



November 2016

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

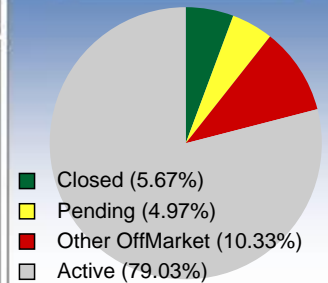


Absorption: Last 12 months, an Average of **76** Sales/Month

Active Inventory as of November 30, 2016 = **1,240**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	53	89	67.92%
Pending Listings	49	78	59.18%
New Listings	94	262	178.72%
Average List Price	113,000	126,697	12.12%
Average Sale Price	103,836	121,517	17.03%
Average Percent of List Price to Selling Price	92.22%	94.02%	1.94%
Average Days on Market to Sale	104.19	64.12	-38.45%
End of Month Inventory	1,128	1,240	9.93%
Months Supply of Inventory	16.41	16.35	-0.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 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 November 2016 rose **9.93%** to 1,240 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **16.35** 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 **17.03%** in November 2016 to \$121,517 versus the previous year at \$103,836.

Average Days on Market Shortens

The average number of **64.12** days that homes spent on the market before selling decreased by 40.07 days or **38.45%** in November 2016 compared to last year's same month at **104.19** DOM.

Sales Success for November 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 262 New Listings in November 2016, up **178.72%** from last year at 94. Furthermore, there were 89 Closed Listings this month versus last year at 53, a **67.92%** increase.

Closed versus Listed trends yielded a **34.0%** ratio, down from last year's November 2016 at **56.4%**, a **39.75%** 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.



Monthly Inventory Analysis

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November 2016

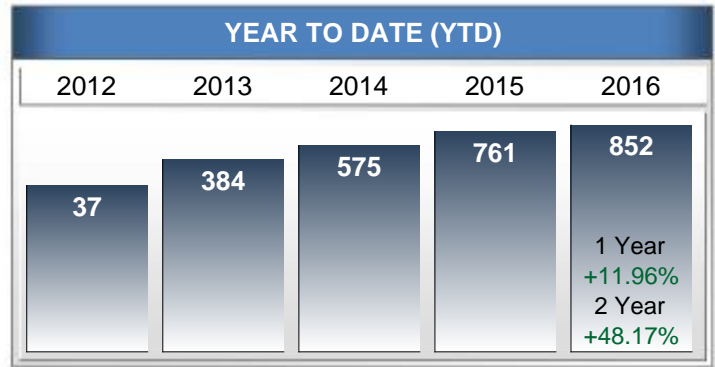
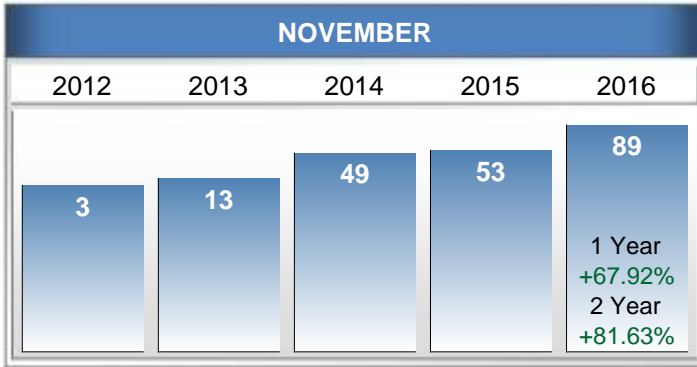
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

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



5yr NOV AVG = 41 **3 MONTHS**

High
Aug 2016 = 96
Low
Jun 2012 = 1

Closed Listings this month at **89**, above the 5 yr NOV average of **41**

SEP	94
OCT	76
NOV	89
-19.15%	

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	8.99%	73.8	6	2	0	0
\$20,001 - \$30,000	11	12.36%	30.8	10	1	0	0
\$30,001 - \$50,000	14	15.73%	47.0	8	5	1	0
\$50,001 - \$110,000	20	22.47%	90.5	5	13	2	0
\$110,001 - \$180,000	15	16.85%	57.0	0	12	2	1
\$180,001 - \$280,000	12	13.48%	87.8	0	7	5	0
\$280,001 and up	9	10.11%	44.6	3	1	3	2
Total Closed Units: 89				32	41	13	3
Total Closed Volume: 10,814,986				2.09M	4.94M	2.77M	1.01M
Average Closed Price: \$121,517				\$65,355	\$120,545	\$213,173	\$336,667



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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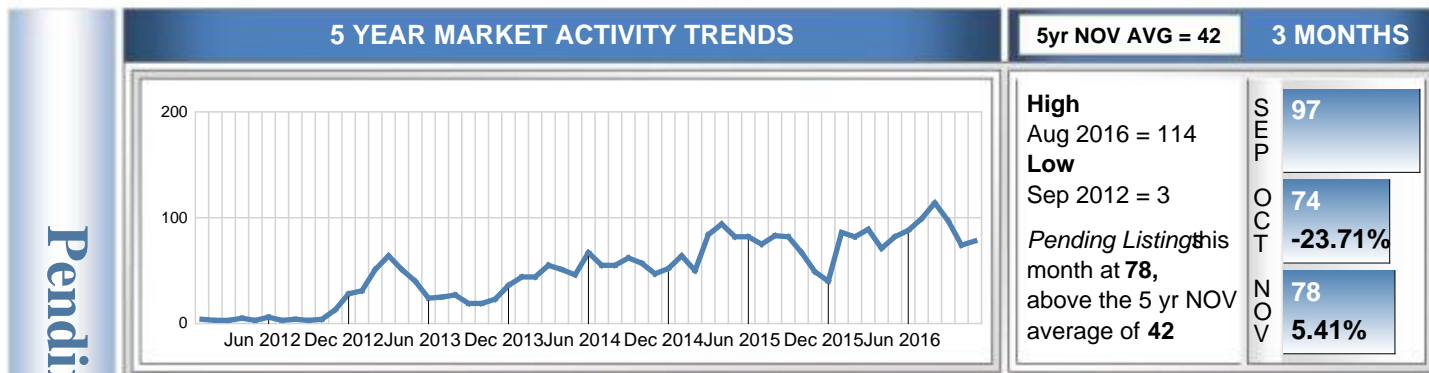
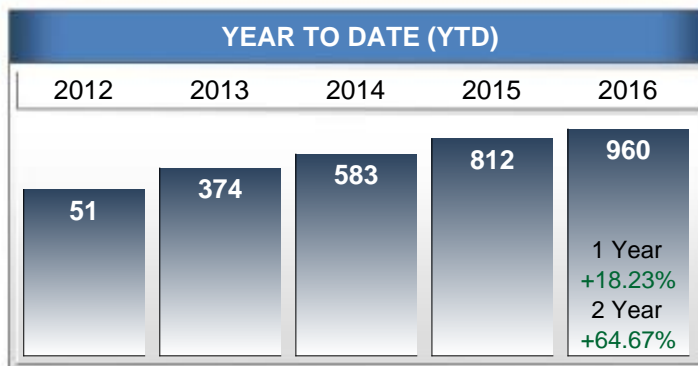
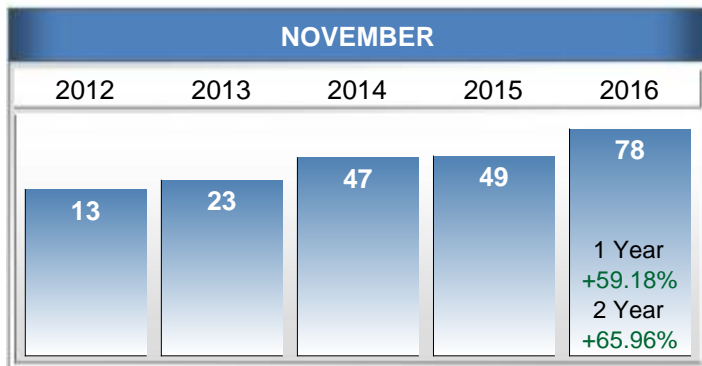
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	2.56%	47.5	2	0	0	0
\$10,001 \$30,000	14	17.95%	65.8	8	6	0	0
\$30,001 \$50,000	12	15.38%	47.5	8	4	0	0
\$50,001 \$90,000	20	25.64%	83.7	9	11	0	0
\$90,001 \$140,000	12	15.38%	71.7	2	8	2	0
\$140,001 \$220,000	10	12.82%	86.7	1	8	1	0
\$220,001 and up	8	10.26%	112.6	1	3	3	1
Total Pending Units: 78				31	40	6	1
Total Pending Volume: 8,113,369				2.20M	4.27M	1.41M	234.50K
Average Listing Price: \$115,360				\$70,831	\$106,832	\$234,967	\$234,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

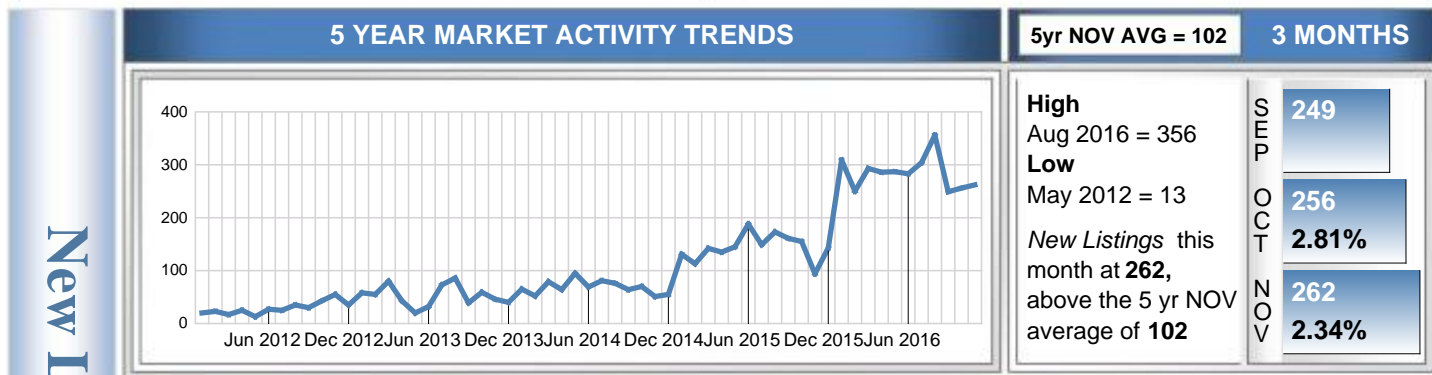
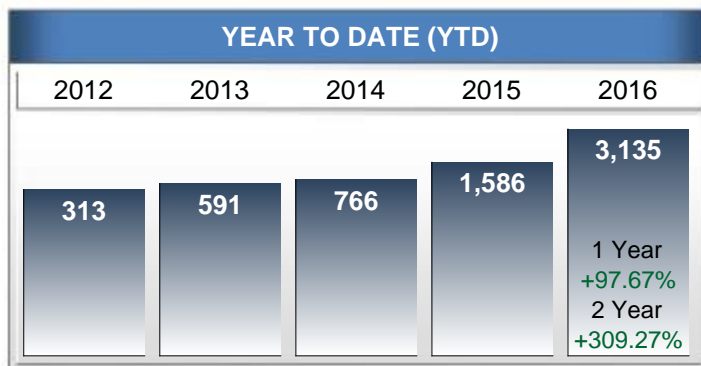
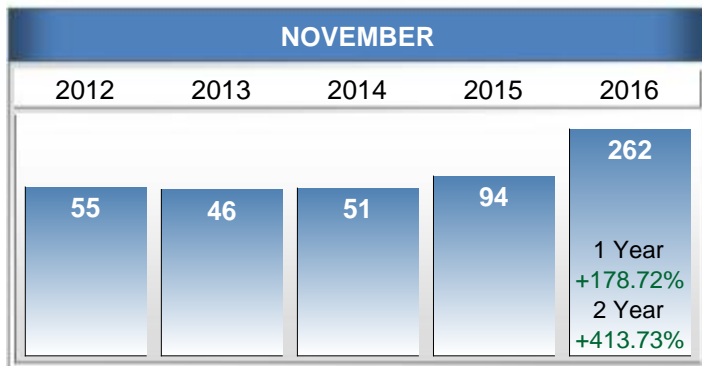
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

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+
\$10,000 and less	8	3.05%	6	2	0	0
\$10,001 - \$20,000	30	11.45%	28	2	0	0
\$20,001 - \$40,000	40	15.27%	35	5	0	0
\$40,001 - \$100,000	85	32.44%	50	30	5	0
\$100,001 - \$170,000	40	15.27%	13	23	4	0
\$170,001 - \$330,000	31	11.83%	6	21	3	1
\$330,001 and up	28	10.69%	8	8	9	3
Total New Listed Units:	262		146	91	21	4
Total New Listed Volume:	35,132,520		12.69M	14.49M	6.35M	1.60M
Average New Listed Listing Price:	\$0		\$86,917	\$159,260	\$302,581	\$398,960



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

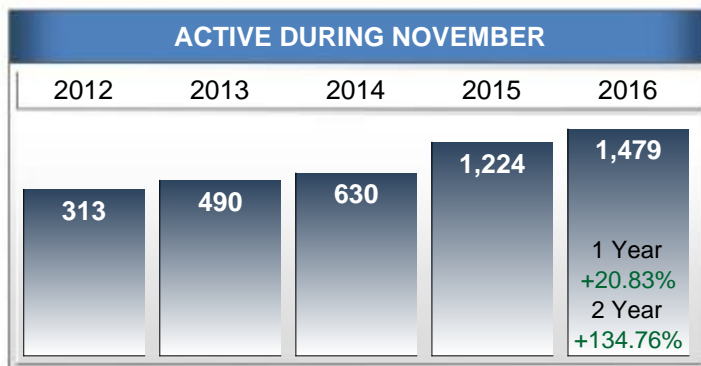
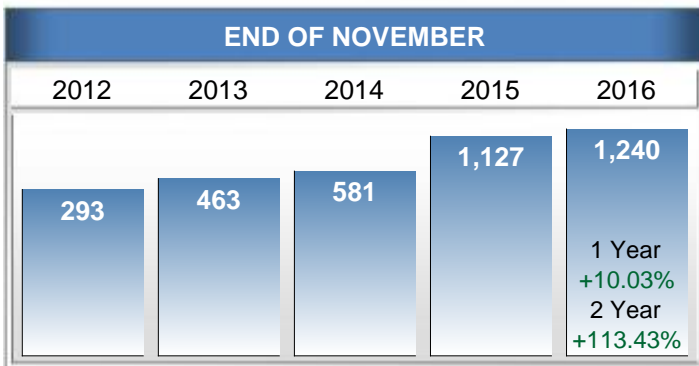
Active Inventory as of Dec 12, 2016



Active Inventory

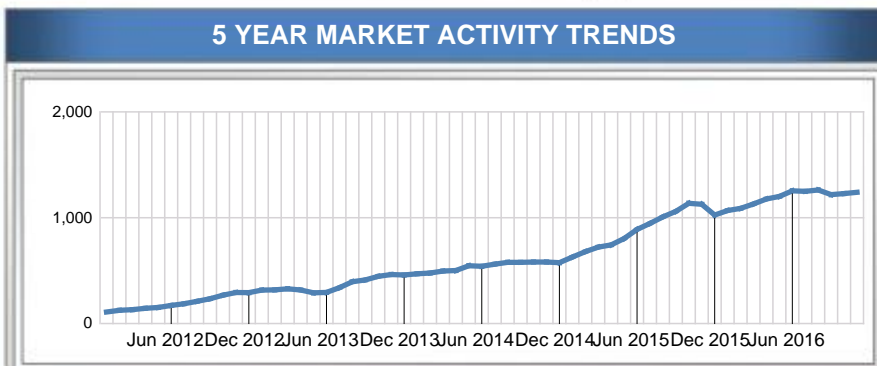
Report Produced on: Dec 12, 2016

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



Active Inventory

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5yr NOV AVG = 741 **3 MONTHS**

High
Aug 2016 = 1,262

Low
Jan 2012 = 109

Inventory this month at **1,240**, above the 5 yr NOV average of **741**

SEP	1,218
OCT	1,228
NOV	1,240
	0.82%
	0.98%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	145	11.69%	128.6	139	6	0	0		
\$20,001 \$30,000	128	10.32%	101.3	119	8	1	0		
\$30,001 \$50,000	166	13.39%	92.1	131	32	3	0		
\$50,001 \$120,000	335	27.02%	107.2	146	155	32	2		
\$120,001 \$180,000	182	14.68%	126.2	50	111	18	3		
\$180,001 \$320,000	160	12.90%	102.1	40	83	30	7		
\$320,001 and up	124	10.00%	109.9	32	43	31	18		
Total Active Inventory by Units:				1,240	109.5	657	438	115	30
Total Active Inventory by Volume:				183,873,949		60.81M	81.33M	29.79M	11.94M
Average Active Inventory Listing Price:				\$148,285		\$92,553	\$185,682	\$259,076	\$398,148



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

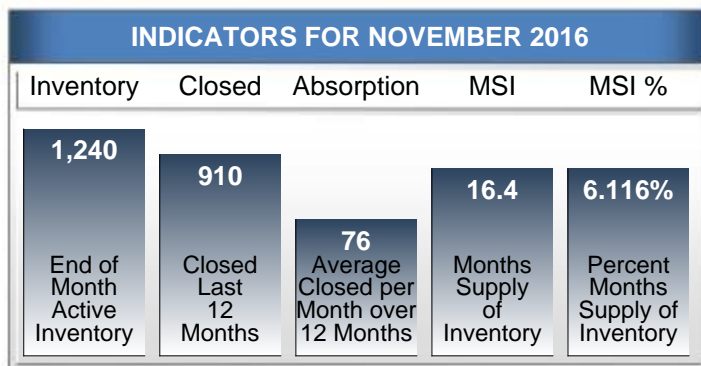
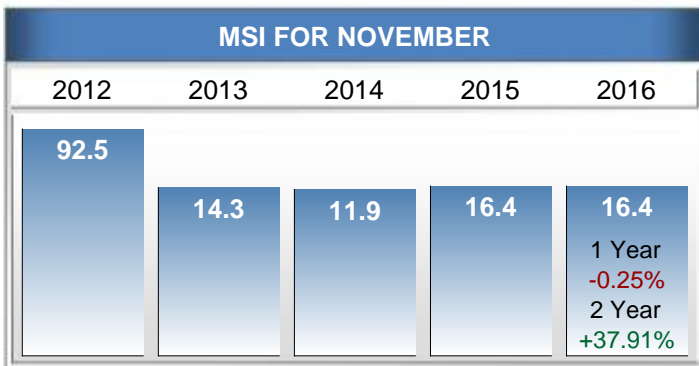
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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



Months Supply
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5yr NOV AVG = 30.3 **3 MONTHS**

High
Nov 2012 = 92.5

Low
Dec 2014 = 10.8

Months Supply this month at **16.4**, below the 5 yr NOV average of **30.3**

SEP	16.7
OCT	16.9
NOV	16.4
	-3.02%

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	145	11.69%	24.2	32.1	4.0	0.0	0.0
\$20,001 \$30,000	128	10.32%	21.0	29.1	4.8	3.0	0.0
\$30,001 \$50,000	166	13.39%	15.1	26.2	5.7	7.2	0.0
\$50,001 \$120,000	335	27.02%	14.2	22.2	10.6	14.8	8.0
\$120,001 \$180,000	182	14.68%	13.5	35.3	10.8	10.8	18.0
\$180,001 \$320,000	160	12.90%	13.8	32.0	11.7	10.0	28.0
\$320,001 and up	124	10.00%	31.0	38.4	27.2	31.0	30.9
MSI:			16.4	28.0	10.3	13.3	22.5
Total Active Inventory:			1,240	657	438	115	30



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

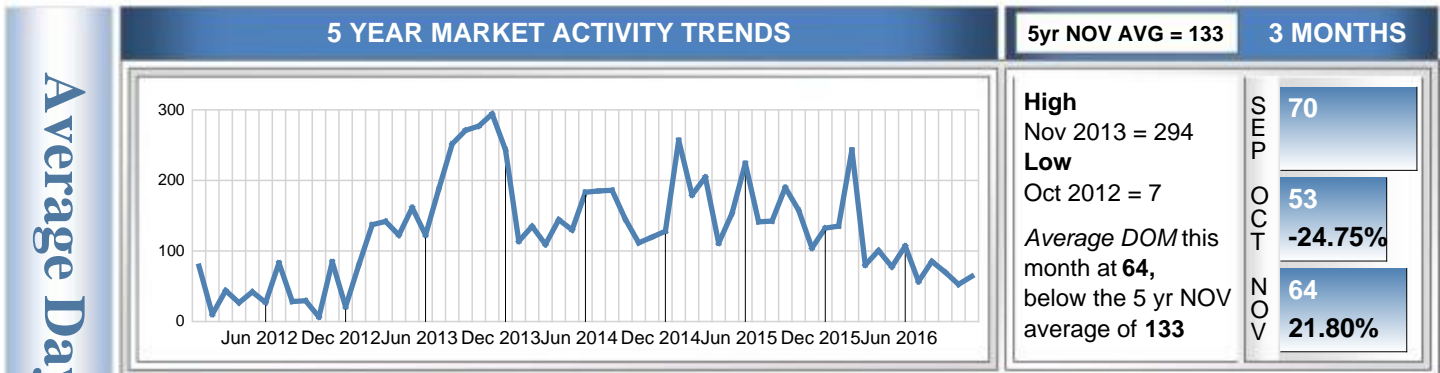
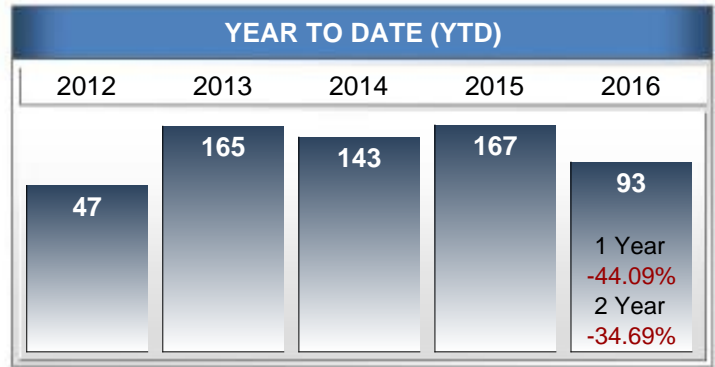
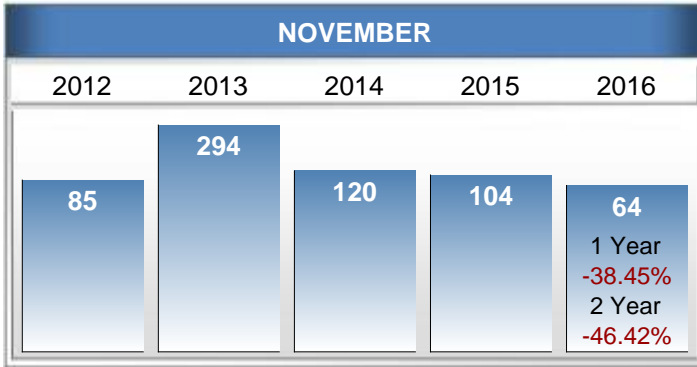
Closed Sales as of Dec 12, 2016



Average Days on Market to Sale

Report Produced on: Dec 12, 2016

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	8.99%	73.8	51.8	139.5	0.0	0.0
\$20,001 \$30,000	11	12.36%	30.8	31.0	29.0	0.0	0.0
\$30,001 \$50,000	14	15.73%	47.0	38.5	50.4	98.0	0.0
\$50,001 \$110,000	20	22.47%	90.5	85.4	95.4	71.5	0.0
\$110,001 \$180,000	15	16.85%	57.0	0.0	62.8	50.0	1.0
\$180,001 \$280,000	12	13.48%	87.8	0.0	82.3	95.6	0.0
\$280,001 and up	9	10.11%	44.6	12.3	1.0	64.0	85.5
Average Closed DOM: 64.1				43.5	76.4	77.8	57.3
Total Closed Units: 89				32	41	13	3
Total Closed Volume: 10,814,986				2.09M	4.94M	2.77M	1.01M



Monthly Inventory Analysis

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November 2016

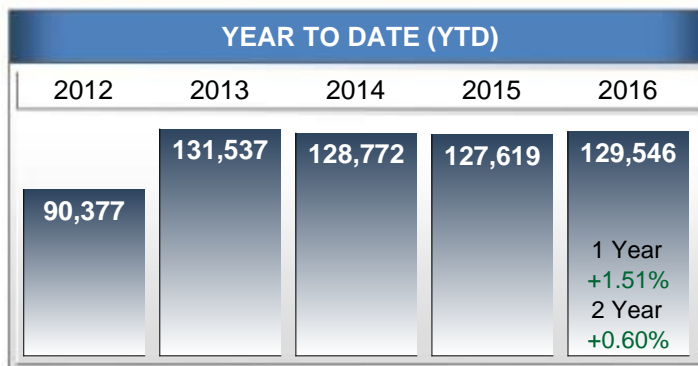
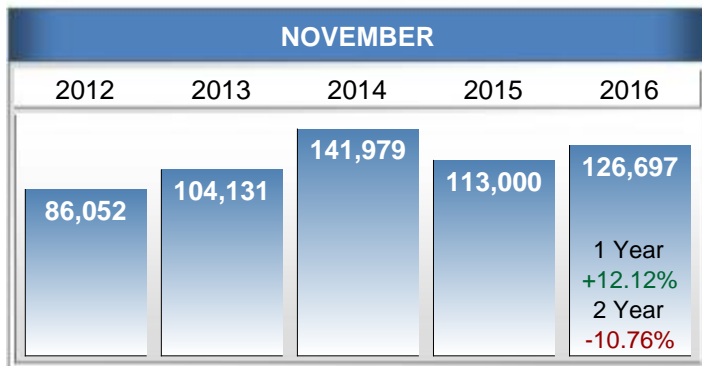
Closed Sales as of Dec 12, 2016



Average List Price at Closing

Report Produced on: Dec 12, 2016

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



Average List Price

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5yr NOV AVG = 114K	3 MONTHS
High Oct 2012 = 252,850	SEP 134,557
Low Jan 2012 = 27,125	OCT 139,722
Average LPrice this month at 126,697 , above the 5 yr NOV average of 114,372	NOV 126,697
	3.84%
	-9.32%

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	8	8.99%	14,238	12,333	26,960	0	0
\$20,001 \$30,000	10	11.24%	27,540	27,050	24,900	0	0
\$30,001 \$50,000	14	15.73%	38,984	37,438	45,020	43,750	0
\$50,001 \$110,000	19	21.35%	80,558	78,680	83,285	114,450	0
\$110,001 \$180,000	17	19.10%	147,182	0	156,025	144,450	129,000
\$180,001 \$280,000	12	13.48%	226,075	0	220,886	229,520	0
\$280,001 and up	9	10.11%	399,489	392,667	299,500	381,300	487,000
Average List Price:	\$126,697			\$69,231	\$124,503	\$219,465	\$367,667
Total Closed Units:	89			32	41	13	3
Total List Volume:	11,276,069			2.22M	5.10M	2.85M	1.10M



Monthly Inventory Analysis

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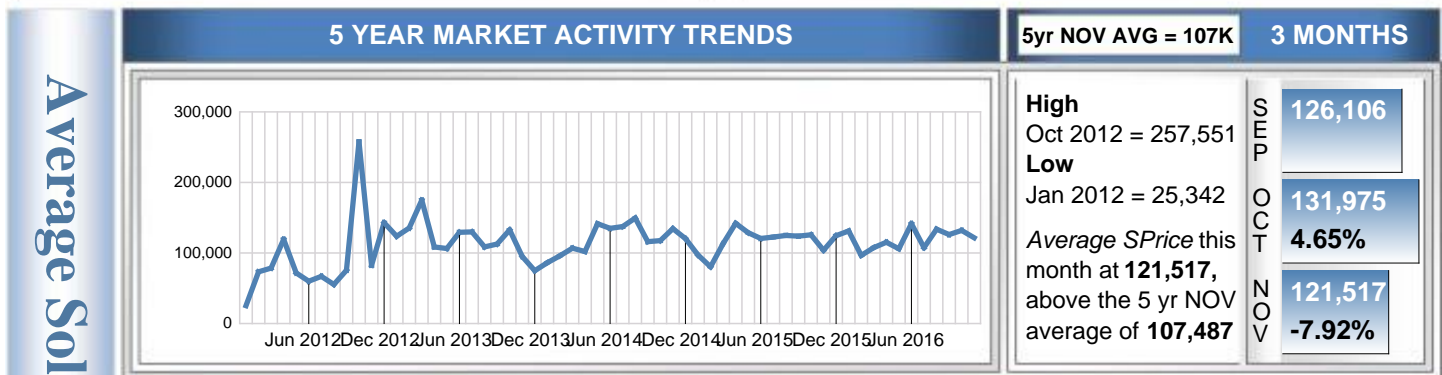
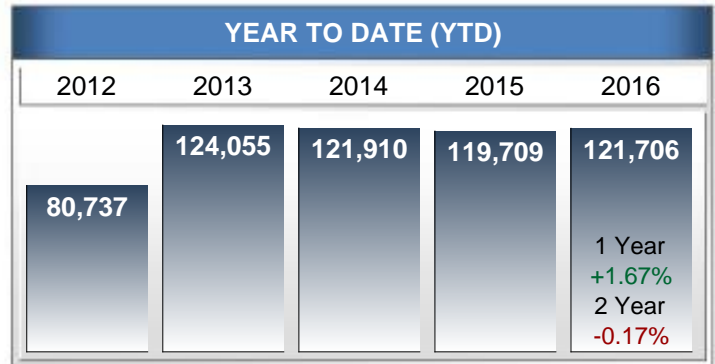
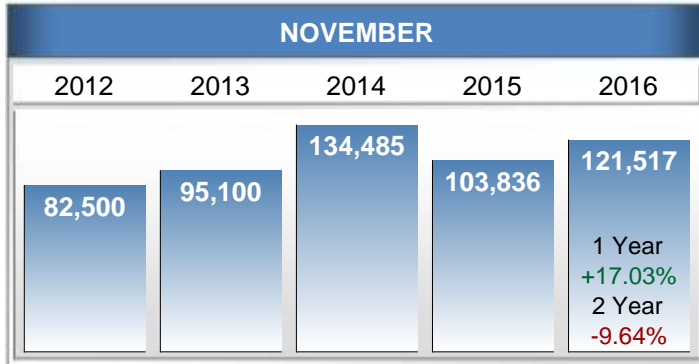
Closed Sales as of Dec 12, 2016



Average Sold Price at Closing

Report Produced on: Dec 12, 2016

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



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		8.99%	12,813	10,500	19,750	0	0
\$20,001 \$30,000	11		12.36%	24,207	24,427	22,000	0	0
\$30,001 \$50,000	14		15.73%	38,018	34,438	42,600	43,750	0
\$50,001 \$110,000	20		22.47%	79,803	73,800	78,004	106,500	0
\$110,001 \$180,000	15		16.85%	147,887	0	151,400	143,250	115,000
\$180,001 \$280,000	12		13.48%	219,709	0	219,645	219,800	0
\$280,001 and up	9		10.11%	384,789	379,867	299,500	376,333	447,500
Average Closed Price:	\$121,517				\$65,355	\$120,545	\$213,173	\$336,667
Total Closed Units:	89				32	41	13	3
Total Closed Volume:	10,814,986				2.09M	4.94M	2.77M	1.01M



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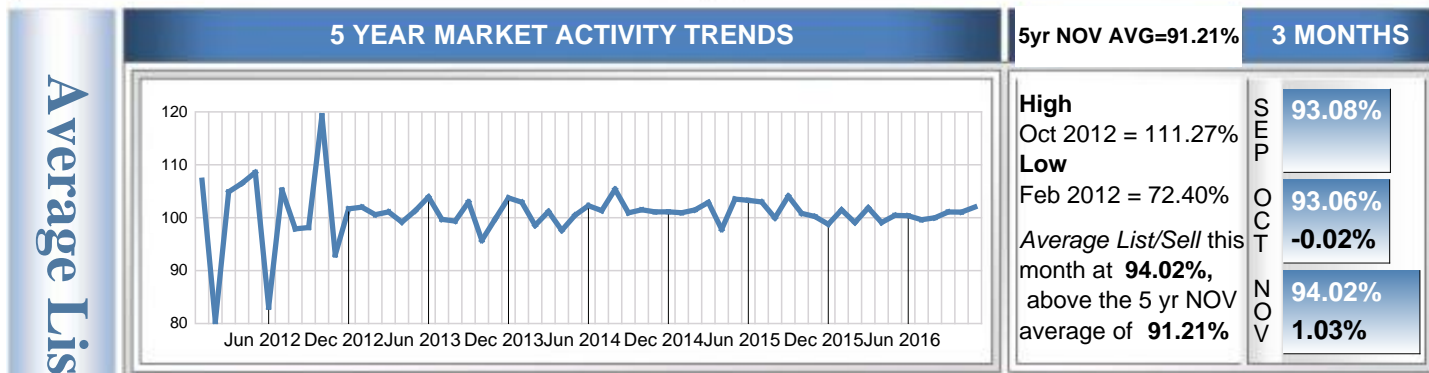
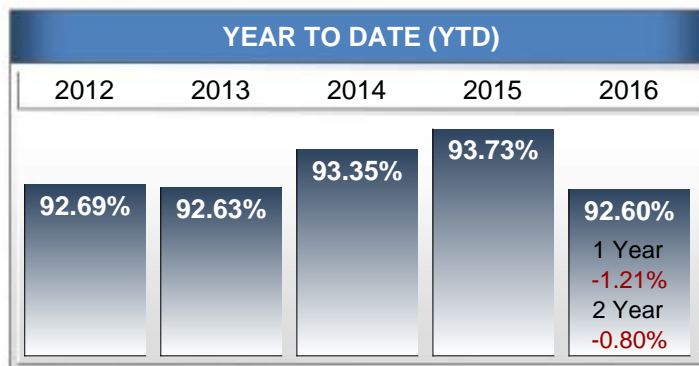
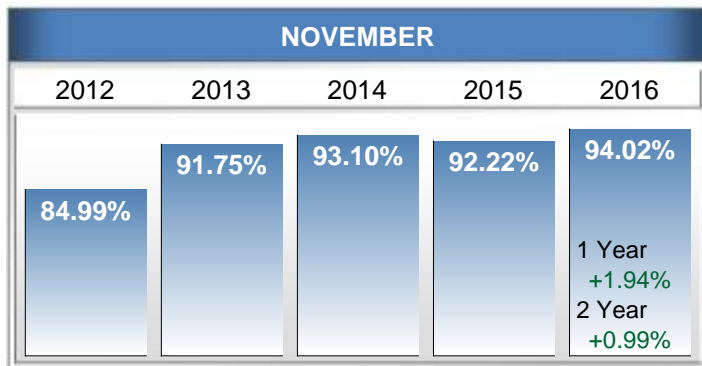
Closed Sales as of Dec 12, 2016



Average Percent of List Price to Selling Price

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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	8.99%	84.63%	86.70%	78.39%	0.00%	0.00%
\$20,001 \$30,000	11	12.36%	90.90%	91.15%	88.35%	0.00%	0.00%
\$30,001 \$50,000	14	15.73%	94.01%	92.36%	95.45%	100.00%	0.00%
\$50,001 \$110,000	20	22.47%	93.85%	93.91%	93.92%	93.25%	0.00%
\$110,001 \$180,000	15	16.85%	96.73%	0.00%	96.94%	99.22%	89.15%
\$180,001 \$280,000	12	13.48%	98.28%	0.00%	99.96%	95.92%	0.00%
\$280,001 and up	9	10.11%	96.35%	96.39%	100.00%	98.05%	91.91%
Average List/Sell Ratio: 94.00%				91.54%	95.28%	96.82%	90.99%
Total Closed Units: 89				32	41	13	3
Total Closed Volume: 10,814,986				2.09M	4.94M	2.77M	1.01M



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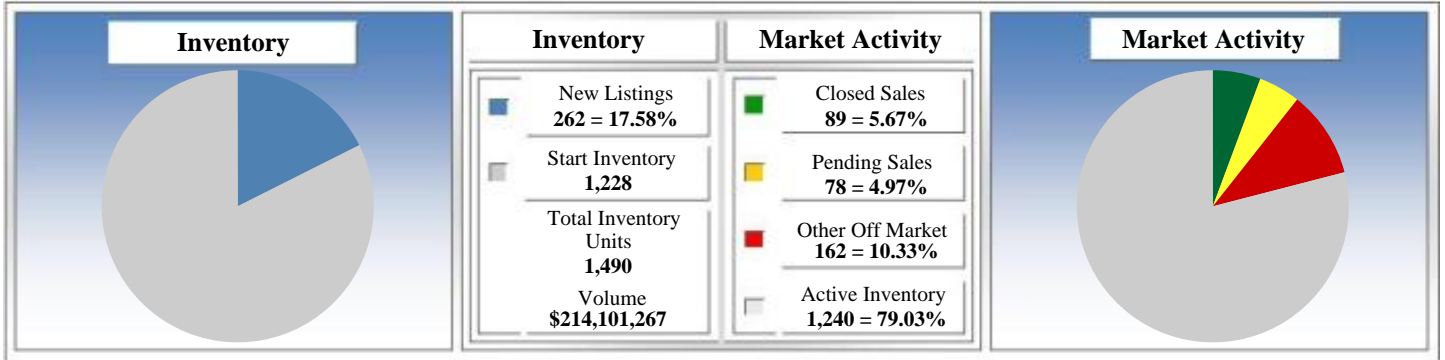
Inventory as of Dec 12, 2016



Market Summary

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



Absorption: Last 12 months, an Average of 76 Sales/Month

Active Inventory as of November 30, 2016 = 1,240

	NOVEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	53	89	67.92%	761	852	11.96%
Pending Sales	49	78	59.18%	812	960	18.23%
New Listings	94	262	178.72%	1,586	3,135	97.67%
Average List Price	113,000	126,697	12.12%	127,619	129,546	1.51%
Average Sale Price	103,836	121,517	17.03%	119,709	121,706	1.67%
Average Percent of List Price to Selling Price	92.22%	94.02%	1.94%	93.73%	92.60%	-1.21%
Average Days on Market to Sale	104.19	64.12	-38.45%	166.94	93.33	-44.09%
Monthly Inventory	1,128	1,240	9.93%	1,128	1,240	9.93%
Months Supply of Inventory	16.41	16.35	-0.34%	16.41	16.35	-0.34%

