



# November 2017

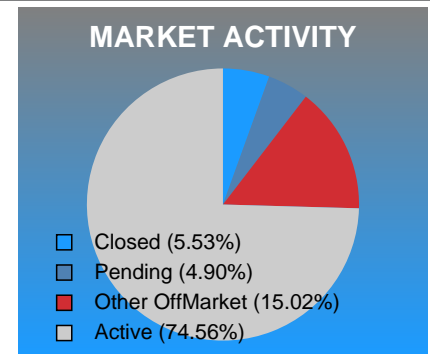
Area Delimited by County Of Cherokee



## 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%
Median List Price	89,500	110,000	22.91%
Median Sale Price	80,000	107,000	33.75%
Median Percent of List Price to Selling Price	96.09%	95.55%	-0.56%
Median Days on Market to Sale	60.00	53.00	-11.67%
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.

#### 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 **33.75%** in November 2017 to \$107,000 versus the previous year at \$80,000.

#### Median Days on Market Shortens

The median number of **53.00** days that homes spent on the market before selling decreased by 7.00 days or **11.67%** in November 2017 compared to last year's same month at **60.00** DOM.

#### Sales Success for November 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 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.

### 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.

#### Are You Ready to Buy or Sell Real Estate?

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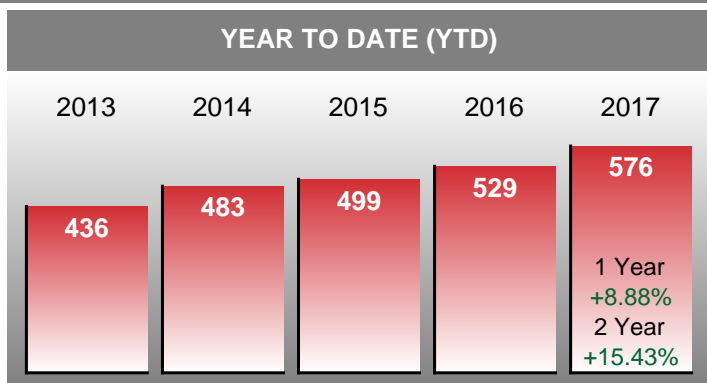
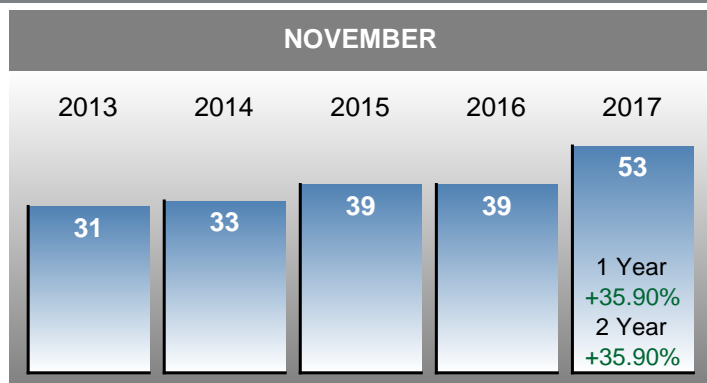
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## CLOSED LISTINGS

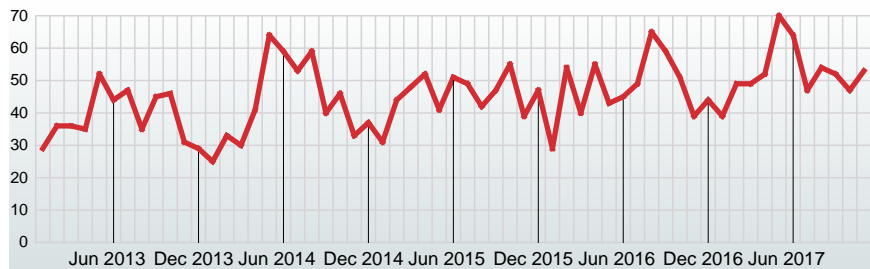
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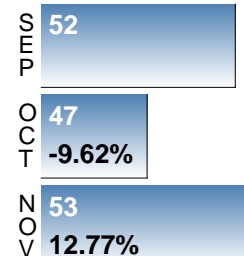
### 5 YEAR MARKET ACTIVITY TRENDS

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**



### 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	4	7.55%	50.0	4	0	0	0
\$30,001 - \$50,000	6	11.32%	82.0	5	1	0	0
\$50,001 - \$80,000	5	9.43%	83.0	3	2	0	0
\$80,001 - \$140,000	18	33.96%	82.0	5	13	0	0
\$140,001 - \$160,000	7	13.21%	31.0	1	5	1	0
\$160,001 - \$210,000	7	13.21%	52.0	0	5	2	0
\$210,001 and up	6	11.32%	5.5	0	4	1	1
<b>Total Closed Units</b>	<b>53</b>			<b>18</b>	<b>30</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,449,200</b>	<b>100%</b>	<b>53.0</b>	<b>1.07M</b>	<b>4.23M</b>	<b>785.45K</b>	<b>360.00K</b>
<b>Median Closed Price</b>	<b>\$107,000</b>			<b>\$52,500</b>	<b>\$135,000</b>	<b>\$180,275</b>	<b>\$360,000</b>

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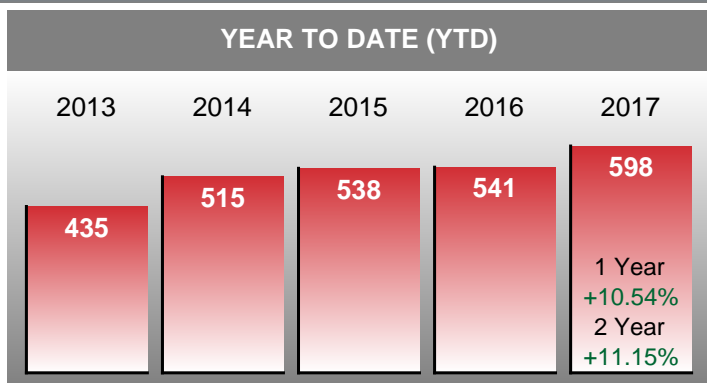
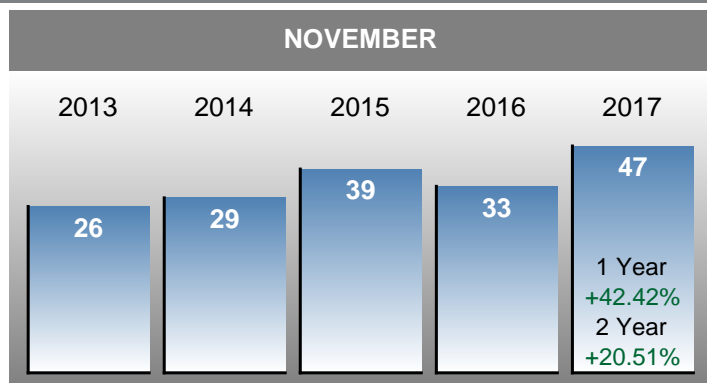
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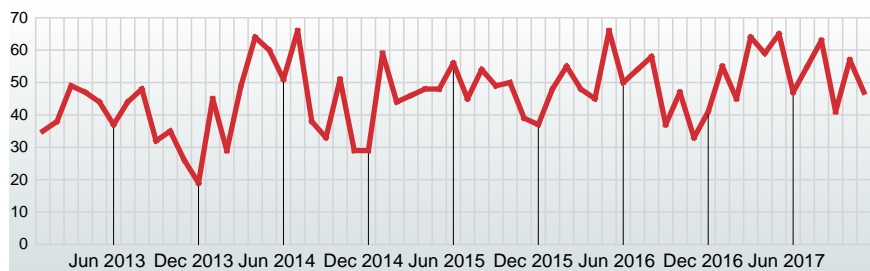


## PENDING LISTINGS

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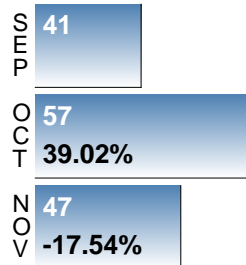
### 5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	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%	8.0	4	3	0	0
\$50,001 - \$80,000	6	12.77%	87.0	3	3	0	0
\$80,001 - \$150,000	14	29.79%	23.0	5	7	2	0
\$150,001 - \$180,000	7	14.89%	55.0	0	6	1	0
\$180,001 - \$300,000	6	12.77%	25.5	0	4	2	0
\$300,001 and up	5	10.64%	16.0	0	2	2	1
<b>Total Pending Units</b>	<b>47</b>			<b>14</b>	<b>25</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,649,925</b>	<b>100%</b>	<b>30.0</b>	<b>929.93K</b>	<b>3.64M</b>	<b>1.72M</b>	<b>360.00K</b>
<b>Median Listing Price</b>	<b>\$109,900</b>			<b>\$73,225</b>	<b>\$127,500</b>	<b>\$189,900</b>	<b>\$360,000</b>

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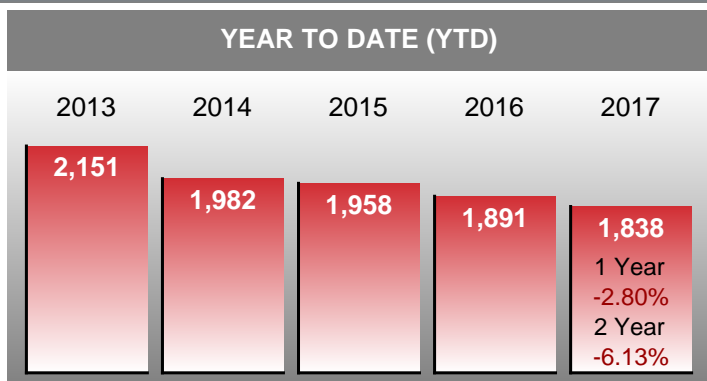
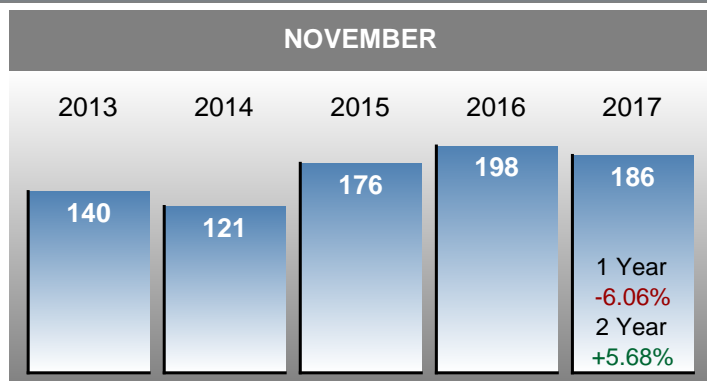
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## NEW LISTINGS

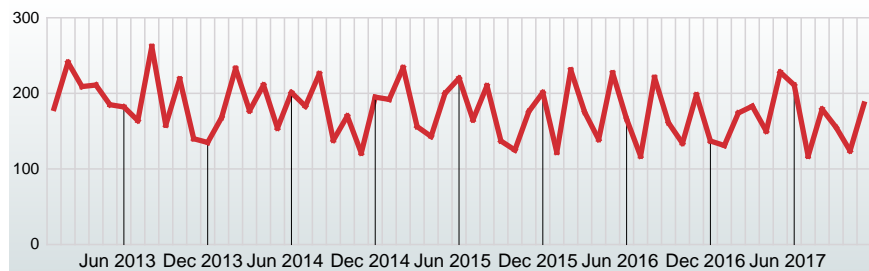
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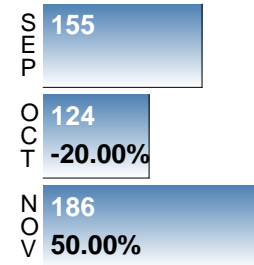
### 5 YEAR MARKET ACTIVITY TRENDS

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**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	6.99%	13	0	0	0
\$20,001 - \$50,000	30	16.13%	24	5	1	0
\$50,001 - \$60,000	8	4.30%	7	1	0	0
\$60,001 - \$80,000	65	34.95%	65	0	0	0
\$80,001 - \$140,000	26	13.98%	8	13	4	1
\$140,001 - \$250,000	26	13.98%	7	17	2	0
\$250,001 and up	18	9.68%	6	4	6	2
<b>Total New Listed Units</b>	<b>186</b>		<b>130</b>	<b>40</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>21,016,553</b>	<b>100%</b>	<b>10.03M</b>	<b>6.04M</b>	<b>3.93M</b>	<b>1.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$69,900</b>		<b>\$65,000</b>	<b>\$147,900</b>	<b>\$249,000</b>	<b>\$360,000</b>

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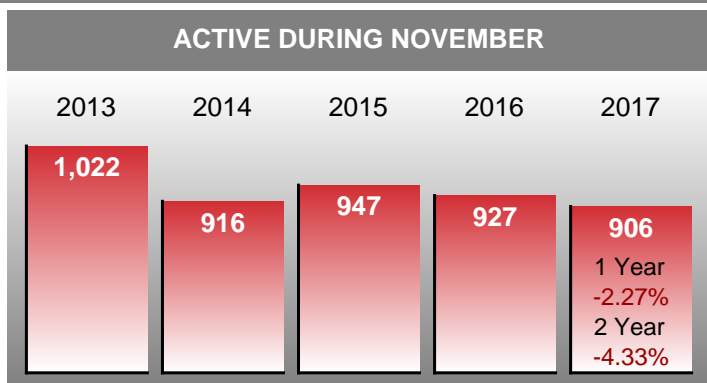
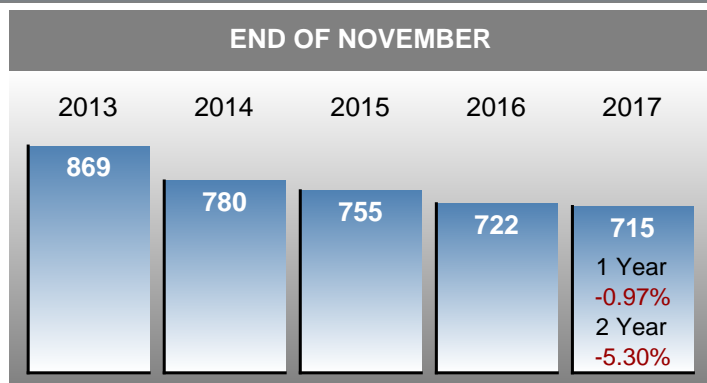
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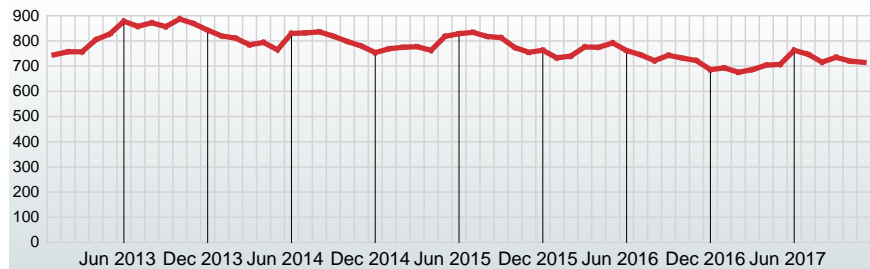
## ACTIVE INVENTORY

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### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	26	3.64%	111.5	26	0	0	0
\$10,001 - \$20,000	129	18.04%	104.0	127	2	0	0
\$20,001 - \$50,000	115	16.08%	87.0	104	10	1	0
\$50,001 - \$90,000	166	23.22%	35.5	139	25	2	0
\$90,001 - \$170,000	112	15.66%	77.5	44	54	12	2
\$170,001 - \$320,000	94	13.15%	65.5	24	44	24	2
\$320,001 and up	73	10.21%	114.0	36	11	18	8
<b>Total Active Inventory by Units</b>	<b>715</b>			<b>500</b>	<b>146</b>	<b>57</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>102,496,779</b>	<b>100%</b>	<b>85.0</b>	<b>52.83M</b>	<b>25.29M</b>	<b>20.08M</b>	<b>4.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$69,900</b>			<b>\$45,850</b>	<b>\$148,400</b>	<b>\$249,500</b>	<b>\$343,500</b>

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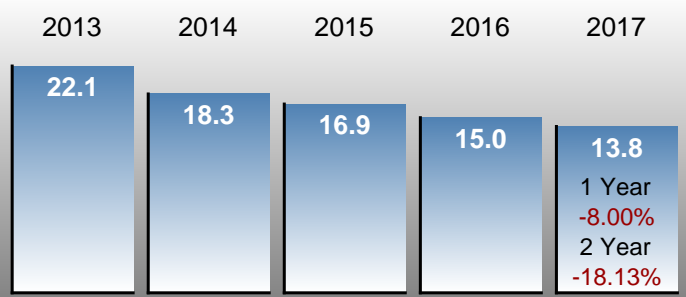
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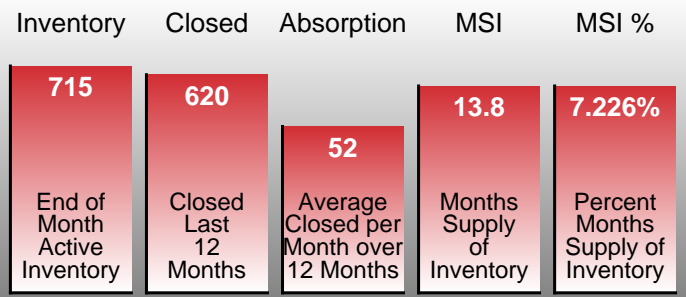
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR NOVEMBER

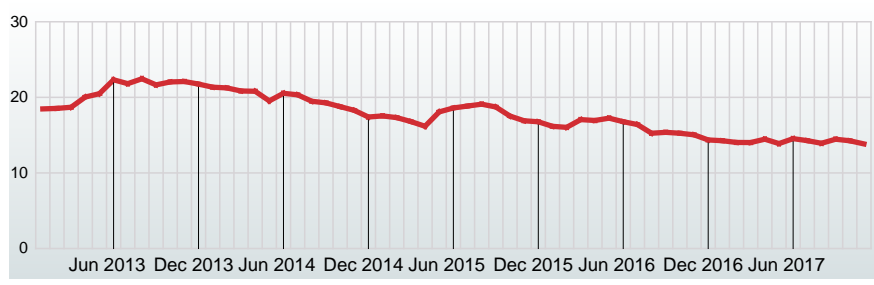


### INDICATORS FOR NOVEMBER 2017

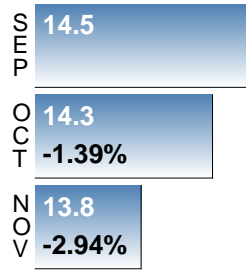


### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 17.2      3 MONTHS



**High**  
Aug 2013 = 22.5  
**Low**  
Nov 2017 = 13.8  
*Months Supply this month at 13.8, below the 5 yr NOV average of 17.2*



### 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	100%	13.8	27.4	5.6	9.2	12.0
Total Active Inventory by Units	715			500	146	57	12

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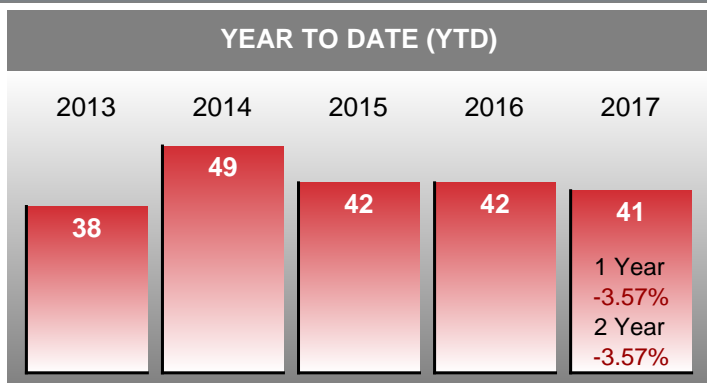
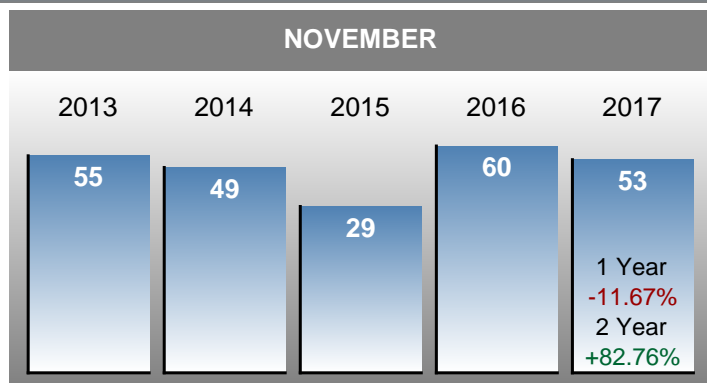
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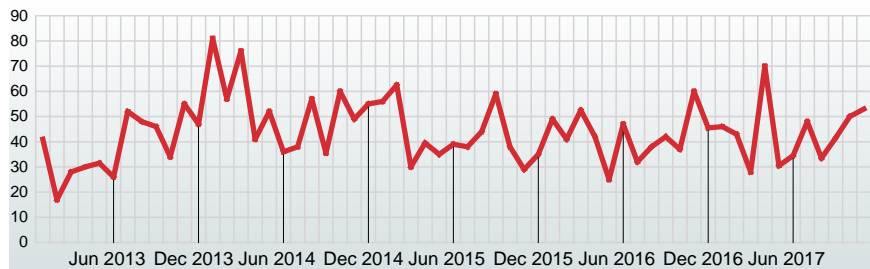


## MEDIAN DAYS ON MARKET TO SALE

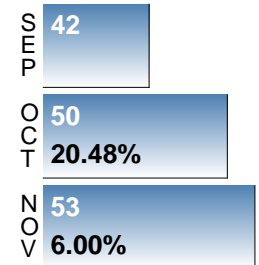
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**5 YEAR MARKET ACTIVITY TRENDS** **5yr NOV AVG = 49** **3 MONTHS**



**High**  
Jan 2014 = 81  
**Low**  
Feb 2013 = 17  
*Median Days on Market*  
this month at **53**,  
above the 5 yr NOV  
average of **49**



## 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	4	7.55%	50.0	50.0	0.0	0.0	0.0
\$30,001 - \$50,000	6	11.32%	82.0	106.0	58.0	0.0	0.0
\$50,001 - \$80,000	5	9.43%	83.0	64.0	92.0	0.0	0.0
\$80,001 - \$140,000	18	33.96%	82.0	168.0	16.0	0.0	0.0
\$140,001 - \$160,000	7	13.21%	31.0	8.0	55.0	21.0	0.0
\$160,001 - \$210,000	7	13.21%	52.0	0.0	53.0	23.5	0.0
\$210,001 and up	6	11.32%	5.5	0.0	5.5	23.0	1.0
<b>Median Closed DOM</b>			53.0	87.5	53.0	22.0	1.0
<b>Total Closed Units</b>		100%	53.0	18	30	4	1
<b>Total Closed Volume</b>			6,449,200	1.07M	4.23M	785.45K	360.00K

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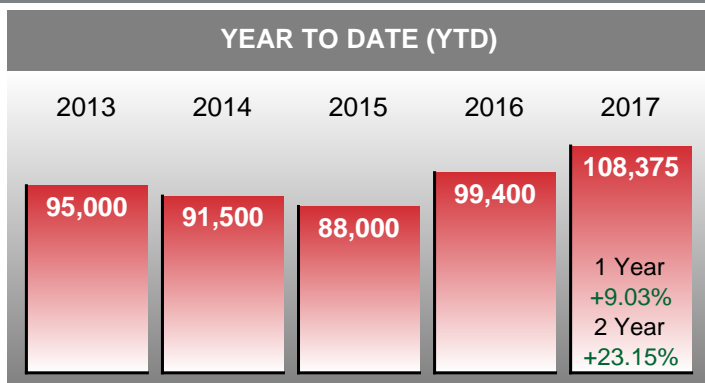
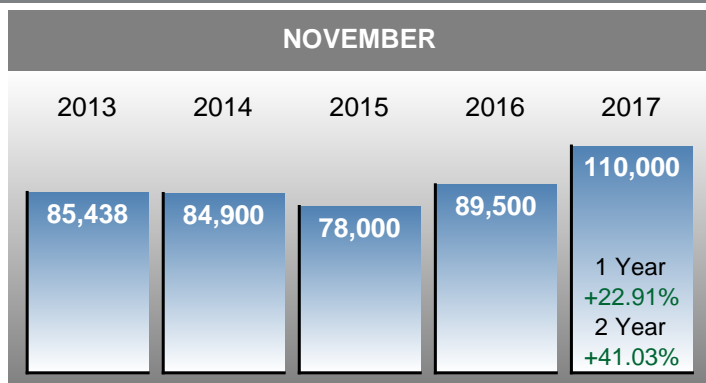
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## MEDIAN LIST PRICE AT CLOSING

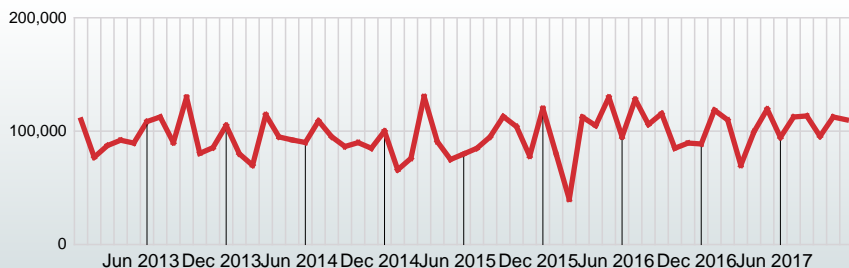
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 89,568

3 MONTHS



**High**  
Mar 2015 = 130,450  
**Low**  
Feb 2016 = 39,900  
*Median List Price*  
this month at **110,000**,  
above the 5 yr NOV  
average of **89,568**

SEP	95,450
OCT	112,500
NOV	110,000
	<b>-2.22%</b>

### 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	3	5.66%	15,000	15,000	0	0	0
\$30,001 - \$50,000	3	5.66%	47,000	44,700	47,000	0	0
\$50,001 - \$80,000	8	15.09%	58,250	57,500	68,900	0	0
\$80,001 - \$140,000	18	33.96%	104,900	98,900	104,900	139,900	0
\$140,001 - \$160,000	8	15.09%	149,450	149,450	150,400	0	0
\$160,001 - \$210,000	7	13.21%	189,900	0	189,900	187,450	0
\$210,001 and up	6	11.32%	273,750	0	273,750	269,900	360,000
<b>Median List Price</b>			110,000	58,250	141,450	187,450	360,000
<b>Total Closed Units</b>	53	100%	110,000	18	30	4	1
<b>Total Closed Volume</b>	6,901,400			1.23M	4.53M	784.70K	360.00K

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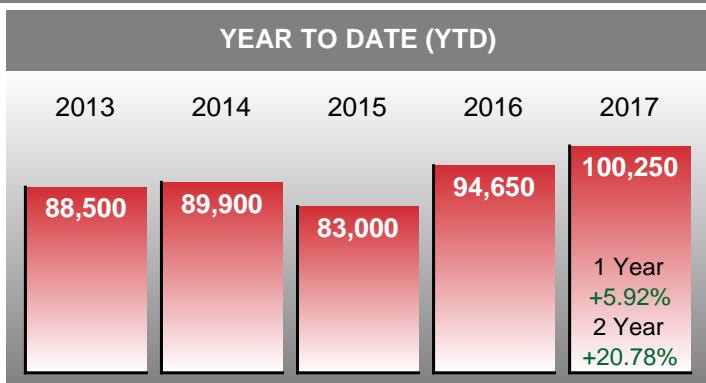
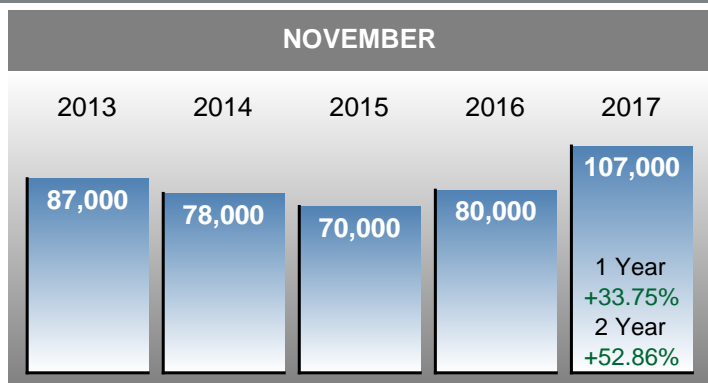
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## MEDIAN SOLD PRICE AT CLOSING

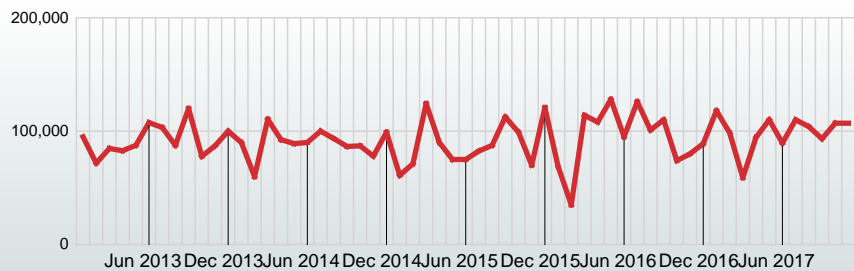
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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 84,400**

**3 MONTHS**



**High**  
May 2016 = 128,000

**Low**  
Feb 2016 = 35,000

*Median Sold Price*  
this month at **107,000**,  
above the 5 yr NOV  
average of **84,400**

SEP	93,250
OCT	107,000
NOV	107,000
	<b>14.75%</b>
	<b>0.00%</b>

### 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	4	7.55%	12,650	12,650	0	0	0
\$30,001 - \$50,000	6	11.32%	43,000	42,500	43,500	0	0
\$50,001 - \$80,000	5	9.43%	55,000	55,000	63,500	0	0
\$80,001 - \$140,000	18	33.96%	102,250	93,000	104,000	0	0
\$140,001 - \$160,000	7	13.21%	150,000	149,900	150,000	159,900	0
\$160,001 - \$210,000	7	13.21%	182,000	0	182,000	180,275	0
\$210,001 and up	6	11.32%	267,500	0	260,000	265,000	360,000
<b>Median Sold Price</b>			107,000	52,500	135,000	180,275	360,000
<b>Total Closed Units</b>		100%	107,000	18	30	4	1
<b>Total Closed Volume</b>			6,449,200	1.07M	4.23M	785.45K	360.00K

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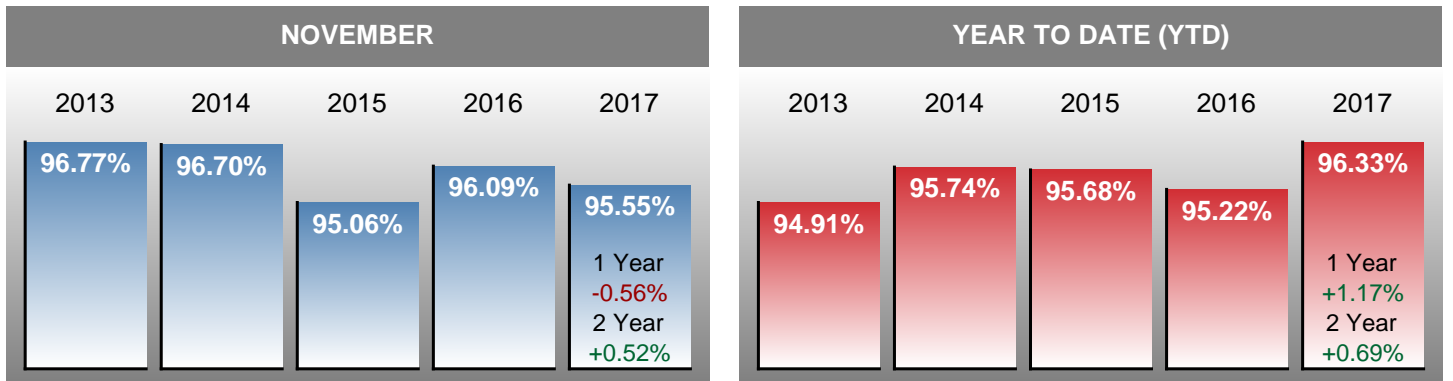
# November 2017

Area Delimited by County Of Cherokee

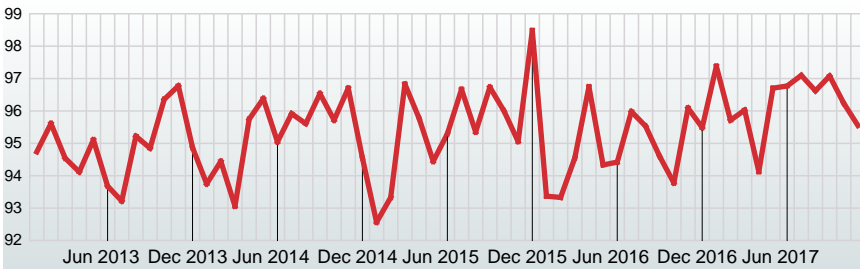


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 96.03%

3 MONTHS

**High**  
Dec 2015 = 98.48%

**Low**  
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **95.55%**, equal to 5 yr NOV average of **96.03%**

SEP	97.08%
OCT	96.24%
NOV	95.55%

### 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	4	7.55%	74.43%	74.43%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	6	11.32%	84.11%	80.20%	92.55%	0.00%	0.00%
\$50,001 - \$80,000	5	9.43%	87.08%	91.67%	82.95%	0.00%	0.00%
\$80,001 - \$140,000	18	33.96%	95.74%	93.33%	96.76%	0.00%	0.00%
\$140,001 - \$160,000	7	13.21%	99.75%	100.00%	99.75%	96.97%	0.00%
\$160,001 - \$210,000	7	13.21%	98.82%	0.00%	98.82%	105.00%	0.00%
\$210,001 and up	6	11.32%	99.54%	0.00%	99.54%	98.18%	100.00%
Median Sold/List Ratio		95.55%		87.64%	97.25%	97.58%	100.00%
Total Closed Units	53	100%	95.55%	18	30	4	1
Total Closed Volume	6,449,200			1.07M	4.23M	785.45K	360.00K

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# November 2017

Area Delimited by County Of Cherokee



## MARKET SUMMARY

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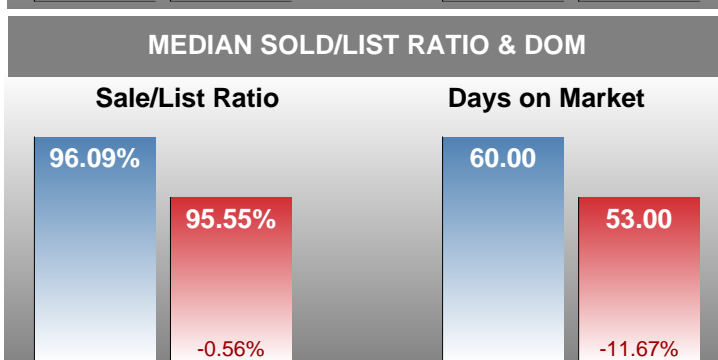
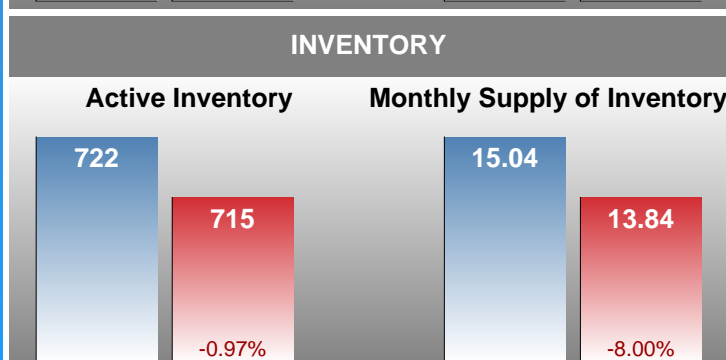
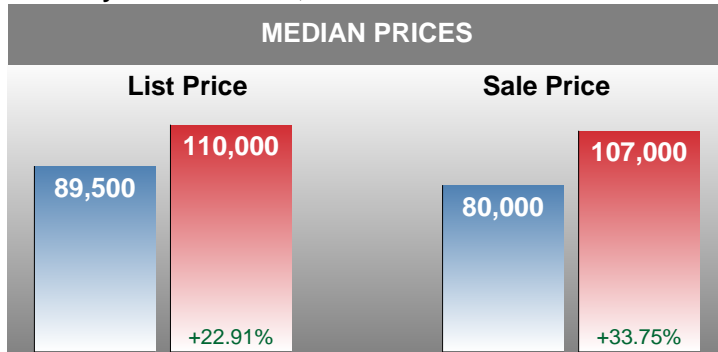
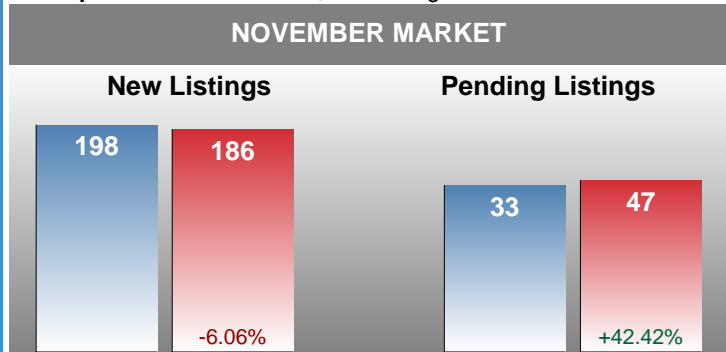


Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	39	53	35.90%	529	576	8.88%
Pending Sales	33	47	42.42%	541	598	10.54%
New Listings	198	186	-6.06%	1,891	1,838	-2.80%
Median List Price	89,500	110,000	22.91%	99,400	108,375	9.03%
Median Sale Price	80,000	107,000	33.75%	94,650	100,250	5.92%
Median Percent of Selling Price to List Price	96.09%	95.55%	-0.56%	95.22%	96.33%	1.17%
Median Days on Market to Sale	60.00	53.00	-11.67%	42.00	40.50	-3.57%
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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