



June 2016

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

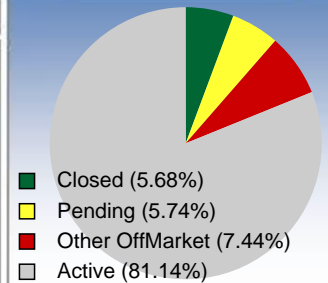


Absorption: Last 12 months, an Average of **71** Sales/Month

Active Inventory as of June 30, 2016 = **1,342**

| | JUNE | | |
|--|---------|---------|---------|
| | 2015 | 2016 | +/- % |
| Closed Listings | 88 | 94 | 6.82% |
| Pending Listings | 82 | 95 | 15.85% |
| New Listings | 188 | 283 | 50.53% |
| Average List Price | 128,976 | 151,057 | 17.12% |
| Average Sale Price | 120,565 | 142,656 | 18.32% |
| Average Percent of List Price to Selling Price | 95.28% | 92.77% | -2.64% |
| Average Days on Market to Sale | 224.20 | 106.87 | -52.33% |
| End of Month Inventory | 896 | 1,342 | 49.78% |
| Months Supply of Inventory | 14.61 | 18.84 | 28.93% |

Market Activity



Report Produced on: Jul 12, 2016

Monthly Inventory Analysis

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 June 2016 rose **49.78%** to 1,342 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **18.84** MSI for this period.

Average Sale Prices 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 **18.32%** in June 2016 to \$142,656 versus the previous year at \$120,565.

Average Days on Market Shortens

The average number of **106.87** days that homes spent on the market before selling decreased by 117.33 days or **52.33%** in June 2016 compared to last year's same month at **224.20** DOM.

Sales Success for June 2016 is Positive

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

There were 283 New Listings in June 2016, up **50.53%** from last year at 188. Furthermore, there were 94 Closed Listings this month versus last year at 88, a **6.82%** increase.

Closed versus Listed trends yielded a **33.2%** ratio, down from last year's June 2016 at **46.8%**, a **29.04%** downswing. 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

| | |
|---|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Average Days on Market to Sale | 6 |
| Average List Price at Closing | 7 |
| Average Sale Price at Closing | 8 |
| 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

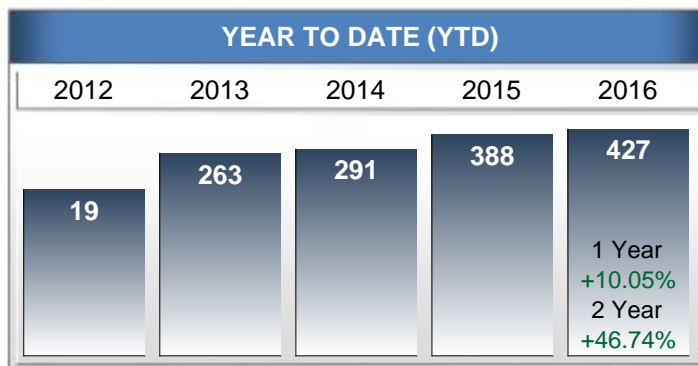
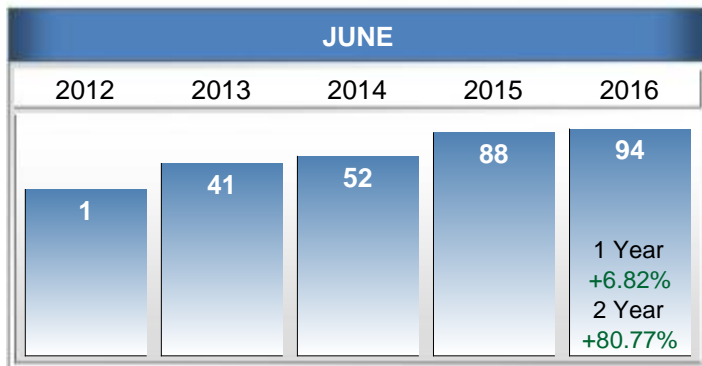
Closed Sales as of Jul 12, 2016



Closed Listings

Report Produced on: Jul 12, 2016

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



Closed Listings
 Ready to Buy or Sell Real Estate?
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| | | | | | | | | | | | | | | | | | | | |
|--|---|---|----|---|--|---|--|---|----|---|--------|---|--|---|----|---|--------|---|--|
| 5yr JUN AVG = 55 | 3 MONTHS | | | | | | | | | | | | | | | | | | |
| High Jun 2016 = 94 Low Jun 2012 = 1 <i>Closed Listings</i> this month at 94 , above the 5 yr JUN average of 55 | <table border="1"> <tr> <td>A</td> <td>66</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>80</td> </tr> <tr> <td>A</td> <td>21.21%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>94</td> </tr> <tr> <td>J</td> <td>17.50%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table> | A | 66 | P | | R | | M | 80 | A | 21.21% | Y | | J | 94 | J | 17.50% | N | |
| A | 66 | | | | | | | | | | | | | | | | | | |
| P | | | | | | | | | | | | | | | | | | | |
| R | | | | | | | | | | | | | | | | | | | |
| M | 80 | | | | | | | | | | | | | | | | | | |
| A | 21.21% | | | | | | | | | | | | | | | | | | |
| Y | | | | | | | | | | | | | | | | | | | |
| J | 94 | | | | | | | | | | | | | | | | | | |
| J | 17.50% | | | | | | | | | | | | | | | | | | |
| N | | | | | | | | | | | | | | | | | | | |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|----|--------|-------|----------|-----------|-----------|-----------|
| \$30,000 and less | 5 | 5.32% | 107.2 | 4 | 1 | 0 | 0 |
| \$30,001 - \$40,000 | 9 | 9.57% | 58.2 | 5 | 4 | 0 | 0 |
| \$40,001 - \$70,000 | 20 | 21.28% | 100.4 | 7 | 12 | 1 | 0 |
| \$70,001 - \$130,000 | 25 | 26.60% | 57.8 | 3 | 19 | 2 | 1 |
| \$130,001 - \$170,000 | 11 | 11.70% | 80.1 | 1 | 8 | 2 | 0 |
| \$170,001 - \$310,000 | 14 | 14.89% | 121.8 | 2 | 8 | 4 | 0 |
| \$310,001 and up | 10 | 10.64% | 294.6 | 1 | 3 | 4 | 2 |
| Total Closed Units: 94 Total Closed Volume: 13,409,656 Average Closed Price: \$142,656 | | | | 23 | 55 | 13 | 3 |
| | | | | 2.11M | 6.95M | 3.24M | 1.11M |
| | | | | \$91,591 | \$126,367 | \$249,500 | \$369,800 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

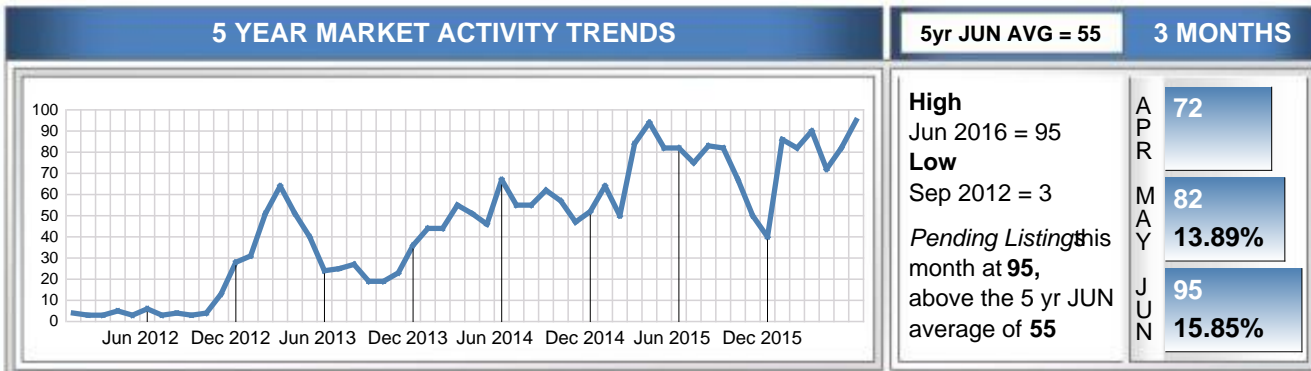
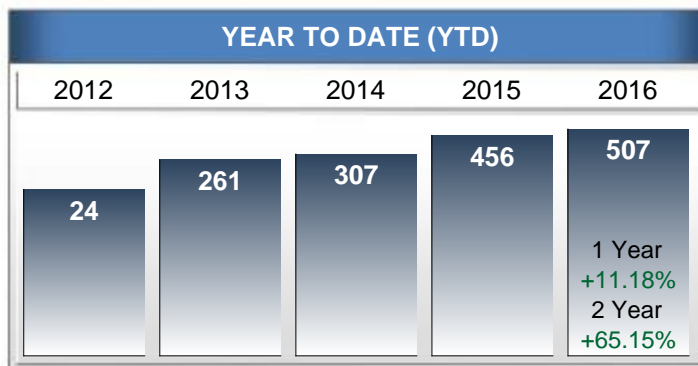
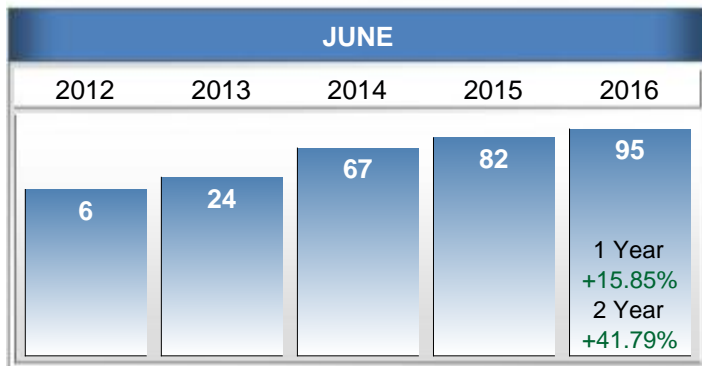
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 12, 2016

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



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|---|----|--------|-------|------------|--------|----------|-----------|-----------|-----------|
| \$25,000 and less | 8 | 8.42% | 71.4 | 8 | 0 | 0 | 0 | | |
| \$25,001 \$50,000 | 9 | 9.47% | 56.8 | 6 | 2 | 1 | 0 | | |
| \$50,001 \$75,000 | 9 | 9.47% | 54.2 | 3 | 6 | 0 | 0 | | |
| \$75,001 \$150,000 | 33 | 34.74% | 61.3 | 7 | 20 | 6 | 0 | | |
| \$150,001 \$175,000 | 9 | 9.47% | 92.9 | 0 | 8 | 1 | 0 | | |
| \$175,001 \$275,000 | 16 | 16.84% | 67.8 | 1 | 12 | 3 | 0 | | |
| \$275,001 and up | 11 | 11.58% | 186.5 | 2 | 5 | 3 | 1 | | |
| Total Pending Units: | | | | 95 | 139.5 | 27 | 53 | 14 | 1 |
| Total Pending Volume: | | | | 13,535,780 | | 2.25M | 8.15M | 2.64M | 485.00K |
| Average Listing Price: | | | | \$155,624 | | \$83,481 | \$153,811 | \$188,914 | \$485,000 |



Monthly Inventory Analysis

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June 2016

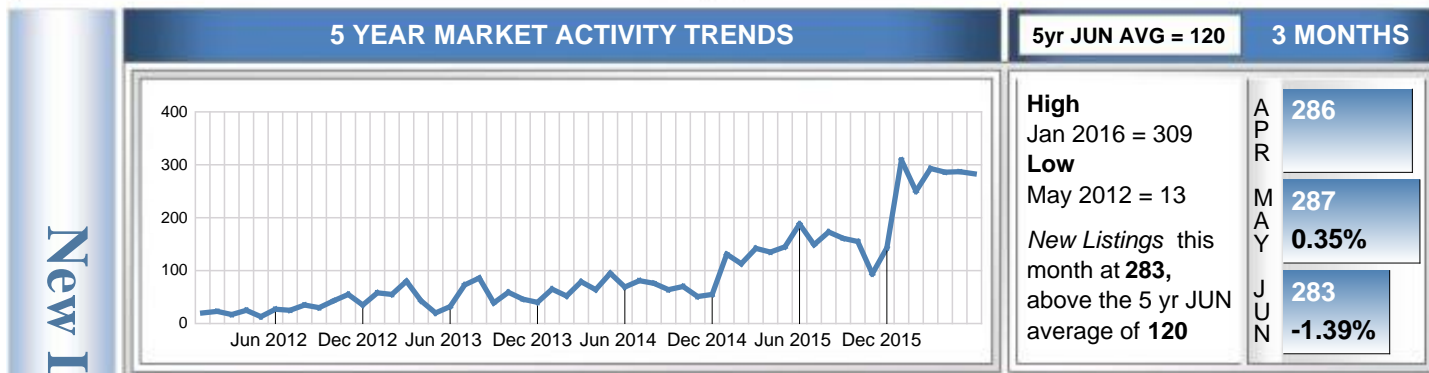
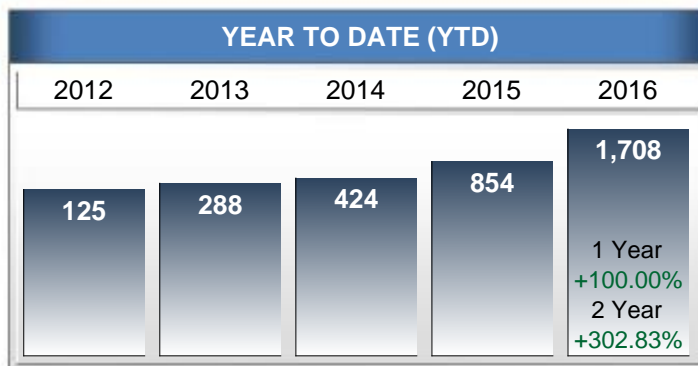
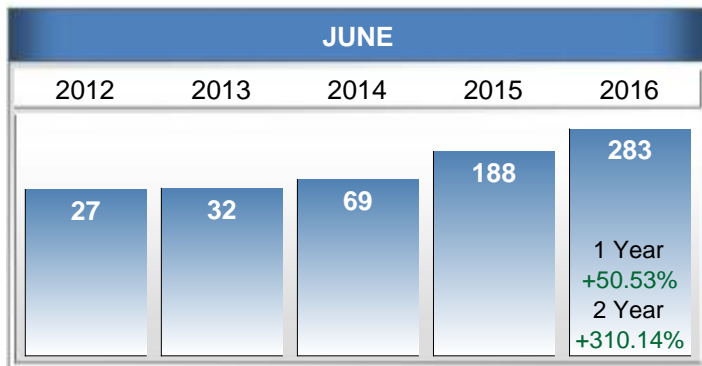
New Listings as of Jul 12, 2016



New Listings

Report Produced on: Jul 12, 2016

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



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 | 40 | 14.13% | 39 | 1 | 0 | 0 |
| \$20,001 - \$20,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 66 | 23.32% | 51 | 14 | 1 | 0 |
| \$60,001 - \$120,000 | 70 | 24.73% | 29 | 35 | 6 | 0 |
| \$120,001 - \$190,000 | 44 | 15.55% | 10 | 30 | 3 | 1 |
| \$190,001 - \$310,000 | 35 | 12.37% | 7 | 23 | 2 | 3 |
| \$310,001 and up | 28 | 9.89% | 5 | 10 | 9 | 4 |
| Total New Listed Units: | 283 | | 141 | 113 | 21 | 8 |
| Total New Listed Volume: | 40,784,284 | | 13.65M | 18.29M | 6.21M | 2.63M |
| Average New Listed Listing Price: | \$106,450 | | \$96,802 | \$161,875 | \$295,700 | \$329,200 |

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

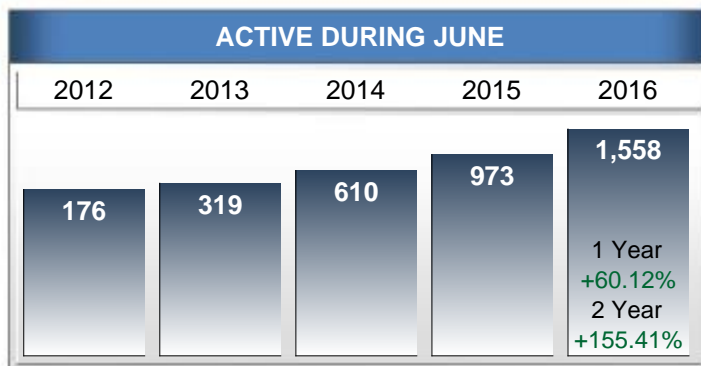
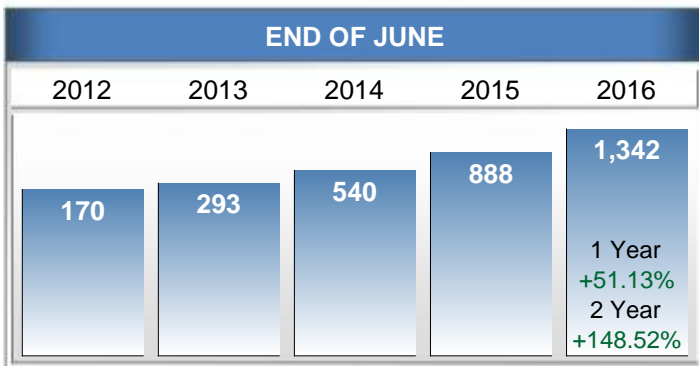
Active Inventory as of Jul 12, 2016



Active Inventory

Report Produced on: Jul 12, 2016

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



Active Inventory

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5yr JUN AVG = 647 **3 MONTHS**

High
Jun 2016 = 1,342

Low
Jan 2012 = 108

Inventory this month at **1,342**, above the 5 yr JUN average of **647**

| | |
|--------------|-------|
| A P R | 1,219 |
| M A Y | 1,277 |
| J U N | 1,342 |
| 4.76% | |
| 5.09% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-----|--------|-------|-------------|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 163 | 12.15% | 152.9 | 158 | 4 | 0 | 1 | | |
| \$20,001 \$30,000 | 121 | 9.02% | 214.1 | 116 | 4 | 1 | 0 | | |
| \$30,001 \$50,000 | 191 | 14.23% | 356.0 | 152 | 34 | 5 | 0 | | |
| \$50,001 \$110,000 | 331 | 24.66% | 144.4 | 169 | 134 | 27 | 1 | | |
| \$110,001 \$180,000 | 224 | 16.69% | 117.9 | 51 | 149 | 19 | 5 | | |
| \$180,001 \$290,000 | 162 | 12.07% | 100.8 | 33 | 97 | 23 | 9 | | |
| \$290,001 and up | 150 | 11.18% | 121.9 | 30 | 64 | 36 | 20 | | |
| Total Active Inventory by Units: | | | | 1,342 | 169.6 | 709 | 486 | 111 | 36 |
| Total Active Inventory by Volume: | | | | 187,074,931 | | 56.38M | 84.83M | 28.41M | 17.46M |
| Average Active Inventory Listing Price: | | | | \$139,400 | | \$79,520 | \$174,554 | \$255,916 | \$484,869 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

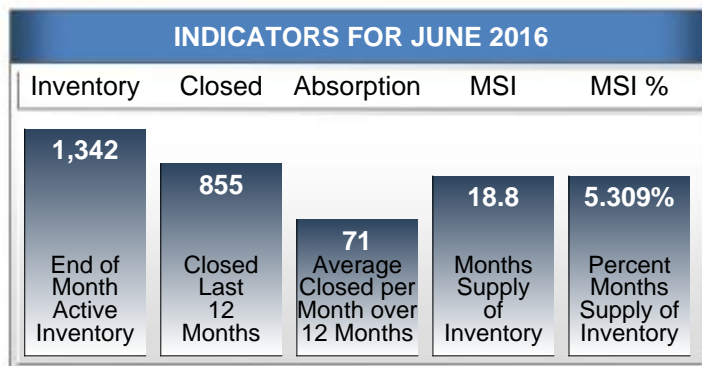
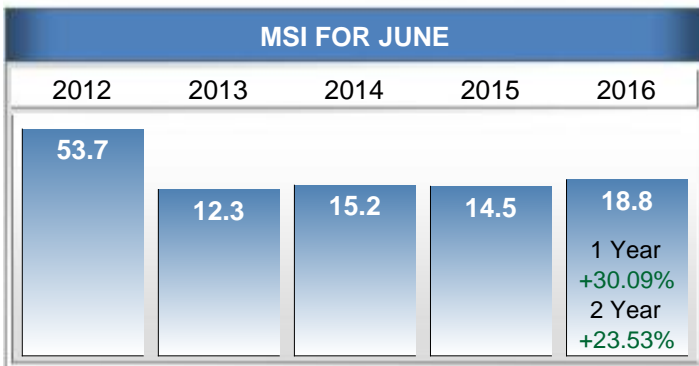
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

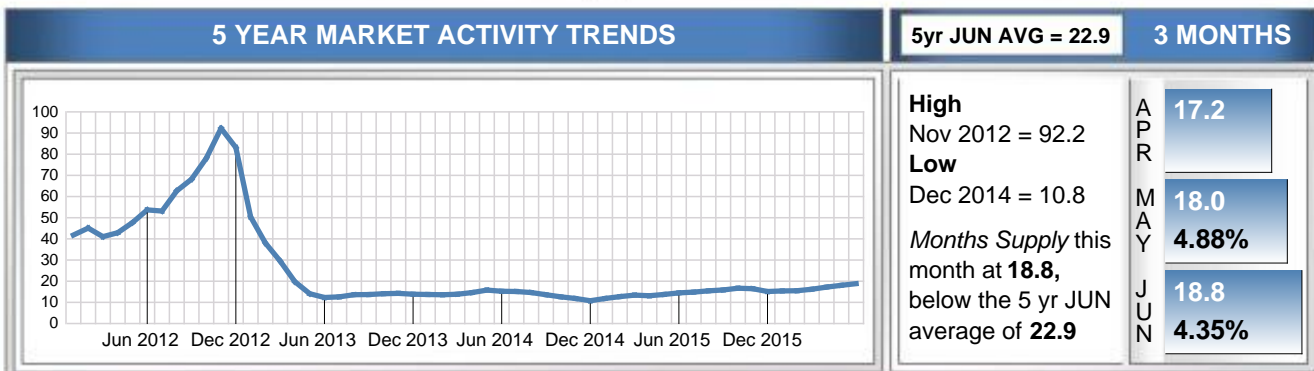
Report Produced on: Jul 12, 2016

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 | 163 | 12.15% | 31.5 | 45.1 | 2.5 | 0.0 | 12.0 | |
| \$20,001 \$30,000 | 121 | 9.02% | 25.0 | 44.9 | 2.2 | 2.4 | 0.0 | |
| \$30,001 \$50,000 | 191 | 14.23% | 17.1 | 31.4 | 5.9 | 10.0 | 0.0 | |
| \$50,001 \$110,000 | 331 | 24.66% | 17.4 | 28.2 | 12.2 | 14.7 | 6.0 | |
| \$110,001 \$180,000 | 224 | 16.69% | 13.6 | 29.1 | 12.3 | 8.4 | 15.0 | |
| \$180,001 \$290,000 | 162 | 12.07% | 16.3 | 19.8 | 18.2 | 8.6 | 36.0 | |
| \$290,001 and up | 150 | 11.18% | 31.6 | 45.0 | 25.6 | 28.8 | 60.0 | |
| MSI: | | 18.8 | | 33.8 | 12.1 | 12.4 | 28.8 | |
| Total Active Inventory: | | 1,342 | | 709 | 486 | 111 | 36 | |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

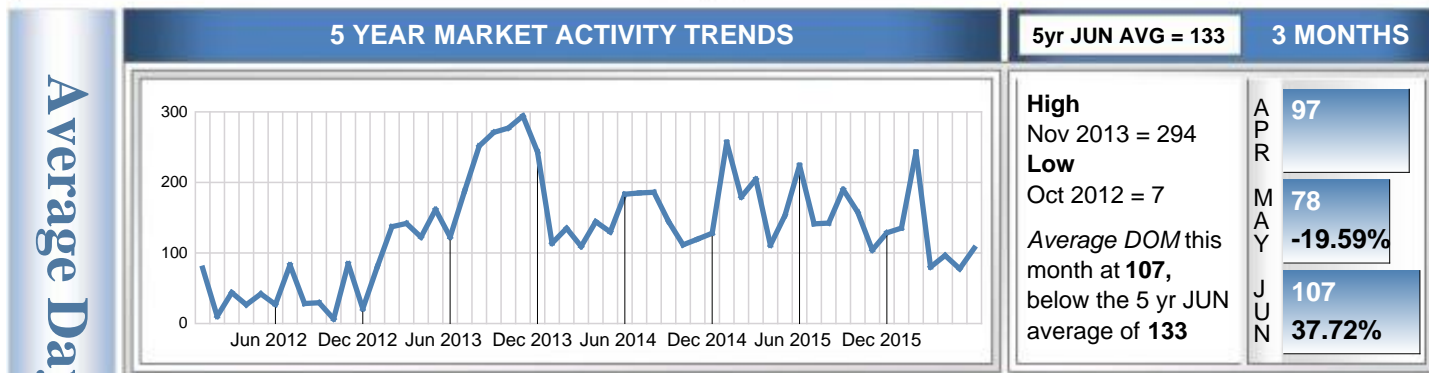
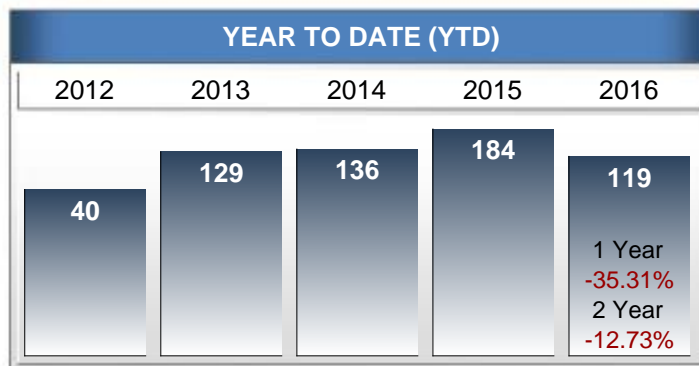
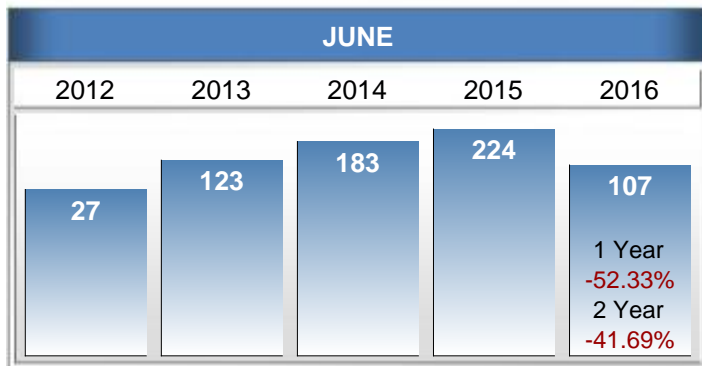
Closed Sales as of Jul 12, 2016



Average Days on Market to Sale

Report Produced on: Jul 12, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+ |
|---|----|--------|-------|---------|--------|--------|---------|
| \$30,000 and less | 5 | 5.32% | 107.2 | 121.8 | 49.0 | 0.0 | 0.0 |
| \$30,001 \$40,000 | 9 | 9.57% | 58.2 | 58.8 | 57.5 | 0.0 | 0.0 |
| \$40,001 \$70,000 | 20 | 21.28% | 100.4 | 46.4 | 135.9 | 52.0 | 0.0 |
| \$70,001 \$130,000 | 25 | 26.60% | 57.8 | 34.7 | 64.3 | 41.0 | 38.0 |
| \$130,001 \$170,000 | 11 | 11.70% | 80.1 | 44.0 | 79.1 | 102.0 | 0.0 |
| \$170,001 \$310,000 | 14 | 14.89% | 121.8 | 353.0 | 94.6 | 60.5 | 0.0 |
| \$310,001 and up | 10 | 10.64% | 294.6 | 448.0 | 221.3 | 348.0 | 221.0 |
| Average Closed DOM: 106.9 | | | | 104.7 | 94.3 | 151.7 | 160.0 |
| Total Closed Units: 94 | | | | 23 | 55 | 13 | 3 |
| Total Closed Volume: 13,409,656 | | | | 2.11M | 6.95M | 3.24M | 1.11M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

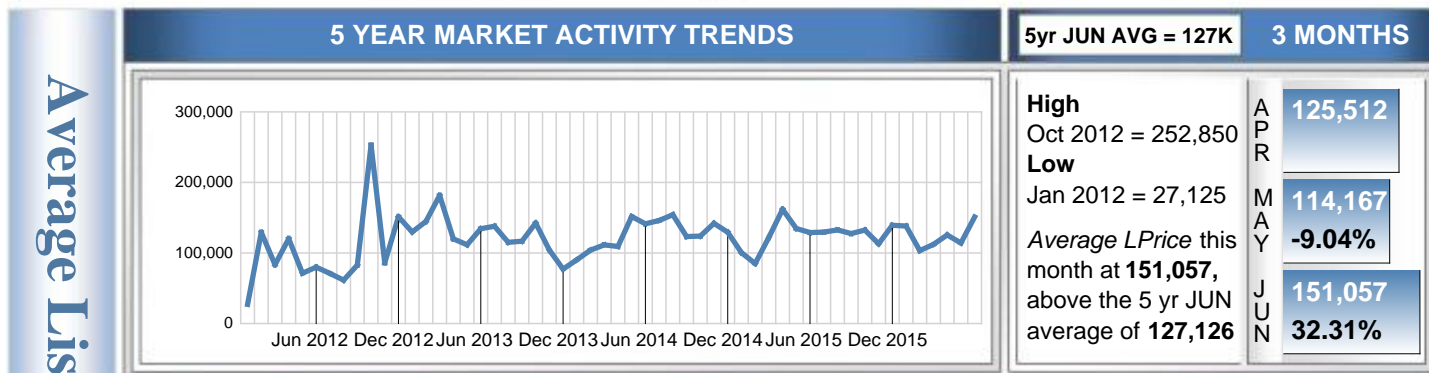
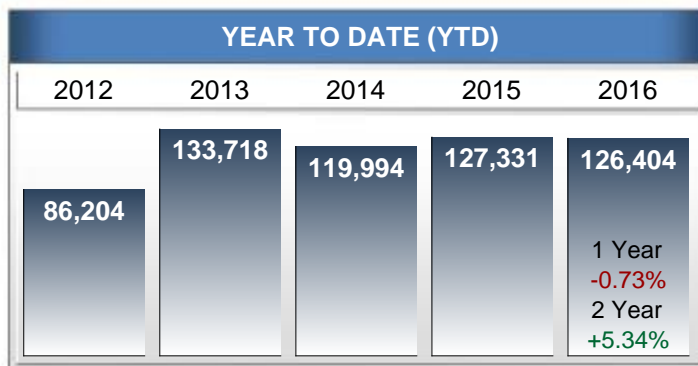
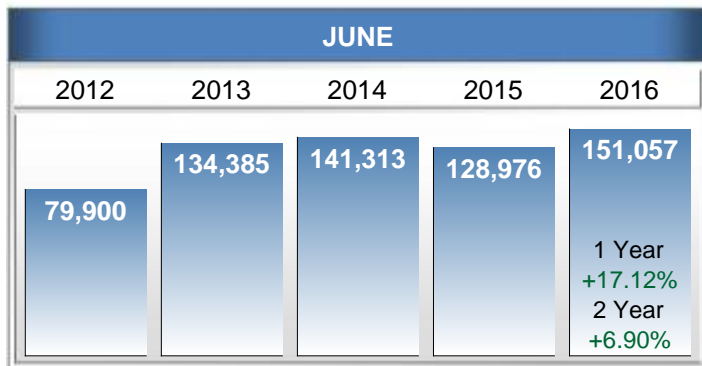
Closed Sales as of Jul 12, 2016



Average List Price at Closing

Report Produced on: Jul 12, 2016

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+ |
|--|----|------------|--------|---------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 4 | | 4.26% | 8,625 | 7,333 | 12,500 | 0 | 0 |
| \$25,001 - \$25,000 | 0 | | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 19 | | 20.21% | 44,311 | 44,575 | 46,722 | 0 | 0 |
| \$50,001 - \$125,000 | 28 | | 29.79% | 86,496 | 87,638 | 92,974 | 83,950 | 132,900 |
| \$125,001 - \$175,000 | 17 | | 18.09% | 145,106 | 149,500 | 160,207 | 148,500 | 0 |
| \$175,001 - \$300,000 | 15 | | 15.96% | 226,053 | 264,000 | 246,080 | 249,967 | 0 |
| \$300,001 and up | 11 | | 11.70% | 458,500 | 720,000 | 347,250 | 486,000 | 482,500 |
| Average List Price: | | \$151,057 | | | \$100,215 | \$133,468 | \$265,831 | \$365,967 |
| Total Closed Units: | | 94 | | | 23 | 55 | 13 | 3 |
| Total List Volume: | | 14,199,388 | | | 2.30M | 7.34M | 3.46M | 1.10M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

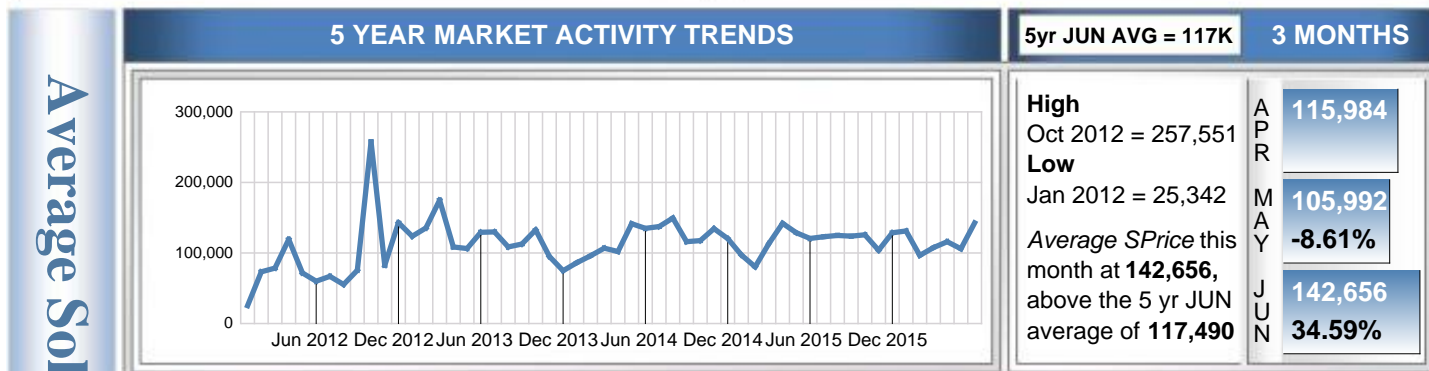
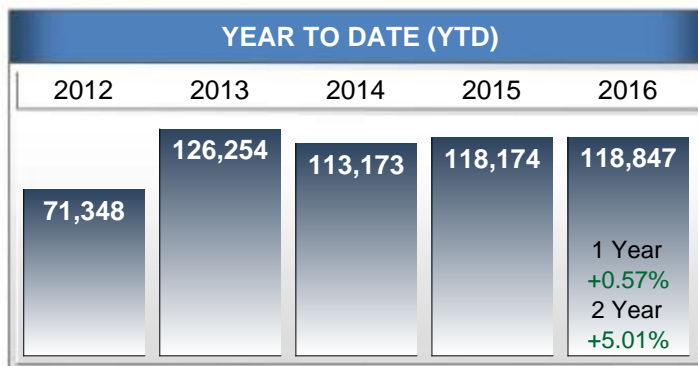
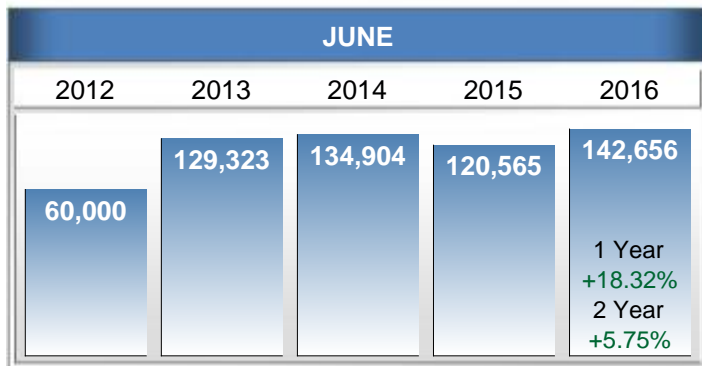
Closed Sales as of Jul 12, 2016



Average Sold Price at Closing

Report Produced on: Jul 12, 2016

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+ | |
|--|----|--|--------|---------|------------|----------|-----------|-----------|-----------|
| \$30,000 and less | 5 | | 5.32% | 11,740 | 11,550 | 12,500 | 0 | 0 | |
| \$30,001 \$40,000 | 9 | | 9.57% | 37,111 | 36,000 | 38,500 | 0 | 0 | |
| \$40,001 \$70,000 | 20 | | 21.28% | 52,704 | 48,914 | 53,681 | 67,500 | 0 | |
| \$70,001 \$130,000 | 25 | | 26.60% | 101,440 | 89,500 | 102,421 | 99,000 | 123,500 | |
| \$130,001 \$170,000 | 11 | | 11.70% | 151,227 | 137,500 | 157,000 | 135,000 | 0 | |
| \$170,001 \$310,000 | 14 | | 14.89% | 229,176 | 235,995 | 229,309 | 225,500 | 0 | |
| \$310,001 and up | 10 | | 10.64% | 455,492 | 660,000 | 367,671 | 451,500 | 492,951 | |
| Average Closed Price: | | | | | \$142,656 | \$91,591 | \$126,367 | \$249,500 | \$369,800 |
| Total Closed Units: | | | | | 94 | 23 | 55 | 13 | 3 |
| Total Closed Volume: | | | | | 13,409,656 | 2.11M | 6.95M | 3.24M | 1.11M |



Monthly Inventory Analysis

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June 2016

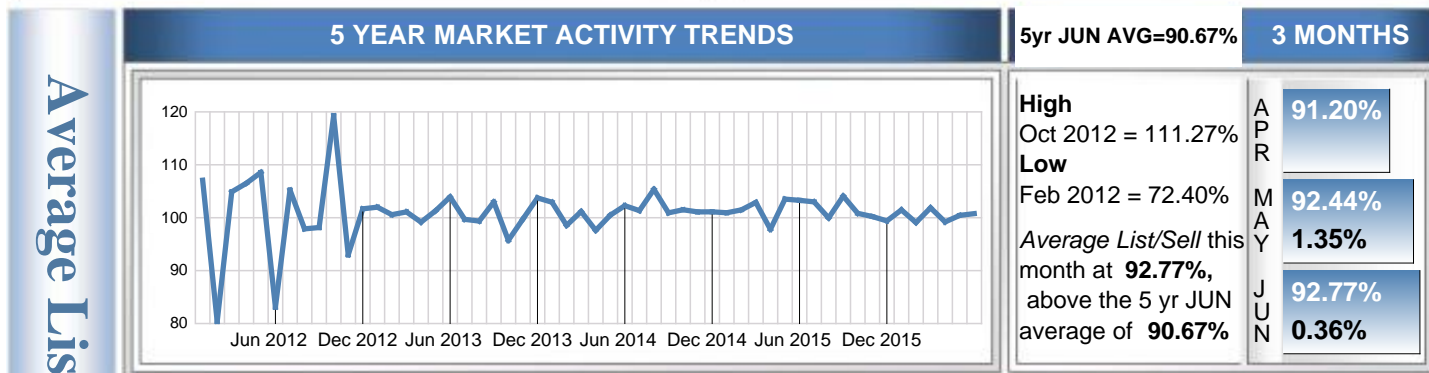
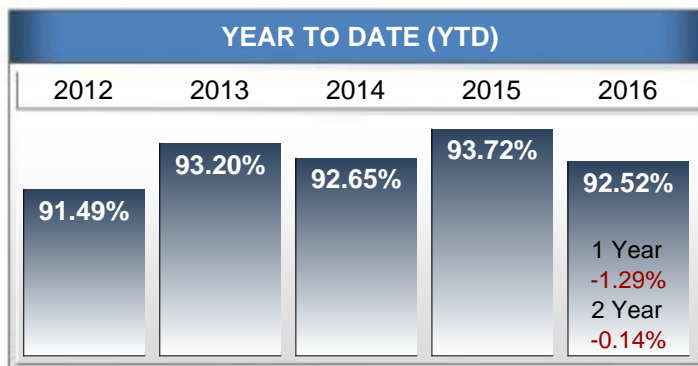
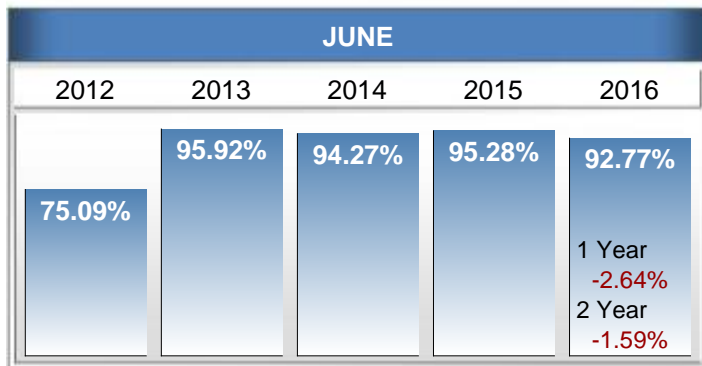
Closed Sales as of Jul 12, 2016



Average Percent of List Price to Selling Price

Report Produced on: Jul 12, 2016

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



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+ |
|--|----|--------|--------|---------|---------|--------|---------|
| \$30,000 and less | 5 | 5.32% | 86.13% | 82.67% | 100.00% | 0.00% | 0.00% |
| \$30,001 \$40,000 | 9 | 9.57% | 88.13% | 87.37% | 89.08% | 0.00% | 0.00% |
| \$40,001 \$70,000 | 20 | 21.28% | 91.94% | 95.29% | 91.39% | 75.08% | 0.00% |
| \$70,001 \$130,000 | 25 | 26.60% | 91.83% | 93.93% | 91.11% | 94.99% | 92.93% |
| \$130,001 \$170,000 | 11 | 11.70% | 95.56% | 91.97% | 95.76% | 96.55% | 0.00% |
| \$170,001 \$310,000 | 14 | 14.89% | 95.98% | 89.39% | 97.52% | 96.20% | 0.00% |
| \$310,001 and up | 10 | 10.64% | 96.70% | 91.67% | 100.05% | 92.72% | 102.16% |
| Average List/Sell Ratio: 92.80% | | | | 90.38% | 93.28% | 93.37% | 99.08% |
| Total Closed Units: 94 | | | | 23 | 55 | 13 | 3 |
| Total Closed Volume: 13,409,656 | | | | 2.11M | 6.95M | 3.24M | 1.11M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

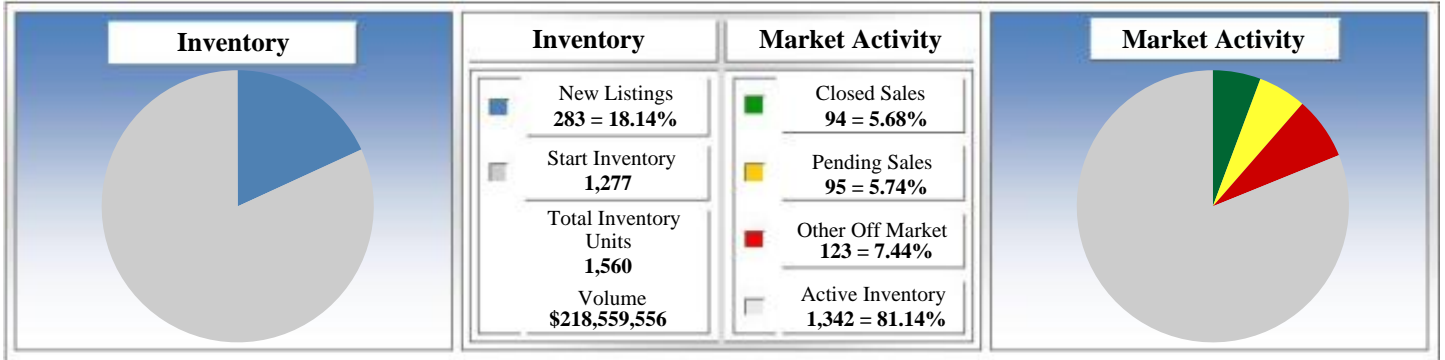
Inventory as of Jul 12, 2016



Market Summary

Report Produced on: Jul 12, 2016

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



Absorption: Last 12 months, an Average of 71 Sales/Month

Active Inventory as of June 30, 2016 = 1,342

| | JUNE | | | Year To Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2015 | 2016 | +/- % | 2015 | 2016 | +/- % |
| Closed Sales | 88 | 94 | 6.82% | 388 | 427 | 10.05% |
| Pending Sales | 82 | 95 | 15.85% | 456 | 507 | 11.18% |
| New Listings | 188 | 283 | 50.53% | 854 | 1,708 | 100.00% |
| Average List Price | 128,976 | 151,057 | 17.12% | 127,331 | 126,404 | -0.73% |
| Average Sale Price | 120,565 | 142,656 | 18.32% | 118,174 | 118,847 | 0.57% |
| Average Percent of List Price to Selling Price | 95.28% | 92.77% | -2.64% | 93.72% | 92.52% | -1.29% |
| Average Days on Market to Sale | 224.20 | 106.87 | -52.33% | 183.56 | 118.74 | -35.31% |
| Monthly Inventory | 896 | 1,342 | 49.78% | 896 | 1,342 | 49.78% |
| Months Supply of Inventory | 14.61 | 18.84 | 28.93% | 14.61 | 18.84 | 28.93% |

