



# March 2017

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

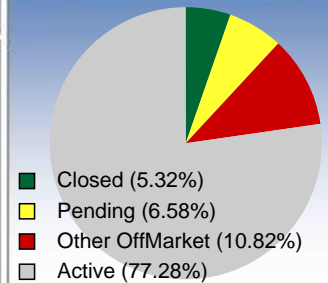


**Absorption:** Last 12 months, an Average of **79** Sales/Month

**Active Inventory** as of March 31, 2017 = **1,221**

	MARCH		
	2016	2017	+/- %
Closed Listings	59	84	42.37%
Pending Listings	89	104	16.85%
New Listings	293	322	9.90%
Average List Price	112,203	112,896	0.62%
Average Sale Price	107,603	105,371	-2.07%
Average Percent of List Price to Selling Price	93.87%	93.41%	-0.49%
Average Days on Market to Sale	80.10	64.96	-18.90%
End of Month Inventory	1,130	1,221	8.05%
Months Supply of Inventory	15.64	15.47	-1.07%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 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 March 2017 rose **8.05%** to 1,221 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 **15.47** 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 **2.07%** in March 2017 to \$105,371 versus the previous year at \$107,603.

### Average Days on Market Shortens

The average number of **64.96** days that homes spent on the market before selling decreased by 15.14 days or **18.90%** in March 2017 compared to last year's same month at **80.10** DOM.

### Sales Success for March 2017 is Positive

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

There were 322 New Listings in March 2017, up **9.90%** from last year at 293. Furthermore, there were 84 Closed Listings this month versus last year at 59, a **42.37%** increase.

Closed versus Listed trends yielded a **26.1%** ratio, up from last year's March 2017 at **20.1%**, a **29.55%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

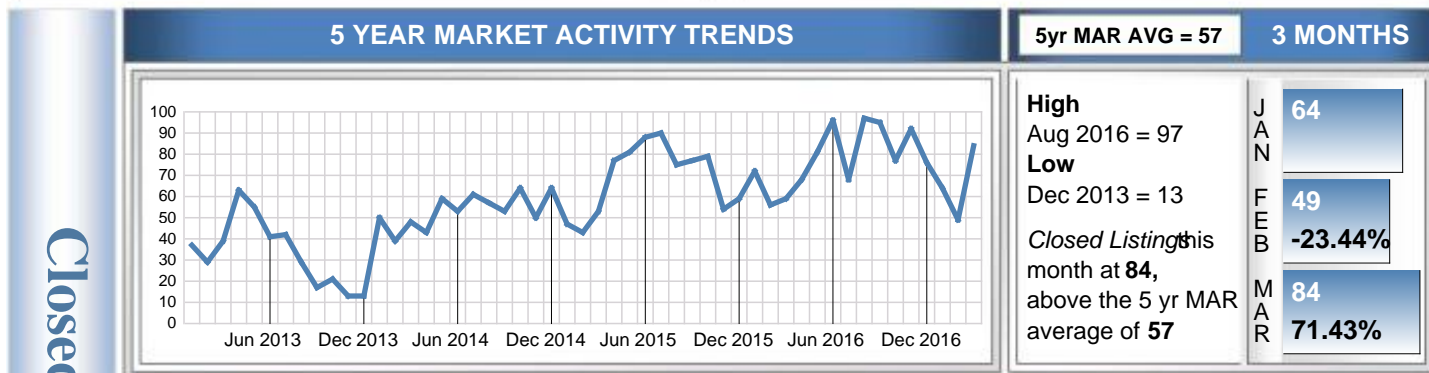
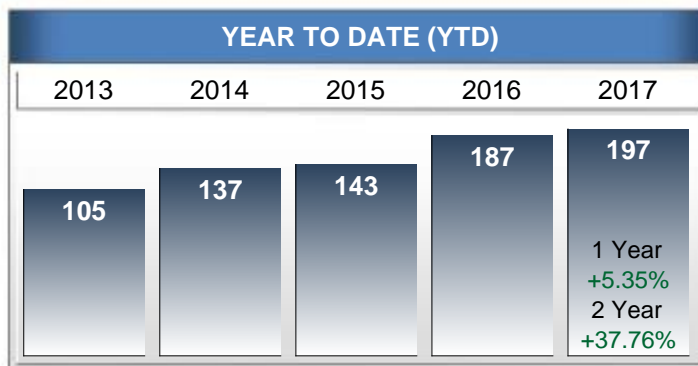
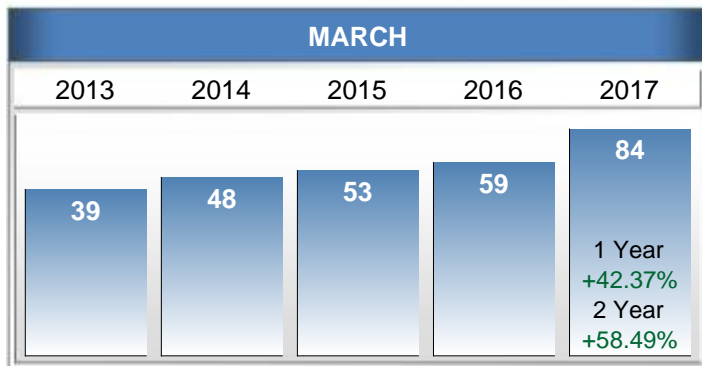
Closed Sales as of Apr 11, 2017



### Closed Listings

Report Produced on: Apr 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	3.57%	61.0	1	2	0	0
\$10,001 - \$30,000	13	15.48%	85.5	6	7	0	0
\$30,001 - \$60,000	14	16.67%	53.6	8	4	2	0
\$60,001 - \$120,000	21	25.00%	56.7	7	11	3	0
\$120,001 - \$150,000	11	13.10%	75.6	1	9	1	0
\$150,001 - \$190,000	13	15.48%	55.2	2	9	2	0
\$190,001 and up	9	10.71%	74.7	0	3	6	0
<b>Total Closed Units:</b>	<b>84</b>		<b>65.0</b>	<b>25</b>	<b>45</b>	<b>14</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>8,851,176</b>			<b>1.52M</b>	<b>4.80M</b>	<b>2.53M</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$105,371</b>			<b>\$60,905</b>	<b>\$106,690</b>	<b>\$180,536</b>	

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

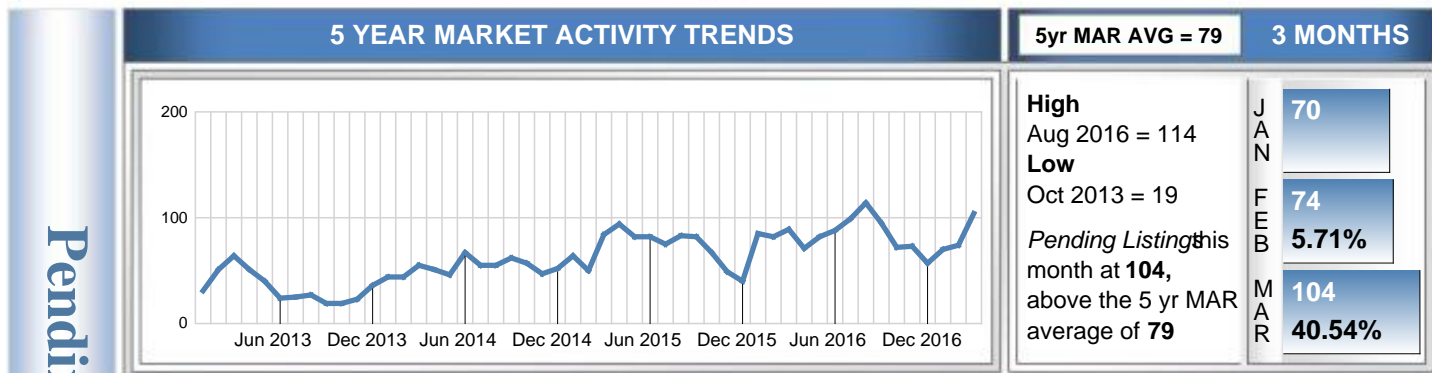
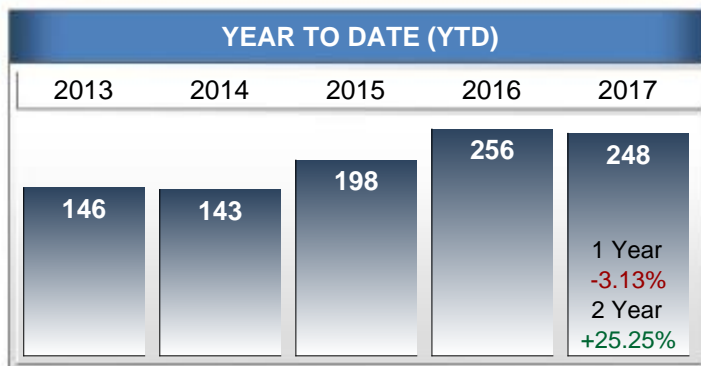
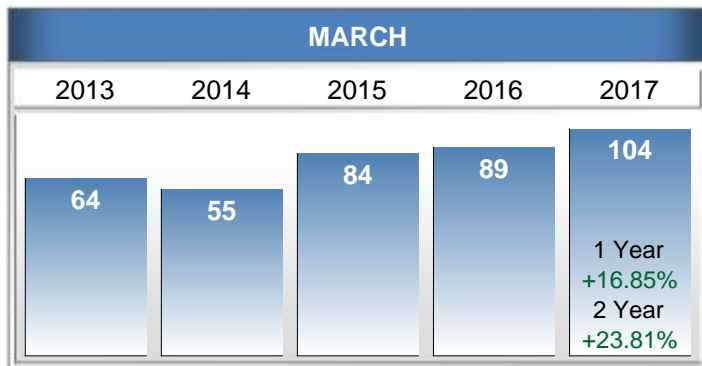
Pending Listings as of Apr 11, 2017



### Pending Listings

Report Produced on: Apr 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	6.73%	66.3	4	2	1	0
\$20,001 - \$40,000	10	9.62%	81.8	5	3	2	0
\$40,001 - \$60,000	17	16.35%	88.2	9	8	0	0
\$60,001 - \$100,000	28	26.92%	67.3	9	16	3	0
\$100,001 - \$150,000	18	17.31%	62.6	2	14	2	0
\$150,001 - \$250,000	14	13.46%	60.8	1	9	3	1
\$250,001 and up	10	9.62%	71.8	3	3	4	0
Total Pending Units: 104				33	55	15	1
Total Pending Volume: 12,384,847				3.29M	6.22M	2.64M	239.90K
Average Listing Price: \$110,508				\$99,547	\$113,044	\$176,167	\$239,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

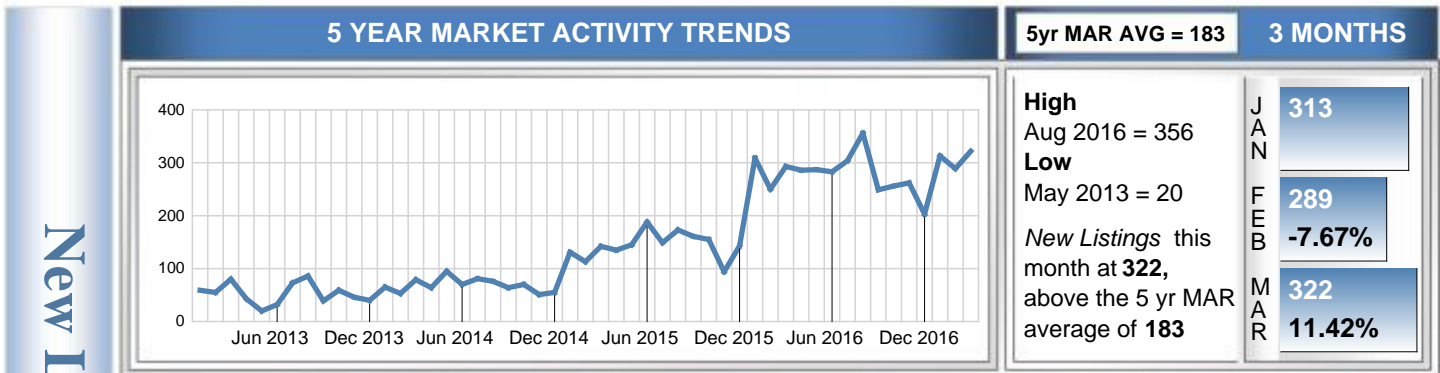
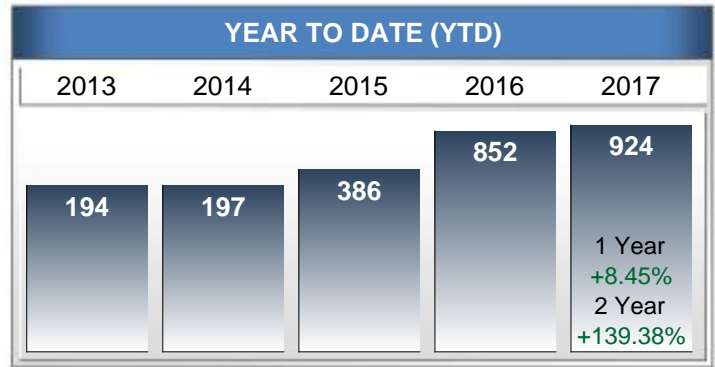
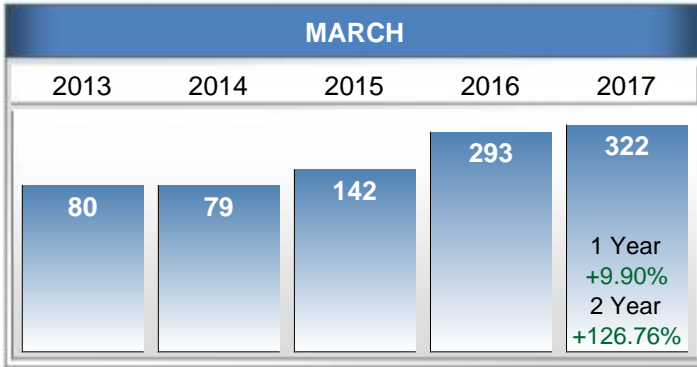
New Listings as of Apr 11, 2017



### New Listings

Report Produced on: Apr 11, 2017

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



New Listings

Ready to Buy or Sell Real Estate?  
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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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	39	12.11%	31	6	2	0
\$25,001-\$50,000	44	13.66%	31	9	4	0
\$50,001-\$125,000	98	30.43%	42	47	9	0
\$125,001-\$200,000	66	20.50%	15	39	11	1
\$200,001-\$300,000	39	12.11%	5	19	14	1
\$300,001 and up	36	11.18%	5	15	9	7
<b>Total New Listed Units:</b>	<b>322</b>		<b>129</b>	<b>135</b>	<b>49</b>	<b>9</b>
<b>Total New Listed Volume:</b>	<b>46,970,912</b>		<b>10.83M</b>	<b>22.45M</b>	<b>9.82M</b>	<b>3.88M</b>
<b>Average New Listed Listing Price:</b>	<b>\$200,750</b>		<b>\$83,975</b>	<b>\$166,267</b>	<b>\$200,339</b>	<b>\$430,618</b>





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

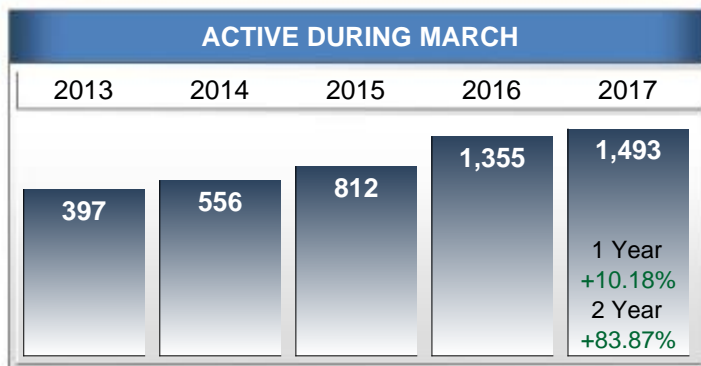
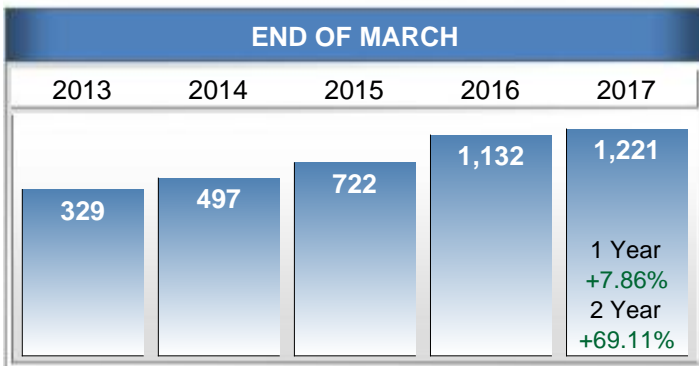
Active Inventory as of Apr 11, 2017



### Active Inventory

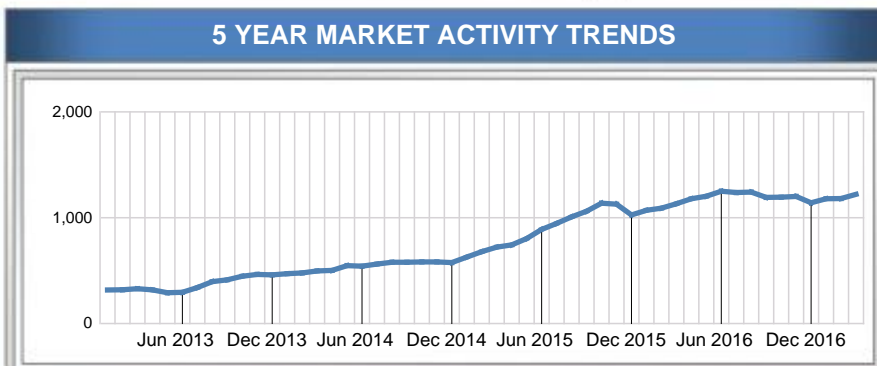
Report Produced on: Apr 11, 2017

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



Active Inventory

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**5yr MAR AVG = 780**     **3 MONTHS**

**High**  
Jun 2016 = 1,250

**Low**  
May 2013 = 291

*Inventory* this month at **1,221**, above the 5 yr MAR average of **780**

JAN	1,179
FEB	1,181
MAR	1,221
<b>0.17%</b>	
<b>3.39%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	22	1.80%	210.8	22	0	0	0		
\$10,001 \$30,000	243	19.90%	102.2	234	9	0	0		
\$30,001 \$50,000	142	11.63%	99.3	112	25	5	0		
\$50,001 \$130,000	357	29.24%	101.0	149	179	29	0		
\$130,001 \$190,000	169	13.84%	131.4	44	95	27	3		
\$190,001 \$320,000	159	13.02%	85.4	42	74	35	8		
\$320,001 and up	129	10.57%	109.9	26	48	42	13		
Total Active Inventory by Units:				1,221	106.1	629	430	138	24
Total Active Inventory by Volume:				182,690,236		60.46M	75.23M	38.55M	8.45M
Average Active Inventory Listing Price:				\$149,623		\$96,113	\$174,961	\$279,337	\$352,225



# Monthly Inventory Analysis

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## March 2017

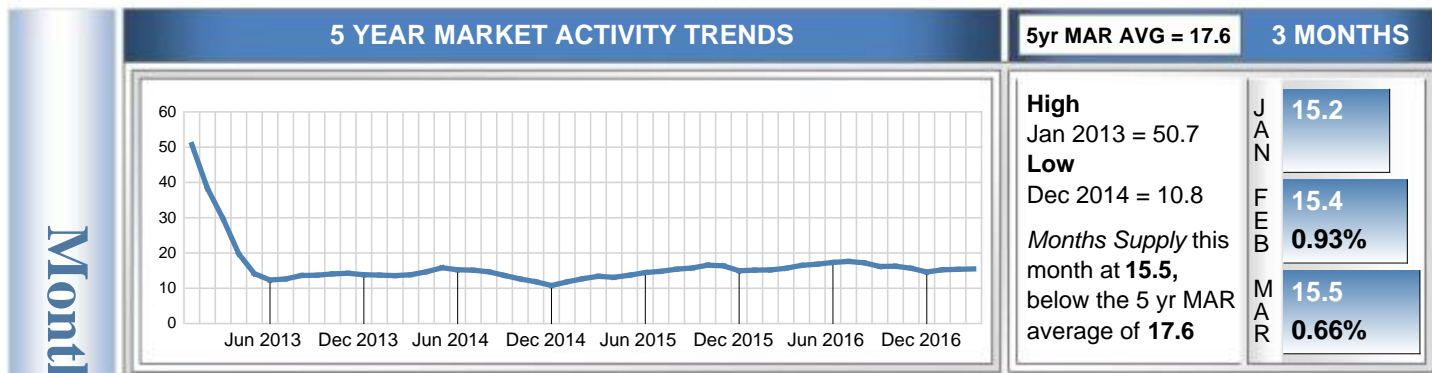
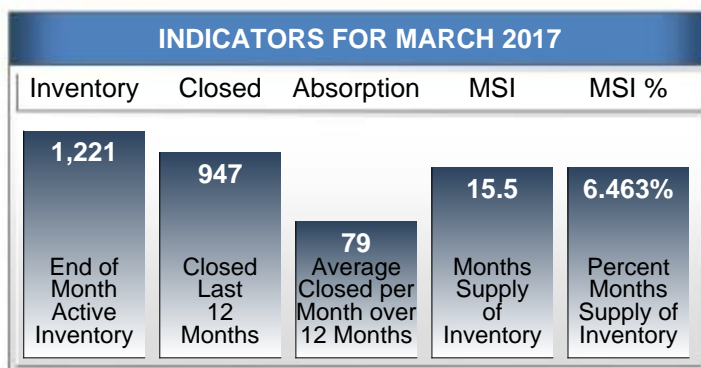
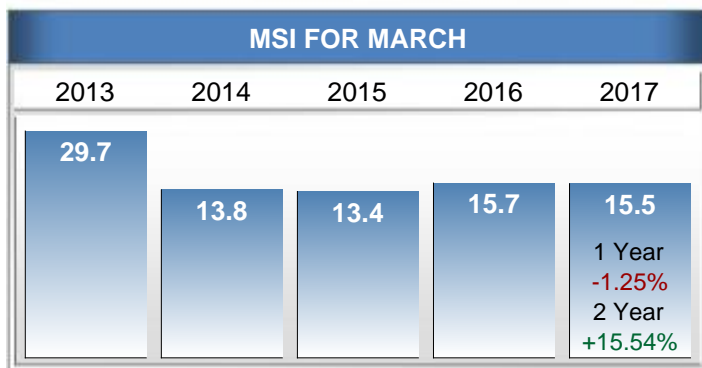
Active Inventory as of Apr 11, 2017



### Months Supply of Inventory

Report Produced on: Apr 11, 2017

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



Months Supply

Ready to Buy or Sell Real Estate?  
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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+
\$10,000 and less	22	1.80%	9.4	12.0	0.0	0.0	0.0
\$10,001 \$30,000	243	19.90%	23.5	33.8	2.9	0.0	0.0
\$30,001 \$50,000	142	11.63%	12.6	18.9	5.1	12.0	0.0
\$50,001 \$130,000	357	29.24%	12.0	16.6	10.0	12.0	0.0
\$130,001 \$190,000	169	13.84%	14.4	37.7	10.9	15.4	36.0
\$190,001 \$320,000	159	13.02%	17.0	42.0	13.9	13.5	19.2
\$320,001 and up	129	10.57%	30.4	34.7	27.4	33.6	26.0
MSI:			15.5	23.7	10.2	15.8	16.9
Total Active Inventory:			1,221	629	430	138	24



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

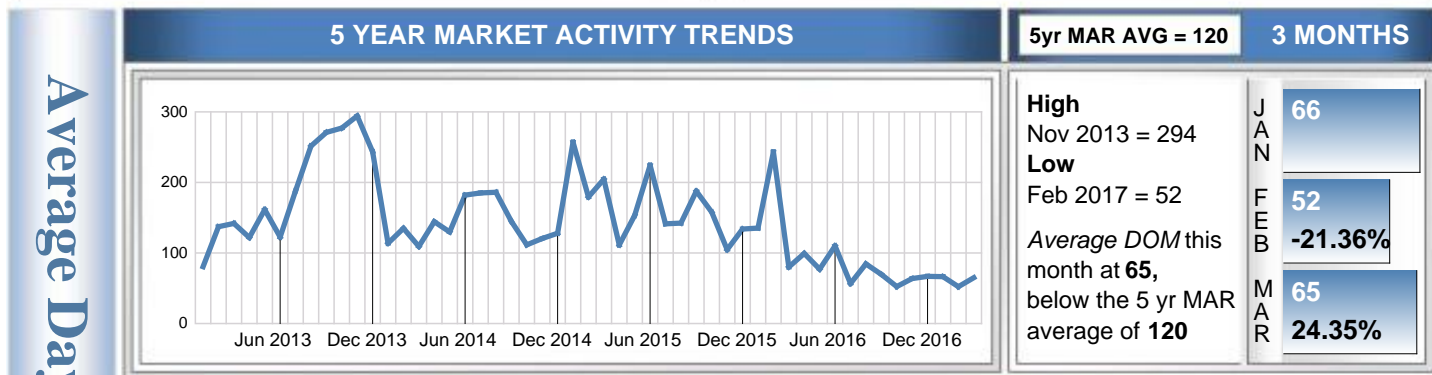
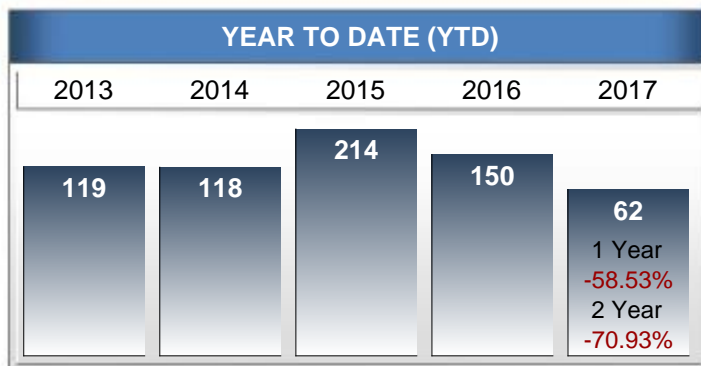
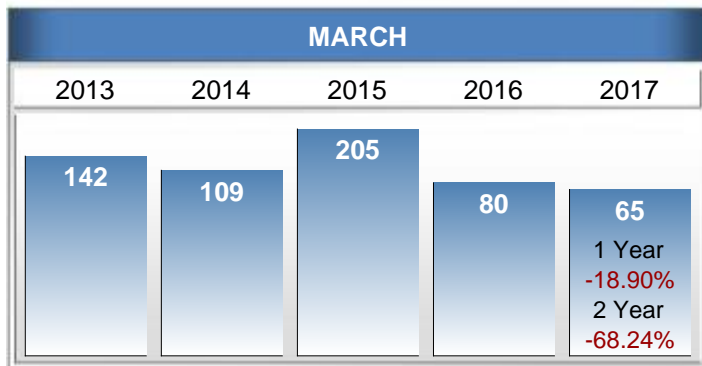
Closed Sales as of Apr 11, 2017



### Average Days on Market to Sale

Report Produced on: Apr 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+
\$10,000 and less	3	3.57%	61.0	69.0	57.0	0.0	0.0
\$10,001 - \$30,000	13	15.48%	85.5	102.7	70.7	0.0	0.0
\$30,001 - \$60,000	14	16.67%	53.6	53.1	40.3	82.5	0.0
\$60,001 - \$120,000	21	25.00%	56.7	54.1	60.3	49.7	0.0
\$120,001 - \$150,000	11	13.10%	75.6	85.0	75.1	71.0	0.0
\$150,001 - \$190,000	13	15.48%	55.2	41.5	59.1	51.0	0.0
\$190,001 and up	9	10.71%	74.7	0.0	72.3	75.8	0.0
Average Closed DOM: 65.0				66.3	63.5	67.3	0.0
Total Closed Units: 84				25	45	14	
Total Closed Volume: 8,851,176				1.52M	4.80M	2.53M	0.00B



# Monthly Inventory Analysis

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## March 2017

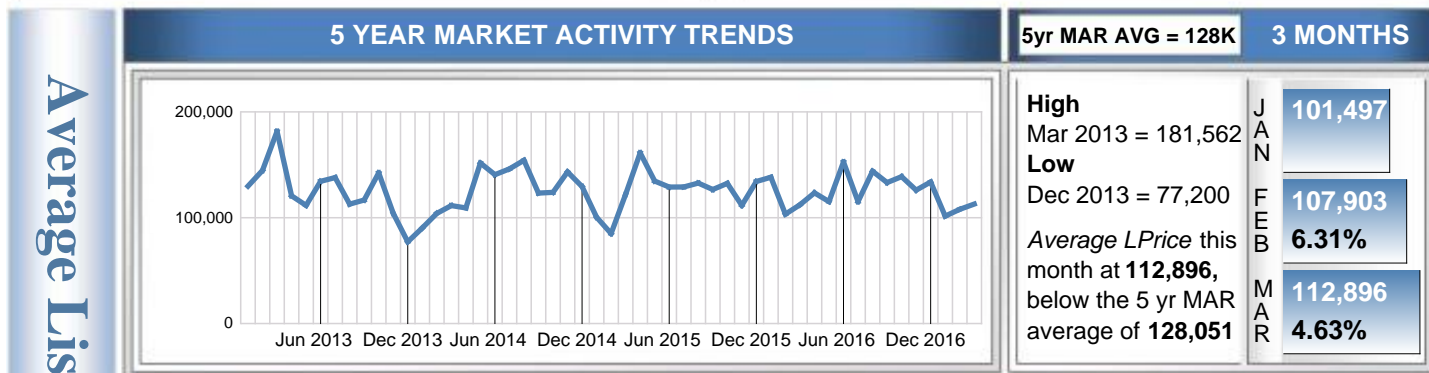
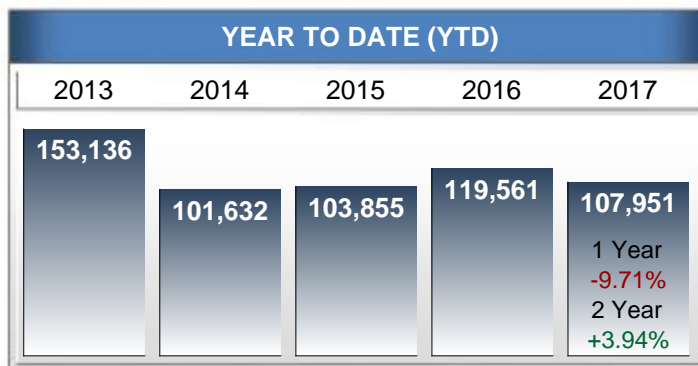
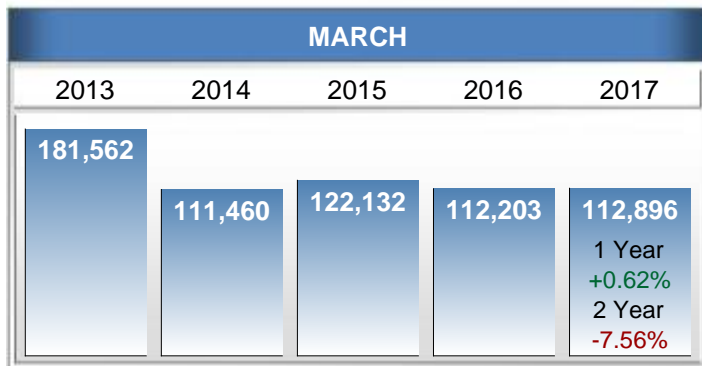
Closed Sales as of Apr 11, 2017



### Average List Price at Closing

Report Produced on: Apr 11, 2017

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



Average List Price

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#### 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+
\$10,000 and less	4	4.76%	5,415	5,000	6,250	0	0
\$10,001 - \$30,000	11	13.10%	23,609	22,483	23,851	0	0
\$30,001 - \$60,000	9	10.71%	43,656	62,938	57,300	56,750	0
\$60,001 - \$120,000	23	27.38%	82,507	94,914	87,759	95,967	0
\$120,001 - \$150,000	15	17.86%	137,230	135,750	141,322	147,500	0
\$150,001 - \$190,000	13	15.48%	173,777	171,950	170,244	187,500	0
\$190,001 and up	9	10.71%	288,200	0	270,833	296,883	0
Average List Price:	\$112,896			\$71,498	\$110,902	\$193,229	\$0
Total Closed Units:	84			25	45	14	
Total List Volume:	9,483,253			1.79M	4.99M	2.71M	0.00B





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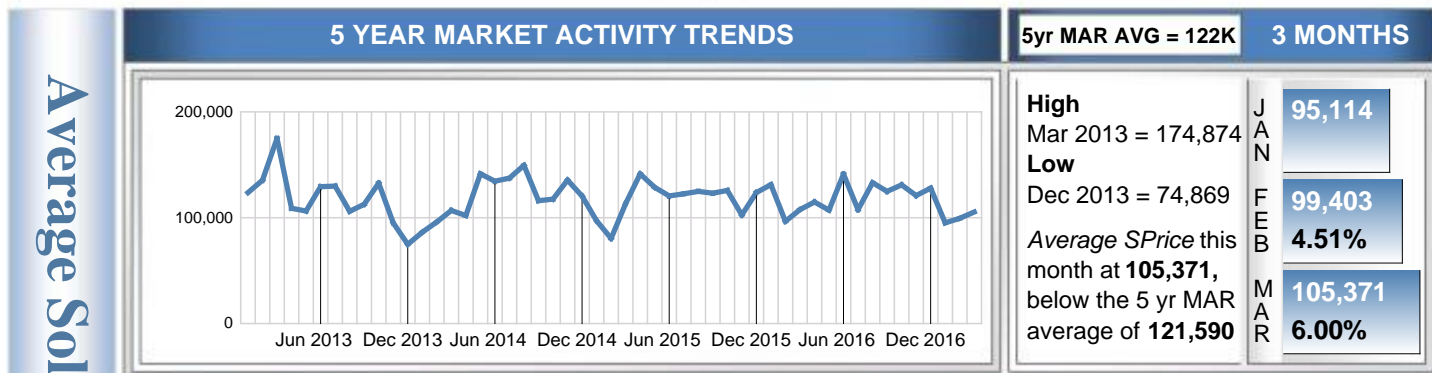
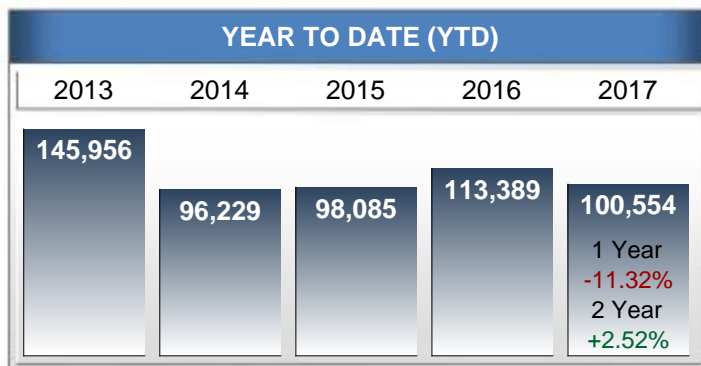
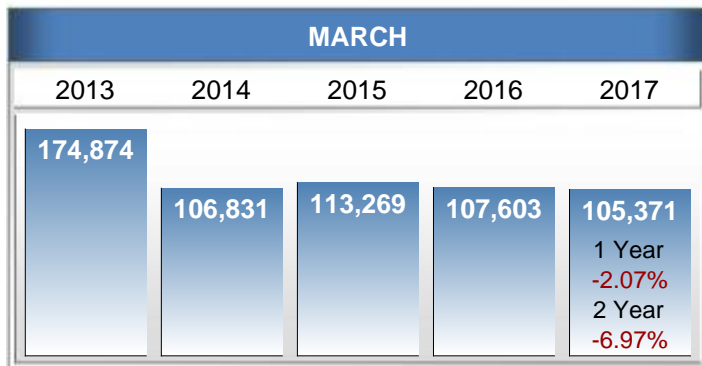
Closed Sales as of Apr 11, 2017



### Average Sold Price at Closing

Report Produced on: Apr 11, 2017

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



Average Sold Price

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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+
\$10,000 and less	3	3.57%	4,667	3,500	5,250	0	0
\$10,001 \$30,000	13	15.48%	20,327	19,917	20,678	0	0
\$30,001 \$60,000	14	16.67%	46,408	45,625	46,800	48,755	0
\$60,001 \$120,000	21	25.00%	83,734	83,500	83,582	84,833	0
\$120,001 \$150,000	11	13.10%	137,902	126,625	138,200	146,500	0
\$150,001 \$190,000	13	15.48%	168,973	161,750	170,017	171,500	0
\$190,001 and up	9	10.71%	272,360	0	255,079	281,000	0
Average Closed Price:	\$105,371			\$60,905	\$106,690	\$180,536	\$0
Total Closed Units:	84			25	45	14	
Total Closed Volume:	8,851,176			1.52M	4.80M	2.53M	0.00B



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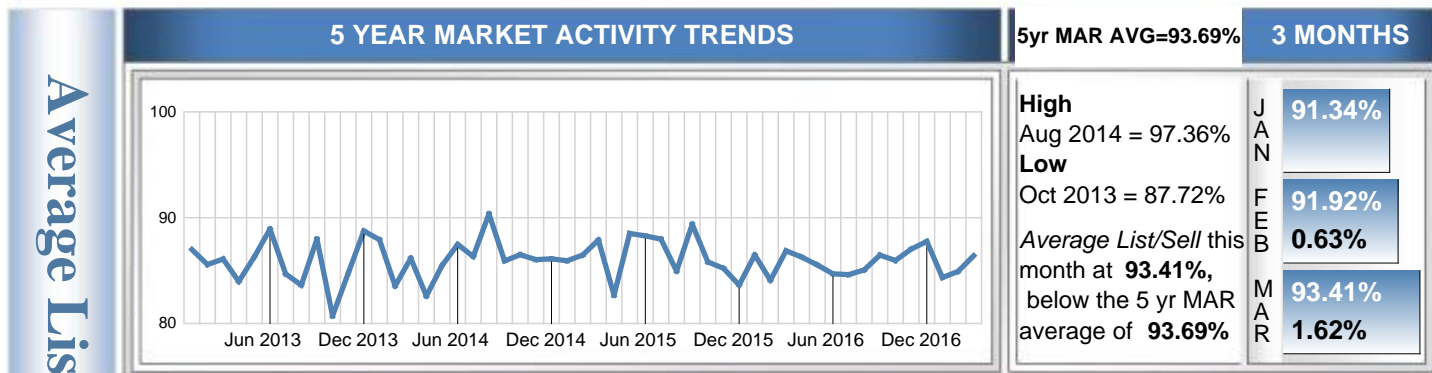
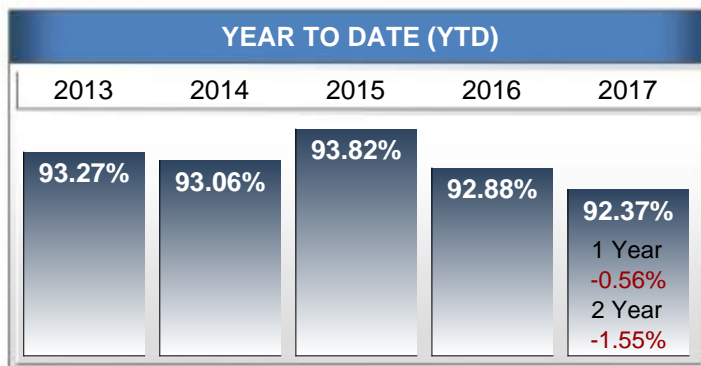
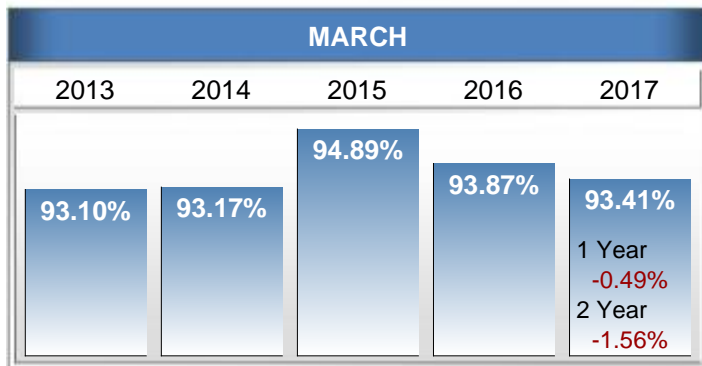
Closed Sales as of Apr 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Apr 11, 2017

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



Average List/Sell Price

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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+	
\$10,000 and less	3	3.57%	83.33%	70.00%	90.00%	0.00%	0.00%	
\$10,001 \$30,000	13	15.48%	99.01%	87.78%	108.63%	0.00%	0.00%	
\$30,001 \$60,000	14	16.67%	81.91%	79.60%	82.82%	89.35%	0.00%	
\$60,001 \$120,000	21	25.00%	93.26%	89.19%	96.48%	90.92%	0.00%	
\$120,001 \$150,000	11	13.10%	97.63%	93.28%	97.92%	99.32%	0.00%	
\$150,001 \$190,000	13	15.48%	97.88%	94.17%	100.15%	91.37%	0.00%	
\$190,001 and up	9	10.71%	95.29%	0.00%	96.05%	94.90%	0.00%	
Average List/Sell Ratio:				93.40%	85.58%	97.86%	93.07%	0.00%
Total Closed Units:				84	25	45	14	
Total Closed Volume:				8,851,176	1.52M	4.80M	2.53M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

Inventory as of Apr 11, 2017



### Market Summary

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

**Active Inventory** as of March 31, 2017 = 1,221

Closed Sales  
 Pending Sales  
 New Listings  
 Average List Price  
 Average Sale Price  
 Average Percent of List Price to Selling Price  
 Average Days on Market to Sale  
 Monthly Inventory  
 Months Supply of Inventory

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	59	84	42.37%	187	197	5.35%
Pending Sales	89	104	16.85%	256	248	-3.13%
New Listings	293	322	9.90%	852	924	8.45%
Average List Price	112,203	112,896	0.62%	119,561	107,951	-9.71%
Average Sale Price	107,603	105,371	-2.07%	113,389	100,554	-11.32%
Average Percent of List Price to Selling Price	93.87%	93.41%	-0.49%	92.88%	92.37%	-0.56%
Average Days on Market to Sale	80.10	64.96	-18.90%	150.17	62.28	-58.53%
Monthly Inventory	1,130	1,221	8.05%	1,130	1,221	8.05%
Months Supply of Inventory	15.64	15.47	-1.07%	15.64	15.47	-1.07%

