



October 2016

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

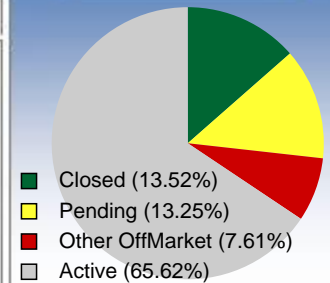


Absorption: Last 12 months, an Average of **1,171** Sales/Month

Active Inventory as of October 31, 2016 = **5,677**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	1,188	1,170	-1.52%
Pending Listings	1,114	1,146	2.87%
New Listings	2,016	1,859	-7.79%
Median List Price	142,250	149,900	5.38%
Median Sale Price	141,875	147,000	3.61%
Median Percent of List Price to Selling Price	98.21%	98.61%	0.40%
Median Days on Market to Sale	32.00	28.50	-10.94%
End of Month Inventory	5,619	5,677	1.03%
Months Supply of Inventory	4.93	4.85	-1.61%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 2016

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2016 rose **1.03%** to 5,677 existing homes available for sale. Over the last 12 months this area has had an average of 1,171 closed sales per month. This represents an unsold inventory index of **4.85** 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 **3.61%** in October 2016 to \$147,000 versus the previous year at \$141,875.

Median Days on Market Shortens

The median number of **28.50** days that homes spent on the market before selling decreased by 3.50 days or **10.94%** in October 2016 compared to last year's same month at **32.00** DOM.

Sales Success for October 2016 is Positive

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

There were 1,859 New Listings in October 2016, down **7.79%** from last year at 2,016. Furthermore, there were 1,170 Closed Listings this month versus last year at 1,188, a **-1.52%** decrease.

Closed versus Listed trends yielded a **62.9%** ratio, up from previous year's, October 2015, at **58.9%**, a **6.80%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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October 2016

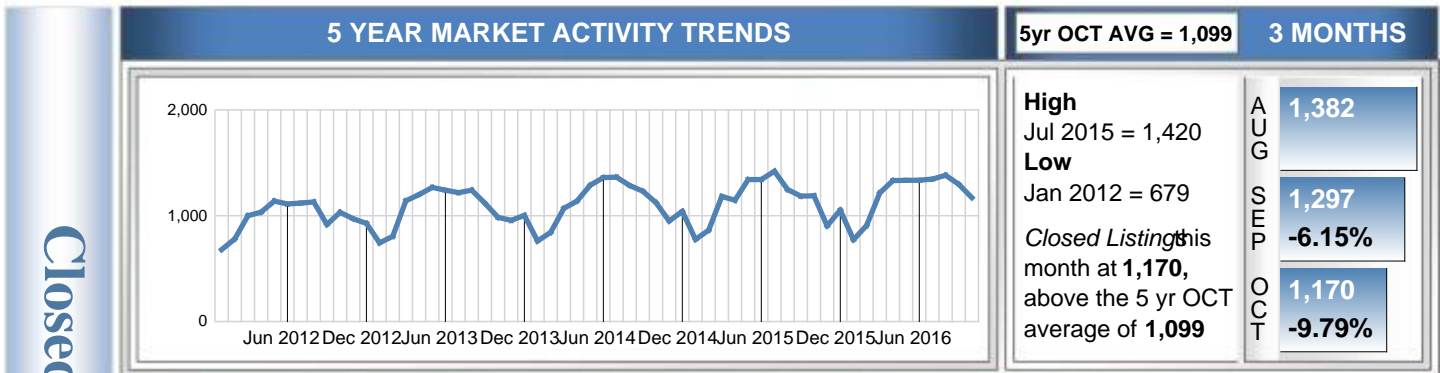
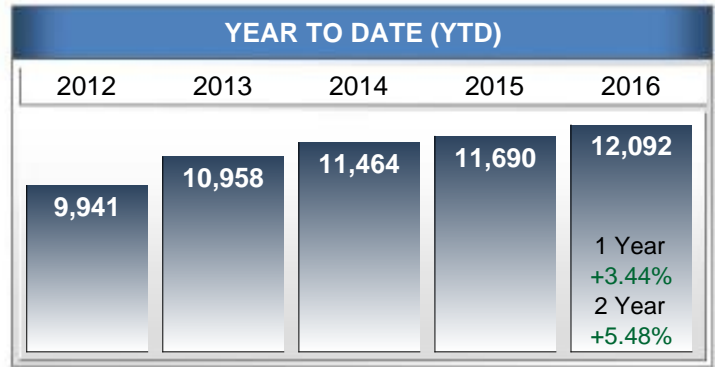
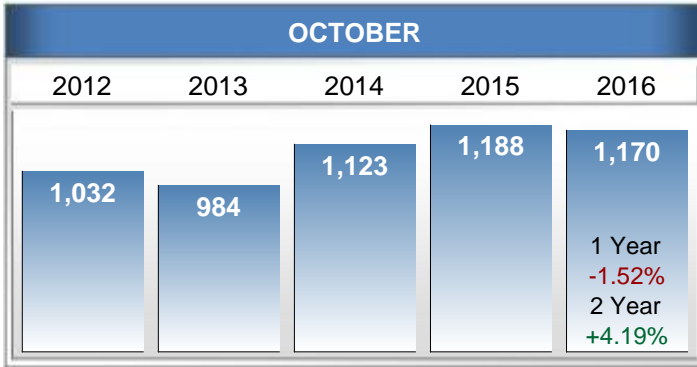
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	120	10.26%	35.5	66	52	2	0	
\$50,001 - \$80,000	116	9.91%	36.5	32	82	1	1	
\$80,001 - \$120,000	189	16.15%	28.0	39	126	23	1	
\$120,001 - \$160,000	268	22.91%	19.0	13	211	42	2	
\$160,001 - \$210,000	212	18.12%	19.5	11	129	70	2	
\$210,001 - \$300,000	148	12.65%	44.5	8	52	70	18	
\$300,001 and up	117	10.00%	51.0	6	22	67	22	
Total Closed Units: 1,170				28.5	175	674	275	46
Total Closed Volume: 200,421,024					16.39M	96.36M	70.42M	17.25M
Median Closed Price: \$147,000					\$71,200	\$137,500	\$210,000	\$297,733



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

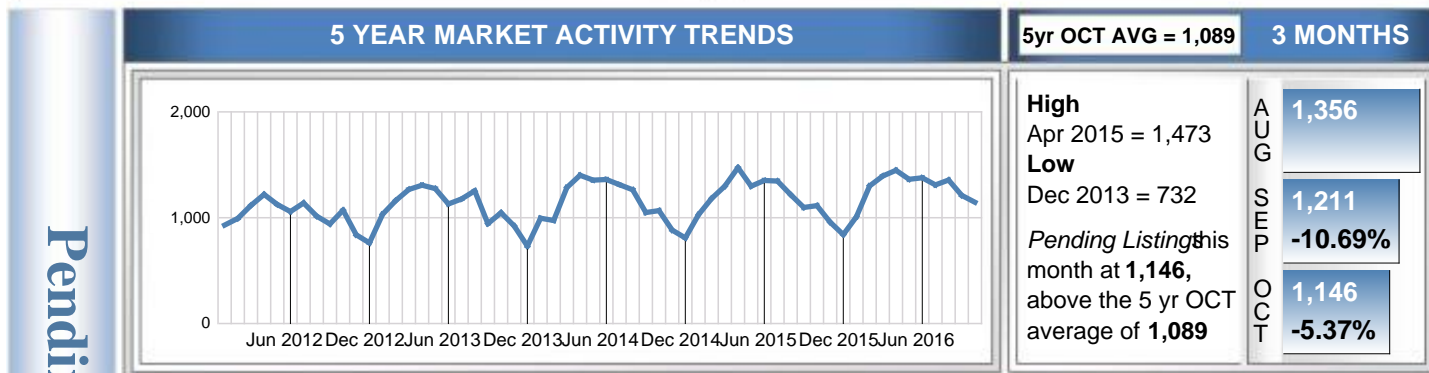
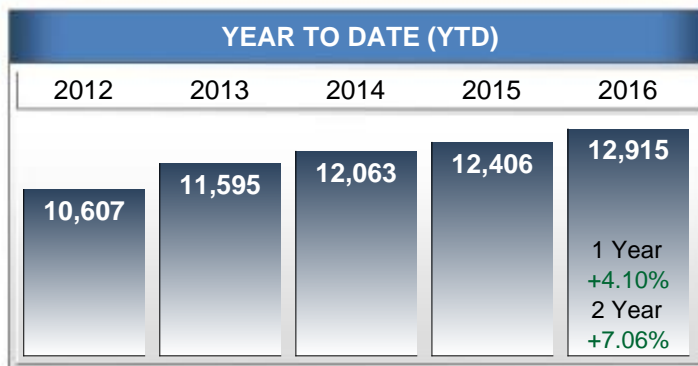
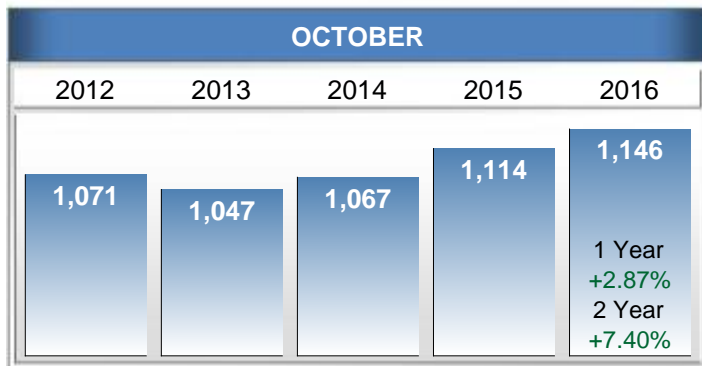
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	97	8.46%	34.0	65	23	8	1	
\$40,001 - \$80,000	151	13.18%	35.0	53	91	3	4	
\$80,001 - \$120,000	158	13.79%	33.5	33	106	19	0	
\$120,001 - \$170,000	289	25.22%	30.0	20	211	58	0	
\$170,001 - \$230,000	191	16.67%	38.0	23	97	70	1	
\$230,001 - \$330,000	143	12.48%	50.0	8	49	73	13	
\$330,001 and up	117	10.21%	44.0	7	25	63	22	
Total Pending Units: 1,146				36.0	209	602	294	41
Total Pending Volume: 214,405,232					24.14M	92.03M	77.46M	20.79M
Median Listing Price: \$150,000					\$71,000	\$140,000	\$219,900	\$352,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

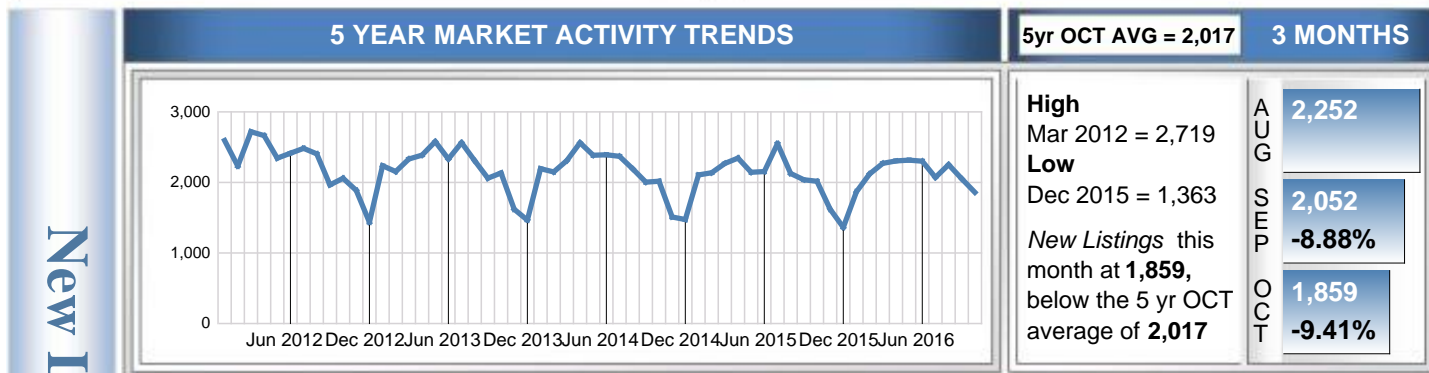
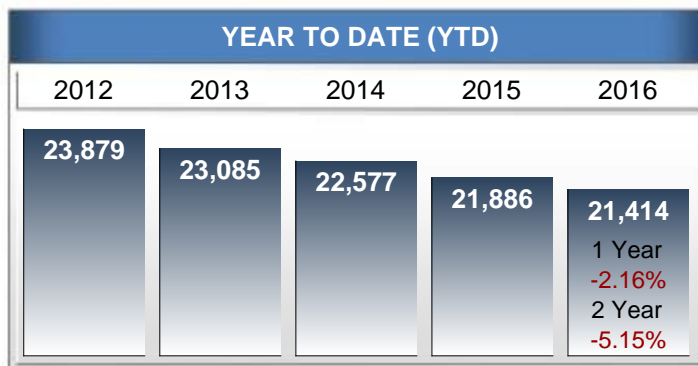
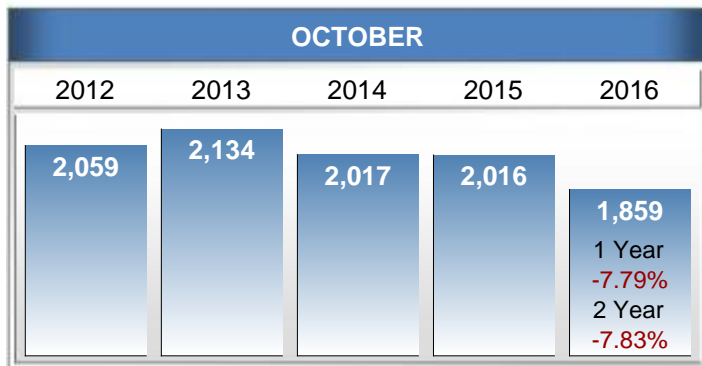
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



New Listings

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Contact an experienced REALTOR

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	119	6.40%	109	8	1	1
\$25,001 - \$75,000	290	15.60%	154	114	17	5
\$75,001 - \$125,000	261	14.04%	58	190	12	1
\$125,001 - \$175,000	360	19.37%	58	227	75	0
\$175,001 - \$250,000	358	19.26%	44	187	121	6
\$250,001 - \$400,000	271	14.58%	21	70	146	34
\$400,001 and up	200	10.76%	24	34	87	55
Total New Listed Units:			468	830	459	102
Total New Listed Volume:			74.51M	142.18M	139.96M	66.10M
Median New Listed Listing Price:			\$62,750	\$145,000	\$254,900	\$439,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

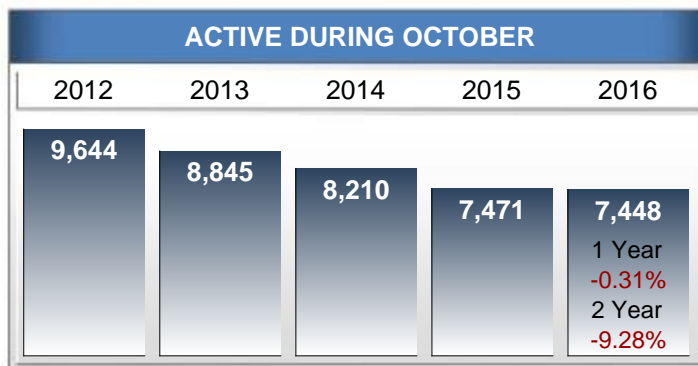
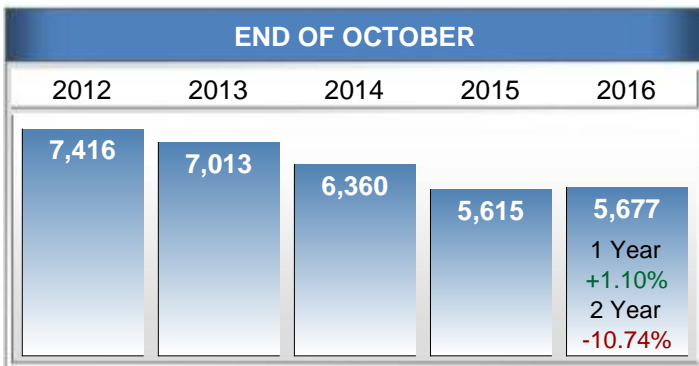
Active Inventory as of Nov 15, 2016



Active Inventory

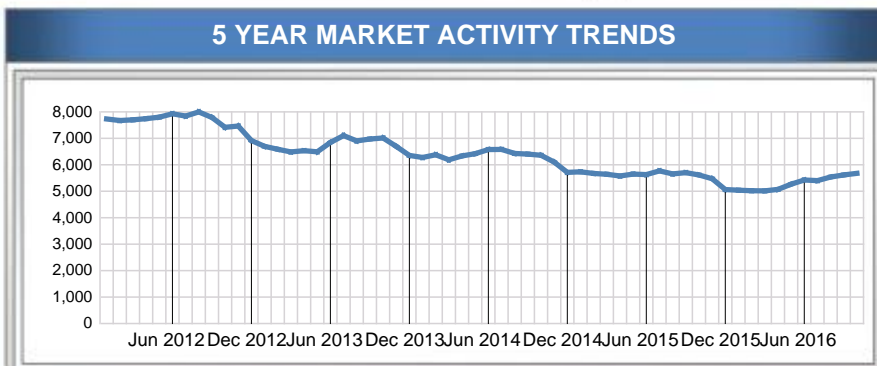
Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr OCT AVG = 6,416	3 MONTHS
High Aug 2012 = 7,998	AUG 5,538
Low Mar 2016 = 5,015	SEP 5,616
<i>Inventory</i> this month at 5,677 , below the 5 yr OCT average of 6,416	OCT 5,677
	1.41%
	1.09%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	336	5.92%	70.0	319	13	3	1		
\$25,001 - \$75,000	957	16.86%	74.0	635	262	55	5		
\$75,001 - \$125,000	758	13.35%	55.0	208	485	58	7		
\$125,001 - \$225,000	1,479	26.05%	53.0	229	839	389	22		
\$225,001 - \$325,000	832	14.66%	61.0	80	282	412	58		
\$325,001 - \$525,000	749	13.19%	74.0	83	111	433	122		
\$525,001 and up	566	9.97%	76.0	117	60	196	193		
Total Active Inventory by Units:				5,677	63.0	1,671	2,052	1,546	408
Total Active Inventory by Volume:				1,505,216,043		325.92M	371.75M	527.81M	279.73M
Median Active Inventory Listing Price:				\$174,500		\$65,000	\$149,000	\$289,900	\$499,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

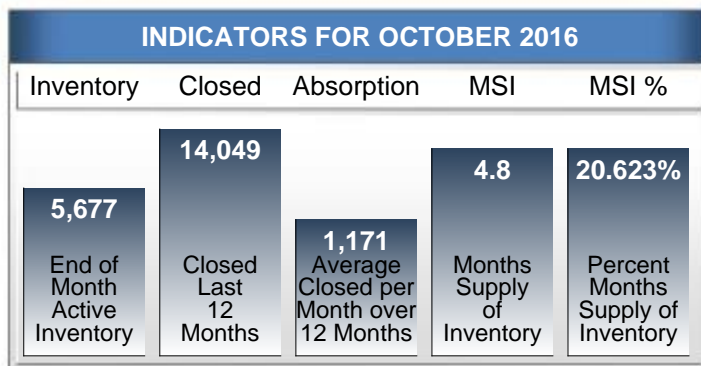
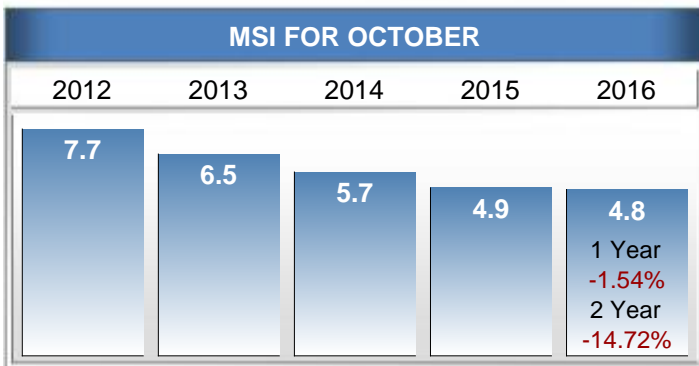
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply
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5yr OCT AVG = 6.0 **3 MONTHS**

High
Jan 2012 = 9.1
Low
Apr 2016 = 4.4
Months Supply this month at **4.8**, below the 5 yr OCT average of **6.0**

AUG	4.8
SEP	4.8
OCT	4.8
0.60%	

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	336	5.92%	7.7	12.1	0.9	1.2	0.0	
\$25,001 - \$75,000	957	16.86%	5.6	9.2	2.9	5.5	5.0	
\$75,001 - \$125,000	758	13.35%	3.2	5.2	2.8	2.2	4.7	
\$125,001 - \$225,000	1,479	26.05%	3.3	8.6	2.8	3.3	2.9	
\$225,001 - \$325,000	832	14.66%	5.3	12.2	5.1	5.1	4.2	
\$325,001 - \$525,000	749	13.19%	9.2	26.2	6.9	8.7	9.8	
\$525,001 and up	566	9.97%	19.9	61.0	14.7	14.3	22.1	
MSI:	4.8			9.6	3.2	5.1	9.1	
Total Active Inventory:	5,677			1,671	2,052	1,546	408	



Monthly Inventory Analysis

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October 2016

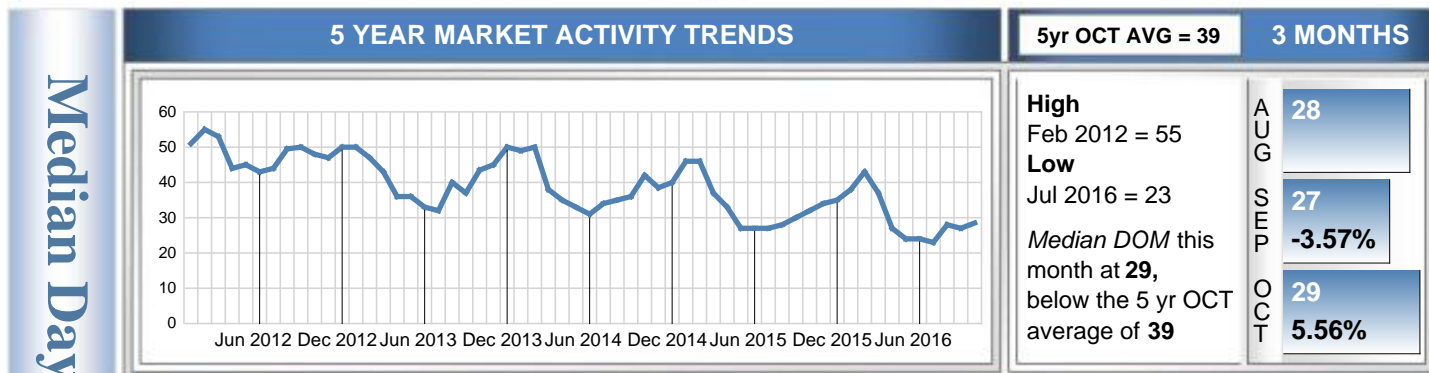
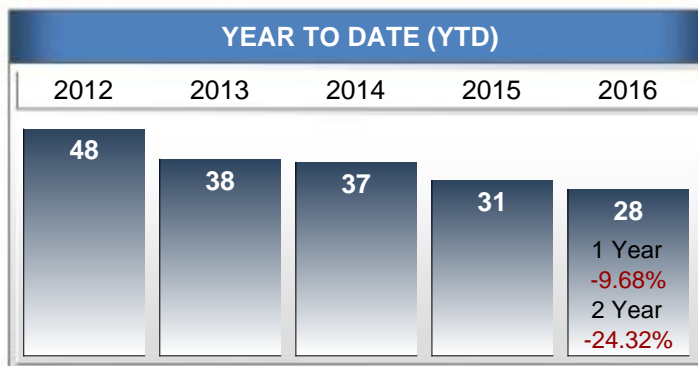
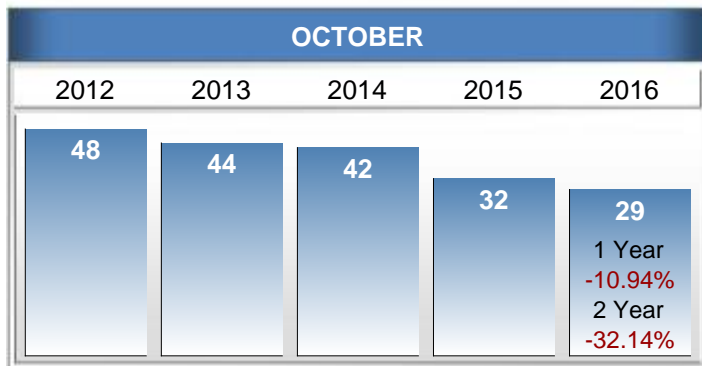
Closed Sales as of Nov 15, 2016



Median Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	120			10.26%	35.5	49.0	24.0	20.5	0.0
\$50,001 - \$80,000	116			9.91%	36.5	28.5	41.0	3.0	40.0
\$80,001 - \$120,000	189			16.15%	28.0	20.0	26.5	36.0	70.0
\$120,001 - \$160,000	268			22.91%	19.0	18.0	20.0	15.0	5.5
\$160,001 - \$210,000	212			18.12%	19.5	18.0	15.0	20.5	104.5
\$210,001 - \$300,000	148			12.65%	44.5	6.0	48.0	45.5	41.5
\$300,001 and up	117			10.00%	51.0	41.5	43.0	49.0	58.0
Median Closed DOM:	28.5					33.0	24.0	34.0	51.5
Total Closed Units:	1,170					175	674	275	46
Total Closed Volume:	200,421,024					16.39M	96.36M	70.42M	17.25M



Monthly Inventory Analysis

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October 2016

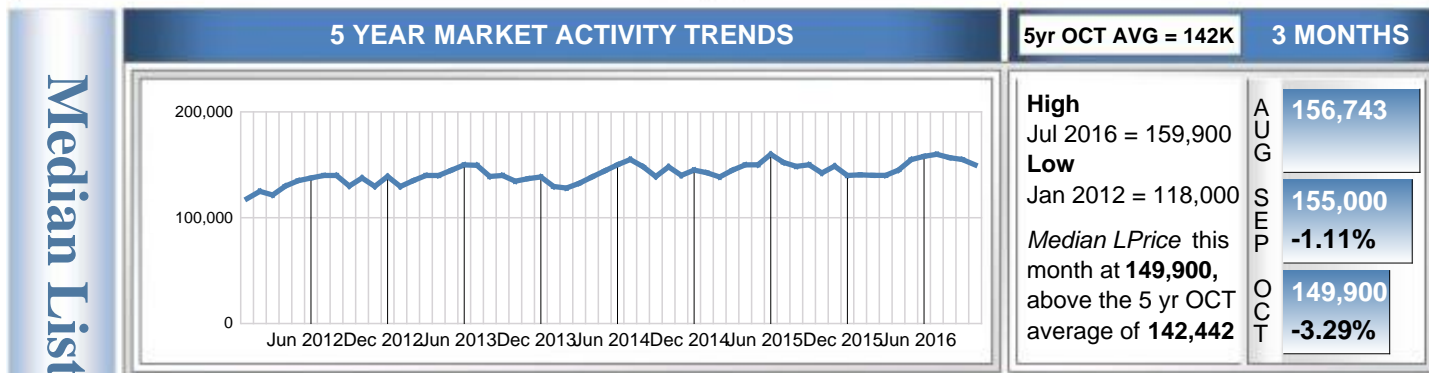
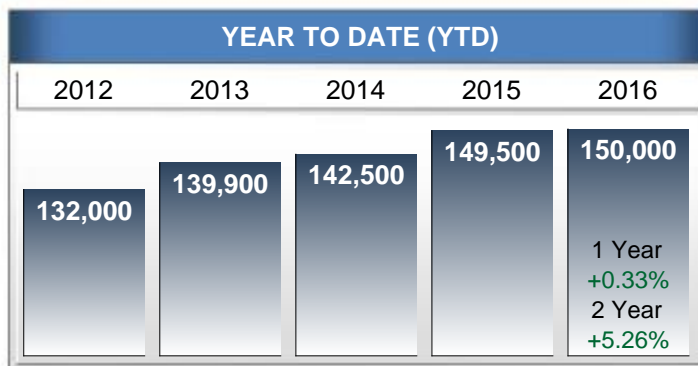
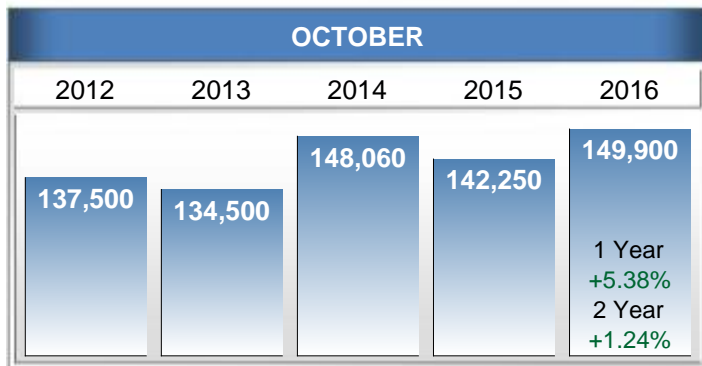
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	111	9.49%	34,000	29,000	40,000	32,950	0
\$50,001 - \$80,000	111	9.49%	68,000	65,450	68,900	63,500	79,900
\$80,001 - \$120,000	189	16.15%	100,000	99,700	102,000	104,900	100,000
\$120,001 - \$160,000	268	22.91%	142,950	139,950	142,000	153,700	144,995
\$160,001 - \$210,000	216	18.46%	184,700	187,262	179,900	185,450	194,450
\$210,001 - \$300,000	153	13.08%	255,000	236,000	259,500	249,900	279,000
\$300,001 and up	122	10.43%	395,500	420,000	392,000	386,000	418,000
Median List Price:	\$149,900			\$75,000	\$139,900	\$220,000	\$307,400
Total Closed Units:	1,170			175	674	275	46
Total List Volume:	205,771,662			17.24M	98.63M	71.97M	17.93M



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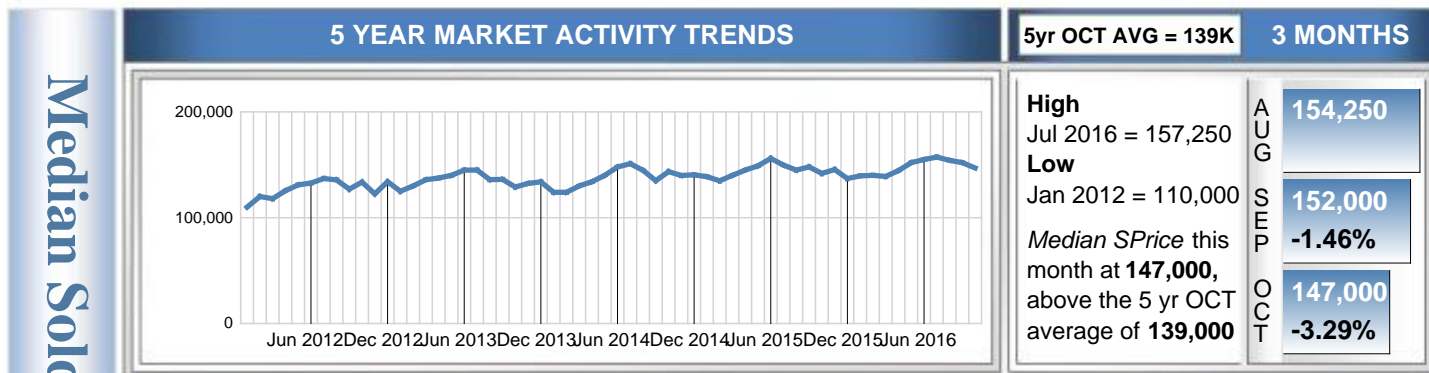
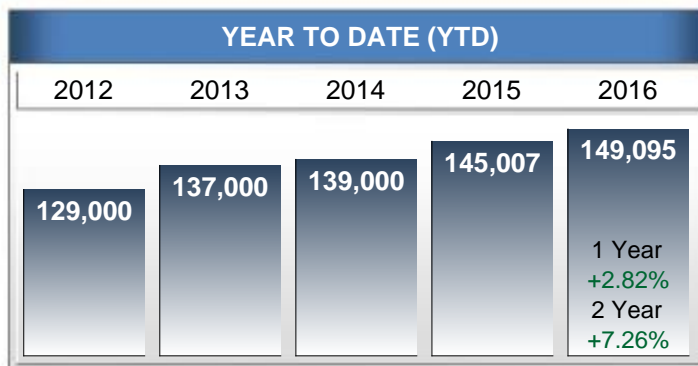
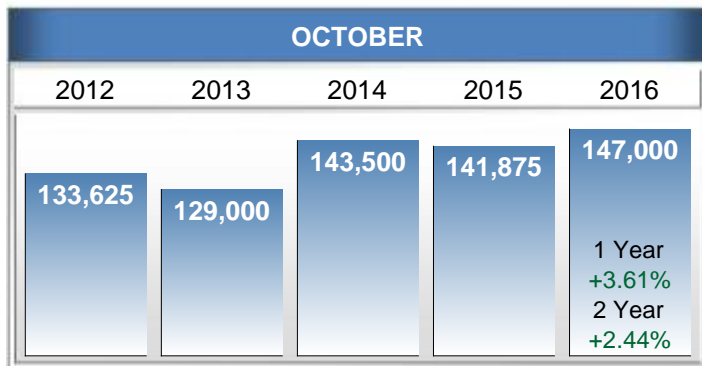
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	120		10.26%	31,500	27,250	39,000	27,500	0
\$50,001 - \$80,000	116		9.91%	66,425	65,750	67,300	63,500	79,900
\$80,001 - \$120,000	189		16.15%	103,000	100,000	103,000	105,000	99,000
\$120,001 - \$160,000	268		22.91%	143,850	133,960	143,250	151,625	143,250
\$160,001 - \$210,000	212		18.12%	182,250	189,000	180,000	185,950	189,500
\$210,001 - \$300,000	148		12.65%	252,250	241,000	250,500	253,000	279,408
\$300,001 and up	117		10.00%	388,900	397,500	388,500	379,000	427,450
Median Closed Price:	\$147,000				\$71,200	\$137,500	\$210,000	\$297,733
Total Closed Units:	1,170				175	674	275	46
Total Closed Volume:	200,421,024				16.39M	96.36M	70.42M	17.25M



Monthly Inventory Analysis

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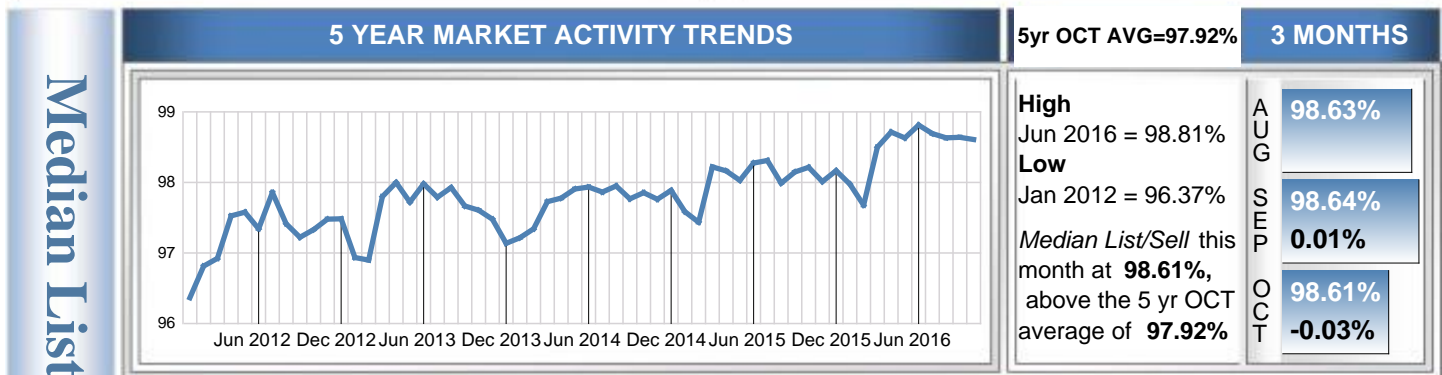
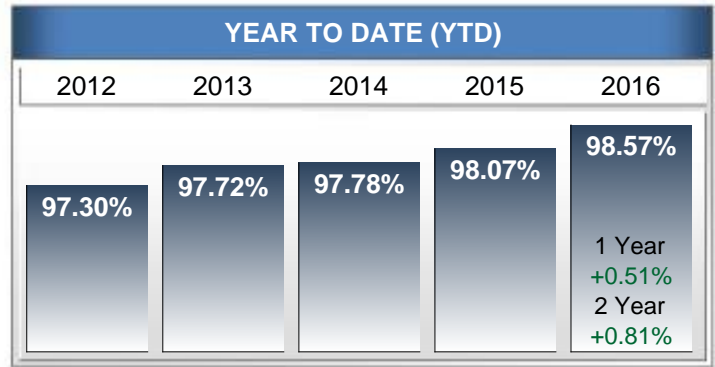
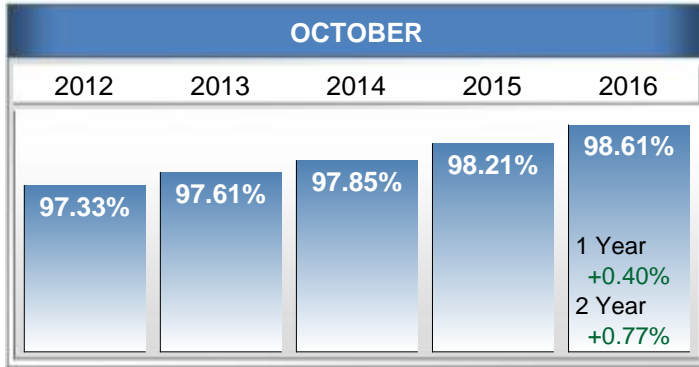
Closed Sales as of Nov 15, 2016



Median Percent of List Price to Selling Price

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median List/Sell Price

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	120	10.26%	91.76%	92.11%	91.76%	85.20%	0.00%
\$50,001 - \$80,000	116	9.91%	96.26%	95.05%	96.46%	100.00%	100.00%
\$80,001 - \$120,000	189	16.15%	99.79%	99.09%	100.00%	97.32%	99.00%
\$120,001 - \$160,000	268	22.91%	99.39%	99.22%	99.36%	100.00%	98.60%
\$160,001 - \$210,000	212	18.12%	99.46%	97.28%	99.50%	100.00%	97.60%
\$210,001 - \$300,000	148	12.65%	98.34%	98.00%	97.82%	98.81%	98.23%
\$300,001 and up	117	10.00%	97.54%	96.96%	96.90%	97.86%	96.91%
Median List/Sell Ratio:	98.61%			96.86%	98.84%	98.97%	97.81%
Total Closed Units:	1,170			175	674	275	46
Total Closed Volume:	200,421,024			16.39M	96.36M	70.42M	17.25M



Monthly Inventory Analysis

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October 2016

Inventory as of Nov 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of **1,171** Sales/Month

Active Inventory as of October 31, 2016 = **5,677**

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,188	1,170	-1.52%	11,690	12,092	3.44%
Pending Sales	1,114	1,146	2.87%	12,406	12,915	4.10%
New Listings	2,016	1,859	-7.79%	21,886	21,414	-2.16%
Median List Price	142,250	149,900	5.38%	149,500	150,000	0.33%
Median Sale Price	141,875	147,000	3.61%	145,007	149,095	2.82%
Median Percent of List Price to Selling Price	98.21%	98.61%	0.40%	98.07%	98.57%	0.51%
Median Days on Market to Sale	32.00	28.50	-10.94%	31.00	28.00	-9.68%
Monthly Inventory	5,619	5,677	1.03%	5,619	5,677	1.03%
Months Supply of Inventory	4.93	4.85	-1.61%	4.93	4.85	-1.61%

