0
\$90,001 - \$120,000	15	23.44%	114,900	106,250	112,450	114,900	0
\$120,001 - \$180,000	11	17.19%	140,000	0	140,000	159,900	129,900
\$180,001 - \$250,000	8	12.50%	222,000	0	225,000	234,450	184,500
\$250,001 and up	7	10.94%	359,000	0	0	359,000	0
<b>Median List Price</b>			114,950	75,000	109,950	249,900	157,200
<b>Total Closed Units</b>		100%	114,950	9	38	15	2
<b>Total Closed Volume</b>			8,689,699	648.25K	4.14M	3.59M	314.40K

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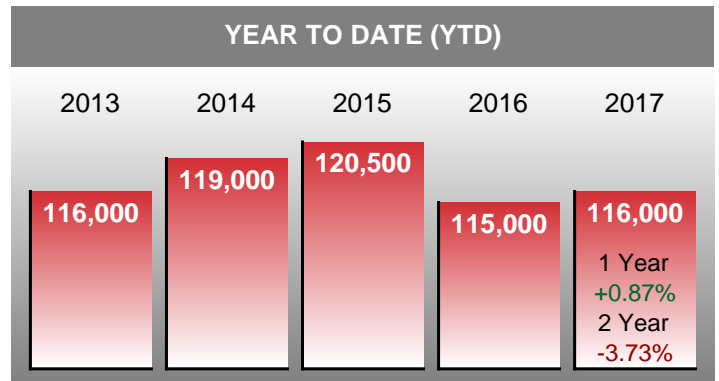
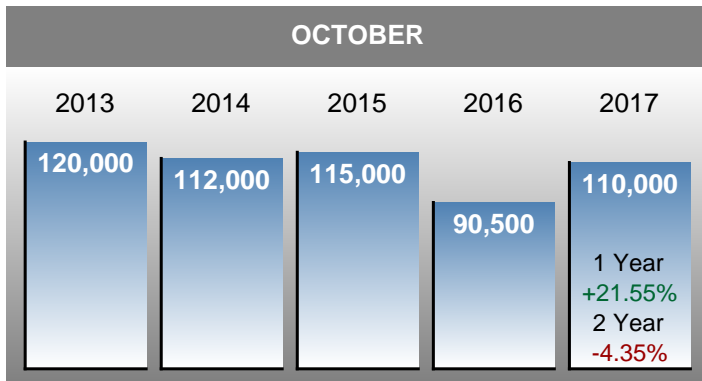
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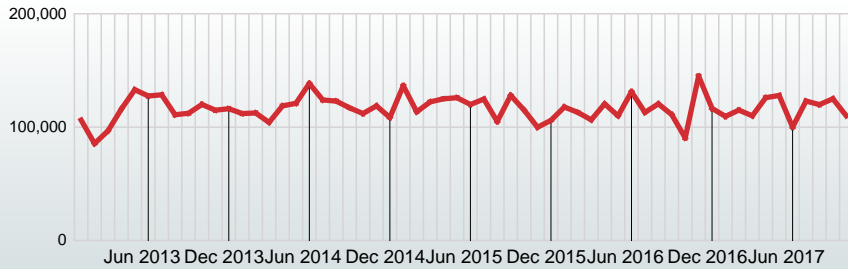
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 109,500      3 MONTHS



**High**  
Nov 2016 = 145,000  
**Low**  
Feb 2013 = 85,500  
*Median Sold Price*  
this month at **110,000**,  
above the 5 yr OCT  
average of **109,500**

AUG	119,875
SEP	125,000 4.28%
OCT	110,000 -12.00%

### 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
\$30,000 and less	6	9.38%	25,500	26,000	25,000	0	0
\$30,001 - \$60,000	6	9.38%	47,250	35,000	51,700	47,000	0
\$60,001 - \$90,000	12	18.75%	75,000	75,000	79,850	72,500	0
\$90,001 - \$120,000	15	23.44%	110,000	102,750	108,000	110,000	0
\$120,001 - \$180,000	10	15.63%	144,000	0	144,000	158,500	129,900
\$180,001 - \$250,000	8	12.50%	220,000	0	222,500	228,750	185,000
\$250,001 and up	7	10.94%	345,000	0	0	345,000	0
<b>Median Sold Price</b>			110,000	75,000	105,000	240,000	157,450
<b>Total Closed Units</b>		100%	110,000	9	38	15	2
<b>Total Closed Volume</b>			8,484,937	630.50K	4.04M	3.50M	314.90K

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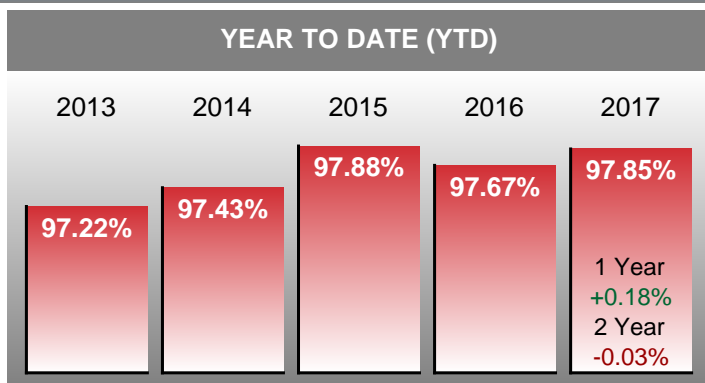
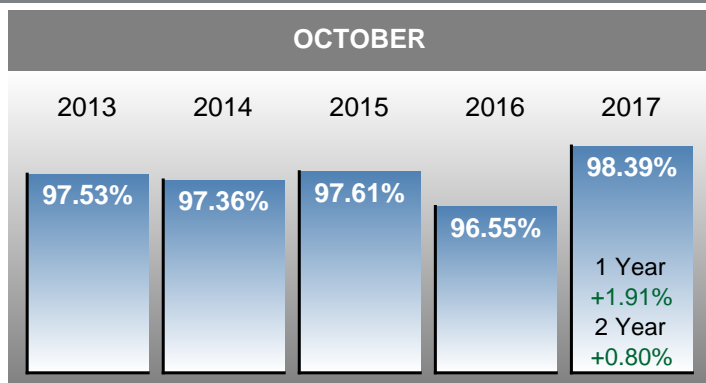
# October 2017

Area Delimited by County Of Washington

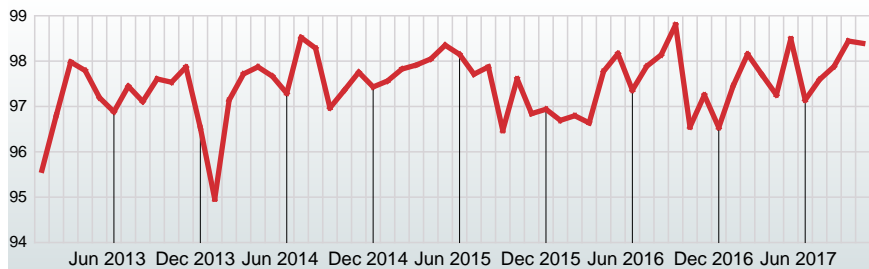


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 97.49%**      **3 MONTHS**

**High**  
Sep 2016 = 98.80%

**Low**  
Jan 2014 = 94.96%

*Median Sold/List Ratio*  
this month at **98.39%**,  
above the 5 yr OCT  
average of **97.49%**

<b>AUG</b>	97.88%
<b>SEP</b>	98.44%
<b>OCT</b>	98.39%

### 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
\$30,000 and less	6	9.38%	100.00%	88.14%	100.00%	0.00%	0.00%
\$30,001 \$60,000	6	9.38%	95.62%	100.00%	90.41%	97.92%	0.00%
\$60,001 \$90,000	12	18.75%	100.00%	99.16%	100.79%	103.57%	0.00%
\$90,001 \$120,000	15	23.44%	95.91%	96.61%	96.12%	95.74%	0.00%
\$120,001 \$180,000	10	15.63%	98.57%	0.00%	98.57%	97.77%	100.00%
\$180,001 \$250,000	8	12.50%	99.10%	0.00%	98.89%	94.18%	100.27%
\$250,001 and up	7	10.94%	98.52%	0.00%	0.00%	98.52%	0.00%
<b>Median Sold/List Ratio</b>		98.39%		97.46%	98.39%	97.92%	100.14%
<b>Total Closed Units</b>	64	100%	98.39%	9	38	15	2
<b>Total Closed Volume</b>	8,484,937			630.50K	4.04M	3.50M	314.90K

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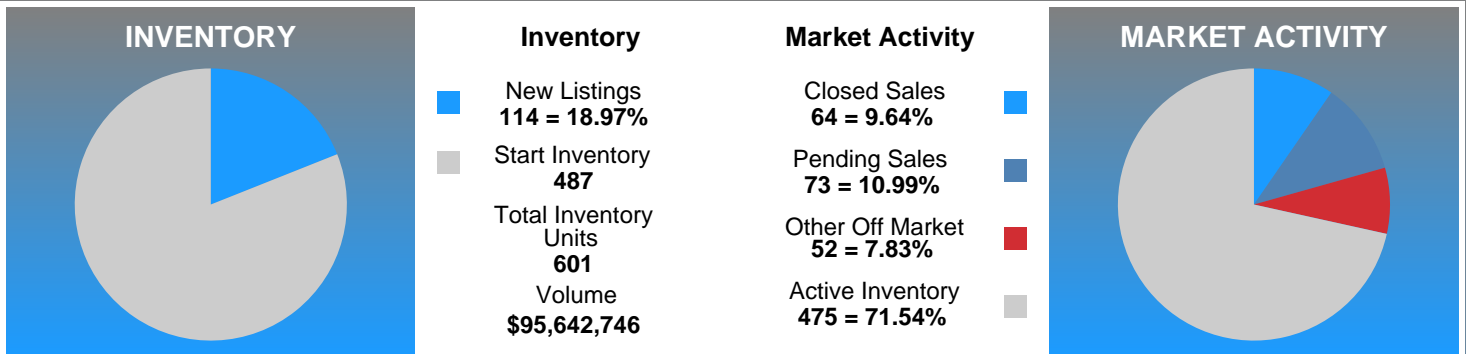
# October 2017

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## MARKET SUMMARY

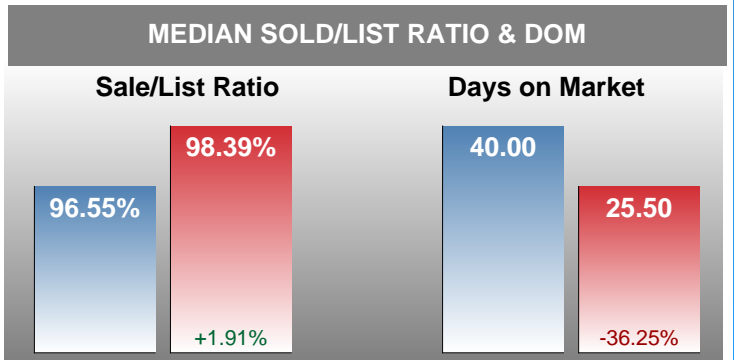
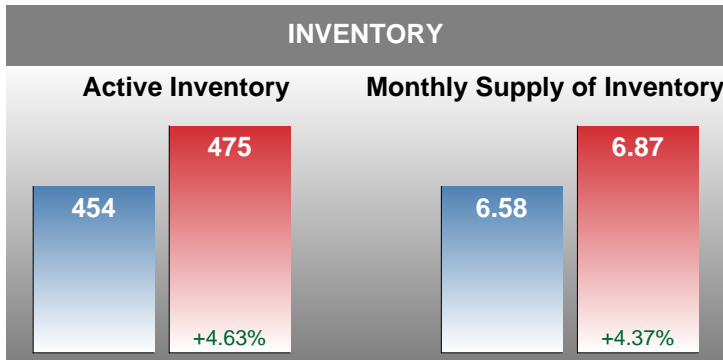
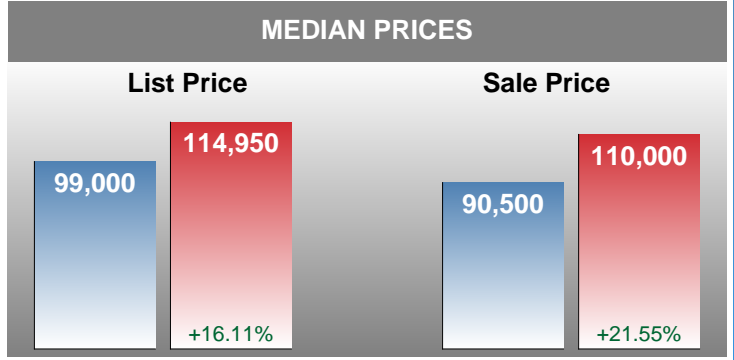
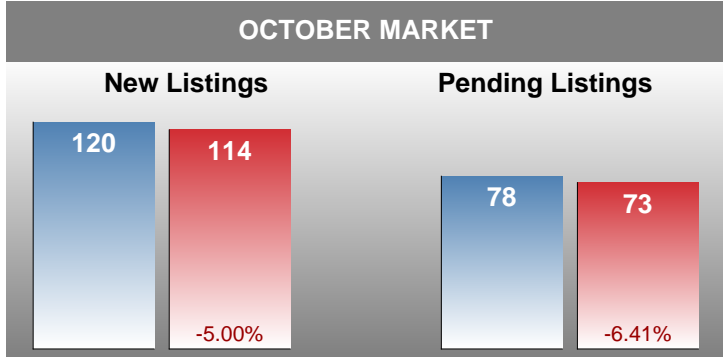
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Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	61	64	4.92%	712	698	-1.97%
Pending Sales	78	73	-6.41%	748	721	-3.61%
New Listings	120	114	-5.00%	1,464	1,478	0.96%
Median List Price	99,000	114,950	16.11%	117,500	119,900	2.04%
Median Sale Price	90,500	110,000	21.55%	115,000	116,000	0.87%
Median Percent of Selling Price to List Price	96.55%	98.39%	1.91%	97.67%	97.85%	0.18%
Median Days on Market to Sale	40.00	25.50	-36.25%	33.00	33.00	0.00%
Monthly Inventory	454	475	4.63%	454	475	4.63%
Months Supply of Inventory	6.58	6.87	4.37%	6.58	6.87	4.37%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Inventory on October 31, 2017 = 475** 2016 2017



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