



November 2017

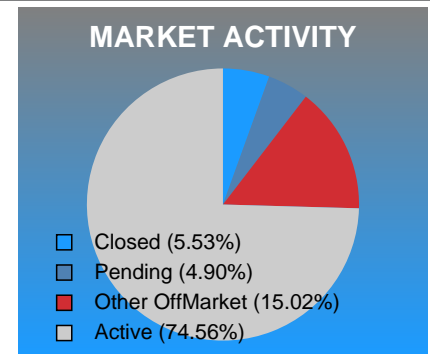
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	39	53	35.90%
Pending Listings	33	47	42.42%
New Listings	198	186	-6.06%
Average List Price	102,156	130,215	27.47%
Average Sale Price	95,839	121,683	26.97%
Average Percent of List Price to Selling Price	92.24%	91.60%	-0.70%
Average Days on Market to Sale	67.74	63.26	-6.61%
End of Month Inventory	722	715	-0.97%
Months Supply of Inventory	15.04	13.84	-8.00%



Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of November 30, 2017 = **715**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2017 decreased **0.97%** to 715 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **13.84** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **26.97%** in November 2017 to \$121,683 versus the previous year at \$95,839.

Average Days on Market Shortens

The average number of **63.26** days that homes spent on the market before selling decreased by 4.48 days or **6.61%** in November 2017 compared to last year's same month at **67.74** DOM.

Sales Success for November 2017 is Positive

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

There were 186 New Listings in November 2017, down **6.06%** from last year at 198. Furthermore, there were 53 Closed Listings this month versus last year at 39, a **35.90%** increase.

Closed versus Listed trends yielded a **28.5%** ratio, up from previous year's, November 2016, at **19.7%**, a **44.67%** upswing. This will certainly create pressure on a decreasing 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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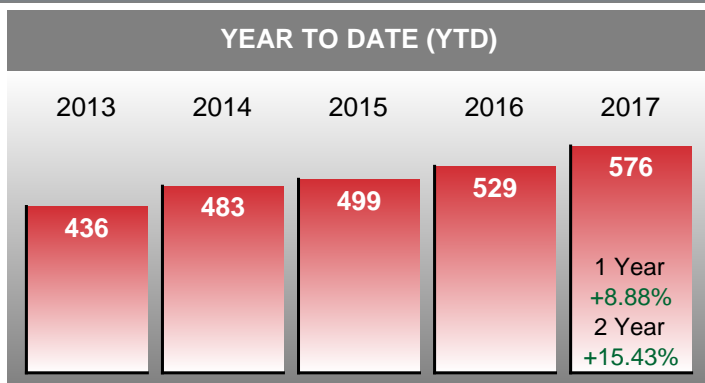
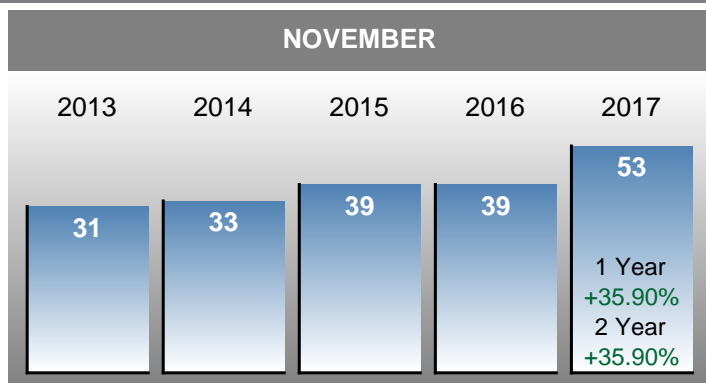
November 2017

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CLOSED LISTINGS

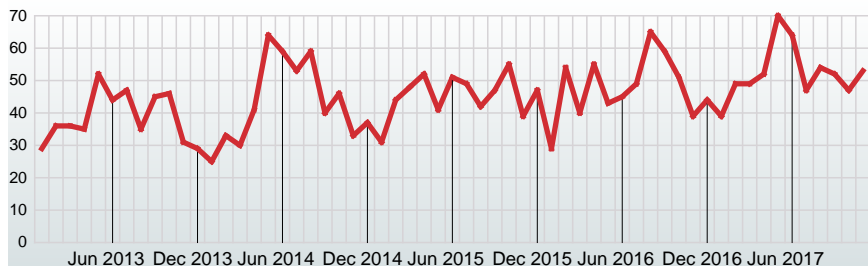
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 39

3 MONTHS



High
May 2017 = 70
Low
Jan 2014 = 25
Closed Listings
this month at **53**,
above the 5 yr NOV
average of **39**

SEP	52
OCT	47
	-9.62%
NOV	53
	12.77%

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	7.55%	57.3	4	0	0	0
\$30,001 - \$50,000	6	11.32%	90.2	5	1	0	0
\$50,001 - \$80,000	5	9.43%	81.8	3	2	0	0
\$80,001 - \$140,000	18	33.96%	80.1	5	13	0	0
\$140,001 - \$160,000	7	13.21%	48.1	1	5	1	0
\$160,001 - \$210,000	7	13.21%	41.9	0	5	2	0
\$210,001 and up	6	11.32%	17.0	0	4	1	1
Total Closed Units	53			18	30	4	1
Total Closed Volume	6,449,200	100%	63.3	1.07M	4.23M	785.45K	360.00K
Average Closed Price	\$121,683			\$59,561	\$141,055	\$196,363	\$360,000

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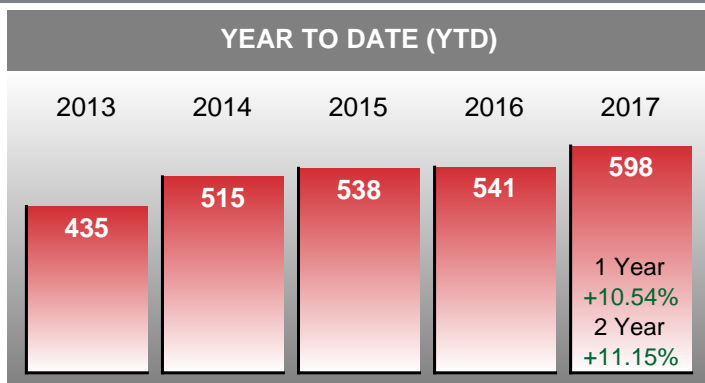
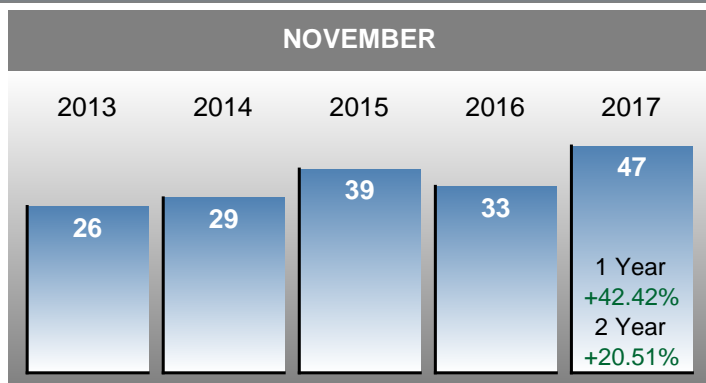
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PENDING LISTINGS

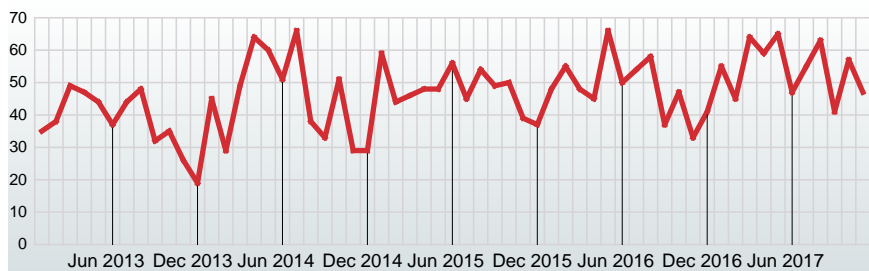
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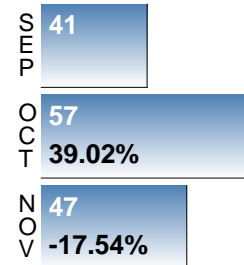
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 35

3 MONTHS



High
May 2016 = 66
Low
Dec 2013 = 19
Pending Listings
this month at **47**,
above the 5 yr NOV
average of **35**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.26%	55.0	2	0	0	0
\$20,001 - \$50,000	7	14.89%	42.9	4	3	0	0
\$50,001 - \$80,000	6	12.77%	86.5	3	3	0	0
\$80,001 - \$150,000	14	29.79%	50.6	5	7	2	0
\$150,001 - \$180,000	7	14.89%	74.7	0	6	1	0
\$180,001 - \$300,000	6	12.77%	50.7	0	4	2	0
\$300,001 and up	5	10.64%	42.4	0	2	2	1
Total Pending Units	47			14	25	7	1
Total Pending Volume	6,649,925	100%	25.8	929.93K	3.64M	1.72M	360.00K
Average Listing Price	\$149,075			\$66,423	\$145,500	\$246,071	\$360,000

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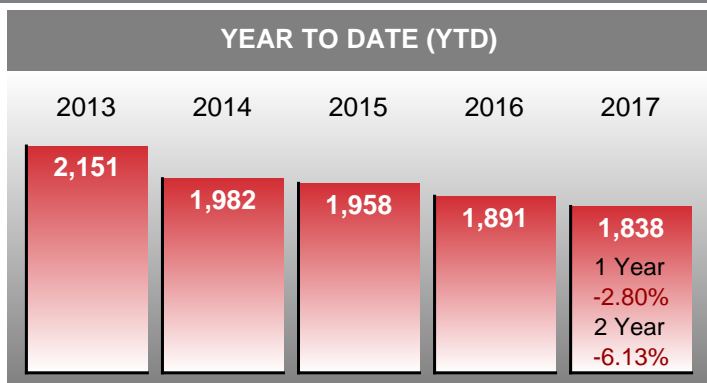
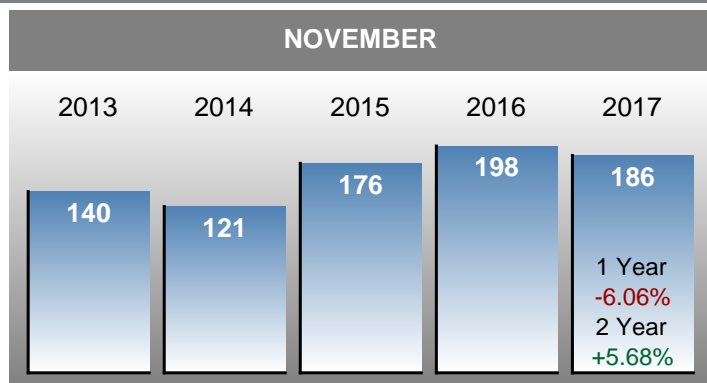
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NEW LISTINGS

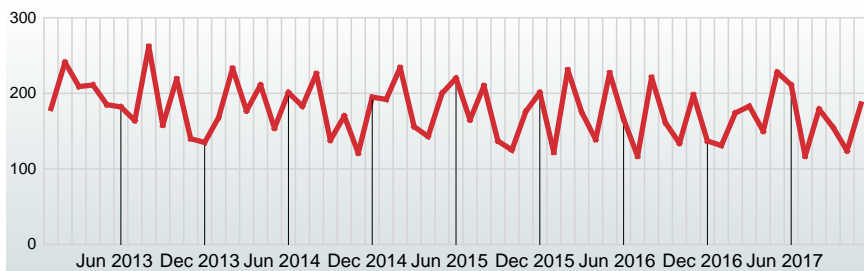
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 164

3 MONTHS



High
Aug 2013 = 262
Low
Jul 2017 = 117
New Listings
this month at **186**,
above the 5 yr NOV
average of **164**

SEP	155
OCT	124
NOV	186
	-20.00%
	50.00%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	43	23.12%	37	5	1	0
\$50,001-\$50,000	0	0.00%	0	0	0	0
\$50,001-\$75,000	73	39.25%	72	1	0	0
\$75,001-\$125,000	20	10.75%	8	9	2	1
\$125,001-\$250,000	32	17.20%	7	21	4	0
\$250,001 and up	18	9.68%	6	4	6	2
Total New Listed Units	186		130	40	13	3
Total New Listed Volume	21,016,553	100%	10.03M	6.04M	3.93M	1.01M
Average New Listed Listing Price	\$201,600		\$77,172	\$151,099	\$302,485	\$335,967

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November 2017

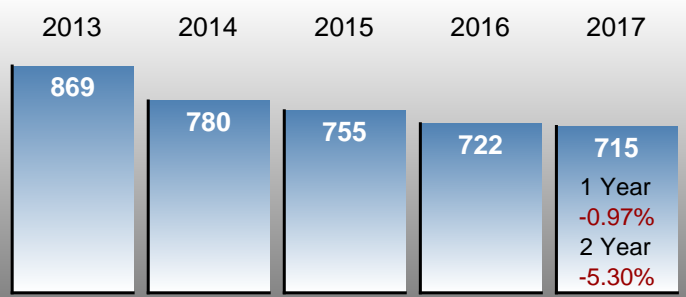
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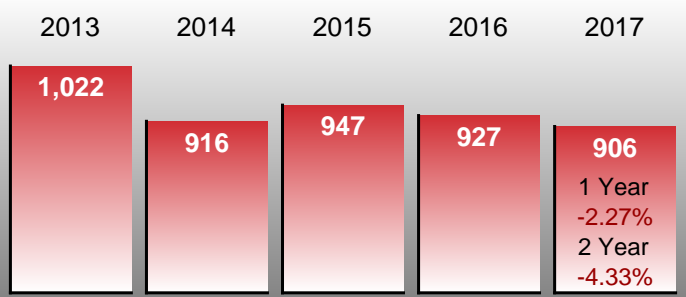
ACTIVE INVENTORY

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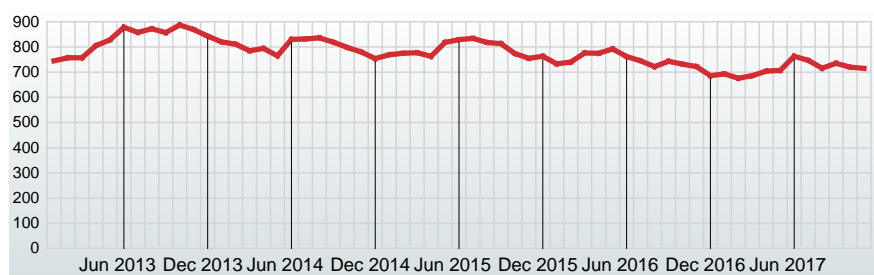
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 768

3 MONTHS

High
Oct 2013 = 887
Low
Feb 2017 = 676
Inventory
this month at **715**,
below the 5 yr NOV
average of **768**

SEP	735
OCT	720 -2.04%
NOV	715 -0.69%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	26	3.64%	115.0	26	0	0	0
\$10,001 - \$20,000	129	18.04%	123.1	127	2	0	0
\$20,001 - \$50,000	115	16.08%	91.3	104	10	1	0
\$50,001 - \$90,000	166	23.22%	58.4	139	25	2	0
\$90,001 - \$170,000	112	15.66%	82.4	44	54	12	2
\$170,001 - \$320,000	94	13.15%	77.5	24	44	24	2
\$320,001 and up	73	10.21%	118.0	36	11	18	8
Total Active Inventory by Units	715			500	146	57	12
Total Active Inventory by Volume	102,496,779	100%	89.8	52.83M	25.29M	20.08M	4.30M
Average Active Inventory Listing Price	\$143,352			\$105,667	\$173,192	\$352,258	\$358,192

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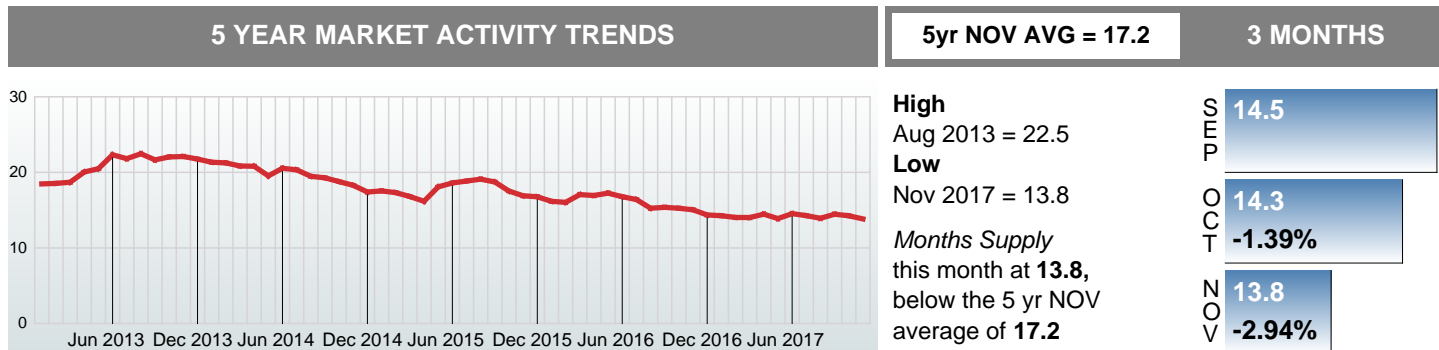
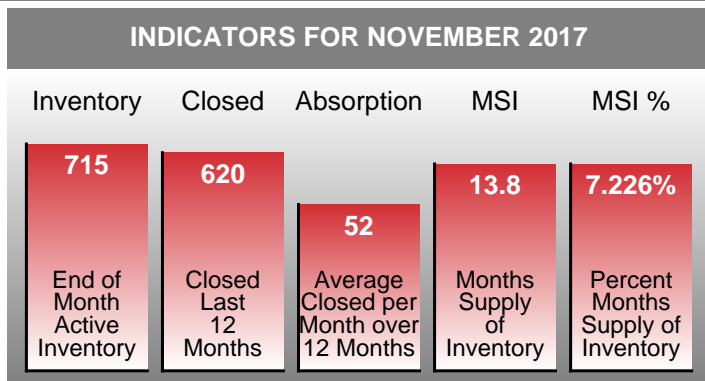
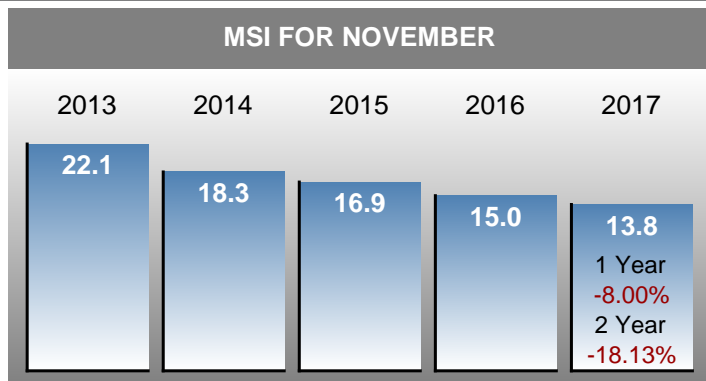
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MONTHS SUPPLY of INVENTORY (MSI)

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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	26	3.64%	26.0	26.0	0.0	0.0	0.0
\$10,001 - \$20,000	129	18.04%	36.9	42.3	4.8	0.0	0.0
\$20,001 - \$50,000	115	16.08%	13.0	19.8	3.4	1.5	0.0
\$50,001 - \$90,000	166	23.22%	15.7	31.5	4.8	2.4	0.0
\$90,001 - \$170,000	112	15.66%	6.7	14.7	4.5	6.3	0.0
\$170,001 - \$320,000	94	13.15%	10.5	28.8	8.3	11.1	3.4
\$320,001 and up	73	10.21%	36.5	48.0	26.4	36.0	24.0
Market Supply of Inventory (MSI)	13.8			27.4	5.6	9.2	12.0
Total Active Inventory by Units	715	100%	13.8	500	146	57	12

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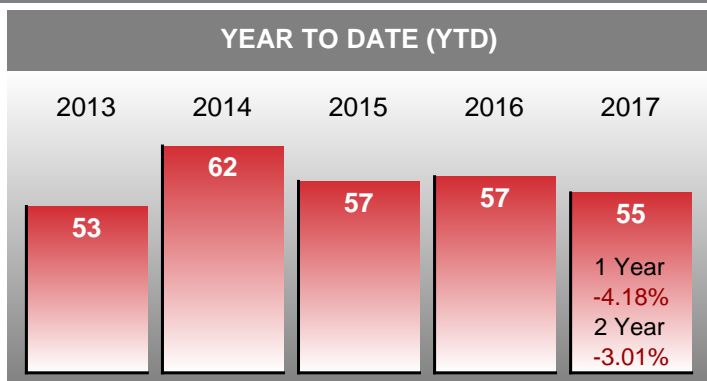
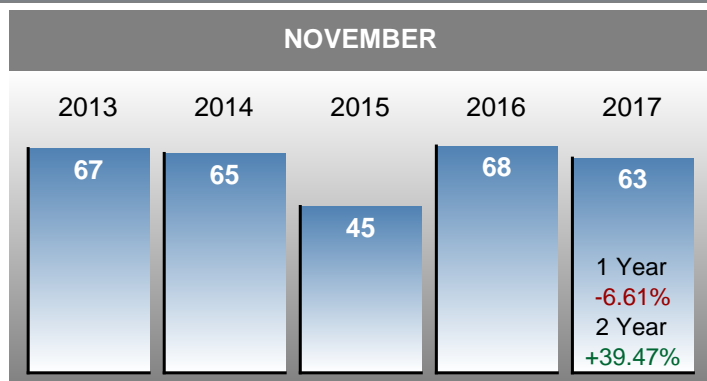
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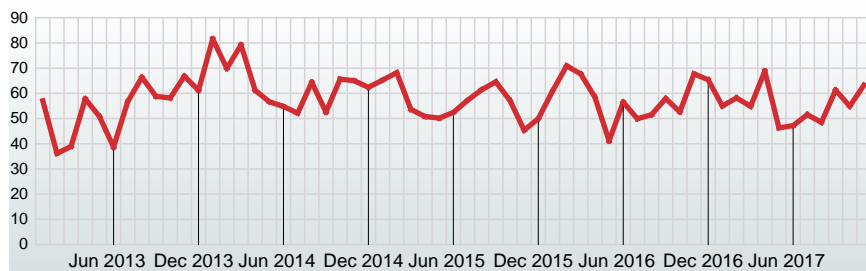


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 62 **3 MONTHS**

High
 Jan 2014 = 82
Low
 Feb 2013 = 36
Average Days on Market
 this month at **63**,
 above the 5 yr NOV
 average of **62**

SEP	61
OCT	55
NOV	63
-10.41%	
15.25%	

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	7.55%	57.3	57.3	0.0	0.0	0.0
\$30,001 - \$50,000	6	11.32%	90.2	96.6	58.0	0.0	0.0
\$50,001 - \$80,000	5	9.43%	81.8	75.0	92.0	0.0	0.0
\$80,001 - \$140,000	18	33.96%	80.1	136.8	58.3	0.0	0.0
\$140,001 - \$160,000	7	13.21%	48.1	8.0	61.6	21.0	0.0
\$160,001 - \$210,000	7	13.21%	41.9	0.0	49.2	23.5	0.0
\$210,001 and up	6	11.32%	17.0	0.0	19.5	23.0	1.0
Average Closed DOM			63.3	90.5	54.4	22.8	1.0
Total Closed Units		100%	63.3	18	30	4	1
Total Closed Volume			6,449,200	1.07M	4.23M	785.45K	360.00K

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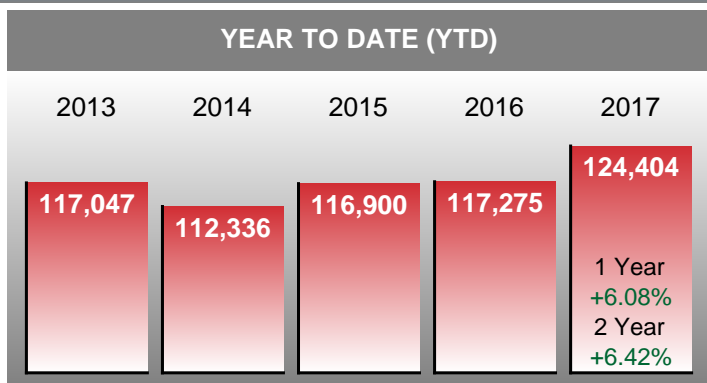
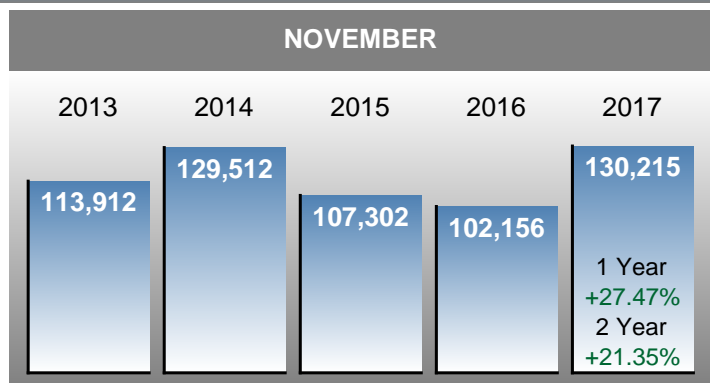
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AVERAGE LIST PRICE AT CLOSING

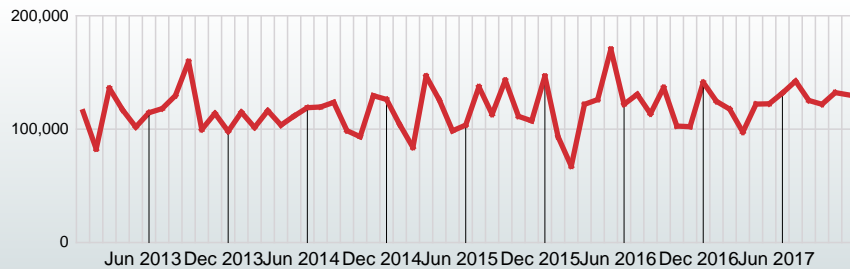
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 116,620

3 MONTHS



High
May 2016 = 170,479

Low
Feb 2016 = 67,320

Average List Price
this month at **130,215**,
above the 5 yr NOV
average of **116,620**

SEP	121,923
OCT	132,231
NOV	130,215
8.45%	
-1.52%	

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	5.66%	14,633	24,700	0	0	0
\$30,001 - \$50,000	3	5.66%	45,467	51,440	47,000	0	0
\$50,001 - \$80,000	8	15.09%	59,263	60,833	76,950	0	0
\$80,001 - \$140,000	18	33.96%	107,728	108,340	112,646	0	0
\$140,001 - \$160,000	8	15.09%	150,675	149,900	152,720	164,900	0
\$160,001 - \$210,000	7	13.21%	185,157	0	184,240	174,950	0
\$210,001 and up	6	11.32%	301,067	0	294,125	269,900	360,000
Average List Price			130,215	68,339	150,887	196,175	360,000
Total Closed Units		100%	130,215	18	30	4	1
Total Closed Volume			6,901,400	1.23M	4.53M	784.70K	360.00K

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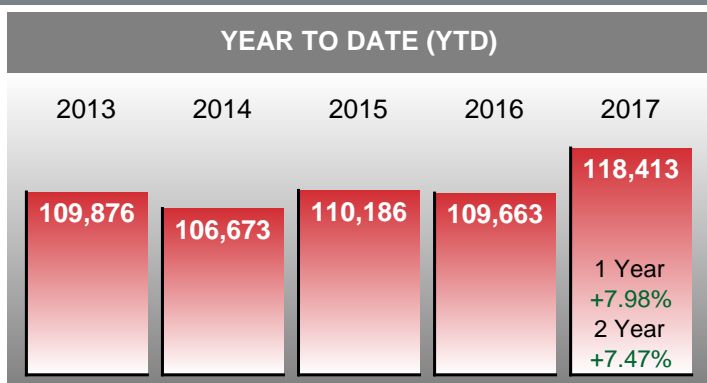
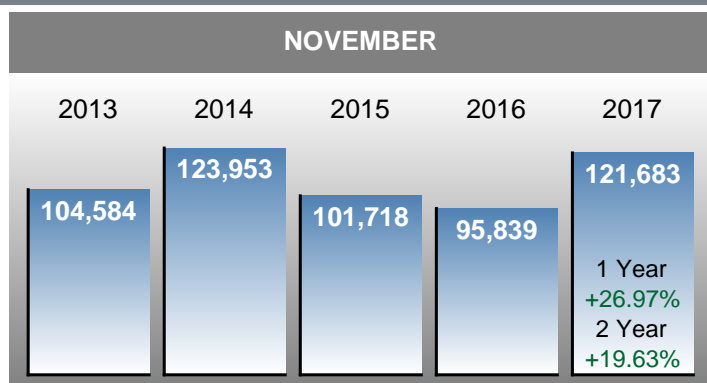
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AVERAGE SOLD PRICE AT CLOSING

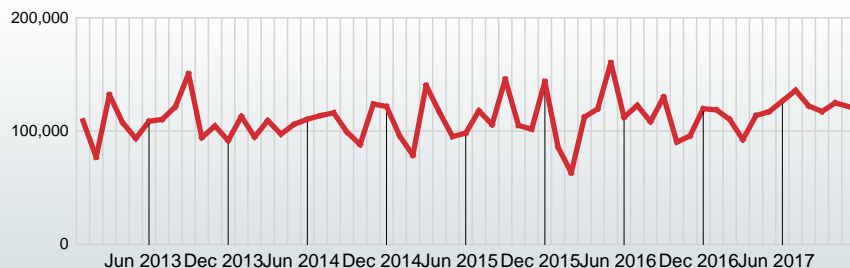
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 109,555

3 MONTHS



High
May 2016 = 160,360
Low
Feb 2016 = 63,298
Average Sold Price
this month at **121,683**,
above the 5 yr NOV
average of **109,555**

SEP	117,334
OCT	124,924
	6.47%
NOV	121,683
	-2.59%

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	7.55%	14,825	14,825	0	0	0
\$30,001 - \$50,000	6	11.32%	40,717	40,160	43,500	0	0
\$50,001 - \$80,000	5	9.43%	58,400	55,000	63,500	0	0
\$80,001 - \$140,000	18	33.96%	105,322	99,420	107,592	0	0
\$140,001 - \$160,000	7	13.21%	151,971	149,900	150,800	159,900	0
\$160,001 - \$210,000	7	13.21%	179,786	0	179,590	180,275	0
\$210,001 and up	6	11.32%	272,583	0	252,625	265,000	360,000
Average Sold Price			121,683	59,561	141,055	196,363	360,000
Total Closed Units		100%	121,683	18	30	4	1
Total Closed Volume			6,449,200	1.07M	4.23M	785.45K	360.00K

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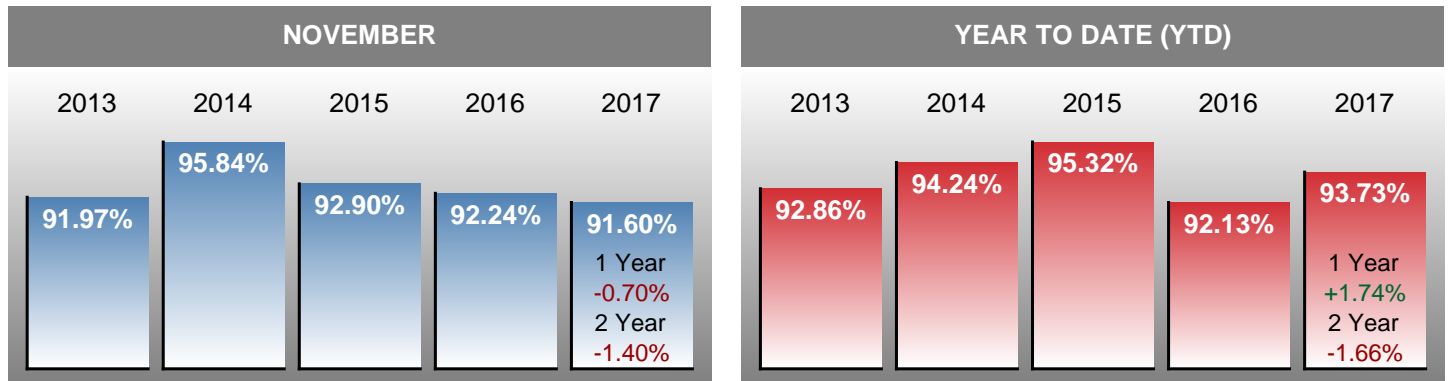
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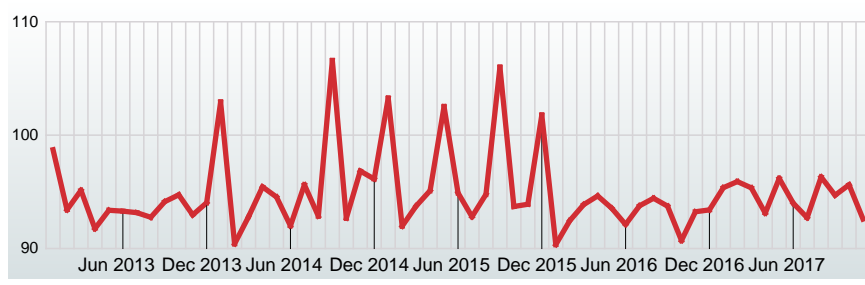
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 92.91% 3 MONTHS



High Sep 2014 = 105.58%	SEP 93.70%
Low Jan 2016 = 89.35%	OCT 94.62%
<i>Average Sold/List Ratio</i> this month at 91.60% , below the 5 yr NOV average of 92.91%	NOV 0.98%
	NOV 91.60%
	NOV -3.19%

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	7.55%	70.77%	70.77%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	6	11.32%	80.64%	78.26%	92.55%	0.00%	0.00%
\$50,001 - \$80,000	5	9.43%	87.57%	90.64%	82.95%	0.00%	0.00%
\$80,001 - \$140,000	18	33.96%	94.63%	92.37%	95.50%	0.00%	0.00%
\$140,001 - \$160,000	7	13.21%	98.73%	100.00%	98.82%	96.97%	0.00%
\$160,001 - \$210,000	7	13.21%	99.63%	0.00%	97.48%	105.00%	0.00%
\$210,001 and up	6	11.32%	93.01%	0.00%	89.97%	98.18%	100.00%
Average Sold/List Ratio			91.60%	83.79%	94.71%	101.29%	100.00%
Total Closed Units	53	100%	91.60%	18	30	4	1
Total Closed Volume	6,449,200			1.07M	4.23M	785.45K	360.00K

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MARKET SUMMARY

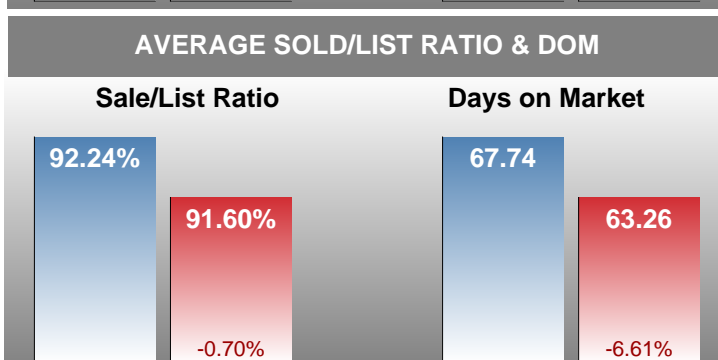
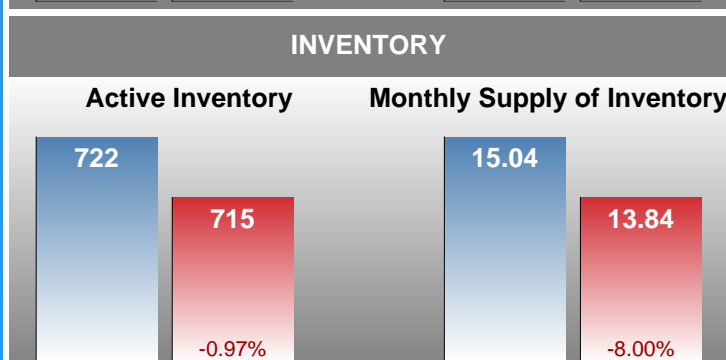
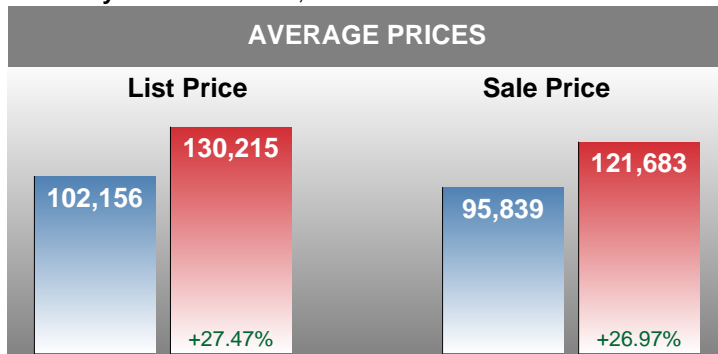
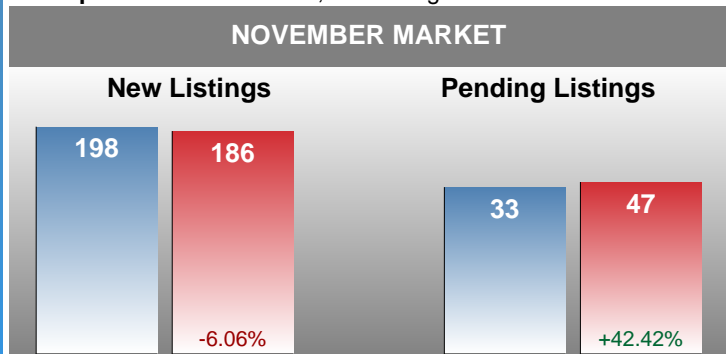
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	39	53	35.90%	529	576	8.88%
Pending Sales	33	47	42.42%	541	598	10.54%
New Listings	198	186	-6.06%	1,891	1,838	-2.80%
Average List Price	102,156	130,215	27.47%	117,275	124,404	6.08%
Average Sale Price	95,839	121,683	26.97%	109,663	118,413	7.98%
Average Percent of Selling Price to List Price	92.24%	91.60%	-0.70%	92.13%	93.73%	1.74%
Average Days on Market to Sale	67.74	63.26	-6.61%	57.41	55.01	-4.18%
Monthly Inventory	722	715	-0.97%	722	715	-0.97%
Months Supply of Inventory	15.04	13.84	-8.00%	15.04	13.84	-8.00%

Absorption: Last 12 months, an Average of **52** Sales/Month

Inventory on November 30, 2017 = **715** 2016 2017



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