



November 2017

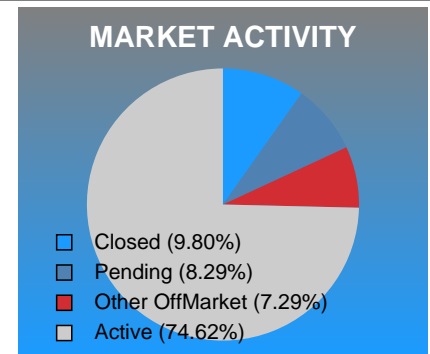
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	29	39	34.48%
Pending Listings	29	33	13.79%
New Listings	54	68	25.93%
Average List Price	137,953	108,844	-21.10%
Average Sale Price	130,712	101,496	-22.35%
Average Percent of List Price to Selling Price	95.50%	91.96%	-3.71%
Average Days on Market to Sale	58.86	53.36	-9.35%
End of Month Inventory	246	297	20.73%
Months Supply of Inventory	7.08	7.43	4.89%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of November 30, 2017 = **297**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **20.73%** to 297 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **7.43** 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 **22.35%** in November 2017 to \$101,496 versus the previous year at \$130,712.

Average Days on Market Shortens

The average number of **53.36** days that homes spent on the market before selling decreased by 5.50 days or **9.35%** in November 2017 compared to last year's same month at **58.86** DOM.

Sales Success for November 2017 is Positive

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

There were 68 New Listings in November 2017, up **25.93%** from last year at 54. Furthermore, there were 39 Closed Listings this month versus last year at 29, a **34.48%** increase.

Closed versus Listed trends yielded a **57.4%** ratio, up from previous year's, November 2016, at **53.7%**, a **6.80%** 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.

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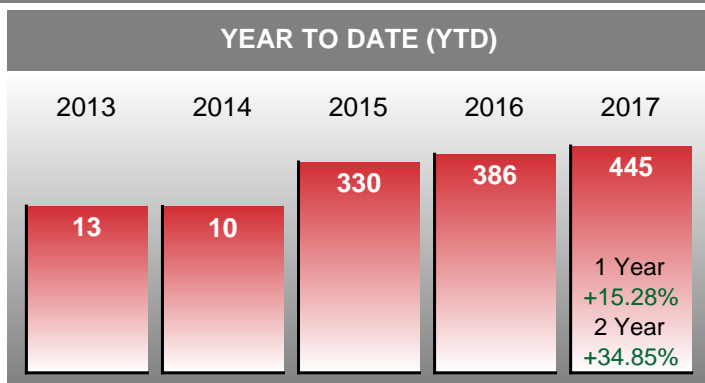
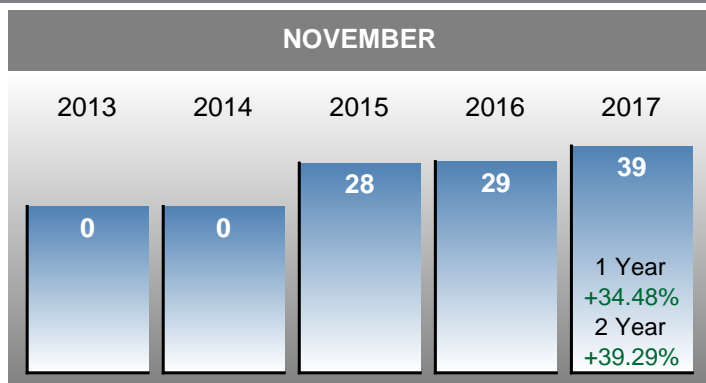
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CLOSED LISTINGS

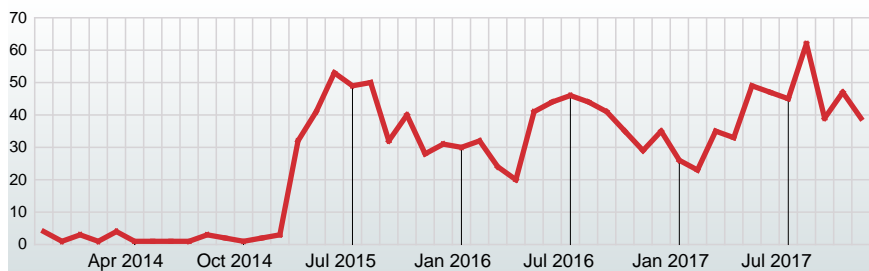
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 19

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **39**,
above the 5 yr NOV
average of **19**

SEP	39
OCT	47
NOV	39
20.51%	
-17.02%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	7.69%	59.0	3	0	0	0
\$10,001 \$40,000	5	12.82%	54.6	4	0	1	0
\$40,001 \$60,000	6	15.38%	71.5	3	3	0	0
\$60,001 \$110,000	8	20.51%	43.0	1	6	1	0
\$110,001 \$140,000	8	20.51%	51.9	1	7	0	0
\$140,001 \$190,000	4	10.26%	37.5	2	2	0	0
\$190,001 and up	5	12.82%	58.6	0	2	3	0
Total Closed Units	39			14	20	5	0
Total Closed Volume	3,958,338	100%	53.4	849.14K	2.24M	869.40K	0.00B
Average Closed Price	\$101,496			\$60,653	\$111,990	\$173,880	\$0

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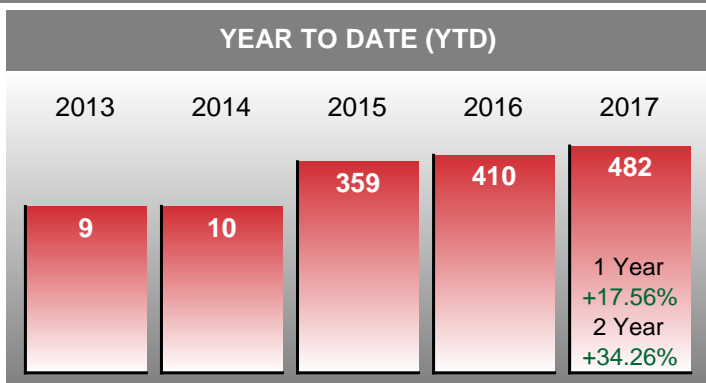
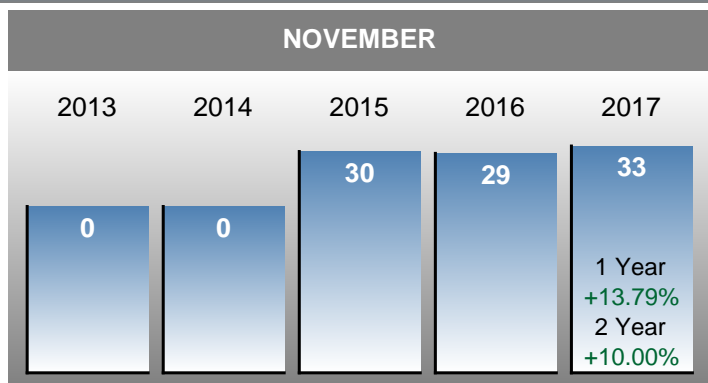
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PENDING LISTINGS

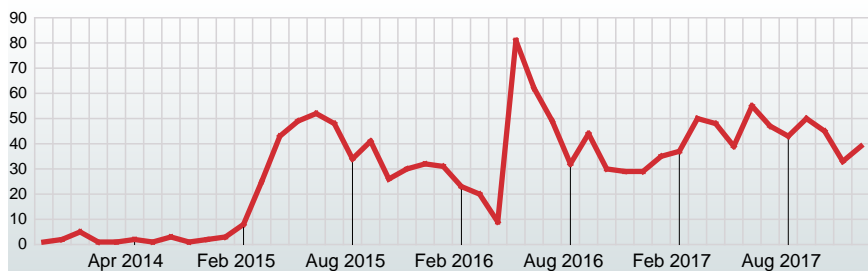
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 18

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **33**,
above the 5 yr NOV
average of **18**

SEP	50
OCT	45 -10.00%
NOV	33 -26.67%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	9.09%	17.0	2	1	0	0
\$30,001 - \$40,000	2	6.06%	73.5	1	0	1	0
\$40,001 - \$70,000	7	21.21%	44.0	3	2	2	0
\$70,001 - \$120,000	8	24.24%	58.6	3	5	0	0
\$120,001 - \$140,000	3	9.09%	48.3	0	3	0	0
\$140,001 - \$180,000	6	18.18%	45.8	0	5	1	0
\$180,001 and up	4	12.12%	19.3	0	3	1	0
Total Pending Units	33			9	19	5	0
Total Pending Volume	3,554,800	100%	29.8	524.60K	2.50M	533.90K	0.00B
Average Listing Price	\$79,760			\$58,289	\$131,384	\$106,780	\$0

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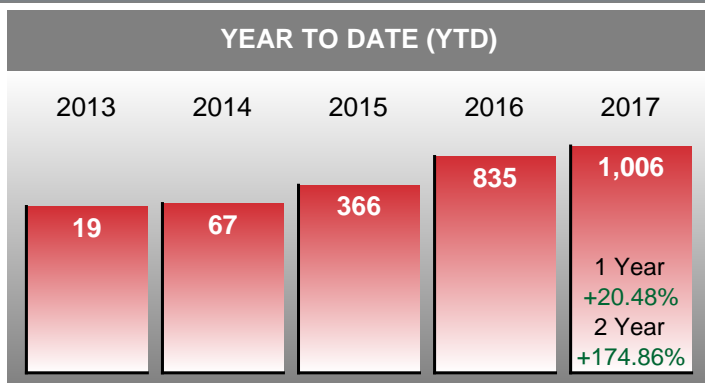
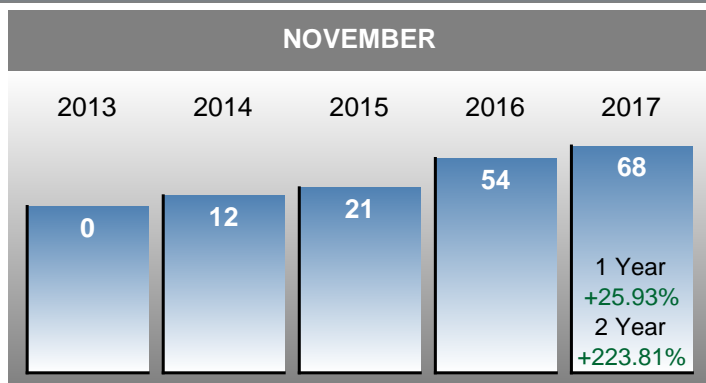
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NEW LISTINGS

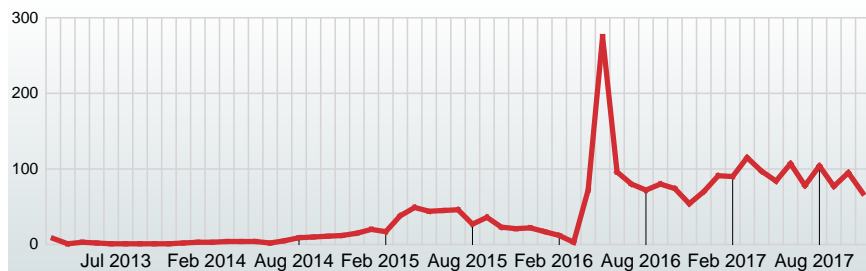
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 31

3 MONTHS



High
May 2016 = 275
Low
Oct 2013 = 1
New Listings
this month at **68**,
above the 5 yr NOV
average of **31**

SEP	77
OCT	95 23.38%
NOV	68 -28.42%

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	4.41%	3	0	0	0
\$10,001 - \$60,000	12	17.65%	8	3	1	0
\$60,001 - \$80,000	9	13.24%	6	3	0	0
\$80,001 - \$150,000	16	23.53%	3	9	4	0
\$150,001 - \$190,000	11	16.18%	3	7	1	0
\$190,001 - \$380,000	10	14.71%	2	6	2	0
\$380,001 and up	7	10.29%	0	4	2	1
Total New Listed Units	68		25	32	10	1
Total New Listed Volume	10,990,900	100%	2.08M	6.32M	2.10M	499.90K
Average New Listed Listing Price	\$87,000		\$83,156	\$197,384	\$209,580	\$499,900

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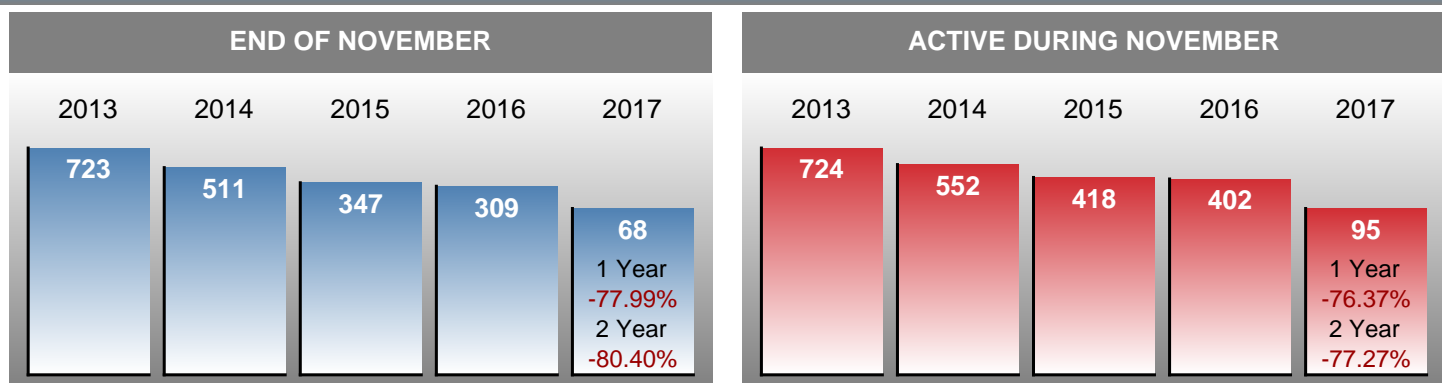
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ACTIVE INVENTORY

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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	16	5.39%	57.9	16	0	0	0
\$25,001 - \$50,000	36	12.12%	91.3	29	7	0	0
\$50,001 - \$75,000	28	9.43%	114.3	18	7	3	0
\$75,001 - \$150,000	94	31.65%	75.9	27	56	10	1
\$150,001 - \$225,000	49	16.50%	67.2	8	33	7	1
\$225,001 - \$325,000	45	15.15%	85.2	8	18	17	2
\$325,001 and up	29	9.76%	69.0	7	7	9	6
Total Active Inventory by Units	297			113	128	46	10
Total Active Inventory by Volume	53,186,549	100%	79.7	13.54M	22.02M	12.54M	5.09M
Average Active Inventory Listing Price	\$179,079			\$119,800	\$172,063	\$272,604	\$508,530

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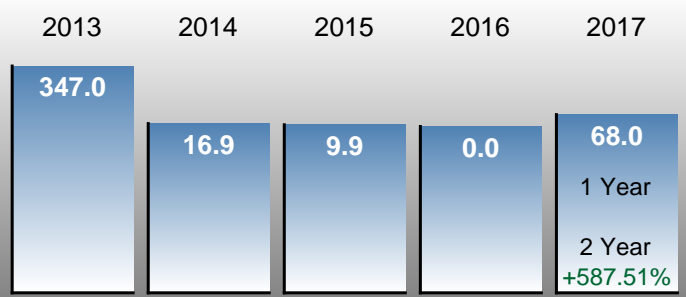
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



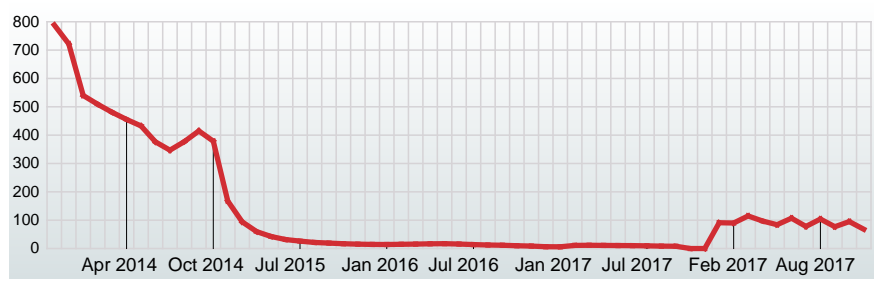
INDICATORS FOR NOVEMBER 2017

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 NOV AVG = 88.4

3 MONTHS



High
Jan 2013 = 788.7
Low
Nov 2017 = 0.0
Months Supply
this month at **68.0**,
below the 5 yr NOV
average of **88.4**

SEP	8.0
OCT	0.0
NOV	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	26	8.75%	8.4	8.4	9.0	0.0	0.0
\$30,001 - \$60,000	34	11.45%	5.5	8.5	2.2	4.0	0.0
\$60,001 - \$90,000	46	15.49%	7.5	18.0	4.6	4.6	0.0
\$90,001 - \$160,000	76	25.59%	5.4	10.2	4.7	4.8	0.0
\$160,001 - \$240,000	47	15.82%	7.1	13.7	6.9	5.3	4.0
\$240,001 - \$320,000	37	12.46%	14.8	0.0	10.0	16.4	12.0
\$320,001 and up	31	10.44%	21.9	32.0	10.5	21.6	84.0
Market Supply of Inventory (MSI)	7.4	100%	7.4	11.6	5.4	7.9	20.0
Total Active Inventory by Units	297			113	128	46	10

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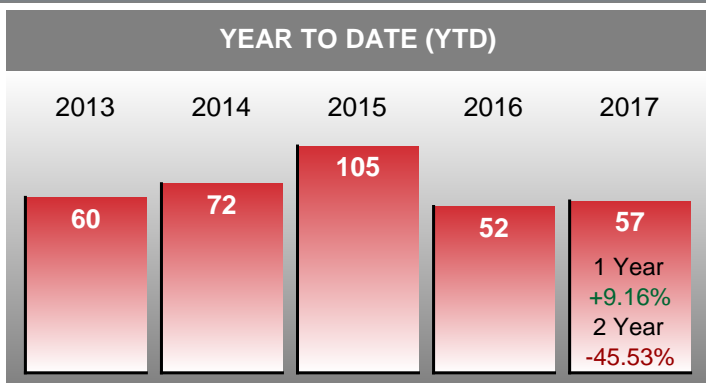
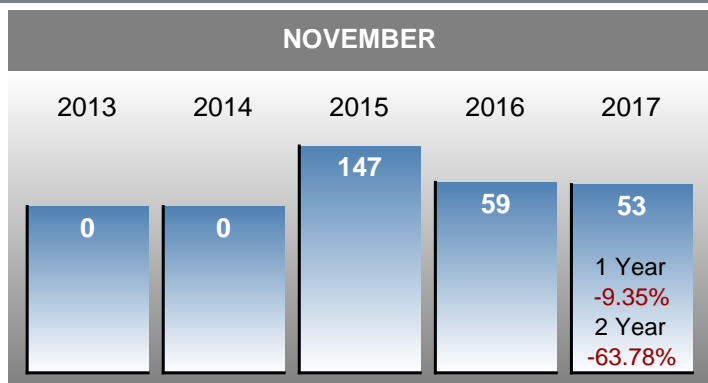
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AVERAGE DAYS ON MARKET TO SALE

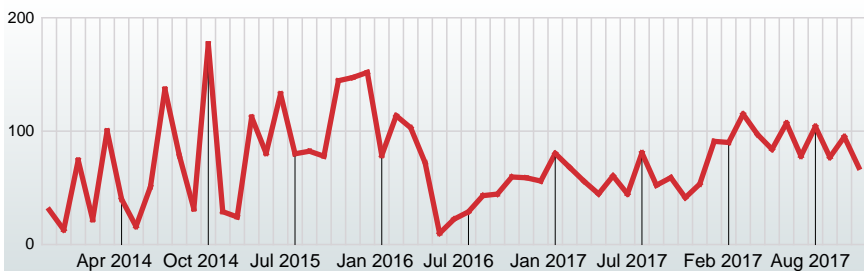
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5 YEAR MARKET ACTIVITY TRENDS

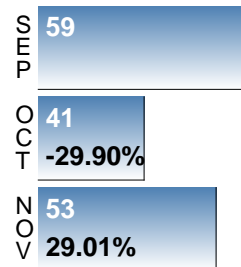
5yr NOV AVG = 52

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **53**, above the 5 yr NOV average of **52**



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
\$10,000 and less	3	7.69%	59.0	59.0	0.0	0.0	0.0
\$10,001 \$40,000	5	12.82%	54.6	67.8	0.0	2.0	0.0
\$40,001 \$60,000	6	15.38%	71.5	94.3	48.7	0.0	0.0
\$60,001 \$110,000	8	20.51%	43.0	4.0	37.0	118.0	0.0
\$110,001 \$140,000	8	20.51%	51.9	5.0	58.6	0.0	0.0
\$140,001 \$190,000	4	10.26%	37.5	22.0	53.0	0.0	0.0
\$190,001 and up	5	12.82%	58.6	0.0	28.5	78.7	0.0
Average Closed DOM	53.4			56.0	47.1	71.2	0.0
Total Closed Units	39	100%	53.4	14	20	5	
Total Closed Volume	3,958,338			849.14K	2.24M	869.40K	0.00B

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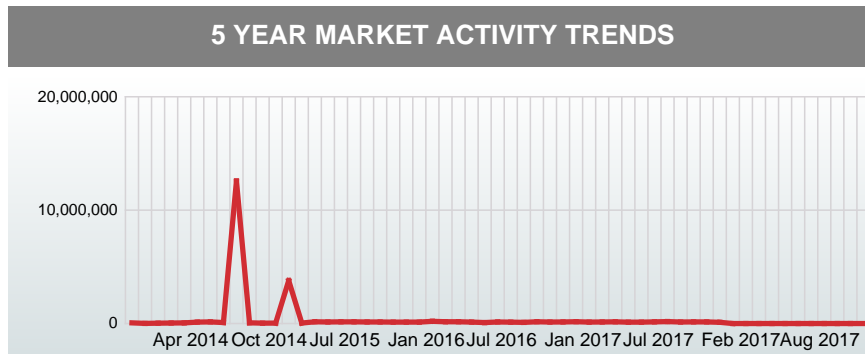
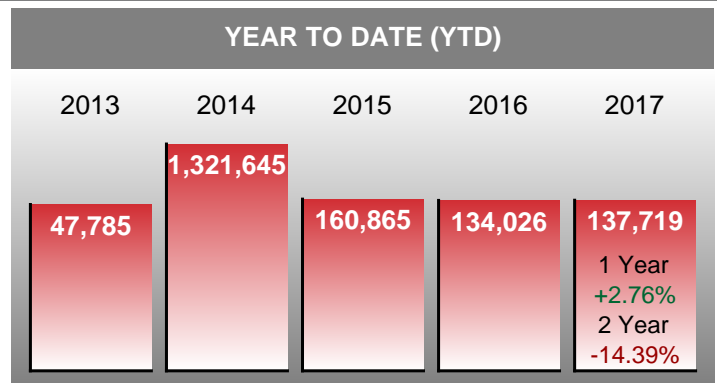
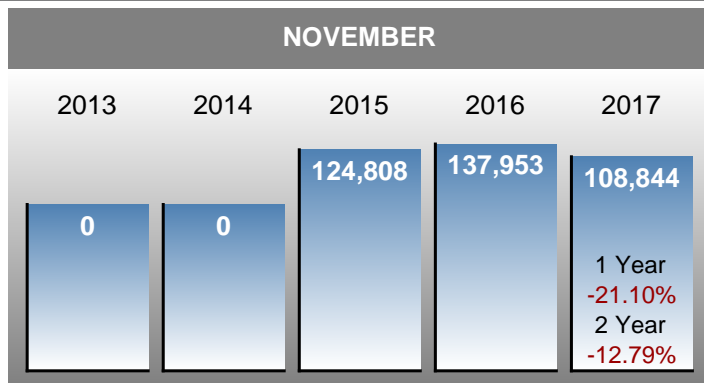
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AVERAGE LIST PRICE AT CLOSING

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5yr NOV AVG = 74,321	3 MONTHS
High Jul 2014 = 12,565,000 Low Nov 2017 = 68 Average List Price this month at 108,844 , above the 5 yr NOV average of 74,321	SEP 143,805 OCT 141,441 NOV 108,844 -1.64% -23.05%

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
\$10,000 and less	2	5.13%	6,200	7,800	0	0	0
\$10,001 \$40,000	6	15.38%	26,317	27,975	0	35,000	0
\$40,001 \$60,000	2	5.13%	52,400	60,933	60,600	0	0
\$60,001 \$110,000	11	28.21%	79,036	110,000	91,616	64,900	0
\$110,001 \$140,000	7	17.95%	126,229	134,900	132,529	0	0
\$140,001 \$190,000	5	12.82%	151,860	184,200	153,450	0	0
\$190,001 and up	6	15.38%	242,917	0	210,000	275,833	0
Average List Price			108,844	66,529	119,305	185,480	0
Total Closed Units		100%	108,844	14	20	5	
Total Closed Volume			4,244,897	931.40K	2.39M	927.40K	0.00B

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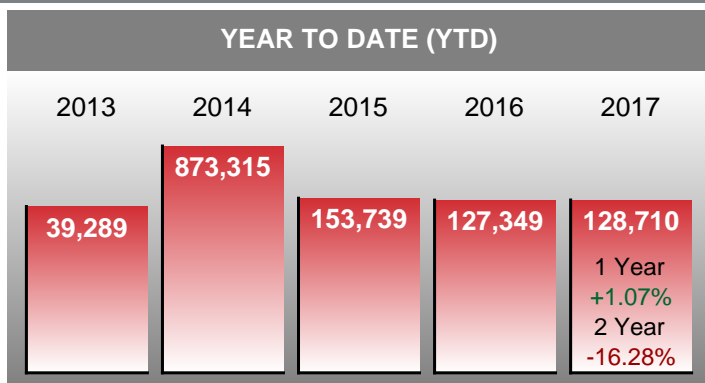
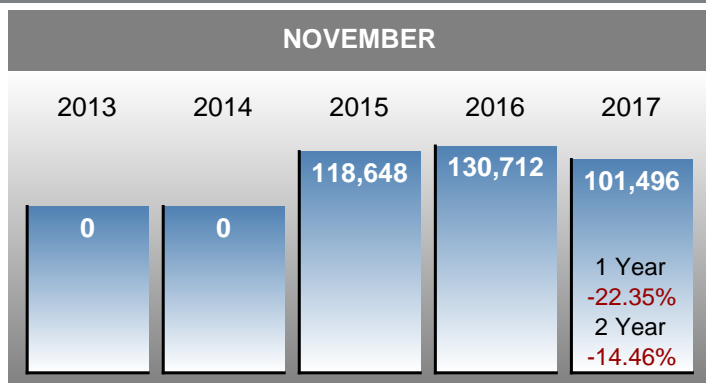
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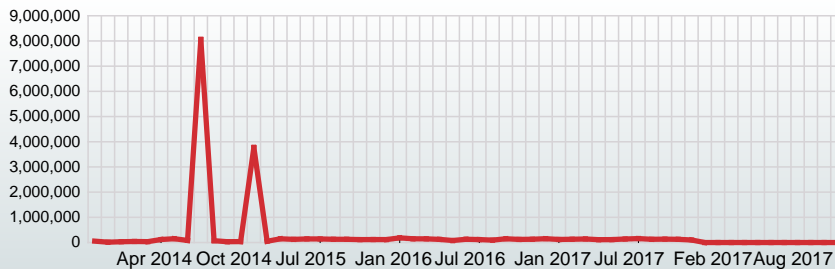
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 70,171 3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Average Sold Price
this month at **101,496**,
above the 5 yr NOV
average of **70,171**

SEP	134,827
OCT	126,574
NOV	101,496
	-19.81%

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
\$10,000 and less	3	7.69%	6,333	6,333	0	0	0
\$10,001 - \$40,000	5	12.82%	26,800	25,375	0	32,500	0
\$40,001 - \$60,000	6	15.38%	50,333	51,167	49,500	0	0
\$60,001 - \$110,000	8	20.51%	85,613	110,000	85,000	64,900	0
\$110,001 - \$140,000	8	20.51%	127,850	134,000	126,971	0	0
\$140,001 - \$190,000	4	10.26%	156,410	165,569	147,250	0	0
\$190,001 and up	5	12.82%	234,000	0	199,000	257,333	0
Average Sold Price			101,496	60,653	111,990	173,880	0
Total Closed Units		100%	101,496	14	20	5	
Total Closed Volume			3,958,338	849.14K	2.24M	869.40K	0.00B

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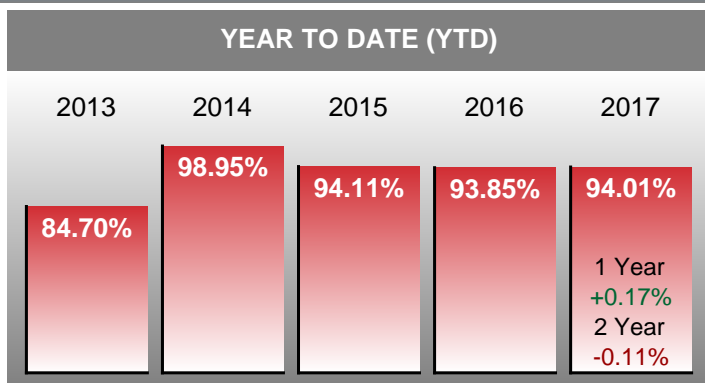
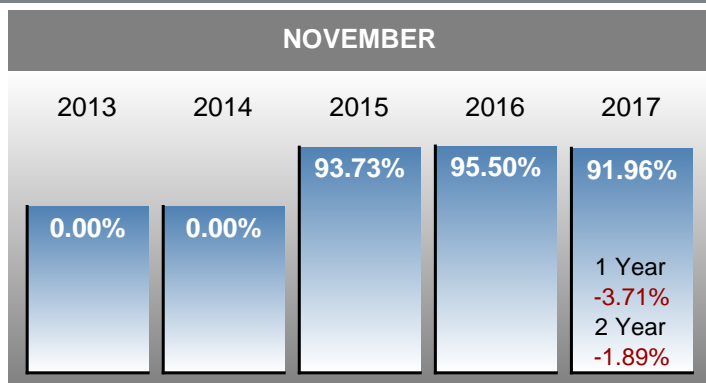
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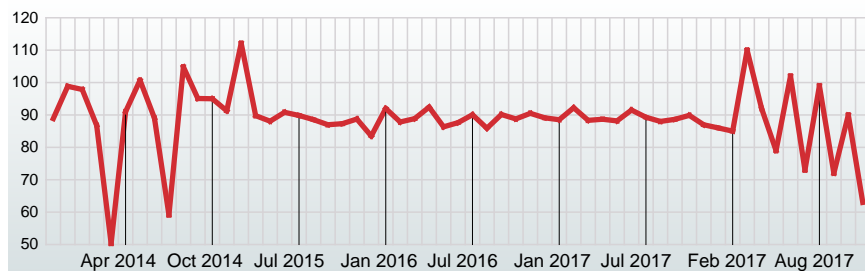
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 56.24% **3 MONTHS**



High
Mar 2015 = 117.11%

Low
Jul 2013 = 55.34%

Average Sold/List Ratio this month at **91.96%**, above the 5 yr NOV average of **56.24%**

SEP	93.64%
OCT	94.87%
NOV	91.96%
	-3.07%

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
\$10,000 and less	3	7.69%	83.81%	83.81%	0.00%	0.00%	0.00%
\$10,001 \$40,000	5	12.82%	90.76%	90.23%	0.00%	92.86%	0.00%
\$40,001 \$60,000	6	15.38%	83.20%	84.00%	82.40%	0.00%	0.00%
\$60,001 \$110,000	8	20.51%	95.20%	100.00%	93.60%	100.00%	0.00%
\$110,001 \$140,000	8	20.51%	96.47%	99.33%	96.06%	0.00%	0.00%
\$140,001 \$190,000	4	10.26%	93.64%	91.03%	96.24%	0.00%	0.00%
\$190,001 and up	5	12.82%	94.85%	0.00%	95.11%	94.68%	0.00%
Average Sold/List Ratio			92.00%	88.98%	93.19%	95.38%	0.00%
Total Closed Units		100%	92.00%	14	20	5	
Total Closed Volume				849.14K	2.24M	869.40K	0.00B

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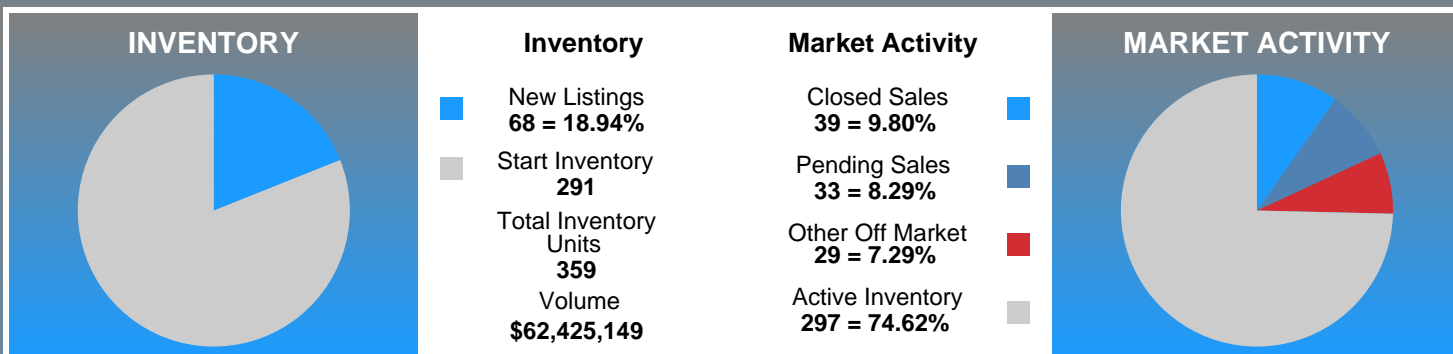
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MARKET SUMMARY

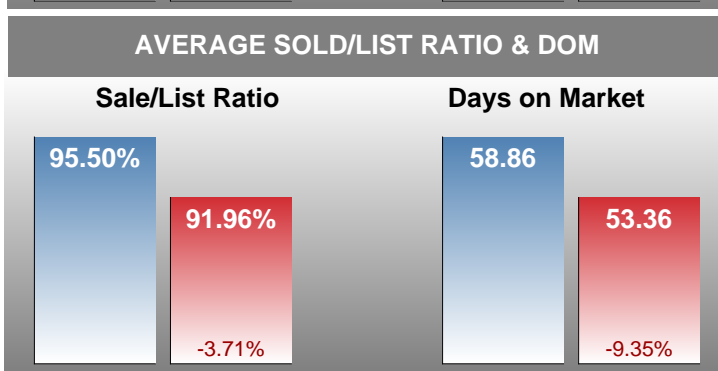
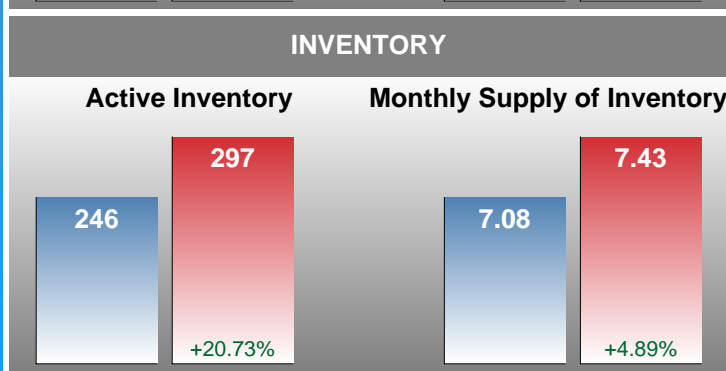
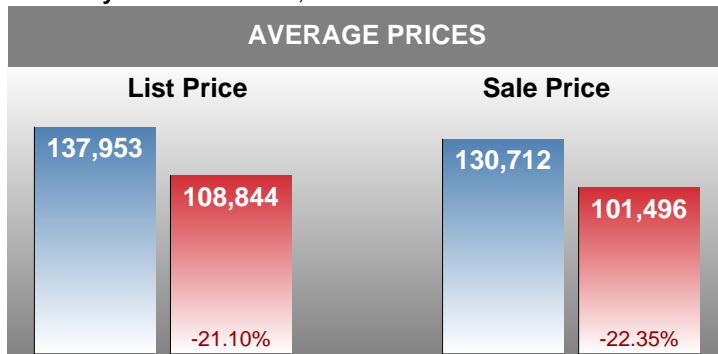
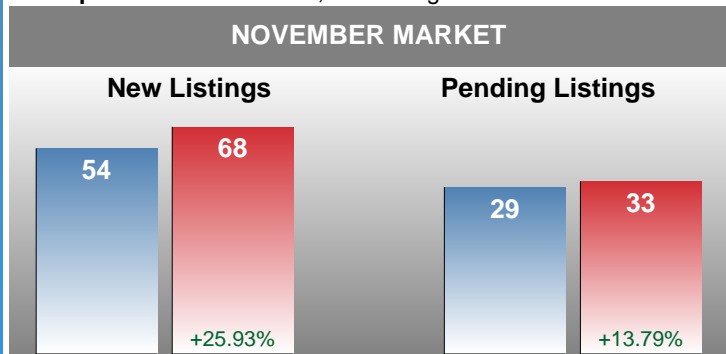
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	29	39	34.48%	386	445	15.28%
Pending Sales	29	33	13.79%	410	482	17.56%
New Listings	54	68	25.93%	835	1,006	20.48%
Average List Price	137,953	108,844	-21.10%	134,026	137,719	2.76%
Average Sale Price	130,712	101,496	-22.35%	127,349	128,710	1.07%
Average Percent of Selling Price to List Price	95.50%	91.96%	-3.71%	93.85%	94.01%	0.17%
Average Days on Market to Sale	58.86	53.36	-9.35%	52.17	56.95	9.16%
Monthly Inventory	246	297	20.73%	246	297	20.73%
Months Supply of Inventory	7.08	7.43	4.89%	7.08	7.43	4.89%

Absorption: Last 12 months, an Average of **40** Sales/Month

Inventory on November 30, 2017 = 297 2016 2017



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