



November 2017

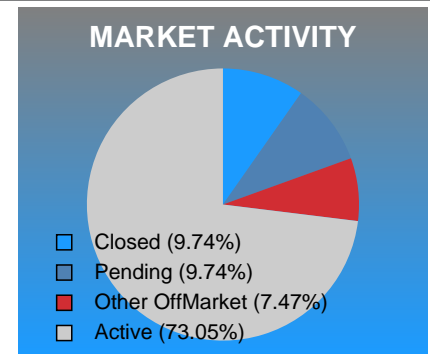
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|---------|
| | 2016 | 2017 | +/-% |
| Closed Listings | 68 | 60 | -11.76% |
| Pending Listings | 59 | 60 | 1.69% |
| New Listings | 103 | 88 | -14.56% |
| Average List Price | 169,856 | 171,441 | 0.93% |
| Average Sale Price | 162,714 | 164,682 | 1.21% |
| Average Percent of List Price to Selling Price | 95.92% | 94.67% | -1.30% |
| Average Days on Market to Sale | 58.51 | 40.65 | -30.53% |
| End of Month Inventory | 432 | 450 | 4.17% |
| Months Supply of Inventory | 6.09 | 6.57 | 7.84% |



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of November 30, 2017 = **450**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **4.17%** to 450 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 **6.57** 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 **1.21%** in November 2017 to \$164,682 versus the previous year at \$162,714.

Average Days on Market Shortens

The average number of **40.65** days that homes spent on the market before selling decreased by 17.86 days or **30.53%** in November 2017 compared to last year's same month at **58.51** 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 88 New Listings in November 2017, down **14.56%** from last year at 103. Furthermore, there were 60 Closed Listings this month versus last year at 68, a **-11.76%** decrease.

Closed versus Listed trends yielded a **68.2%** ratio, up from previous year's, November 2016, at **66.0%**, a **3.28%** 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

| | |
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| Closed Listings | 1 |
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| Inventory | 4 |
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| Average List Price at Closing | 7 |
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| Average Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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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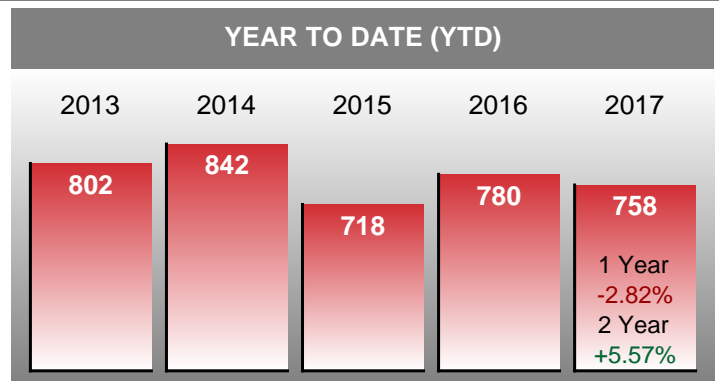
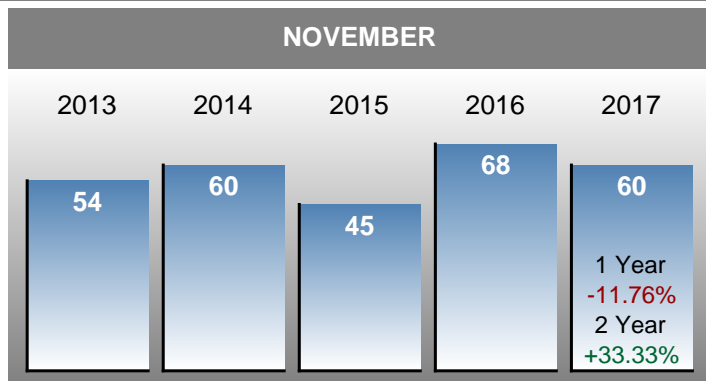
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CLOSED LISTINGS

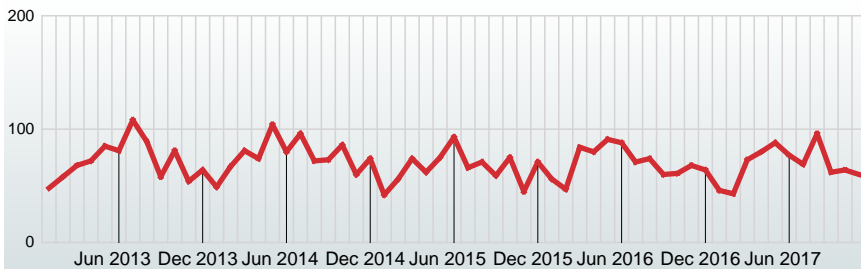
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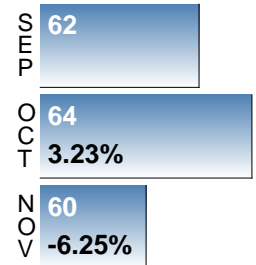
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 57

3 MONTHS



High
Jul 2013 = 108
Low
Jan 2015 = 42
Closed Listings
this month at **60**,
above the 5 yr NOV
average of **57**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 6 | 10.00% | 66.3 | 3 | 2 | 1 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 16 | 26.67% | 34.1 | 3 | 13 | 0 | 0 |
| \$100,001 - \$150,000 | 14 | 23.33% | 44.3 | 0 | 8 | 6 | 0 |
| \$150,001 - \$225,000 | 11 | 18.33% | 39.2 | 1 | 6 | 4 | 0 |
| \$225,001 - \$325,000 | 8 | 13.33% | 36.9 | 0 | 2 | 5 | 1 |
| \$325,001 and up | 5 | 8.33% | 30.0 | 0 | 1 | 3 | 1 |
| Total Closed Units | 60 | | | 7 | 32 | 19 | 2 |
| Total Closed Volume | 9,880,896 | 100% | 40.7 | 456.50K | 4.06M | 4.23M | 1.13M |
| Average Closed Price | \$164,682 | | | \$65,214 | \$126,972 | \$222,442 | \$567,450 |

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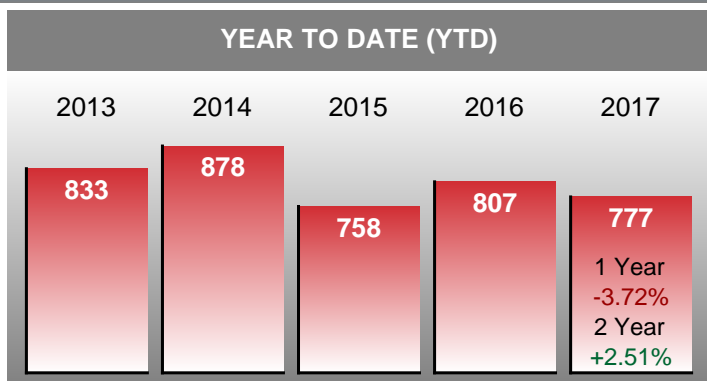
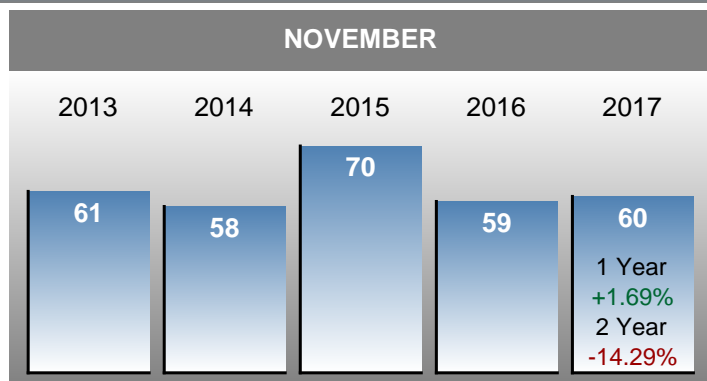
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PENDING LISTINGS

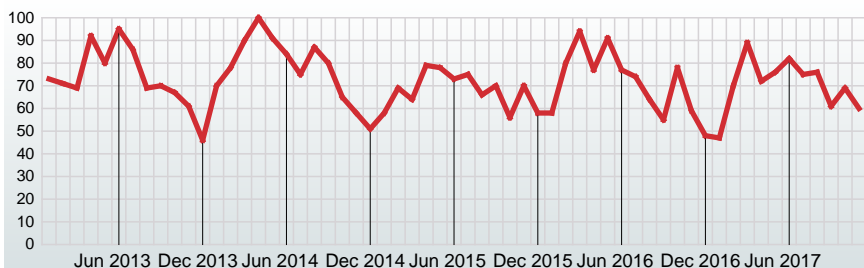
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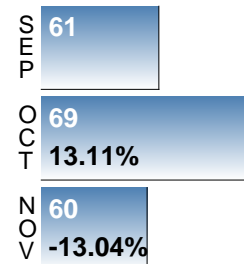
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 62

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2013 = 46
Pending Listings
this month at **60**,
below the 5 yr NOV
average of **62**



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 | 5.00% | 84.7 | 2 | 1 | 0 | 0 |
| \$30,001 - \$70,000 | 10 | 16.67% | 40.1 | 3 | 7 | 0 | 0 |
| \$70,001 - \$110,000 | 8 | 13.33% | 89.1 | 0 | 7 | 1 | 0 |
| \$110,001 - \$160,000 | 15 | 25.00% | 53.5 | 2 | 9 | 4 | 0 |
| \$160,001 - \$220,000 | 11 | 18.33% | 60.8 | 0 | 2 | 7 | 2 |
| \$220,001 - \$330,000 | 7 | 11.67% | 44.3 | 1 | 3 | 2 | 1 |
| \$330,001 and up | 6 | 10.00% | 52.0 | 0 | 2 | 3 | 1 |
| Total Pending Units | 60 | | | 8 | 31 | 17 | 4 |
| Total Pending Volume | 9,757,200 | 100% | 74.4 | 721.40K | 4.06M | 3.87M | 1.11M |
| Average Listing Price | \$132,360 | | | \$90,175 | \$131,084 | \$227,400 | \$276,600 |

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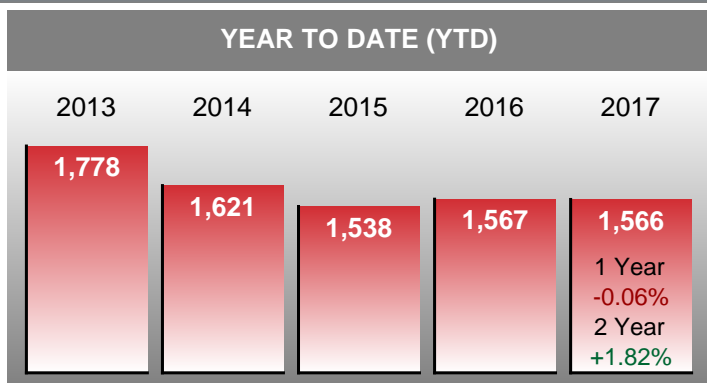
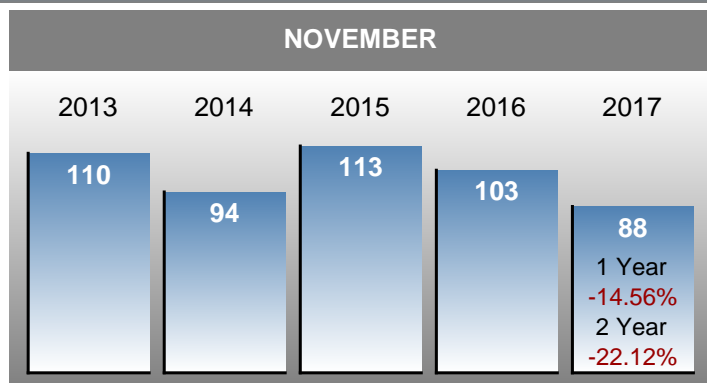
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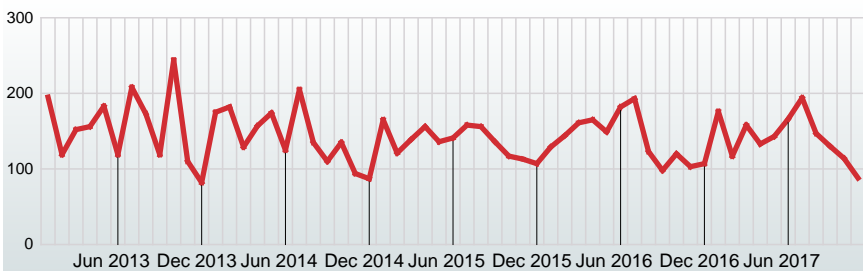


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 102

3 MONTHS

High
Oct 2013 = 244
Low
Dec 2013 = 82
New Listings
this month at **88**,
below the 5 yr NOV
average of **102**

| | |
|-----|----------------|
| SEP | 130 |
| OCT | 114 -12.31% |
| NOV | 88 -22.81% |

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 | 7 | 7.95% | 3 | 3 | 1 | 0 |
| \$30,001 - \$50,000 | 9 | 10.23% | 3 | 5 | 1 | 0 |
| \$50,001 - \$60,000 | 15 | 17.05% | 9 | 6 | 0 | 0 |
| \$60,001 - \$90,000 | 22 | 25.00% | 7 | 13 | 2 | 0 |
| \$90,001 - \$140,000 | 14 | 15.91% | 0 | 9 | 3 | 2 |
| \$140,001 - \$240,000 | 12 | 13.64% | 0 | 6 | 5 | 1 |
| \$240,001 and up | 9 | 10.23% | 2 | 1 | 5 | 1 |
| Total New Listed Units | 88 | | 24 | 43 | 17 | 4 |
| Total New Listed Volume | 10,079,103 | 100% | 2.31M | 4.08M | 3.05M | 642.80K |
| Average New Listed Listing Price | \$129,900 | | \$96,096 | \$94,874 | \$179,435 | \$160,700 |

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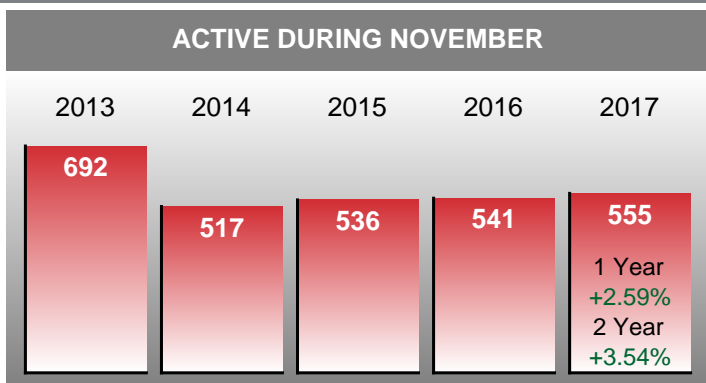
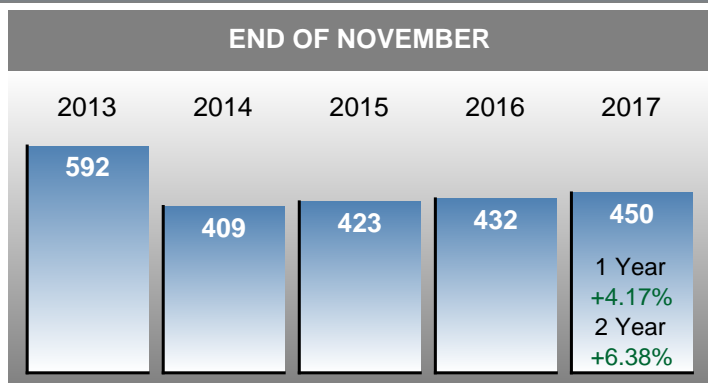
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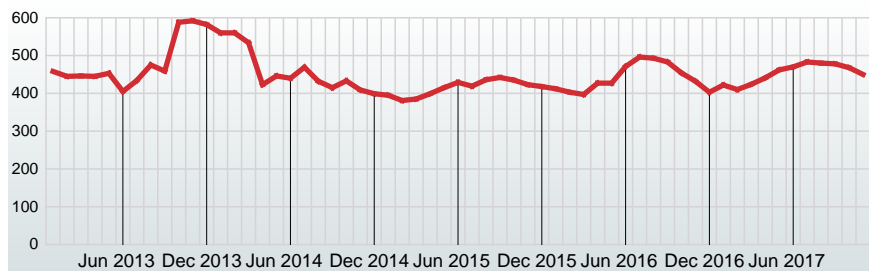


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 461 **3 MONTHS**

High
Nov 2013 = 592
Low
Feb 2015 = 381
Inventory
this month at **450**,
below the 5 yr NOV
average of **461**

| | |
|-------|----------------------|
| S E P | 478 |
| O C T | 468 -2.09% |
| N O V | 450 -3.85% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------|--------|------------|-----------|-----------|-----------|-----------|
| \$20,000 and less | 36 | 8.00% | 150.8 | 35 | 1 | 0 | 0 |
| \$20,001 \$40,000 | 47 | 10.44% | 90.9 | 38 | 6 | 3 | 0 |
| \$40,001 \$60,000 | 71 | 15.78% | 95.1 | 49 | 20 | 2 | 0 |
| \$60,001 \$110,000 | 122 | 27.11% | 92.4 | 51 | 62 | 6 | 3 |
| \$110,001 \$170,000 | 70 | 15.56% | 78.6 | 13 | 33 | 22 | 2 |
| \$170,001 \$290,000 | 55 | 12.22% | 80.3 | 6 | 21 | 24 | 4 |
| \$290,001 and up | 49 | 10.89% | 95.6 | 12 | 7 | 21 | 9 |
| Total Active Inventory by Units | | | 450 | 204 | 150 | 78 | 18 |
| Total Active Inventory by Volume | | | 63,645,543 | 22.63M | 18.01M | 17.85M | 5.16M |
| Average Active Inventory Listing Price | | | \$141,435 | \$110,945 | \$120,061 | \$228,795 | \$286,528 |

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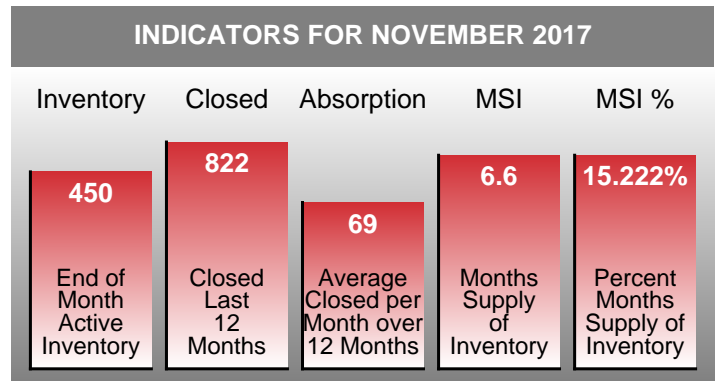
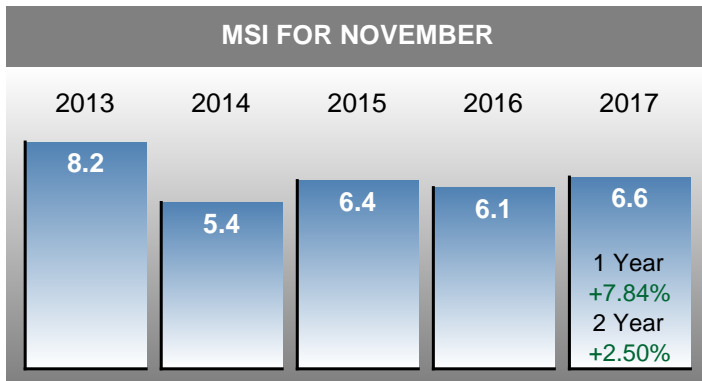
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MONTHS SUPPLY of INVENTORY (MSI)

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5yr NOV AVG = 6.5 **3 MONTHS**

| | |
|--|----------------|
| High | Nov 2013 = 8.2 |
| Low | Feb 2015 = 5.1 |
| Months Supply this month at 6.6 , equal to 5 yr NOV average of 6.5 | |

| | |
|-----|--------|
| SEP | 6.9 |
| OCT | 6.8 |
| NOV | 6.6 |
| | -2.45% |
| | -2.91% |

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 | 36 | 8.00% | 16.0 | 38.2 | 0.8 | 0.0 | 0.0 |
| \$20,001 \$40,000 | 47 | 10.44% | 10.4 | 18.2 | 3.1 | 6.0 | 0.0 |
| \$40,001 \$60,000 | 71 | 15.78% | 12.9 | 25.6 | 5.9 | 12.0 | 0.0 |
| \$60,001 \$110,000 | 122 | 27.11% | 6.3 | 13.0 | 4.5 | 3.6 | 0.0 |
| \$110,001 \$170,000 | 70 | 15.56% | 3.7 | 17.3 | 2.8 | 3.9 | 3.4 |
| \$170,001 \$290,000 | 55 | 12.22% | 4.0 | 12.0 | 5.1 | 2.9 | 4.0 |
| \$290,001 and up | 49 | 10.89% | 10.9 | 72.0 | 9.3 | 7.9 | 9.8 |
| Market Supply of Inventory (MSI) | 6.6 | | | 19.9 | 4.1 | 4.1 | 7.2 |
| Total Active Inventory by Units | 450 | 100% | 6.6 | 204 | 150 | 78 | 18 |

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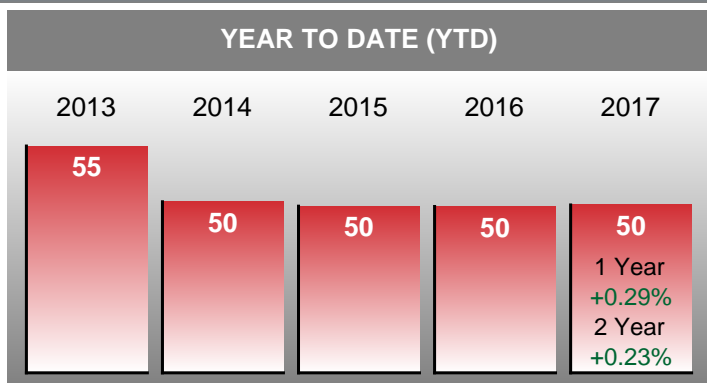
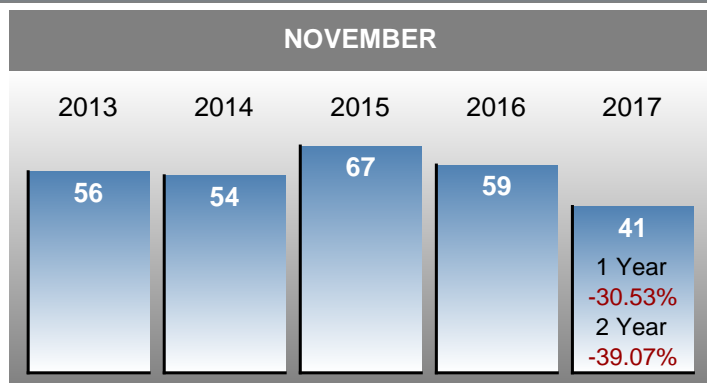
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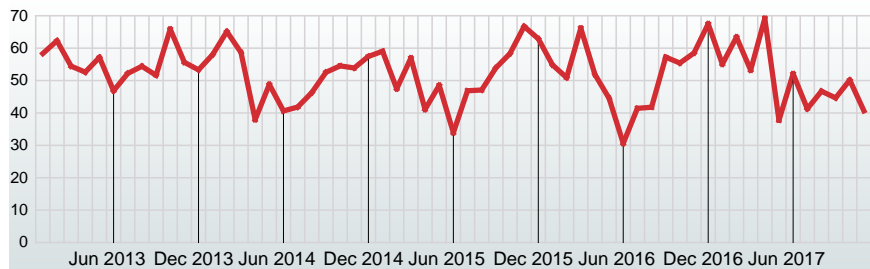


AVERAGE DAYS ON MARKET TO SALE

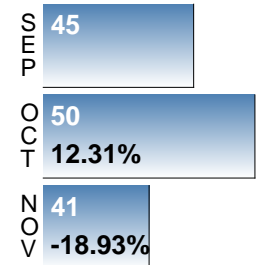
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5 YEAR MARKET ACTIVITY TRENDS **5yr NOV AVG = 55** **3 MONTHS**



High
Apr 2017 = 69
Low
Jun 2016 = 31
Average Days on Market
this month at **41**,
below the 5 yr NOV
average of **55**



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 |
|---|----|--------|-----------|----------|--------|--------|---------|
| \$50,000 and less | 6 | 10.00% | 66.3 | 118.0 | 11.5 | 21.0 | 0.0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$50,001 - \$100,000 | 16 | 26.67% | 34.1 | 32.7 | 34.4 | 0.0 | 0.0 |
| \$100,001 - \$150,000 | 14 | 23.33% | 44.3 | 0.0 | 27.0 | 67.3 | 0.0 |
| \$150,001 - \$225,000 | 11 | 18.33% | 39.2 | 1.0 | 46.7 | 37.5 | 0.0 |
| \$225,001 - \$325,000 | 8 | 13.33% | 36.9 | 0.0 | 28.5 | 46.2 | 7.0 |
| \$325,001 and up | 5 | 8.33% | 30.0 | 0.0 | 14.0 | 9.3 | 108.0 |
| Average Closed DOM | | | 40.7 | 64.7 | 32.4 | 43.9 | 57.5 |
| Total Closed Units | | 100% | 40.7 | 7 | 32 | 19 | 2 |
| Total Closed Volume | | | 9,880,896 | 456.50K | 4.06M | 4.23M | 1.13M |

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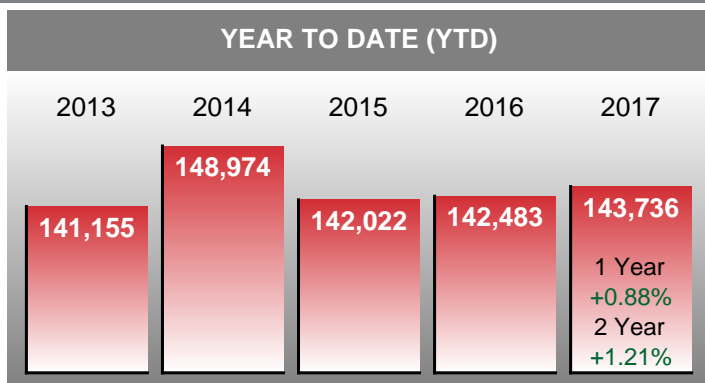
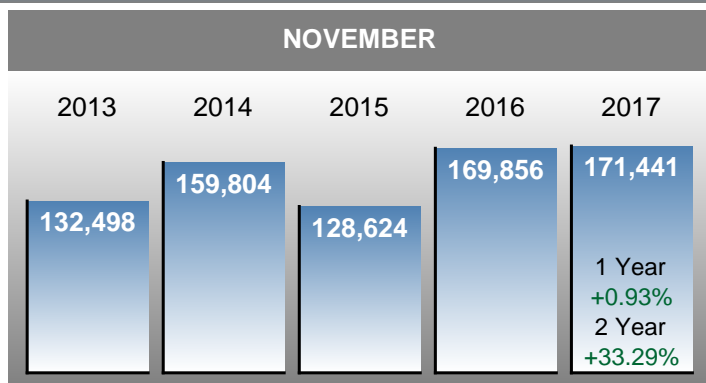
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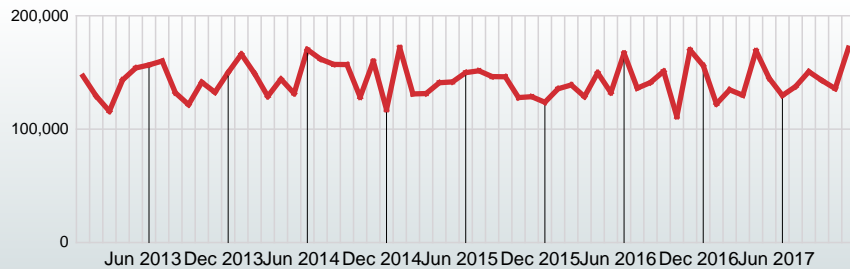
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 152,445 **3 MONTHS**



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **171,441**,
above the 5 yr NOV
average of **152,445**

| | |
|-----|---------------|
| SEP | 142,871 |
| OCT | 135,777 |
| | -4.97% |
| NOV | 171,441 |
| | 26.27% |

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 |
|--|------------|--------|----------|----------|---------|---------|---------|
| \$50,000 and less | 6 | 10.00% | 32,642 | 21,983 | 43,950 | 42,000 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 15 | 25.00% | 78,040 | 78,967 | 79,900 | 0 | 0 |
| \$100,001 - \$150,000 | 15 | 25.00% | 130,547 | 0 | 130,163 | 135,317 | 0 |
| \$150,001 - \$225,000 | 9 | 15.00% | 179,011 | 164,900 | 182,967 | 201,975 | 0 |
| \$225,001 - \$325,000 | 10 | 16.67% | 268,780 | 0 | 315,000 | 265,680 | 269,900 |
| \$325,001 and up | 5 | 8.33% | 532,580 | 0 | 349,900 | 446,000 | 975,000 |
| Average List Price | | | 171,441 | 66,821 | 132,675 | 227,800 | 622,450 |
| Total Closed Units | 60 | 100% | 171,441 | 7 | 32 | 19 | 2 |
| Total Closed Volume | 10,286,450 | | | 467.75K | 4.25M | 4.33M | 1.24M |

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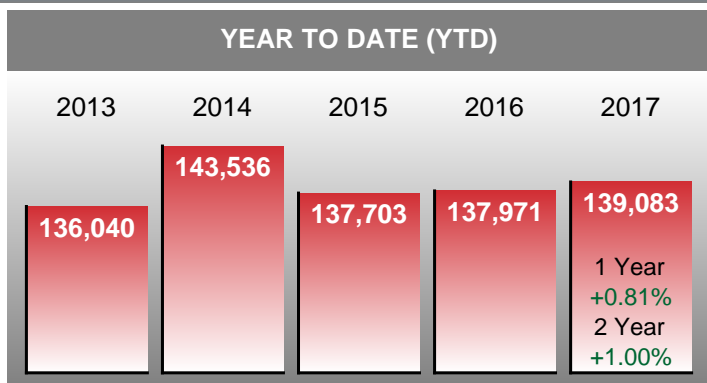
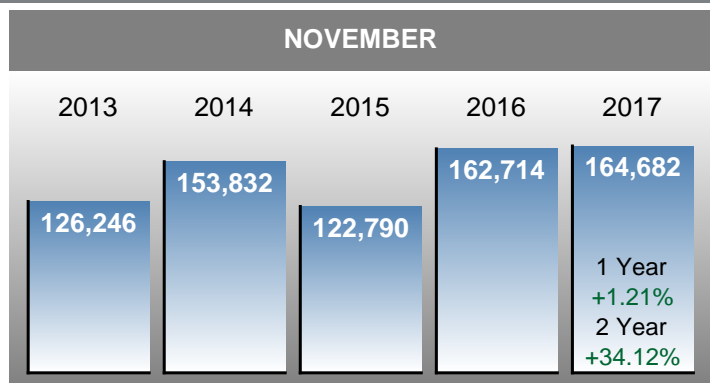
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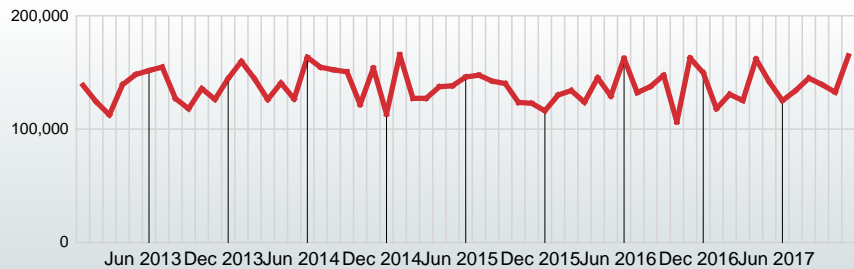
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 146,053 **3 MONTHS**



High
Jan 2015 = 165,666

Low
Oct 2016 = 106,437

Average Sold Price
this month at **164,682**,
above the 5 yr NOV
average of **146,053**

| | |
|-------|---------------|
| S E P | 139,269 |
| O C T | 132,577 |
| | -4.80% |
| N O V | 164,682 |
| | 24.22% |

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 |
|--|-----------|--------|----------------|----------|---------|---------|---------|
| \$50,000 and less | 6 | 10.00% | 27,110 | 16,567 | 38,980 | 35,000 | 0 |
| \$50,001 \$50,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 \$100,000 | 16 | 26.67% | 74,352 | 78,967 | 73,287 | 0 | 0 |
| \$100,001 \$150,000 | 14 | 23.33% | 129,386 | 0 | 128,425 | 130,667 | 0 |
| \$150,001 \$225,000 | 11 | 18.33% | 183,809 | 169,900 | 176,667 | 198,000 | 0 |
| \$225,001 \$325,000 | 8 | 13.33% | 275,350 | 0 | 307,500 | 263,580 | 269,900 |
| \$325,001 and up | 5 | 8.33% | 498,500 | 0 | 330,000 | 432,500 | 865,000 |
| Average Sold Price | | | 164,682 | 65,214 | 126,972 | 222,442 | 567,450 |
| Total Closed Units | | 100% | 164,682 | 7 | 32 | 19 | 2 |
| Total Closed Volume | | | | 456.50K | 4.06M | 4.23M | 1.13M |

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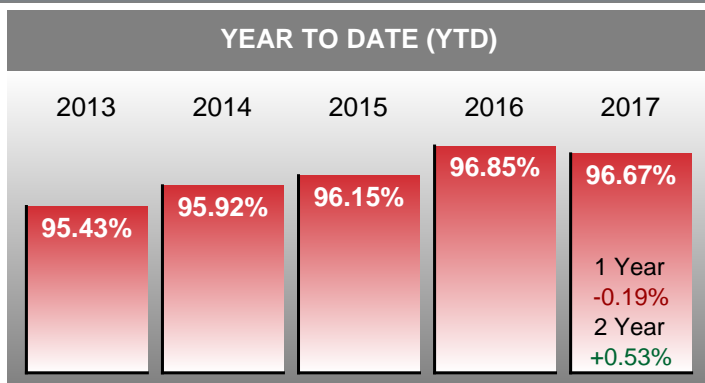
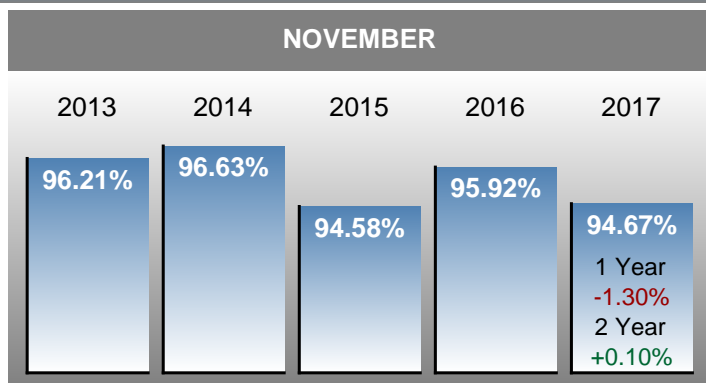
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

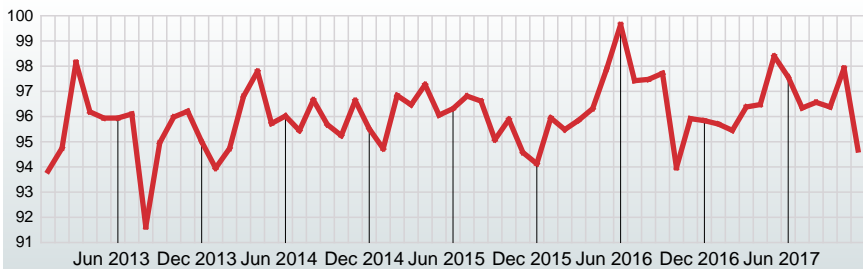
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 95.60%

3 MONTHS



High
Jun 2016 = 99.65%

Low
Aug 2013 = 91.62%

Average Sold/List Ratio this month at **94.67%**, below the 5 yr NOV average of **95.60%**

| | |
|-----|--------|
| SEP | 96.38% |
| OCT | 97.92% |
| NOV | 1.60% |
| | 94.67% |
| | -3.32% |

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 |
|--|-----------|--------|---------|----------|--------|--------|---------|
| \$50,000 and less | 6 | 10.00% | 78.50% | 70.15% | 88.61% | 83.33% | 0.00% |
| \$50,001 \$50,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$50,001 \$100,000 | 16 | 26.67% | 93.60% | 100.00% | 92.13% | 0.00% | 0.00% |
| \$100,001 \$150,000 | 14 | 23.33% | 97.74% | 0.00% | 98.69% | 96.46% | 0.00% |
| \$150,001 \$225,000 | 11 | 18.33% | 98.01% | 103.03% | 97.14% | 98.04% | 0.00% |
| \$225,001 \$325,000 | 8 | 13.33% | 98.93% | 0.00% | 97.54% | 99.27% | 100.00% |
| \$325,001 and up | 5 | 8.33% | 94.77% | 0.00% | 94.31% | 96.94% | 88.72% |
| Average Sold/List Ratio | 94.70% | | | 87.64% | 94.90% | 96.92% | 94.36% |
| Total Closed Units | 60 | 100% | 94.70% | 7 | 32 | 19 | 2 |
| Total Closed Volume | 9,880,896 | | | 456.50K | 4.06M | 4.23M | 1.13M |

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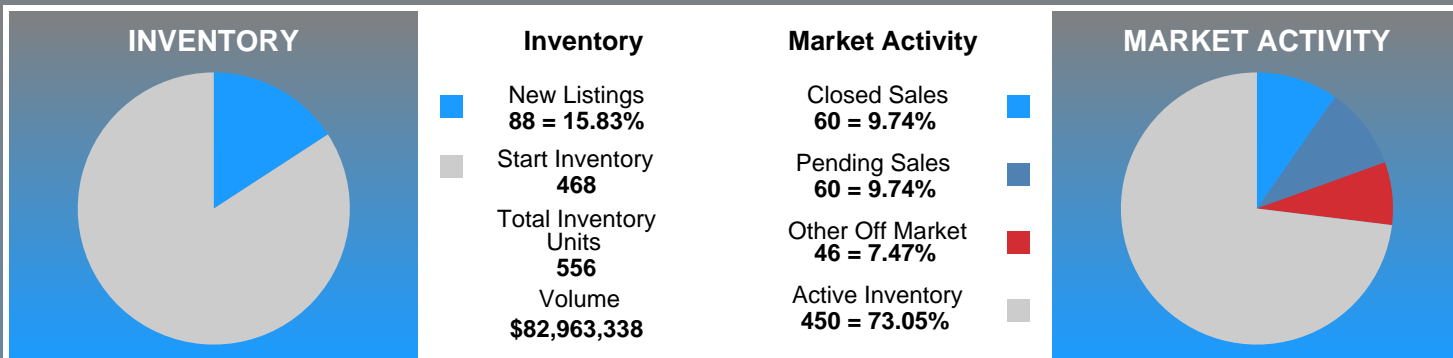
November 2017

Area Delimited by County Of Washington



MARKET SUMMARY

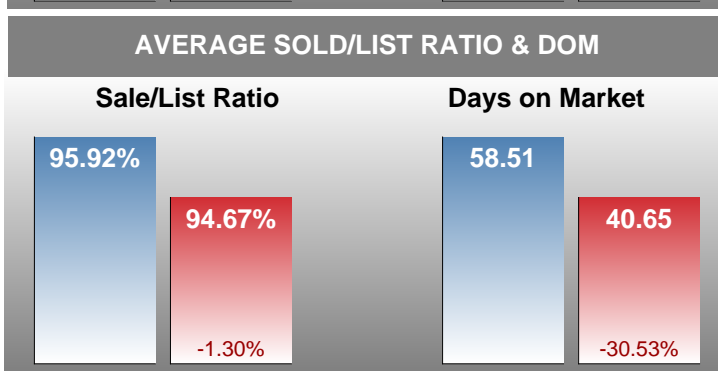
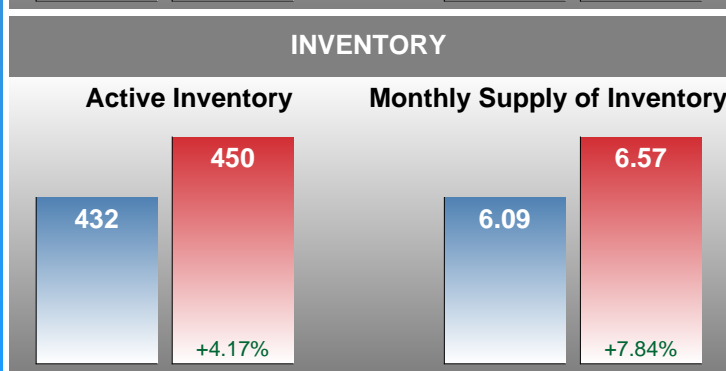
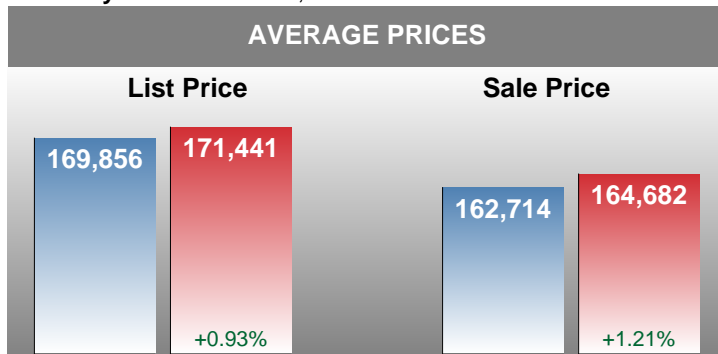
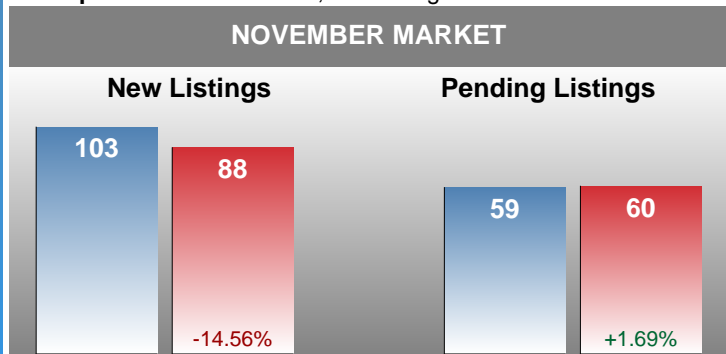
Report produced on Dec 19, 2017 for Greater Tulsa Association of REALTORS



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|--------|
| | 2016 | 2017 | +/-% | 2016 | 2017 | +/-% |
| Closed Sales | 68 | 60 | -11.76% | 780 | 758 | -2.82% |
| Pending Sales | 59 | 60 | 1.69% | 807 | 777 | -3.72% |
| New Listings | 103 | 88 | -14.56% | 1,567 | 1,566 | -0.06% |
| Average List Price | 169,856 | 171,441 | 0.93% | 142,483 | 143,736 | 0.88% |
| Average Sale Price | 162,714 | 164,682 | 1.21% | 137,971 | 139,083 | 0.81% |
| Average Percent of Selling Price to List Price | 95.92% | 94.67% | -1.30% | 96.85% | 96.67% | -0.19% |
| Average Days on Market to Sale | 58.51 | 40.65 | -30.53% | 49.67 | 49.82 | 0.29% |
| Monthly Inventory | 432 | 450 | 4.17% | 432 | 450 | 4.17% |
| Months Supply of Inventory | 6.09 | 6.57 | 7.84% | 6.09 | 6.57 | 7.84% |

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

Inventory on November 30, 2017 = **450** 2016 2017



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