



April 2017

Area Delimited by Counties Of Haskell,
Latimer, Leflore, McIntosh, Pittsburg,
Pushmataha

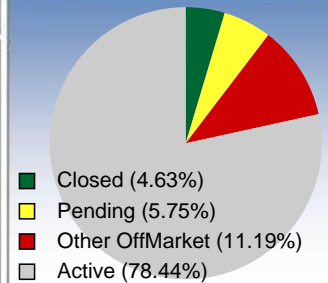


Absorption: Last 12 months, an Average of **79** Sales/Month

Active Inventory as of April 30, 2017 = **1,255**

	APRIL		
	2016	2017	+/- %
Closed Listings	68	74	8.82%
Pending Listings	71	92	29.58%
New Listings	286	317	10.84%
Average List Price	123,475	113,295	-8.25%
Average Sale Price	114,823	105,351	-8.25%
Average Percent of List Price to Selling Price	93.29%	92.06%	-1.31%
Average Days on Market to Sale	99.34	62.01	-37.57%
End of Month Inventory	1,177	1,255	6.63%
Months Supply of Inventory	16.46	15.80	-4.00%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 11, 2017

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 April 2017 rose **6.63%** to 1,255 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **15.80** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.25%** in April 2017 to \$105,351 versus the previous year at \$114,823.

Average Days on Market Shortens

The average number of **62.01** days that homes spent on the market before selling decreased by 37.32 days or **37.57%** in April 2017 compared to last year's same month at **99.34** DOM.

Sales Success for April 2017 is Positive

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

There were 317 New Listings in April 2017, up **10.84%** from last year at 286. Furthermore, there were 74 Closed Listings this month versus last year at 68, a **8.82%** increase.

Closed versus Listed trends yielded a **23.3%** ratio, down from last year's April 2017 at **23.8%**, a **1.82%** downswing. 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?

Contact an experienced REALTOR®

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



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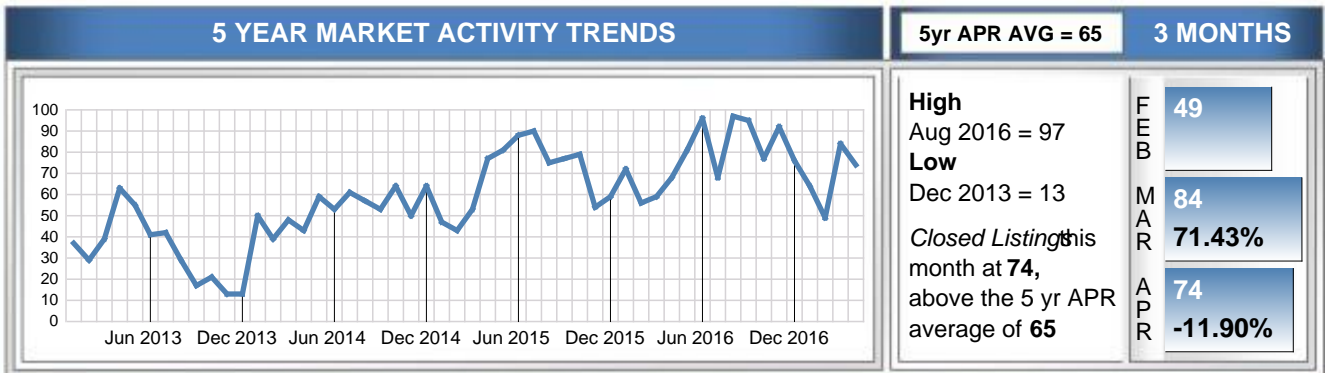
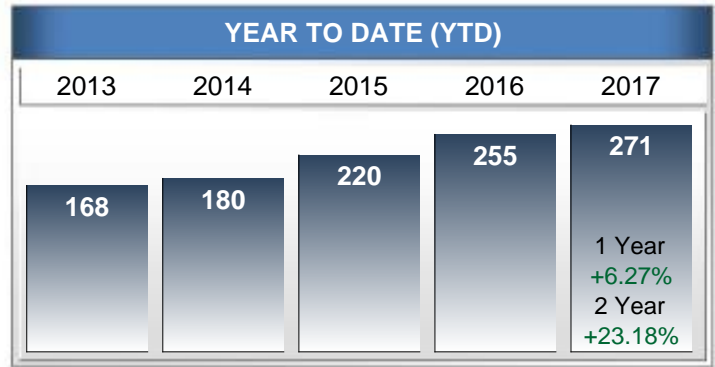
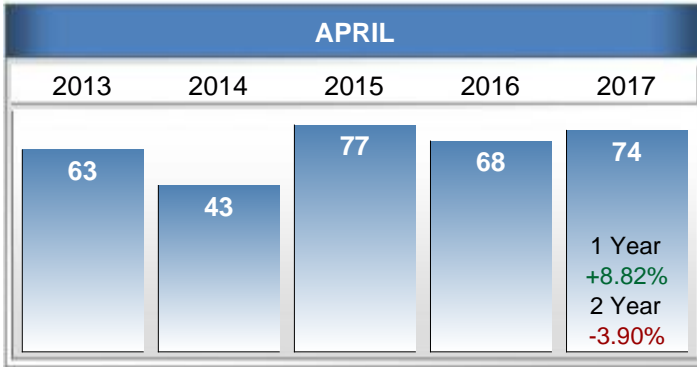
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	8	10.81%	60.8	6	2	0	0
\$20,001 - \$30,000	5	6.76%	42.8	3	1	1	0
\$30,001 - \$60,000	15	20.27%	71.1	9	5	1	0
\$60,001 - \$110,000	18	24.32%	59.6	6	10	2	0
\$110,001 - \$140,000	9	12.16%	66.1	1	7	1	0
\$140,001 - \$230,000	12	16.22%	62.4	2	7	2	1
\$230,001 and up	7	9.46%	58.0	3	2	2	0
Total Closed Units:	74		62.0	30	34	9	1
Total Closed Volume:	7,795,950			2.41M	3.76M	1.40M	230.00K
Average Closed Price:	\$105,351			\$80,458	\$110,459	\$155,178	\$230,000



Monthly Inventory Analysis

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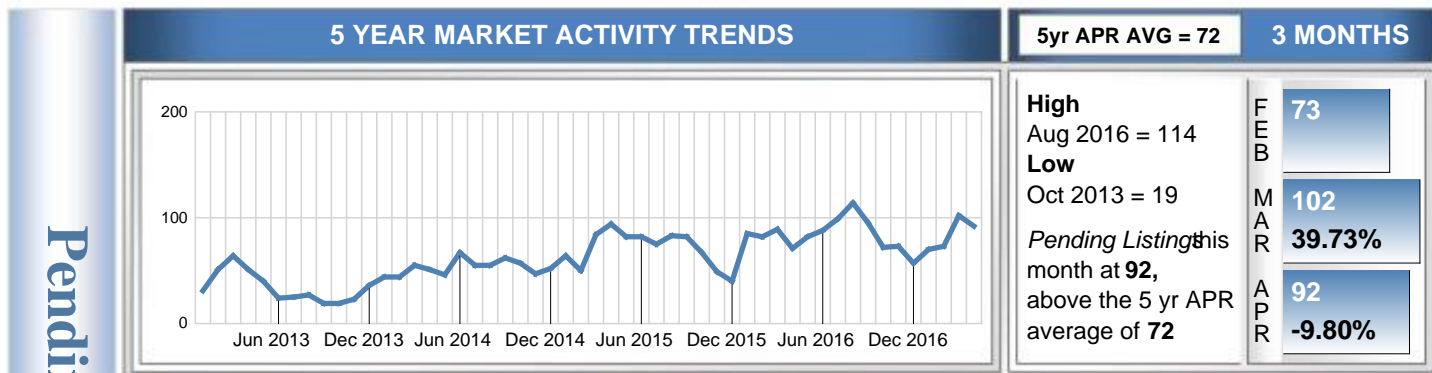
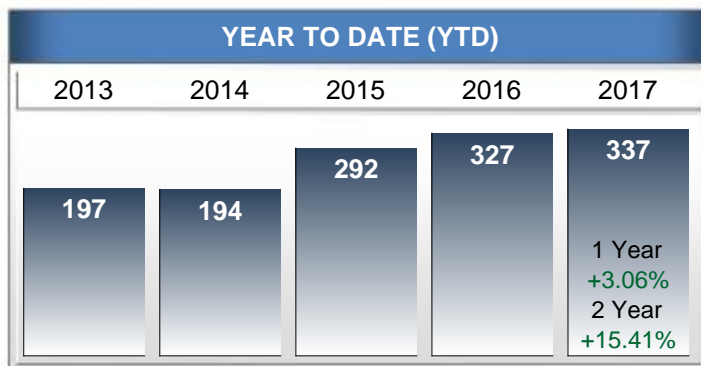
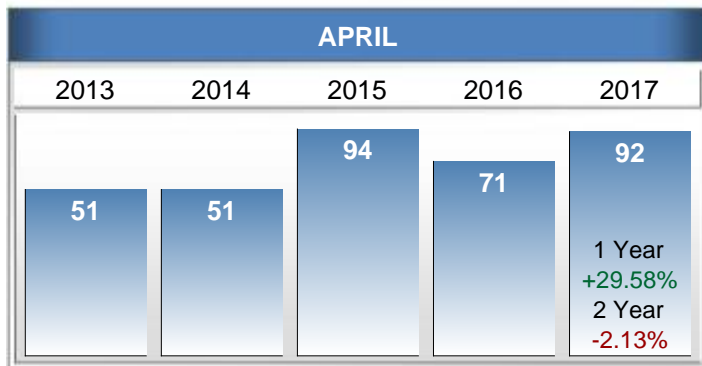
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	7	7.61%	14.0	5	2	0	0		
\$20,001 \$40,000	11	11.96%	55.7	4	7	0	0		
\$40,001 \$50,000	8	8.70%	80.5	5	3	0	0		
\$50,001 \$100,000	32	34.78%	59.0	14	16	2	0		
\$100,001 \$140,000	11	11.96%	100.5	1	8	2	0		
\$140,001 \$220,000	13	14.13%	77.9	1	9	3	0		
\$220,001 and up	10	10.87%	50.0	1	4	3	2		
Total Pending Units:				92	52.0	31	49	10	2
Total Pending Volume:				9,780,844		2.06M	5.24M	1.82M	659.80K
Average Listing Price:				\$44,200		\$66,316	\$106,960	\$182,420	\$329,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

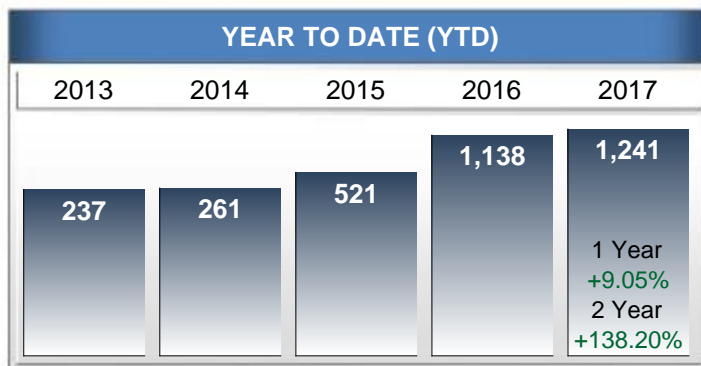
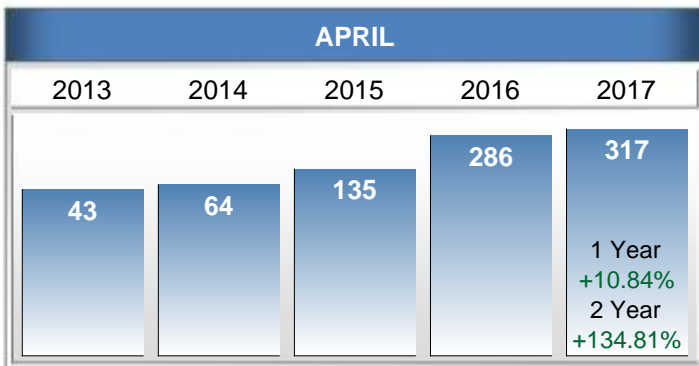
New Listings as of May 11, 2017



New Listings

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



New Listings
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5yr APR AVG = 169 **3 MONTHS**

High
Aug 2016 = 356

Low
May 2013 = 20

New Listings this month at **317**, above the 5 yr APR average of **169**

FEB	289
MAR	322
APR	317
APR	-1.55%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	32	10.09%	30	2	0	0
\$20,001 - \$40,000	40	12.62%	33	6	1	0
\$40,001 - \$60,000	37	11.67%	22	14	1	0
\$60,001 - \$130,000	82	25.87%	34	41	7	0
\$130,001 - \$200,000	55	17.35%	8	33	12	2
\$200,001 - \$310,000	39	12.30%	4	25	8	2
\$310,001 and up	32	10.09%	7	13	5	7
Total New Listed Units:	317		138	134	34	11
Total New Listed Volume:	45,152,025		12.29M	21.71M	7.28M	3.87M
Average New Listed Listing Price:	\$28,300		\$89,035	\$162,024	\$214,206	\$351,918



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

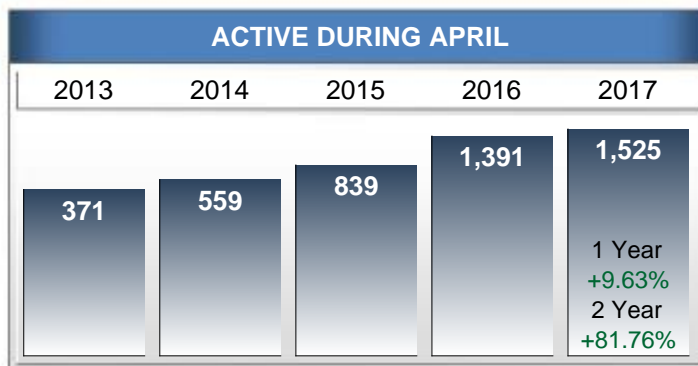
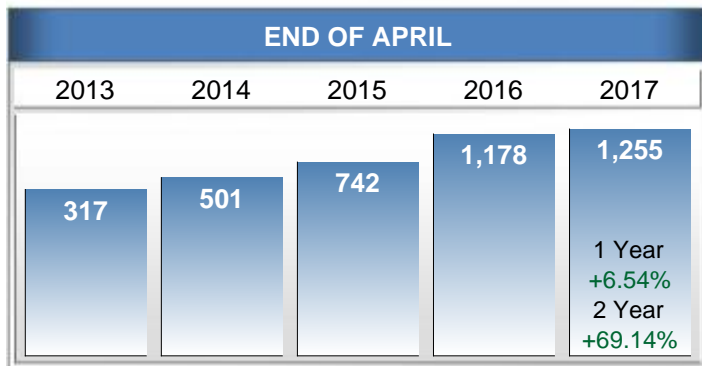
Active Inventory as of May 11, 2017



Active Inventory

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr APR AVG = 799 **3 MONTHS**

High
Apr 2017 = 1,255

Low
May 2013 = 290

Inventory this month at **1,255**, above the 5 yr APR average of **799**

FEB	1,174
MAR	1,213
APR	1,255
APR	3.32%
APR	3.46%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	218	17.37%	114.6	212	6	0	0		
\$25,001-\$50,000	187	14.90%	99.9	157	24	6	0		
\$50,001-\$125,000	338	26.93%	101.4	157	154	27	0		
\$125,001-\$175,000	175	13.94%	128.1	39	104	30	2		
\$175,001-\$325,000	208	16.57%	83.7	52	102	42	12		
\$325,001 and up	129	10.28%	108.3	25	47	42	15		
Total Active Inventory by Units:				1,255	105.0	642	437	147	29
Total Active Inventory by Volume:				191,072,887		62.00M	78.36M	40.35M	10.37M
Average Active Inventory Listing Price:				\$152,249		\$96,576	\$179,303	\$274,480	\$357,474



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

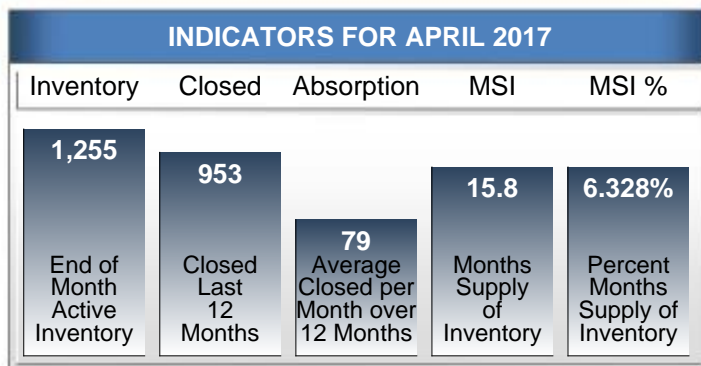
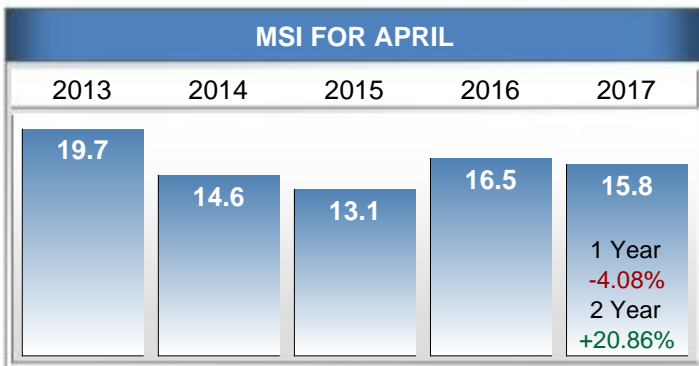
Active Inventory as of May 11, 2017



Months Supply of Inventory

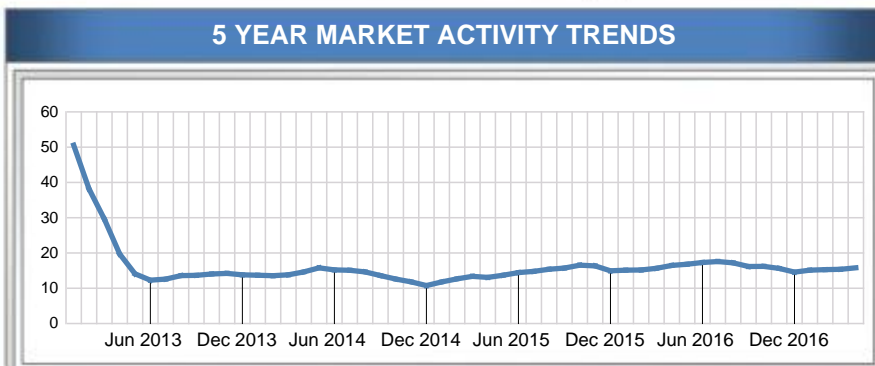
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Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Months Supply

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5yr APR AVG = 15.9 **3 MONTHS**

High
Jan 2013 = 50.6

Low
Dec 2014 = 10.8

Months Supply this month at **15.8**, below the 5 yr APR average of **15.9**

FEB	15.3
MAR	15.4
APR	15.8
MAY	0.59%
JUN	2.81%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	20		1.59%	8.3	10.4	0.0	0.0	0.0
\$10,001 - \$30,000	244		19.44%	24.0	34.7	2.9	3.0	0.0
\$30,001 - \$60,000	204		16.25%	13.3	19.5	6.1	13.7	0.0
\$60,001 - \$130,000	297		23.67%	11.4	16.4	9.4	10.8	0.0
\$130,001 - \$190,000	190		15.14%	15.9	35.2	12.3	18.5	48.0
\$190,001 - \$320,000	168		13.39%	18.0	38.8	14.5	15.4	27.0
\$320,001 and up	132		10.52%	31.1	30.0	30.9	31.5	32.0
MSI:		15.8			23.6	10.4	16.6	23.2
Total Active Inventory:		1,255			642	437	147	29



Monthly Inventory Analysis

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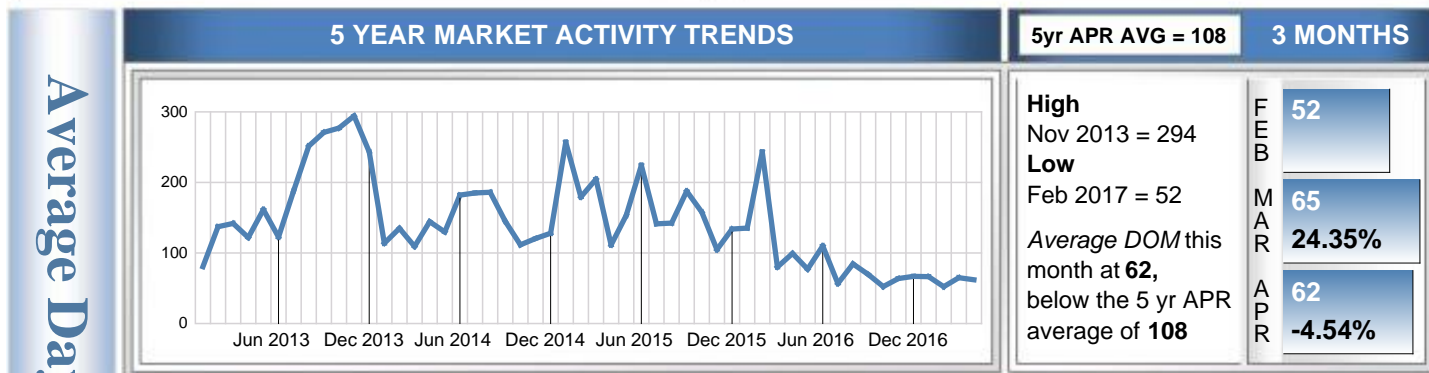
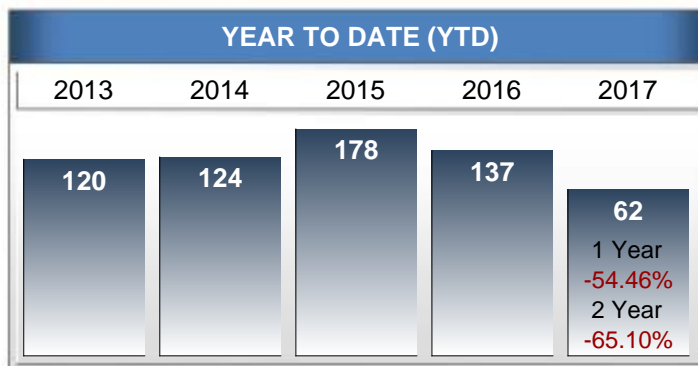
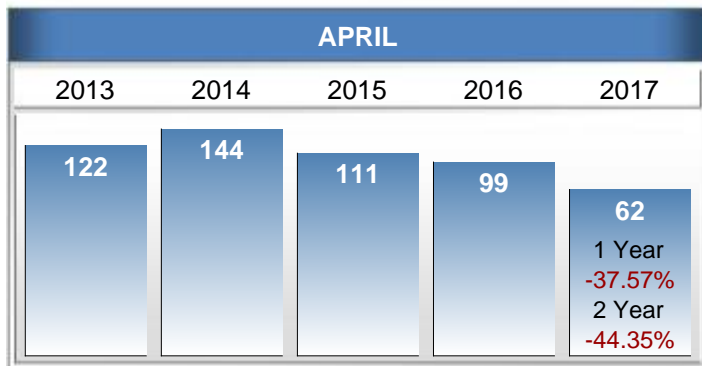
Closed Sales as of May 11, 2017



Average Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	8	10.81%	60.8	62.3	56.0	0.0	0.0
\$20,001 - \$30,000	5	6.76%	42.8	45.0	74.0	5.0	0.0
\$30,001 - \$60,000	15	20.27%	71.1	58.7	99.0	43.0	0.0
\$60,001 - \$110,000	18	24.32%	59.6	65.2	44.4	119.0	0.0
\$110,001 - \$140,000	9	12.16%	66.1	105.0	65.1	34.0	0.0
\$140,001 - \$230,000	12	16.22%	62.4	36.0	52.4	89.5	131.0
\$230,001 and up	7	9.46%	58.0	51.3	68.0	58.0	0.0
Average Closed DOM: 62.0				58.6	61.3	68.3	131.0
Total Closed Units: 74				30	34	9	1
Total Closed Volume: 7,795,950				2.41M	3.76M	1.40M	230.00K



Monthly Inventory Analysis

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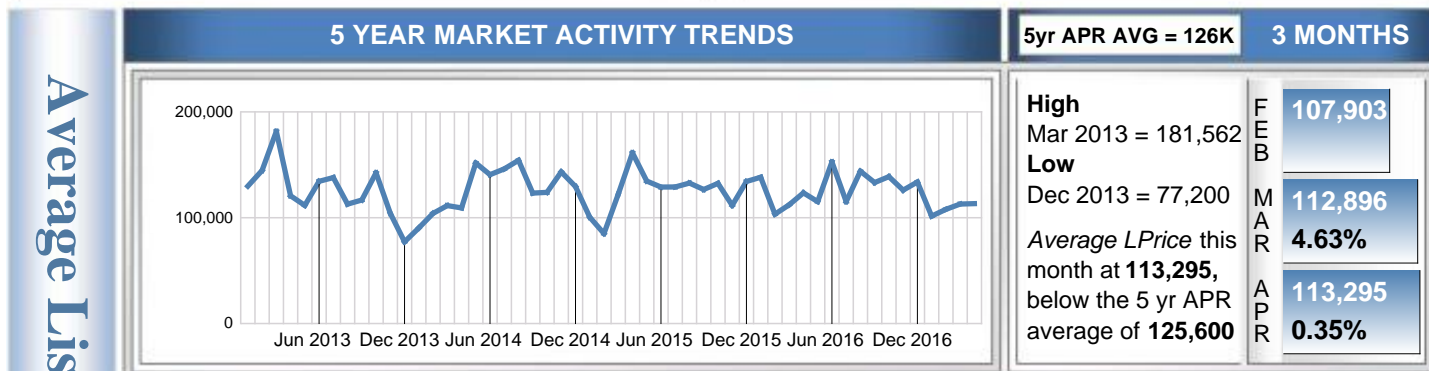
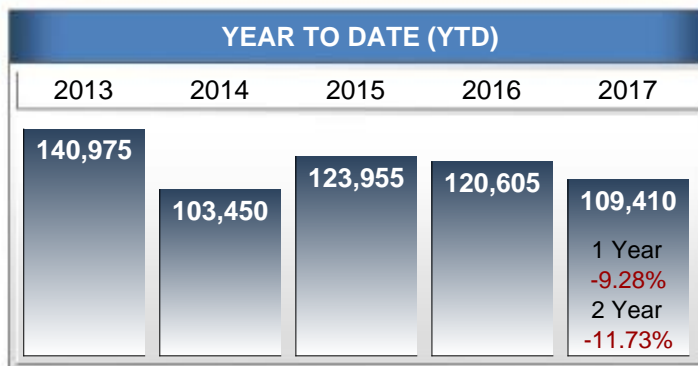
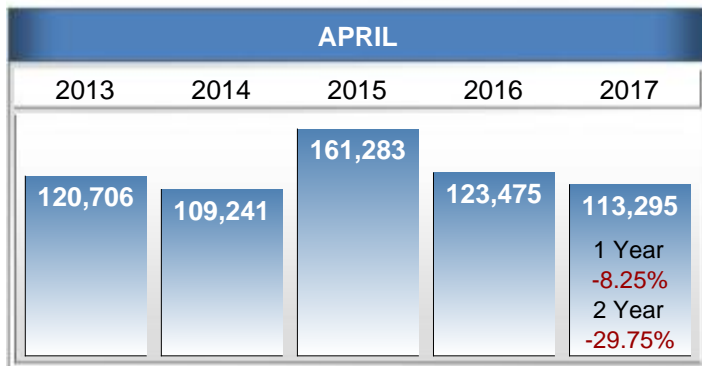
Closed Sales as of May 11, 2017



Average List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Average List Price

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

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	8.11%	12,983	19,300	15,950	0	0
\$20,001 \$30,000	5	6.76%	27,680	29,167	33,900	26,000	0
\$30,001 \$60,000	14	18.92%	44,500	48,067	50,300	64,500	0
\$60,001 \$110,000	20	27.03%	84,020	85,650	89,130	94,900	0
\$110,001 \$140,000	9	12.16%	124,522	169,900	126,686	114,900	0
\$140,001 \$230,000	11	14.86%	176,973	155,000	192,829	183,450	239,900
\$230,001 and up	9	12.16%	310,744	367,833	255,950	345,750	0
Average List Price:	\$113,295			\$91,107	\$116,385	\$161,511	\$239,900
Total Closed Units:	74			30	34	9	1
Total List Volume:	8,383,800			2.73M	3.96M	1.45M	239.90K



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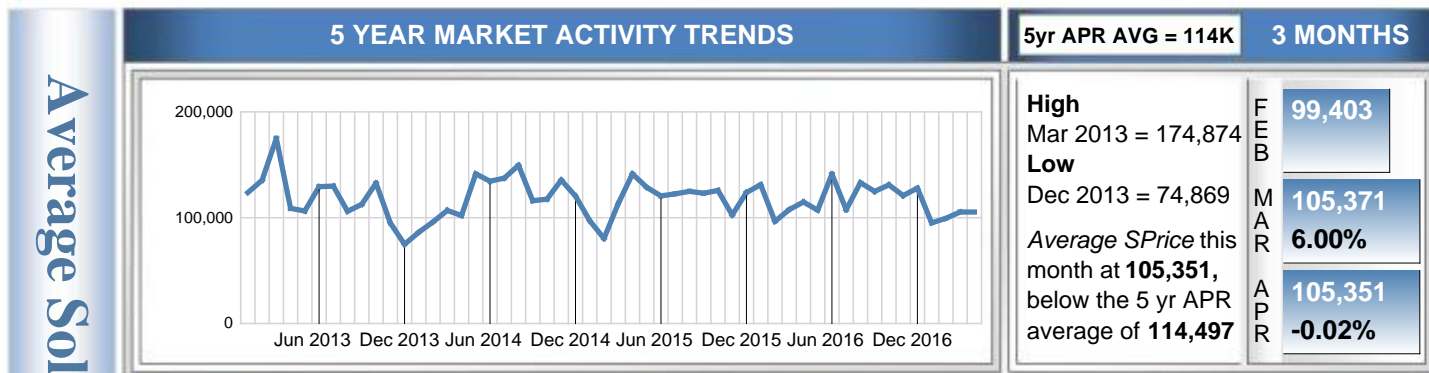
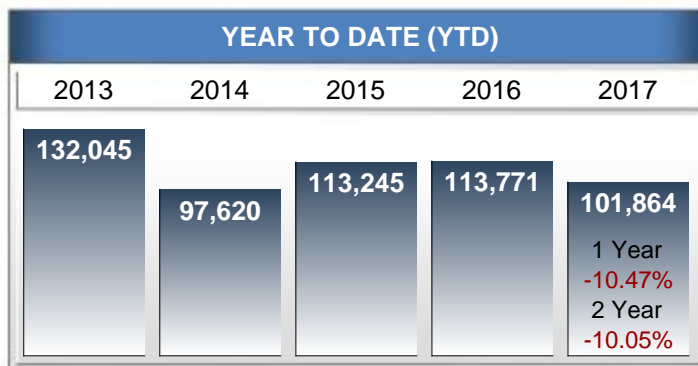
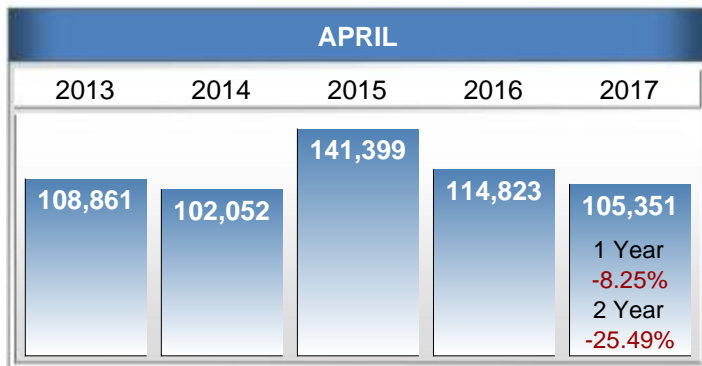
Closed Sales as of May 11, 2017



Average Sold Price at Closing

Report Produced on: May 11, 2017

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Average Sold Price

Ready to Buy or Sell Real Estate?
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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	8		10.81%	13,250	13,000	14,000	0	0
\$20,001 \$30,000	5		6.76%	25,490	25,250	25,000	26,700	0
\$30,001 \$60,000	15		20.27%	43,300	44,222	41,300	45,000	0
\$60,001 \$110,000	18		24.32%	84,594	80,500	85,370	93,000	0
\$110,001 \$140,000	9		12.16%	124,533	125,000	125,843	114,900	0
\$140,001 \$230,000	12		16.22%	178,125	152,000	180,214	171,000	230,000
\$230,001 and up	7		9.46%	304,571	316,667	250,000	341,000	0
Average Closed Price:	\$105,351				\$80,458	\$110,459	\$155,178	\$230,000
Total Closed Units:	74				30	34	9	1
Total Closed Volume:	7,795,950				2.41M	3.76M	1.40M	230.00K



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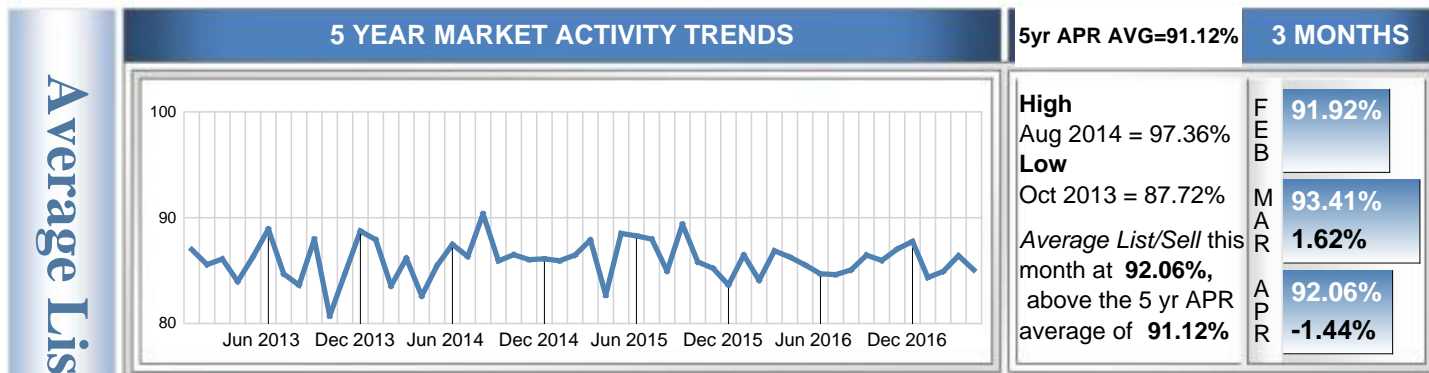
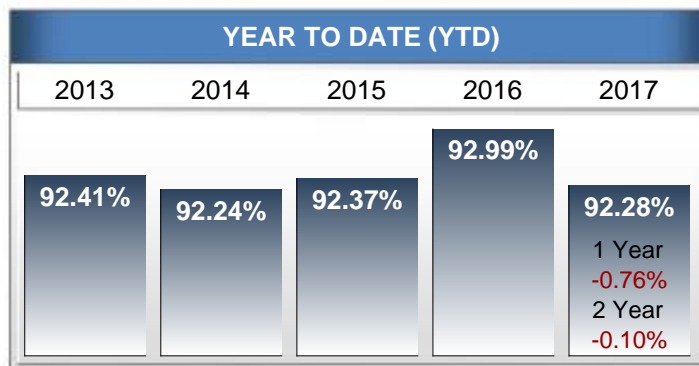
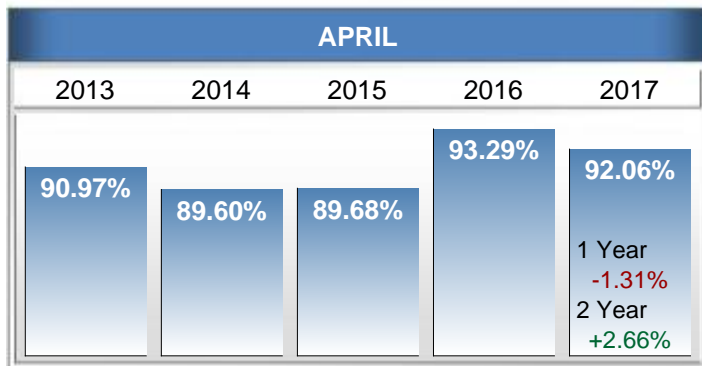
Closed Sales as of May 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	8	10.81%	82.82%	80.36%	90.20%	0.00%	0.00%
\$20,001 \$30,000	5	6.76%	87.36%	86.79%	73.75%	102.69%	0.00%
\$30,001 \$60,000	15	20.27%	88.26%	93.08%	83.28%	69.77%	0.00%
\$60,001 \$110,000	18	24.32%	95.82%	94.44%	96.18%	98.16%	0.00%
\$110,001 \$140,000	9	12.16%	96.60%	73.57%	99.41%	100.00%	0.00%
\$140,001 \$230,000	12	16.22%	94.74%	98.21%	93.78%	94.03%	95.87%
\$230,001 and up	7	9.46%	94.06%	88.51%	97.72%	98.71%	0.00%
Average List/Sell Ratio: 92.10%				89.41%	93.53%	94.92%	95.87%
Total Closed Units: 74				30	34	9	1
Total Closed Volume: 7,795,950				2.41M	3.76M	1.40M	230.00K



Monthly Inventory Analysis

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April 2017

Inventory as of May 11, 2017



Market Summary

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Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Absorption: Last 12 months, an Average of 79 Sales/Month

Active Inventory as of April 30, 2017 = 1,255

	APRIL			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	68	74	8.82%	255	271	6.27%
Pending Sales	71	92	29.58%	327	337	3.06%
New Listings	286	317	10.84%	1,138	1,241	9.05%
Average List Price	123,475	113,295	-8.25%	120,605	109,410	-9.28%
Average Sale Price	114,823	105,351	-8.25%	113,771	101,864	-10.47%
Average Percent of List Price to Selling Price	93.29%	92.06%	-1.31%	92.99%	92.28%	-0.76%
Average Days on Market to Sale	99.34	62.01	-37.57%	136.61	62.21	-54.46%
Monthly Inventory	1,177	1,255	6.63%	1,177	1,255	6.63%
Months Supply of Inventory	16.46	15.80	-4.00%	16.46	15.80	-4.00%

