



June 2016

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

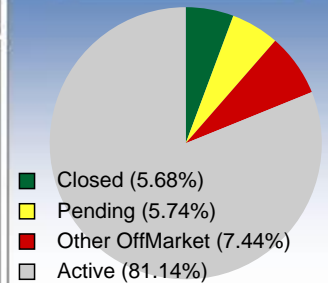


Absorption: Last 12 months, an Average of **71** Sales/Month

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%
Median List Price	85,000	112,400	32.24%
Median Sale Price	84,750	95,000	12.09%
Median Percent of List Price to Selling Price	97.15%	93.93%	-3.32%
Median Days on Market to Sale	73.50	66.50	-9.52%
End of Month Inventory	896	1,342	49.78%
Months Supply of Inventory	14.61	18.84	28.93%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 12, 2016

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.

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 **12.09%** in June 2016 to \$95,000 versus the previous year at \$84,750.

Median Days on Market Shortens

The median number of **66.50** days that homes spent on the market before selling decreased by 7.00 days or **9.52%** in June 2016 compared to last year's same month at **73.50** DOM.

Sales Success for June 2016 is Positive

Overall, with Median 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.

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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®

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

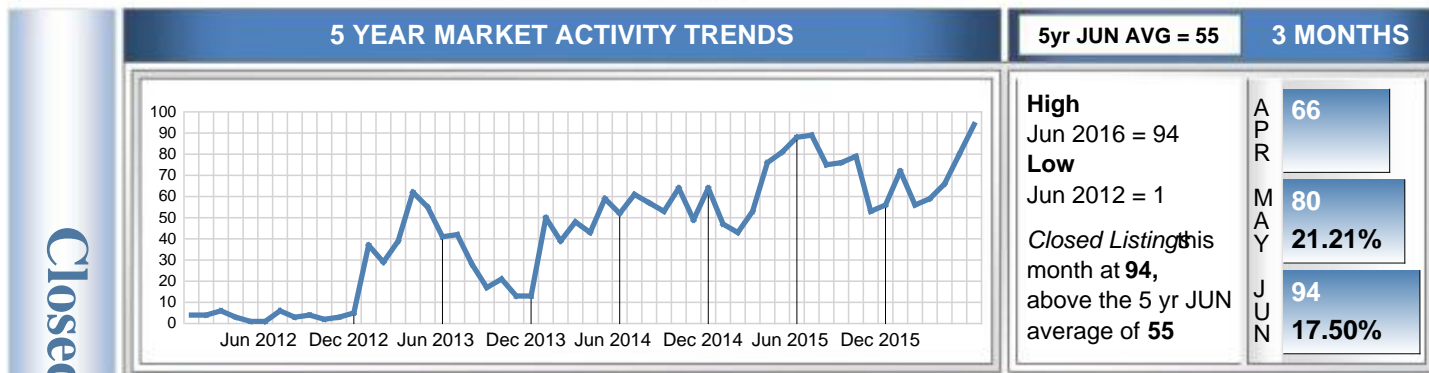
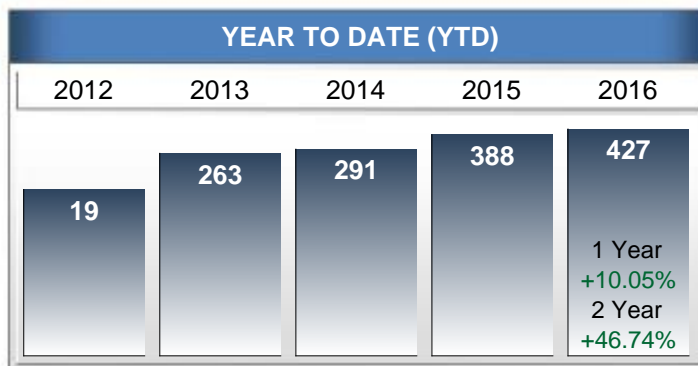
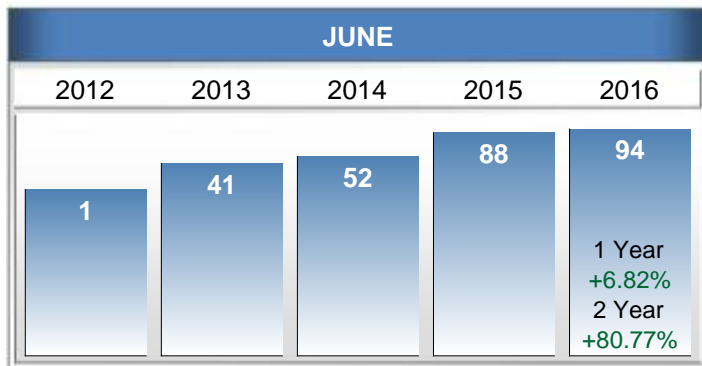
Closed Sales as of Jul 12, 2016



Report Produced on: Jul 12, 2016

Closed Listings

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+
\$30,000 and less	5	5.32%	121.0	4	1	0	0
\$30,001 - \$40,000	9	9.57%	54.0	5	4	0	0
\$40,001 - \$70,000	20	21.28%	50.5	7	12	1	0
\$70,001 - \$130,000	25	26.60%	53.0	3	19	2	1
\$130,001 - \$170,000	11	11.70%	71.0	1	8	2	0
\$170,001 - \$310,000	14	14.89%	60.5	2	8	4	0
\$310,001 and up	10	10.64%	224.5	1	3	4	2
Total Closed Units:	94		66.5	23	55	13	3
Total Closed Volume:	13,409,656			2.11M	6.95M	3.24M	1.11M
Median Closed Price:	\$95,000			\$45,000	\$106,000	\$220,000	\$485,288

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

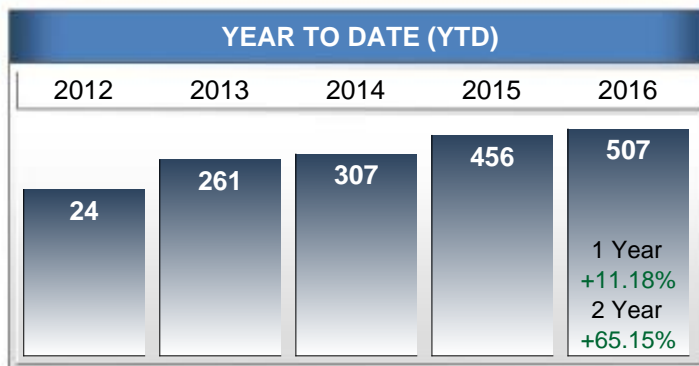
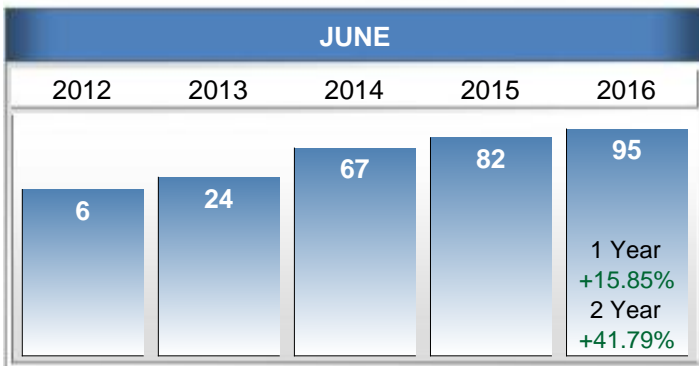
Pending Listings as of Jul 12, 2016



Pending Listings

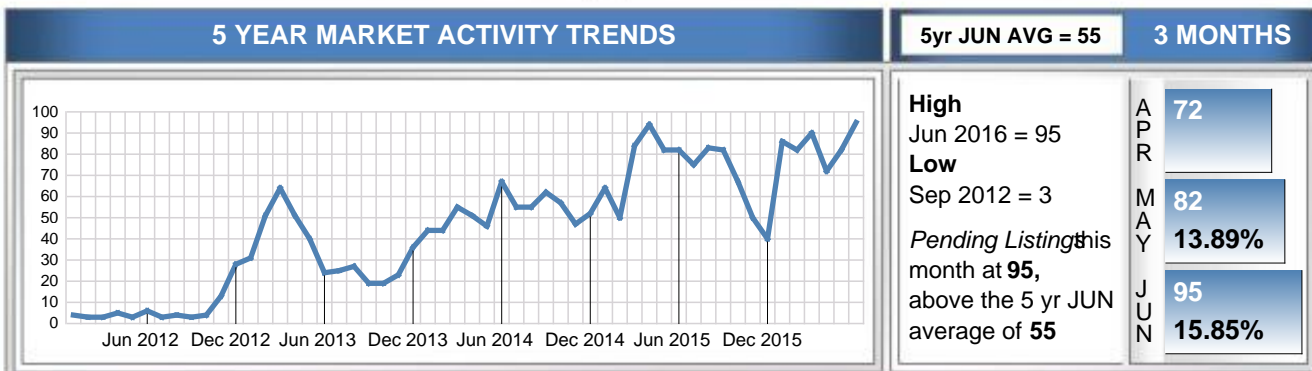
Report Produced on: Jul 12, 2016

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



Pending Listings

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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	6	6.32%	80.5	6	0	0	0
\$20,001 \$50,000	11	11.58%	31.0	8	2	1	0
\$50,001 \$80,000	16	16.84%	61.5	4	10	2	0
\$80,001 \$150,000	26	27.37%	46.5	6	16	4	0
\$150,001 \$190,000	14	14.74%	78.0	0	10	4	0
\$190,001 \$280,000	13	13.68%	73.0	2	11	0	0
\$280,001 and up	9	9.47%	107.0	1	4	3	1
Total Pending Units: 95				27	53	14	1
Total Pending Volume: 13,535,780				2.25M	8.15M	2.64M	485.00K
Median Listing Price: \$111,900				\$50,000	\$139,000	\$153,500	\$485,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

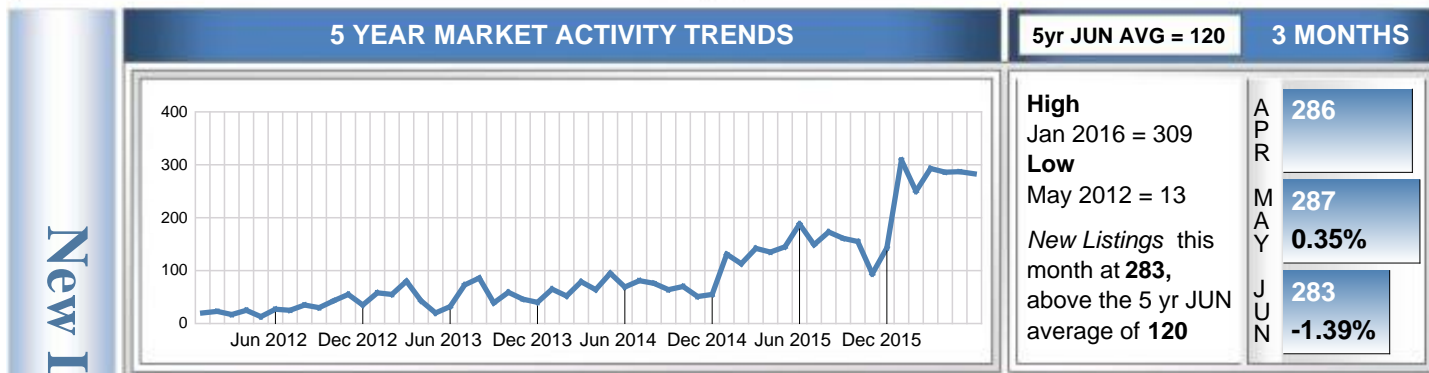
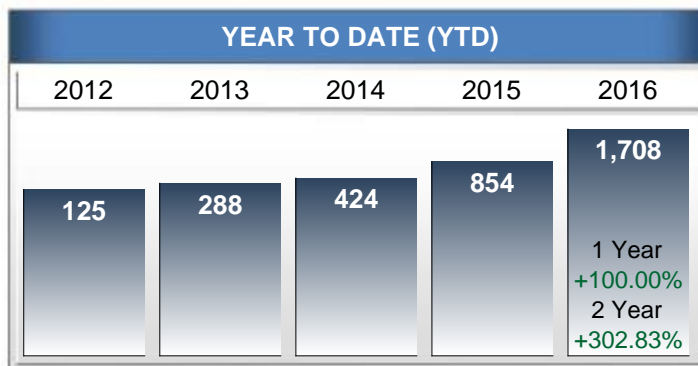
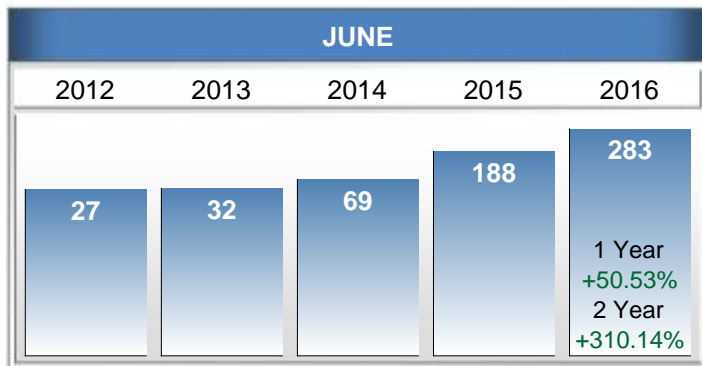
New Listings as of Jul 12, 2016



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
Median New Listed Listing Price:	\$82,500		\$39,500	\$139,500	\$249,900	\$338,500

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

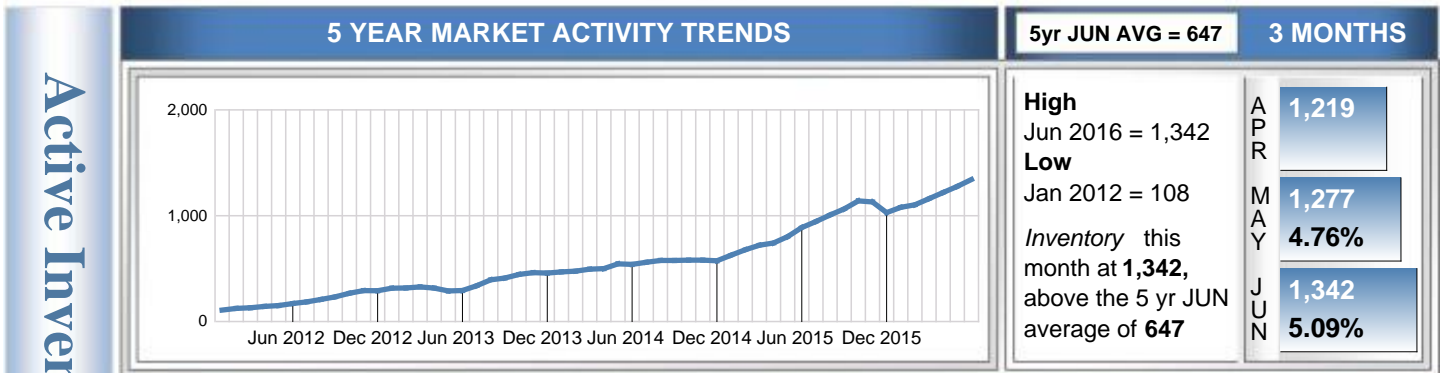
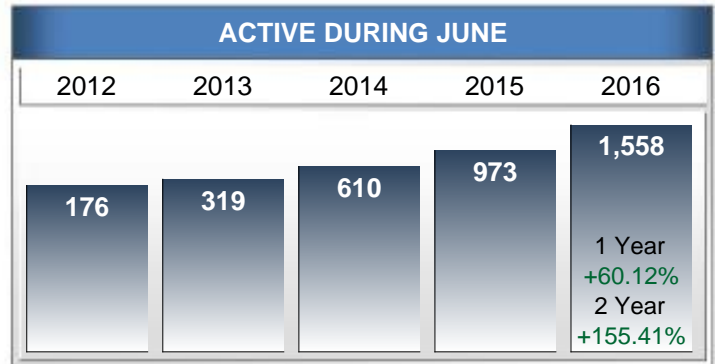
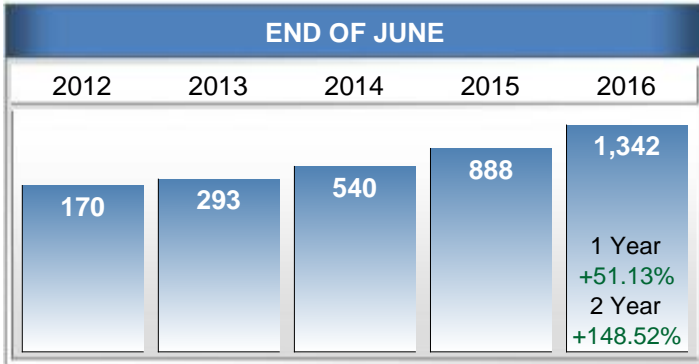
Active Inventory as of Jul 12, 2016



Active Inventory

Report Produced on: Jul 12, 2016

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	163	12.15%	73.0	158	4	0	1
\$20,001 \$30,000	121	9.02%	61.0	116	4	1	0
\$30,001 \$50,000	191	14.23%	94.0	152	34	5	0
\$50,001 \$110,000	331	24.66%	87.0	169	134	27	1
\$110,001 \$180,000	224	16.69%	79.0	51	149	19	5
\$180,001 \$290,000	162	12.07%	85.5	33	97	23	9
\$290,001 and up	150	11.18%	87.0	30	64	36	20
Total Active Inventory by Units:		1,342	85.0	709	486	111	36
Total Active Inventory by Volume:		187,074,931		56.38M	84.83M	28.41M	17.46M
Median Active Inventory Listing Price:		\$79,900		\$42,000	\$139,900	\$210,000	\$337,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

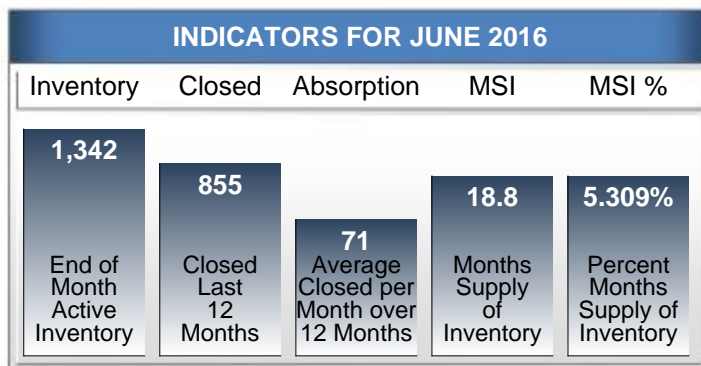
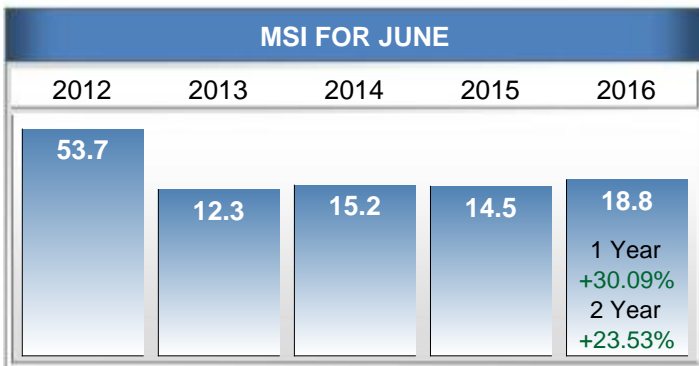
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

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



Months Supply

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+
\$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

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June 2016

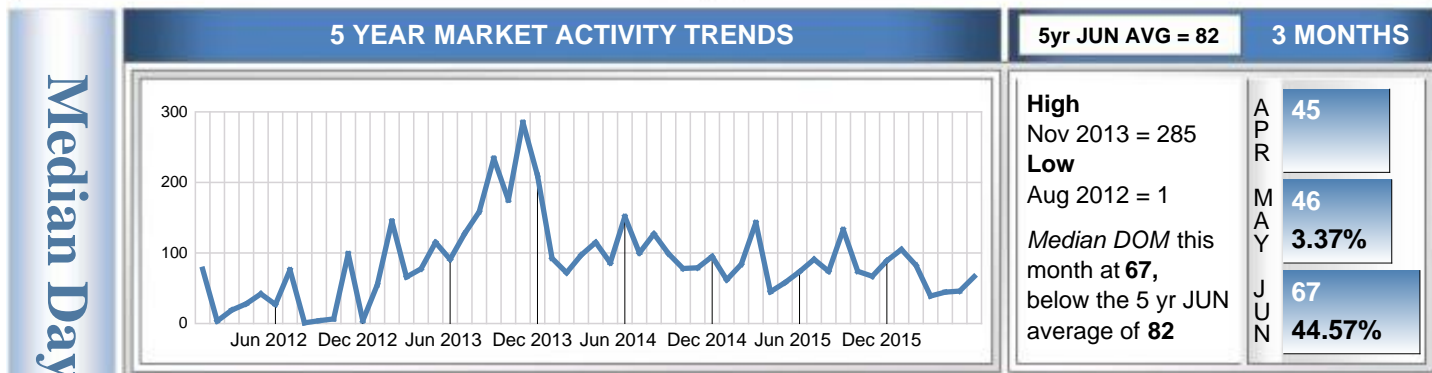
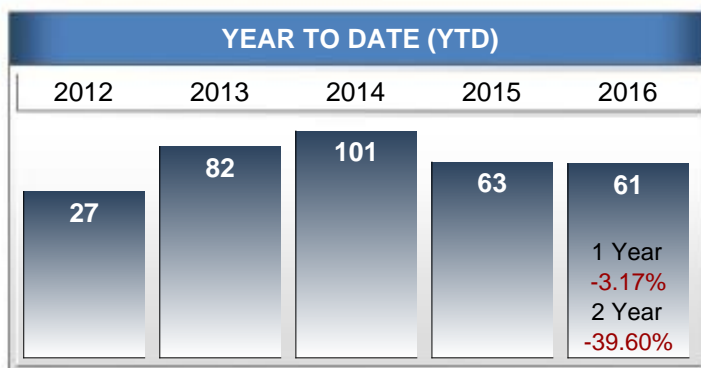
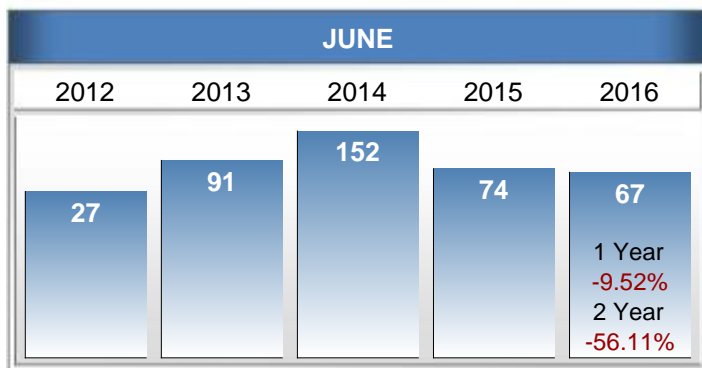
Closed Sales as of Jul 12, 2016



Median Days on Market to Sale

Report Produced on: Jul 12, 2016

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	5	5.32%	121.0	125.0	49.0	0.0	0.0
\$30,001 \$40,000	9	9.57%	54.0	29.0	64.5	0.0	0.0
\$40,001 \$70,000	20	21.28%	50.5	28.0	58.5	52.0	0.0
\$70,001 \$130,000	25	26.60%	53.0	11.0	65.0	41.0	38.0
\$130,001 \$170,000	11	11.70%	71.0	44.0	74.5	102.0	0.0
\$170,001 \$310,000	14	14.89%	60.5	353.0	52.0	45.5	0.0
\$310,001 and up	10	10.64%	224.5	448.0	80.0	279.5	221.0
Median Closed DOM:	66.5			54.0	65.0	68.0	112.0
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

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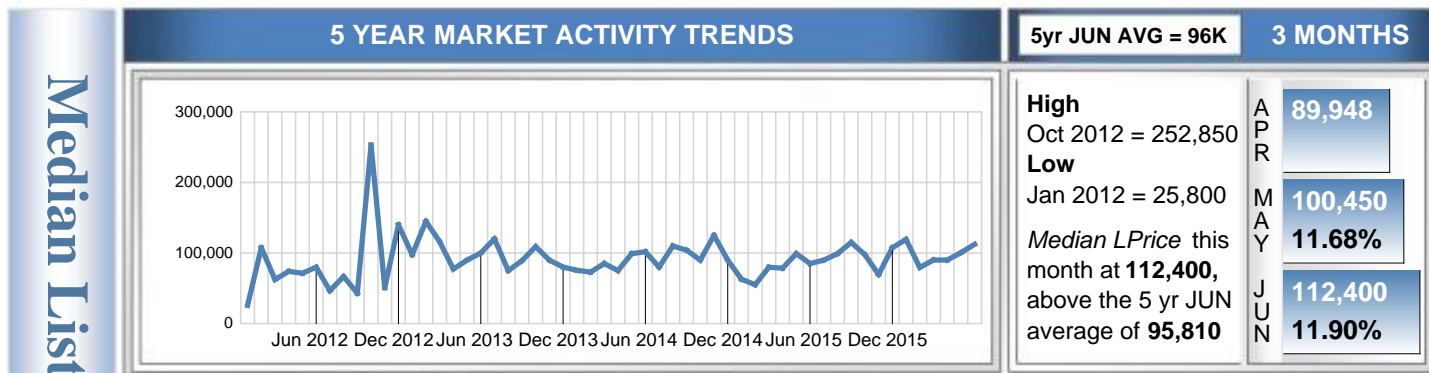
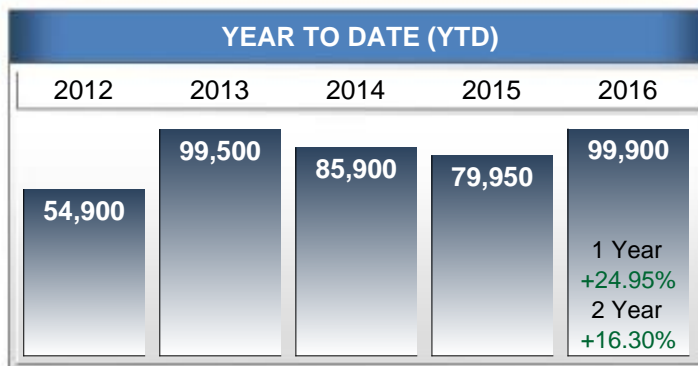
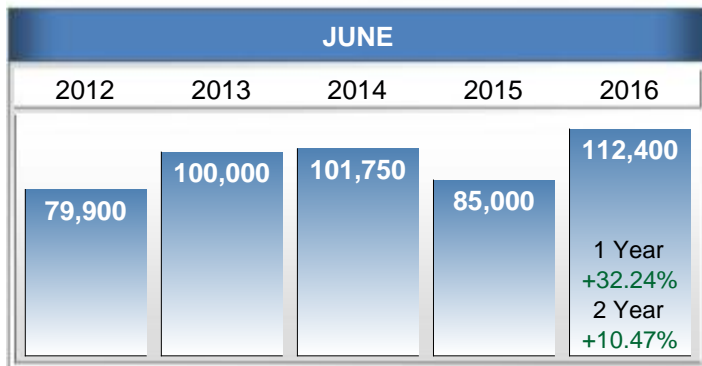
Closed Sales as of Jul 12, 2016



Median List Price at Closing

Report Produced on: Jul 12, 2016

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



Median List Price

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

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+
\$30,000 and less	4		4.26%	8,750	5,000	12,500	0	0
\$30,001 \$40,000	6		6.38%	38,950	37,000	39,950	0	0
\$40,001 \$70,000	21		22.34%	50,000	49,900	50,000	0	0
\$70,001 \$130,000	24		25.53%	98,445	96,900	104,945	89,900	0
\$130,001 \$170,000	11		11.70%	145,000	149,500	147,500	140,000	132,900
\$170,001 \$310,000	17		18.09%	199,900	264,000	184,000	237,450	0
\$310,001 and up	11		11.70%	460,000	720,000	355,000	502,500	482,500
Median List Price:		\$112,400			\$49,900	\$115,000	\$225,000	\$480,000
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

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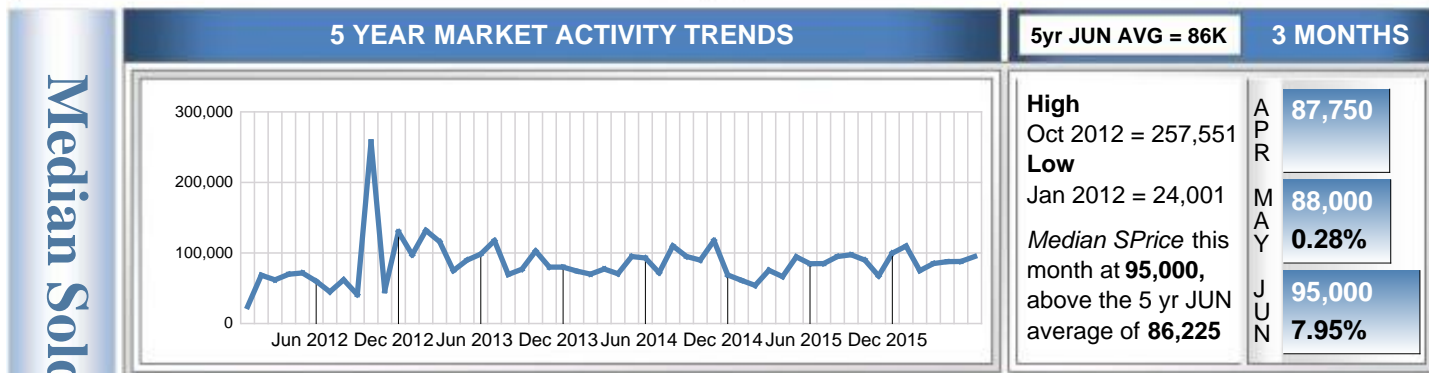
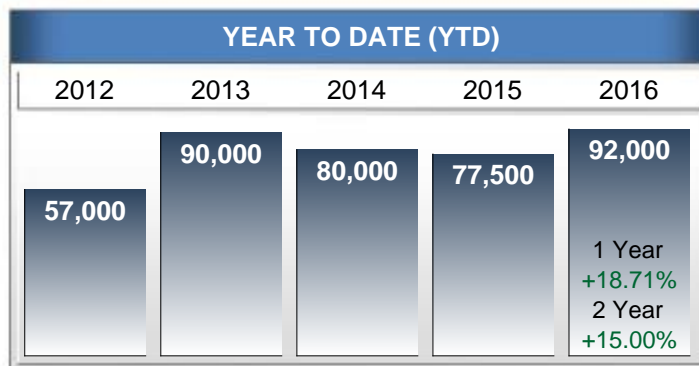
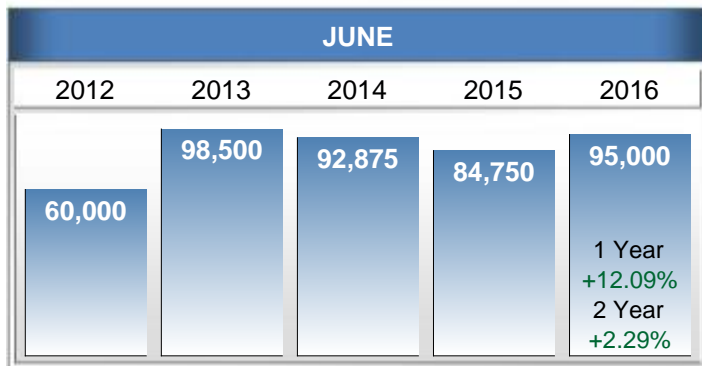
Closed Sales as of Jul 12, 2016



Median Sold Price at Closing

Report Produced on: Jul 12, 2016

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	5		5.32%	12,500	8,100	12,500	0	0
\$30,001 \$40,000	9		9.57%	38,000	35,000	38,500	0	0
\$40,001 \$70,000	20		21.28%	49,500	46,500	52,889	67,500	0
\$70,001 \$130,000	25		26.60%	95,000	93,000	95,000	99,000	123,500
\$130,001 \$170,000	11		11.70%	155,000	137,500	159,500	135,000	0
\$170,001 \$310,000	14		14.89%	228,750	235,995	212,500	227,500	0
\$310,001 and up	10		10.64%	447,644	660,000	392,058	462,000	492,951
Median Closed Price:	\$95,000				\$45,000	\$106,000	\$220,000	\$485,288
Total Closed Units:	94				23	55	13	3
Total Closed Volume:	13,409,656				2.11M	6.95M	3.24M	1.11M



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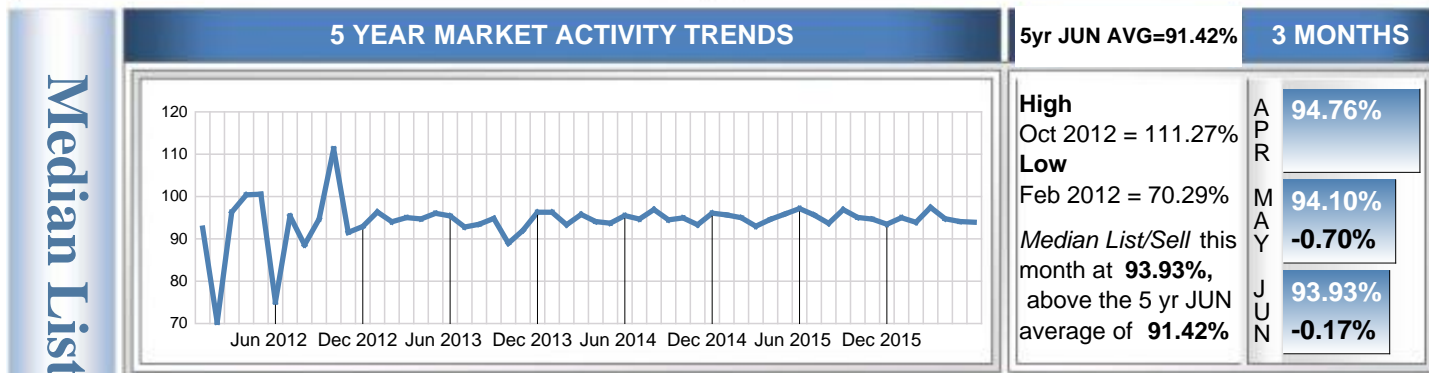
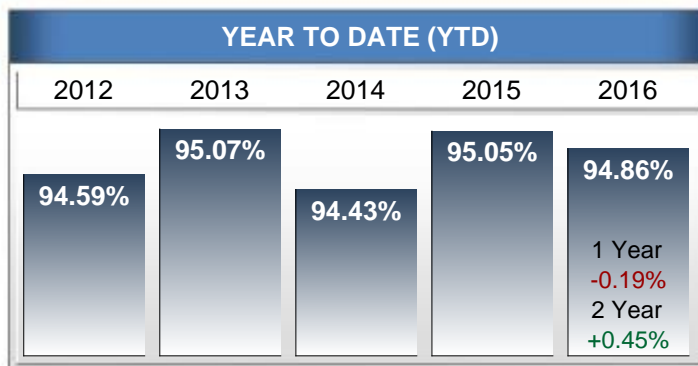
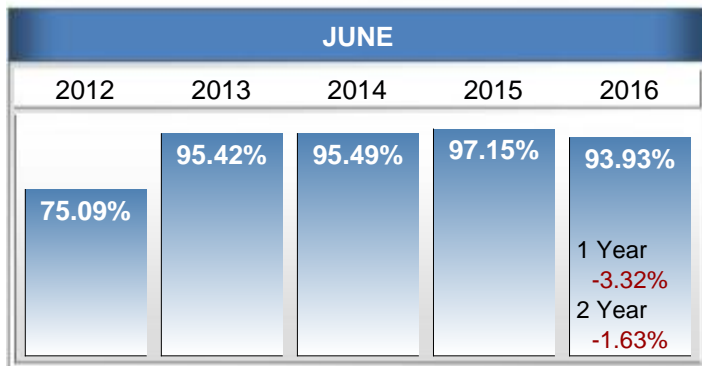
Closed Sales as of Jul 12, 2016



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	5	5.32%	86.67%	83.33%	100.00%	0.00%	0.00%
\$30,001 \$40,000	9	9.57%	88.89%	88.89%	88.59%	0.00%	0.00%
\$40,001 \$70,000	20	21.28%	95.17%	96.08%	95.17%	75.08%	0.00%
\$70,001 \$130,000	25	26.60%	92.32%	93.83%	92.13%	94.99%	92.93%
\$130,001 \$170,000	11	11.70%	94.71%	91.97%	95.91%	96.55%	0.00%
\$170,001 \$310,000	14	14.89%	95.83%	89.39%	96.67%	95.91%	0.00%
\$310,001 and up	10	10.64%	95.13%	91.67%	101.53%	93.47%	102.16%
Median List/Sell Ratio:	93.93%			91.67%	95.16%	94.04%	101.10%
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

Inventory as of Jul 12, 2016



Market Summary

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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%
Median List Price	85,000	112,400	32.24%	79,950	99,900	24.95%
Median Sale Price	84,750	95,000	12.09%	77,500	92,000	18.71%
Median Percent of List Price to Selling Price	97.15%	93.93%	-3.32%	95.05%	94.86%	-0.19%
Median Days on Market to Sale	73.50	66.50	-9.52%	63.00	61.00	-3.17%
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%

