



February 2017

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

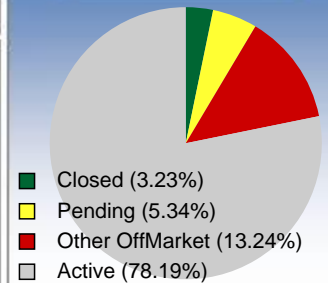


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of February 28, 2017 = **1,187**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	52	49	-5.77%
Pending Listings	78	81	3.85%
New Listings	233	289	24.03%
Median List Price	79,450	89,900	13.15%
Median Sale Price	75,000	84,800	13.07%
Median Percent of List Price to Selling Price	93.70%	92.15%	-1.65%
Median Days on Market to Sale	84.00	39.00	-53.57%
End of Month Inventory	1,096	1,187	8.30%
Months Supply of Inventory	15.35	15.40	0.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **8.30%** to 1,187 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **15.40** MSI for this period.

Median Sale Prices 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 **13.07%** in February 2017 to \$84,800 versus the previous year at \$75,000.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 45.00 days or **53.57%** in February 2017 compared to last year's same month at **84.00** DOM.

Sales Success for February 2017 is Positive

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

There were 289 New Listings in February 2017, up **24.03%** from last year at 233. Furthermore, there were 49 Closed Listings this month versus last year at 52, a **-5.77%** decrease.

Closed versus Listed trends yielded a **17.0%** ratio, down from last year's February 2017 at **22.3%**, a **24.03%** 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.

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



Monthly Inventory Analysis

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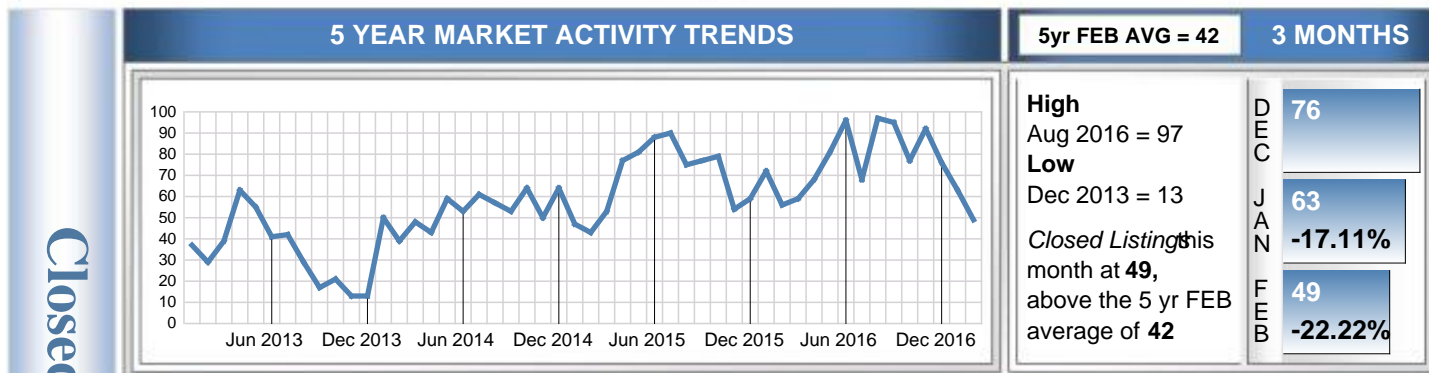
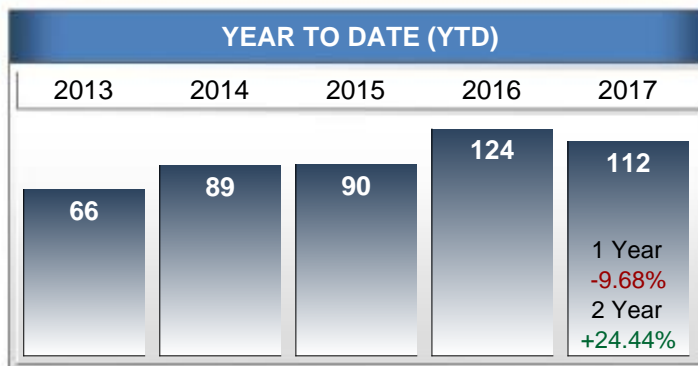
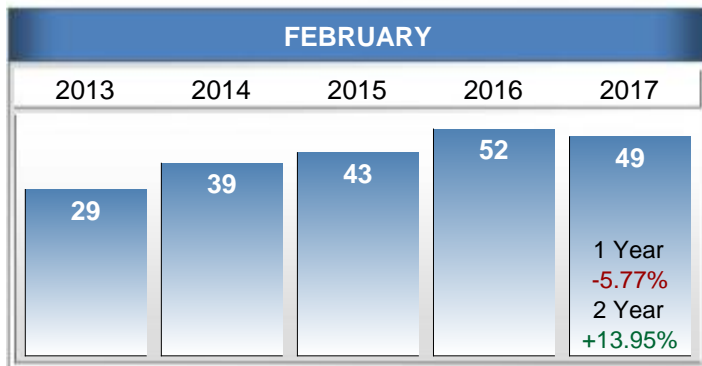
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 2017

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	88.0	2	1	0	0
\$20,001 \$30,000	5	10.20%	100.0	2	3	0	0
\$30,001 \$70,000	10	20.41%	16.5	6	4	0	0
\$70,001 \$90,000	12	24.49%	60.0	7	5	0	0
\$90,001 \$150,000	8	16.33%	33.5	2	6	0	0
\$150,001 \$190,000	6	12.24%	1.5	2	3	1	0
\$190,001 and up	5	10.20%	29.0	1	2	1	1
Total Closed Units:	49		39.0	22	24	2	1
Total Closed Volume:	4,870,724			1.86M	2.26M	548.90K	200.00K
Median Closed Price:	\$84,800			\$73,500	\$89,950	\$274,450	\$200,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

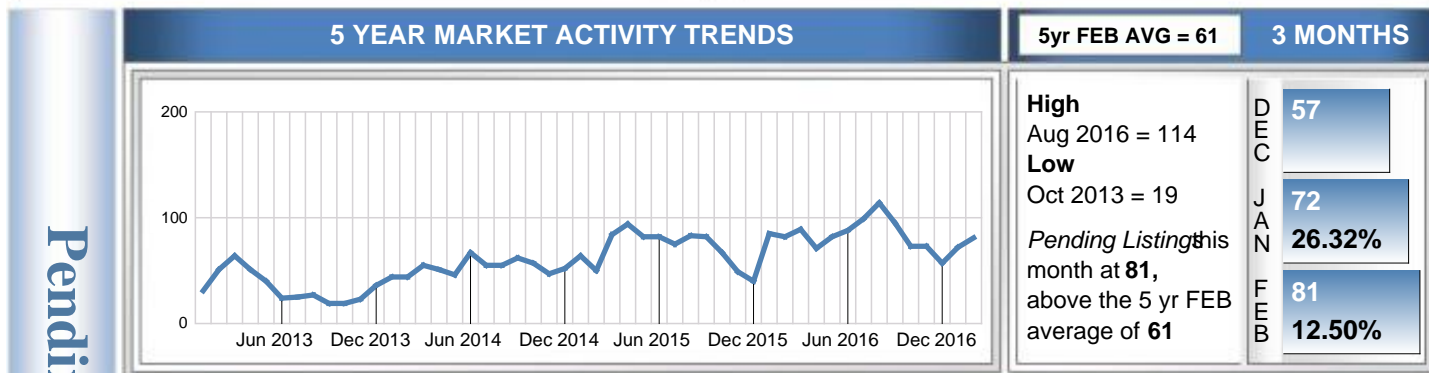
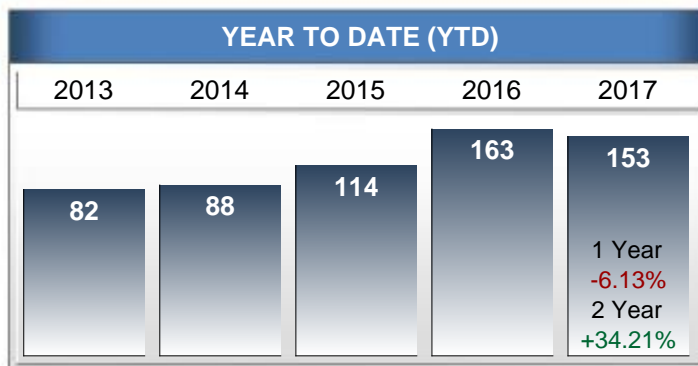
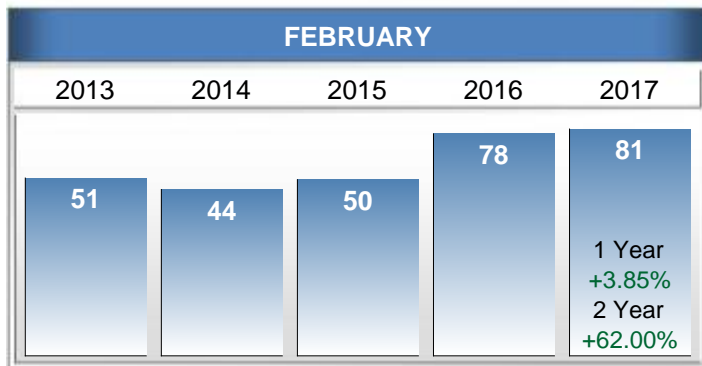
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	3.70%	17.0	2	1	0	0
\$20,001 - \$40,000	13	16.05%	104.0	8	4	1	0
\$40,001 - \$70,000	13	16.05%	43.0	6	7	0	0
\$70,001 - \$120,000	20	24.69%	56.0	6	10	4	0
\$120,001 - \$160,000	14	17.28%	62.5	2	9	3	0
\$160,001 - \$220,000	9	11.11%	22.0	2	4	3	0
\$220,001 and up	9	11.11%	43.0	4	3	2	0
Total Pending Units:				30	38	13	0.00B
Total Pending Volume:				2.93M	4.25M	2.14M	\$0
Median Listing Price:				\$55,450	\$99,825	\$138,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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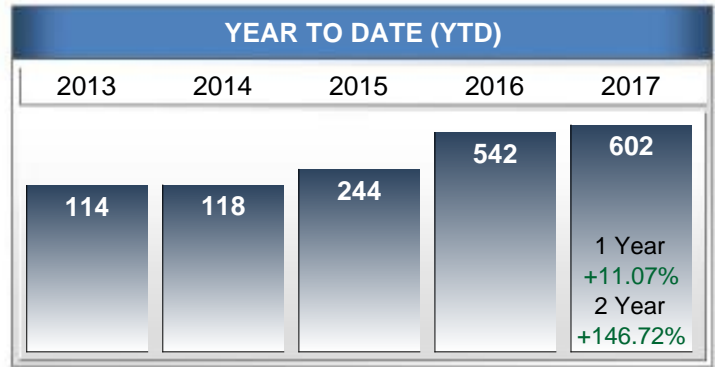
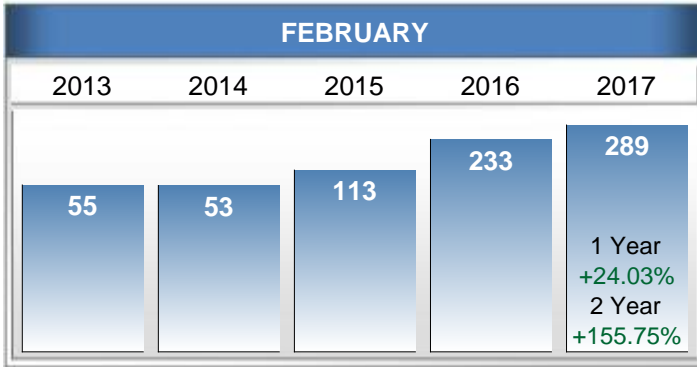
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 2017

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



New Listings

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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	34	11.76%	31	3	0	0
\$20,001 \$40,000	31	10.73%	28	2	1	0
\$40,001 \$60,000	36	12.46%	22	13	1	0
\$60,001 \$120,000	77	26.64%	31	39	7	0
\$120,001 \$170,000	42	14.53%	7	27	8	0
\$170,001 \$270,000	39	13.49%	12	22	4	1
\$270,001 and up	30	10.38%	10	6	11	3
Total New Listed Units:	289		141	112	32	4
Total New Listed Volume:	41,621,794		13.42M	15.45M	10.20M	2.54M
Median New Listed Listing Price:	\$89,500		\$55,000	\$119,000	\$169,700	\$449,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

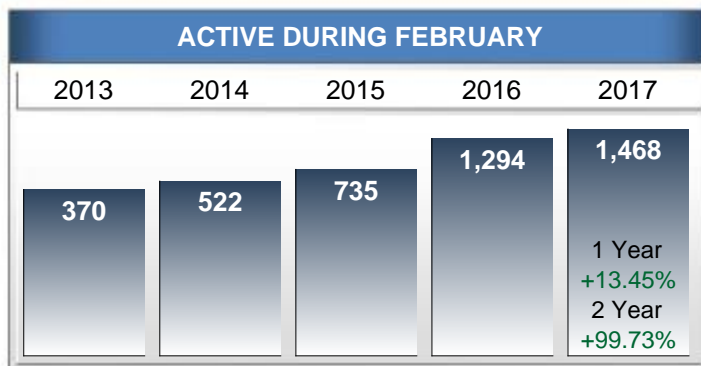
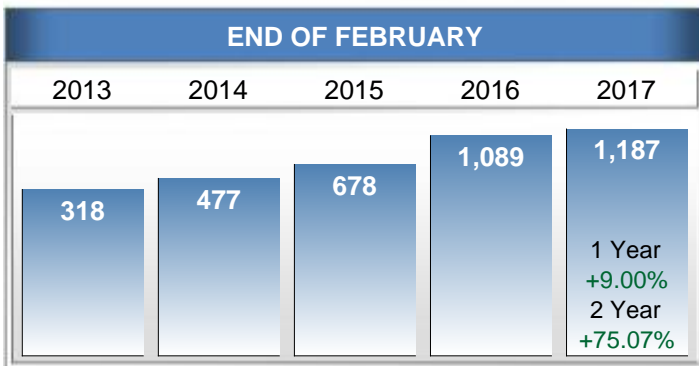
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

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



Active Inventory

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5yr FEB AVG = 750 **3 MONTHS**

High
Jun 2016 = 1,249

Low
May 2013 = 290

Inventory this month at **1,187**, above the 5 yr FEB average of **750**

DEC	1,147
JAN	1,184
FEB	1,187

3.23% (JAN vs FEB)
0.25% (FEB vs 5yr AVG)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	140	11.79%	72.0	138	2	0	0		
\$20,001 - \$30,000	118	9.94%	72.0	112	5	1	0		
\$30,001 - \$50,000	145	12.22%	89.0	113	27	5	0		
\$50,001 - \$120,000	324	27.30%	72.5	135	160	28	1		
\$120,001 - \$190,000	185	15.59%	70.0	50	106	27	2		
\$190,001 - \$330,000	155	13.06%	75.0	45	74	27	9		
\$330,001 and up	120	10.11%	82.0	26	40	40	14		
Total Active Inventory by Units:				1,187	72.0	619	414	128	26
Total Active Inventory by Volume:				178,188,641		61.10M	71.42M	35.45M	10.23M
Median Active Inventory Listing Price:				\$84,900		\$45,000	\$128,450	\$217,450	\$339,950



Monthly Inventory Analysis

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February 2017

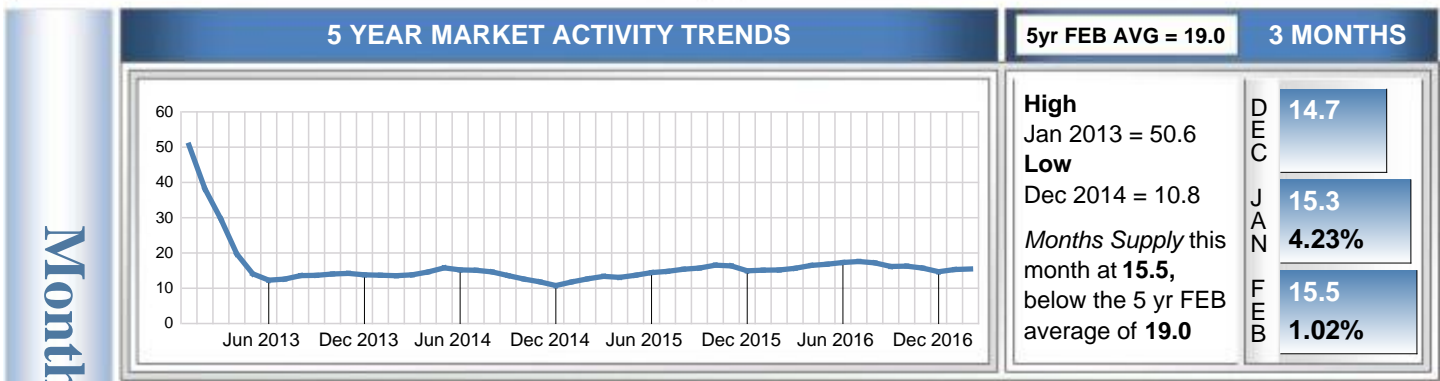
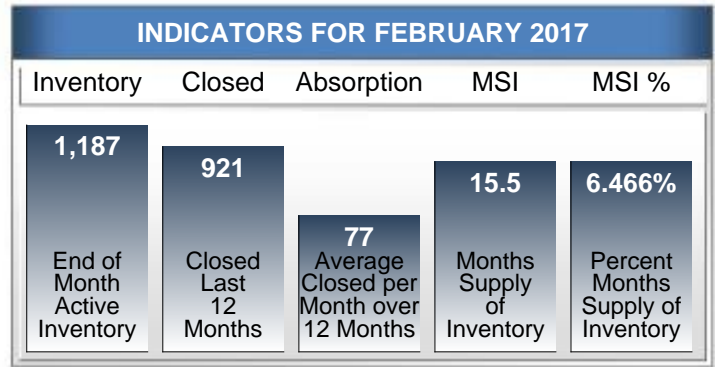
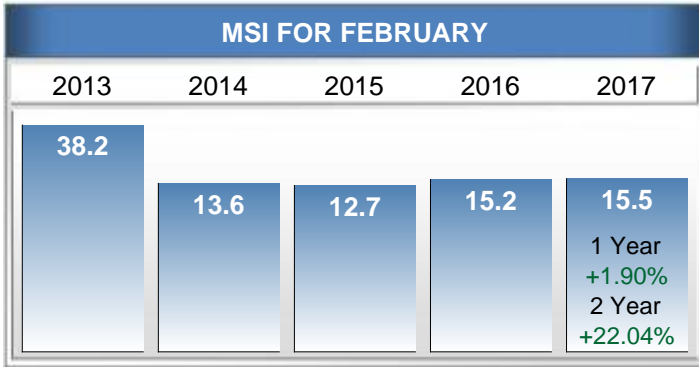
Active Inventory as of Mar 13, 2017



Months Supply of Inventory

Report Produced on: Mar 13, 2017

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



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	140	11.79%	22.1	29.6	1.3	0.0	0.0
\$20,001 \$30,000	118	9.94%	19.9	28.6	2.9	4.0	0.0
\$30,001 \$50,000	145	12.22%	13.0	19.9	5.3	12.0	0.0
\$50,001 \$120,000	324	27.30%	13.0	17.8	10.5	14.6	3.0
\$120,001 \$190,000	185	15.59%	12.5	28.6	9.6	14.1	12.0
\$190,001 \$330,000	155	13.06%	16.0	38.6	13.1	11.2	21.6
\$330,001 and up	120	10.11%	31.3	31.2	26.7	40.0	28.0
MSI:			15.5	24.2	9.9	15.8	18.4
Total Active Inventory:			1,187	619	414	128	26



Monthly Inventory Analysis

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February 2017

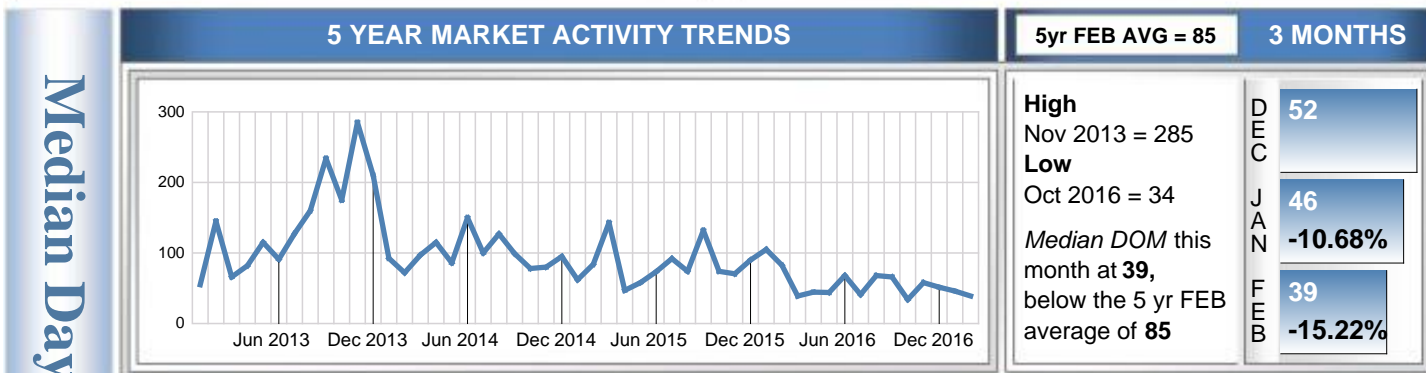
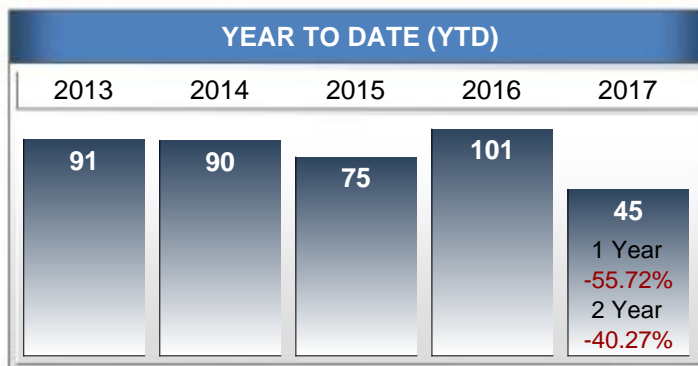
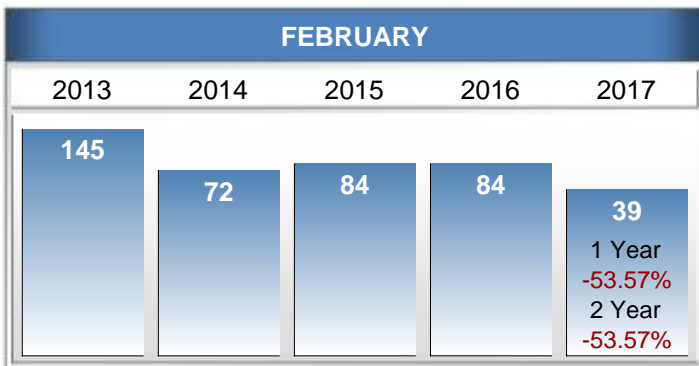
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

Report Produced on: Mar 13, 2017

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



Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	88.0	85.5	88.0	0.0	0.0
\$20,001 \$30,000	5	10.20%	100.0	131.5	89.0	0.0	0.0
\$30,001 \$70,000	10	20.41%	16.5	17.0	14.5	0.0	0.0
\$70,001 \$90,000	12	24.49%	60.0	46.0	92.0	0.0	0.0
\$90,001 \$150,000	8	16.33%	33.5	64.0	9.0	0.0	0.0
\$150,001 \$190,000	6	12.24%	1.5	1.5	19.0	1.0	0.0
\$190,001 and up	5	10.20%	29.0	17.0	58.5	29.0	109.0
Median Closed DOM:	39.0			42.5	34.5	15.0	109.0
Total Closed Units:	49			22	24	2	1
Total Closed Volume:	4,870,724			1.86M	2.26M	548.90K	200.00K



Monthly Inventory Analysis

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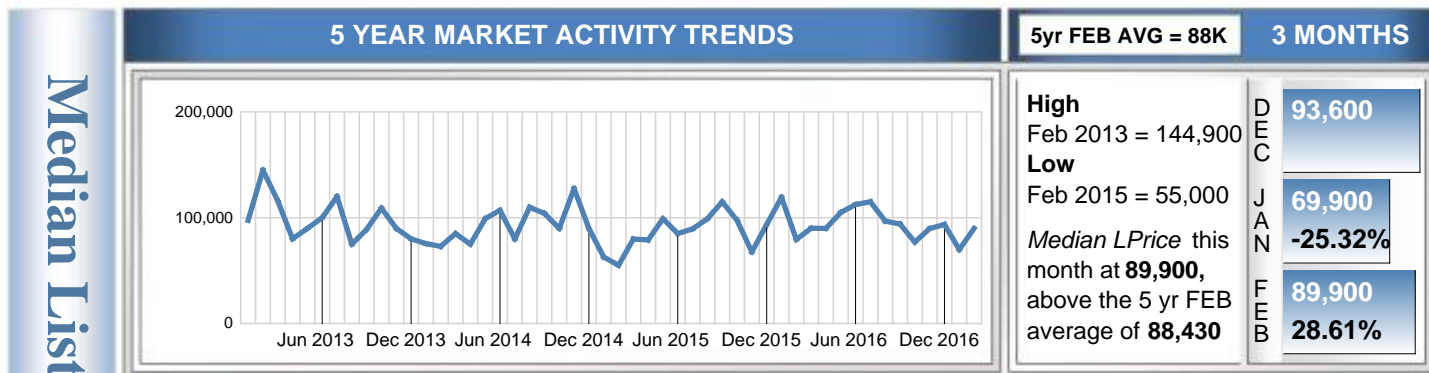
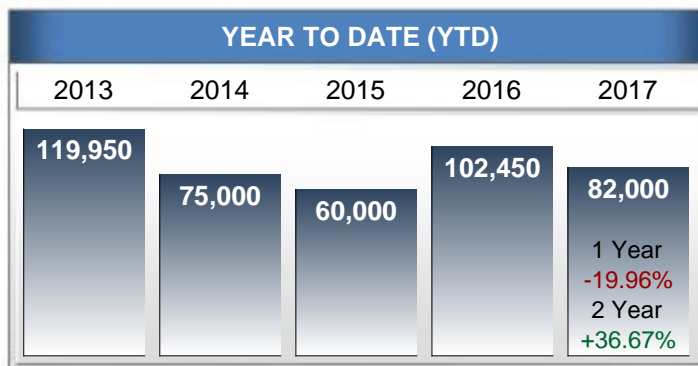
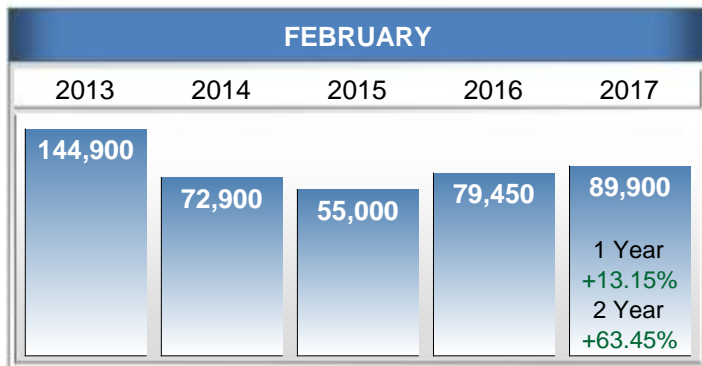
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 2017

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



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4		8.16%	14,000	14,000	13,950	0	0
\$20,001 \$30,000	3		6.12%	29,900	29,750	29,900	0	0
\$30,001 \$70,000	11		22.45%	49,900	49,950	49,900	0	0
\$70,001 \$90,000	7		14.29%	80,000	79,500	84,900	0	0
\$90,001 \$150,000	13		26.53%	114,900	120,000	114,900	0	0
\$150,001 \$190,000	6		12.24%	170,750	175,000	174,000	158,900	0
\$190,001 and up	5		10.20%	225,000	399,000	203,000	419,000	225,000
Median List Price:		\$89,900			\$77,000	\$97,450	\$288,950	\$225,000
Total Closed Units:		49			22	24	2	1
Total List Volume:		5,287,249			2.06M	2.43M	577.90K	225.00K



Monthly Inventory Analysis

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February 2017

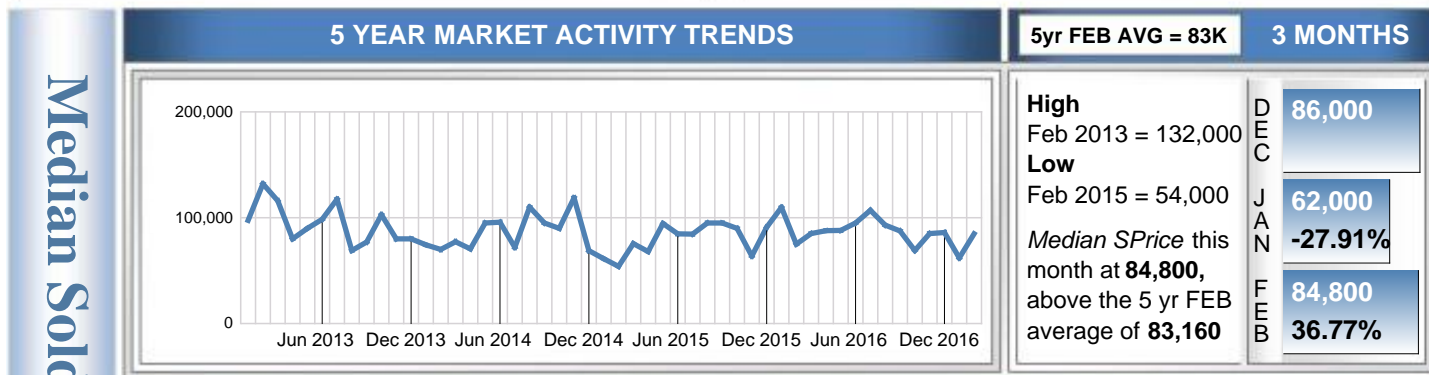
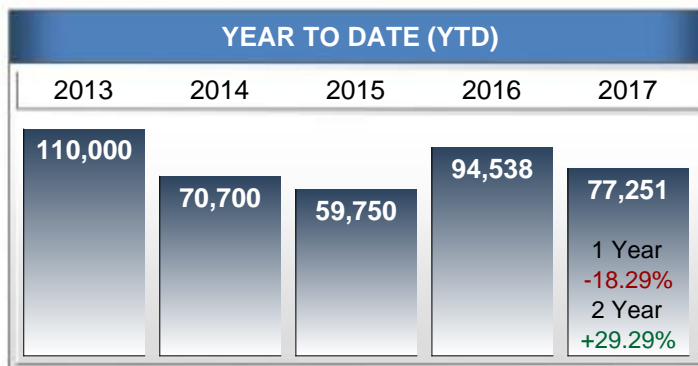
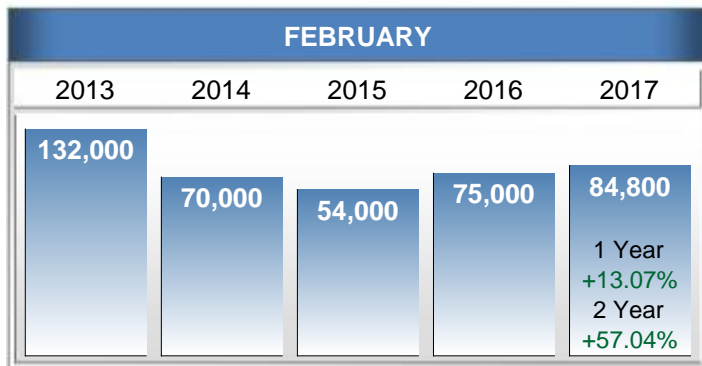
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

Report Produced on: Mar 13, 2017

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



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3		6.12%	7,500	13,200	7,500	0	0
\$20,001 \$30,000	5		10.20%	26,000	26,750	25,000	0	0
\$30,001 \$70,000	10		20.41%	45,000	44,950	45,000	0	0
\$70,001 \$90,000	12		24.49%	84,400	84,000	85,000	0	0
\$90,001 \$150,000	8		16.33%	104,000	120,650	99,500	0	0
\$150,001 \$190,000	6		12.24%	162,115	167,950	165,330	158,900	0
\$190,001 and up	5		10.20%	211,000	350,000	201,500	390,000	200,000
Median Closed Price:		\$84,800			\$73,500	\$89,950	\$274,450	\$200,000
Total Closed Units:		49			22	24	2	1
Total Closed Volume:		4,870,724			1.86M	2.26M	548.90K	200.00K



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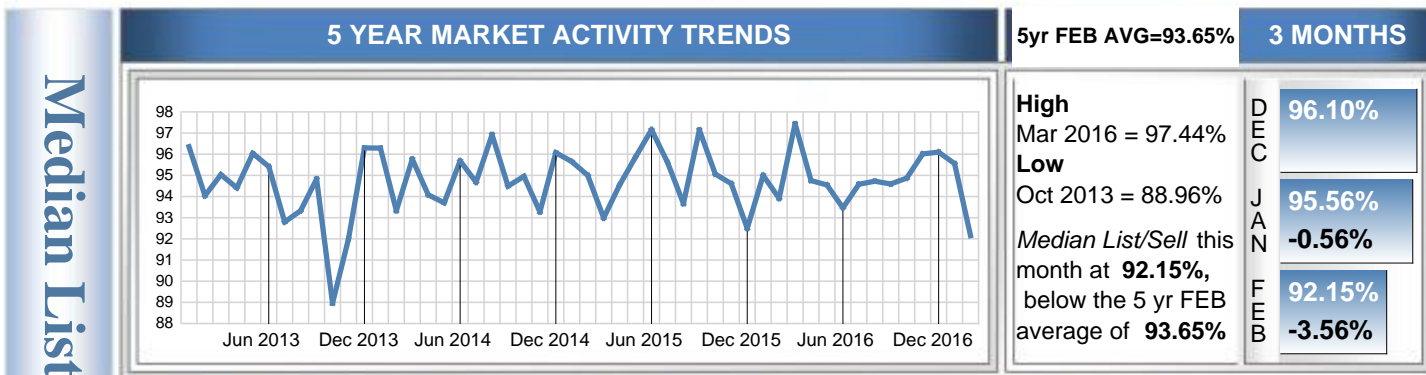
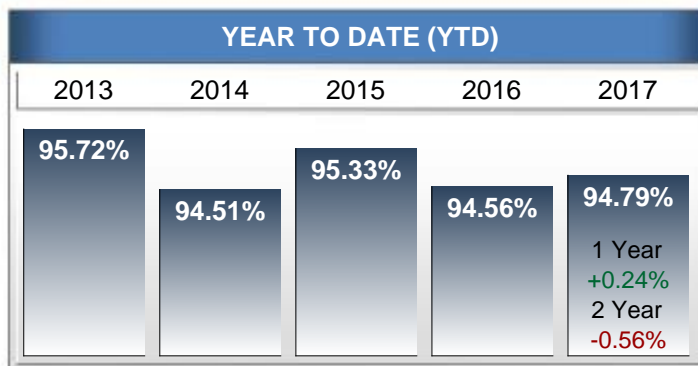
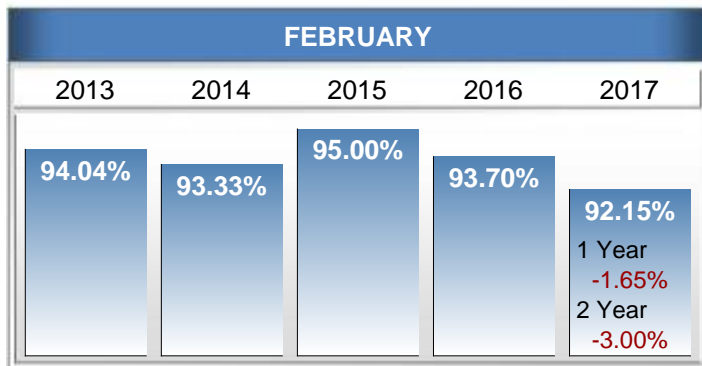
Closed Sales as of Mar 13, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	94.94%	90.00%	94.94%	0.00%	0.00%
\$20,001 \$30,000	5	10.20%	90.30%	89.90%	90.30%	0.00%	0.00%
\$30,001 \$70,000	10	20.41%	92.94%	98.08%	82.45%	0.00%	0.00%
\$70,001 \$90,000	12	24.49%	92.98%	91.14%	94.82%	0.00%	0.00%
\$90,001 \$150,000	8	16.33%	90.75%	91.28%	89.26%	0.00%	0.00%
\$150,001 \$190,000	6	12.24%	97.51%	95.79%	95.02%	100.00%	0.00%
\$190,001 and up	5	10.20%	93.08%	87.72%	99.23%	93.08%	88.89%
Median List/Sell Ratio:	92.15%			91.62%	92.37%	96.54%	88.89%
Total Closed Units:	49			22	24	2	1
Total Closed Volume:	4,870,724			1.86M	2.26M	548.90K	200.00K



Monthly Inventory Analysis

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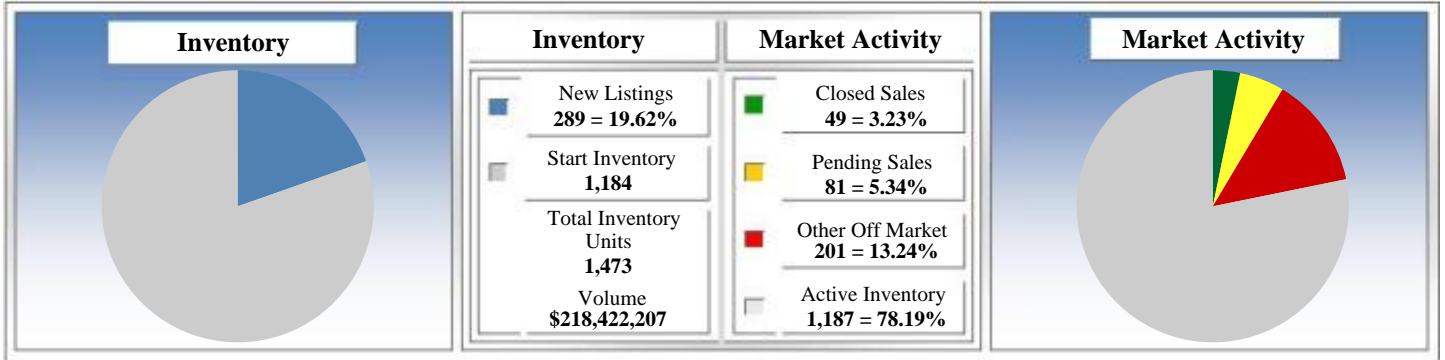
Inventory as of Mar 13, 2017



Market Summary

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



Absorption: Last 12 months, an Average of 77 Sales/Month

Active Inventory as of February 28, 2017 = **1,187**

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	52	49	-5.77%	124	112	-9.68%
Pending Sales	78	81	3.85%	163	153	-6.13%
New Listings	233	289	24.03%	542	602	11.07%
Median List Price	79,450	89,900	13.15%	102,450	82,000	-19.96%
Median Sale Price	75,000	84,800	13.07%	94,538	77,251	-18.29%
Median Percent of List Price to Selling Price	93.70%	92.15%	-1.65%	94.56%	94.79%	0.24%
Median Days on Market to Sale	84.00	39.00	-53.57%	100.50	44.50	-55.72%
Monthly Inventory	1,096	1,187	8.30%	1,096	1,187	8.30%
Months Supply of Inventory	15.35	15.40	0.34%	15.35	15.40	0.34%

