



# January 2017

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

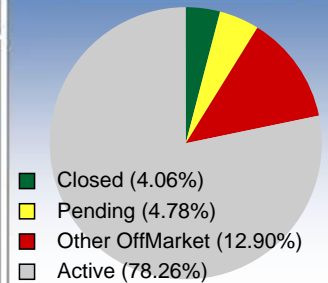


**Absorption:** Last 12 months, an Average of **77** Sales/Month

**Active Inventory** as of January 31, 2017 = **1,195**

	JANUARY		
	2016	2017	+/- %
Closed Listings	72	62	-13.89%
Pending Listings	85	73	-14.12%
New Listings	309	313	1.29%
Median List Price	119,250	71,200	-40.29%
Median Sale Price	109,750	63,500	-42.14%
Median Percent of List Price to Selling Price	95.00%	96.04%	1.10%
Median Days on Market to Sale	105.00	44.50	-57.62%
End of Month Inventory	1,069	1,195	11.79%
Months Supply of Inventory	15.13	15.49	2.37%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 rose **11.79%** to 1,195 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 **15.49** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **42.14%** in January 2017 to \$63,500 versus the previous year at \$109,750.

### Median Days on Market Shortens

The median number of **44.50** days that homes spent on the market before selling decreased by 60.50 days or **57.62%** in January 2017 compared to last year's same month at **105.00** DOM.

### Sales Success for January 2017 is Positive

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

There were 313 New Listings in January 2017, up **1.29%** from last year at 309. Furthermore, there were 62 Closed Listings this month versus last year at 72, a **-13.89%** decrease.

Closed versus Listed trends yielded a **19.8%** ratio, down from last year's January 2017 at **23.3%**, a **14.99%** 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

<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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## January 2017

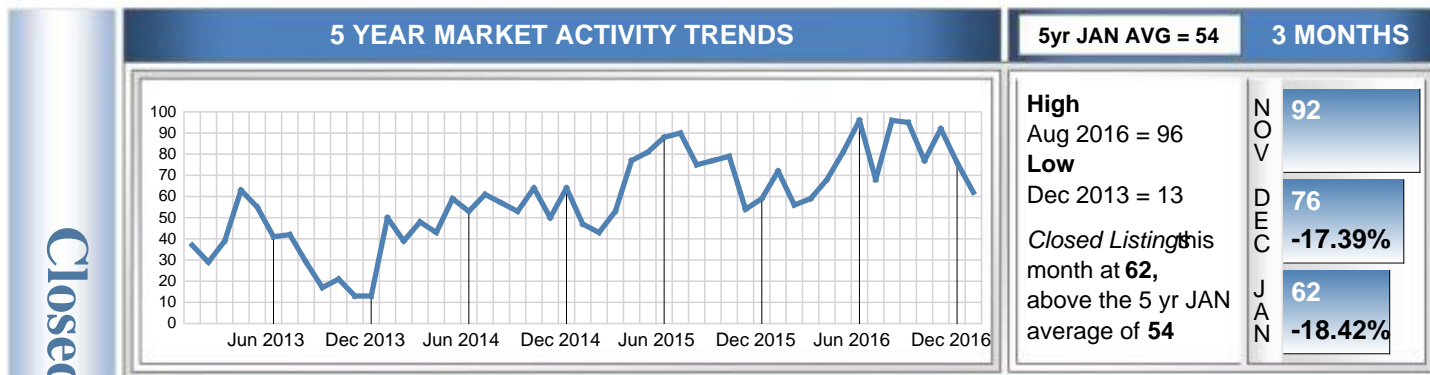
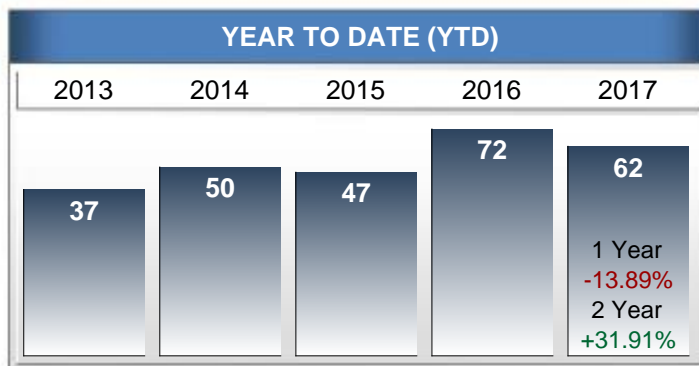
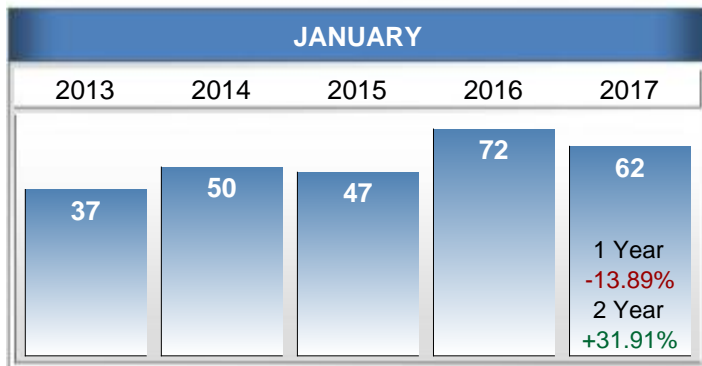
Closed Sales as of Feb 16, 2017



### Closed Listings

Report Produced on: Feb 16, 2017

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



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	3.23%	50.5	2	0	0	0
\$10,001 - \$30,000	9	14.52%	18.0	8	1	0	0
\$30,001 - \$40,000	12	19.35%	129.0	9	2	1	0
\$40,001 - \$90,000	16	25.81%	36.5	6	8	1	1
\$90,001 - \$120,000	9	14.52%	35.0	2	5	2	0
\$120,001 - \$210,000	7	11.29%	54.0	3	4	0	0
\$210,001 and up	7	11.29%	98.0	0	5	1	1
Total Closed Units: 62				44.5			
Total Closed Volume:		6,006,311		1.48M	3.64M	577.90K	307.50K
Median Closed Price:		\$63,500		\$35,500	\$93,000	\$91,000	\$153,751



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

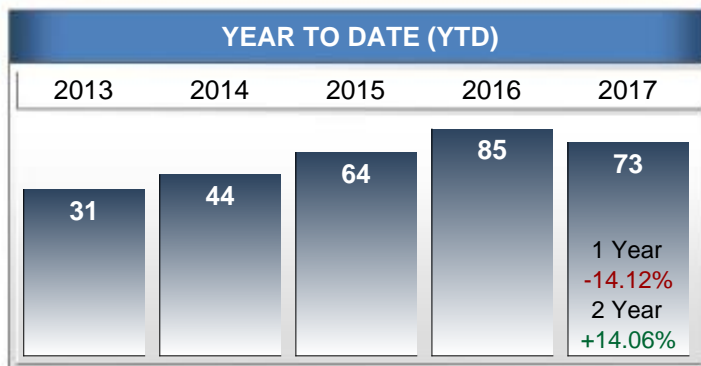
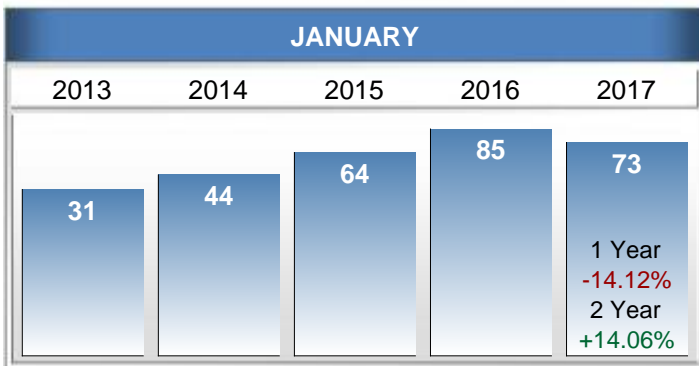
Pending Listings as of Feb 16, 2017



### Pending Listings

Report Produced on: Feb 16, 2017

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



**Pending Listings**  
  
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**5yr JAN AVG = 59**      **3 MONTHS**

**High**  
Aug 2016 = 114

**Low**  
Oct 2013 = 19

*Pending Listing* this month at **73**, above the 5 yr JAN average of **59**

N	73
O	
V	
D	59
E	-19.18%
C	
J	73
A	23.73%
N	

#### 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	7	9.59%	88.0	5	2	0	0
\$20,001 \$40,000	9	12.33%	105.0	5	4	0	0
\$40,001 \$70,000	9	12.33%	67.0	2	6	1	0
\$70,001 \$140,000	18	24.66%	63.0	6	11	1	0
\$140,001 \$160,000	11	15.07%	70.0	2	8	1	0
\$160,001 \$210,000	11	15.07%	28.0	3	7	1	0
\$210,001 and up	8	10.96%	56.0	1	4	3	0
Total Pending Units: 73				24	42	7	
Total Pending Volume: 8,714,291				2.16M	5.16M	1.40M	0.00B
Median Listing Price: \$99,900				\$70,750	\$125,950	\$197,500	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

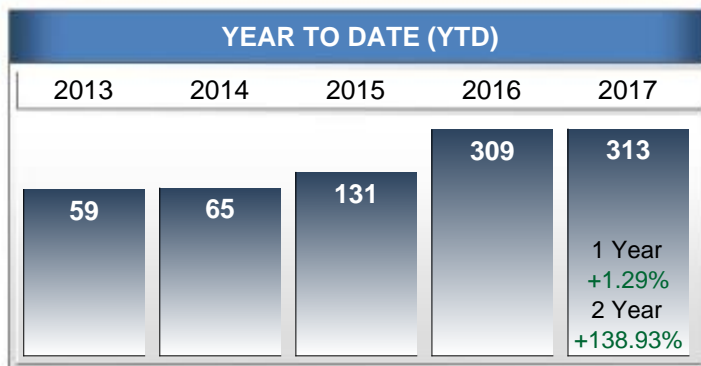
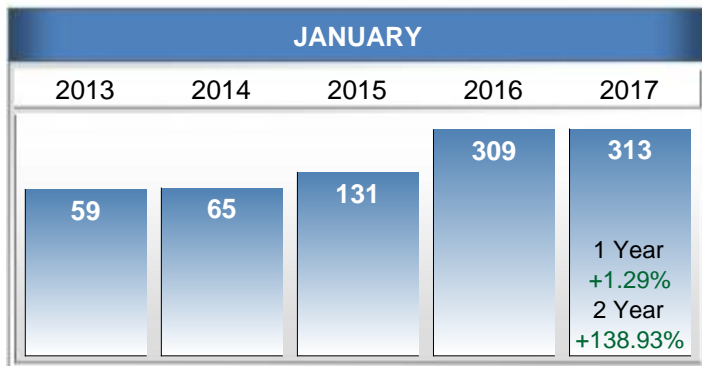
New Listings as of Feb 16, 2017



### New Listings

Report Produced on: Feb 16, 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	35	11.18%	34	1	0	0
\$20,001 - \$30,000	33	10.54%	30	3	0	0
\$30,001 - \$60,000	41	13.10%	36	4	1	0
\$60,001 - \$140,000	85	27.16%	31	47	7	0
\$140,001 - \$220,000	45	14.38%	14	21	9	1
\$220,001 - \$380,000	43	13.74%	16	16	11	0
\$380,001 and up	31	9.90%	7	9	13	2
<b>Total New Listed Units:</b>	<b>313</b>		<b>168</b>	<b>101</b>	<b>41</b>	<b>3</b>
<b>Total New Listed Volume:</b>	<b>53,113,275</b>		<b>17.09M</b>	<b>22.53M</b>	<b>12.19M</b>	<b>1.30M</b>
<b>Median New Listed Listing Price:</b>	<b>\$97,000</b>		<b>\$45,000</b>	<b>\$134,900</b>	<b>\$239,000</b>	<b>\$469,900</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

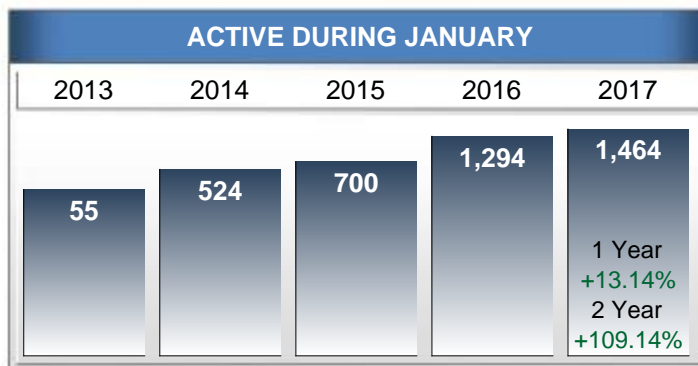
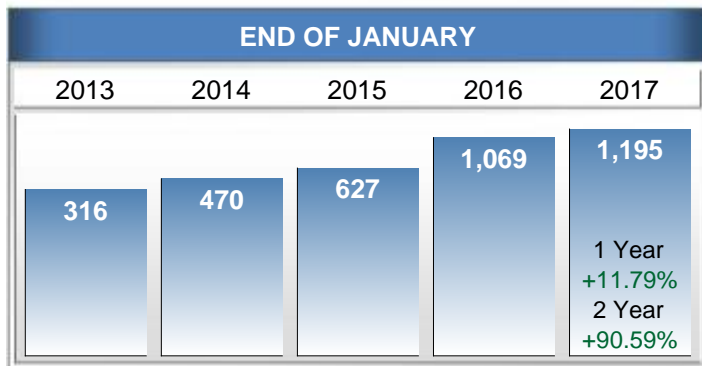
Active Inventory as of Feb 16, 2017



### Active Inventory

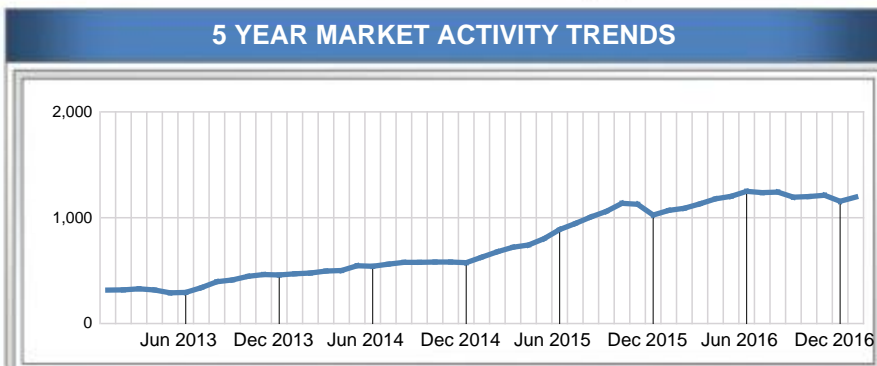
Report Produced on: Feb 16, 2017

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



Active Inventory

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**5yr JAN AVG = 735**      **3 MONTHS**

**High**  
Jun 2016 = 1,249

**Low**  
May 2013 = 290

*Inventory* this month at **1,195**, above the 5 yr JAN average of **735**

N	1,212
O	
V	
D	1,155
E	-4.70%
C	
J	1,195
A	3.46%
N	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	136	11.38%	70.0	133	3	0	0		
\$20,001 \$30,000	130	10.88%	67.5	120	9	1	0		
\$30,001 \$50,000	152	12.72%	87.5	121	27	4	0		
\$50,001 \$120,000	320	26.78%	92.5	131	158	30	1		
\$120,001 \$190,000	183	15.31%	85.0	50	105	25	3		
\$190,001 \$330,000	151	12.64%	97.0	46	70	27	8		
\$330,001 and up	123	10.29%	85.0	29	42	37	15		
Total Active Inventory by Units:				1,195	85.0	630	414	124	27
Total Active Inventory by Volume:				179,441,936		63.43M	72.30M	33.14M	10.56M
Median Active Inventory Listing Price:				\$81,900		\$45,000	\$124,950	\$211,950	\$340,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

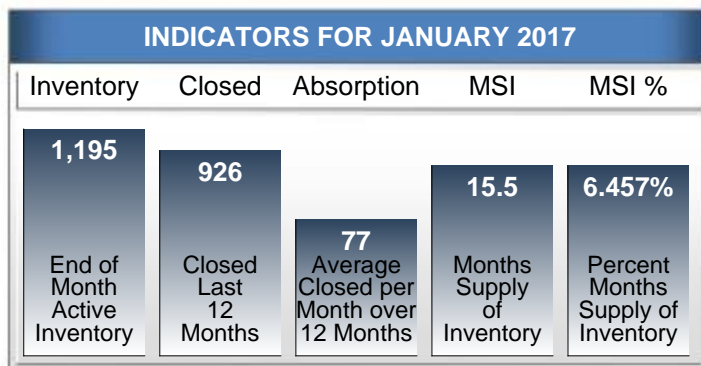
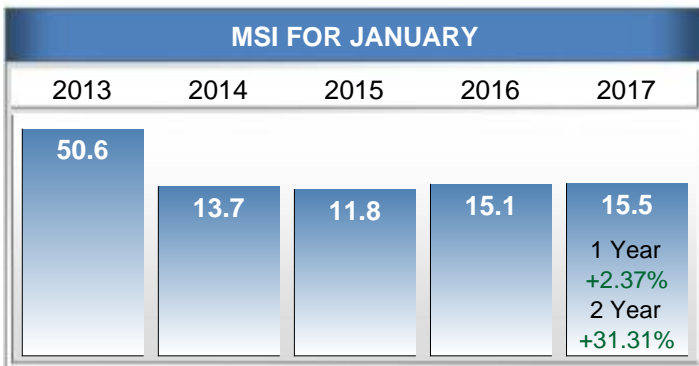
Active Inventory as of Feb 16, 2017



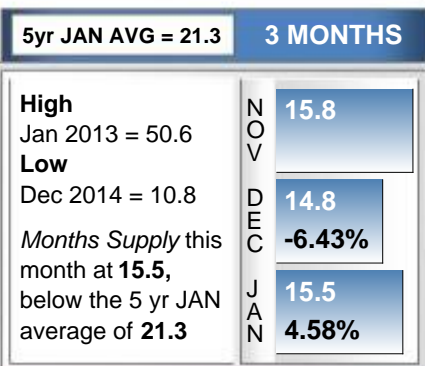
### Months Supply of Inventory

Report Produced on: Feb 16, 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	136	11.38%	21.2	29.0	1.9	0.0	0.0
\$20,001 \$30,000	130	10.88%	22.0	29.4	5.7	4.0	0.0
\$30,001 \$50,000	152	12.72%	13.0	20.5	5.1	9.6	0.0
\$50,001 \$120,000	320	26.78%	13.0	18.1	10.5	15.0	3.0
\$120,001 \$190,000	183	15.31%	12.3	28.6	9.5	13.6	18.0
\$190,001 \$330,000	151	12.64%	15.1	34.5	11.8	11.2	24.0
\$330,001 and up	123	10.29%	32.8	38.7	28.0	40.4	25.7
MSI:			15.5	24.5	9.9	15.5	18.0
Total Active Inventory:			1,195	630	414	124	27



# Monthly Inventory Analysis

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## January 2017

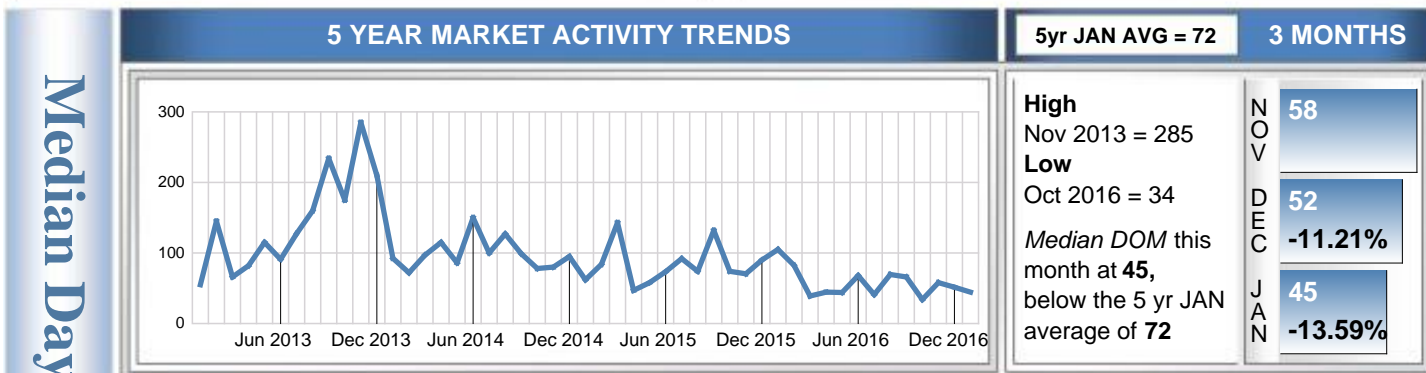
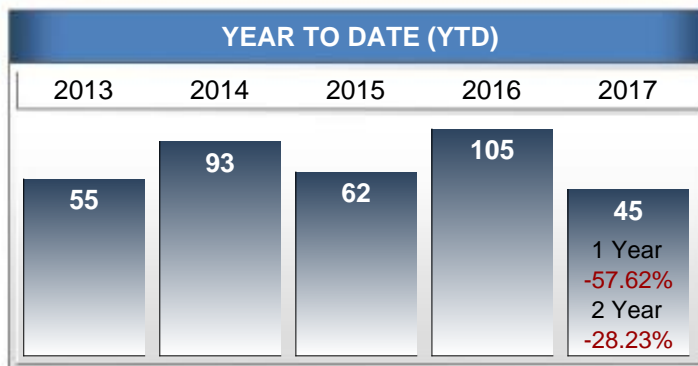
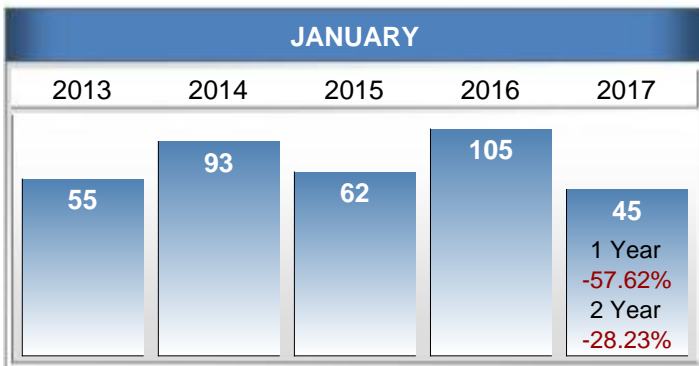
Closed Sales as of Feb 16, 2017



### Median Days on Market to Sale

Report Produced on: Feb 16, 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+
\$10,000 and less	2			3.23%	50.5	50.5	0.0	0.0	0.0
\$10,001 \$30,000	9			14.52%	18.0	14.0	27.0	0.0	0.0
\$30,001 \$40,000	12			19.35%	129.0	139.0	66.5	126.0	0.0
\$40,001 \$90,000	16			25.81%	36.5	24.5	35.5	43.0	54.0
\$90,001 \$120,000	9			14.52%	35.0	121.5	35.0	22.5	0.0
\$120,001 \$210,000	7			11.29%	54.0	35.0	72.5	0.0	0.0
\$210,001 and up	7			11.29%	98.0	0.0	49.0	98.0	169.0
Median Closed DOM:	44.5					34.0	49.0	43.0	111.5
Total Closed Units:	62					30	25	5	2
Total Closed Volume:	6,006,311					1.48M	3.64M	577.90K	307.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

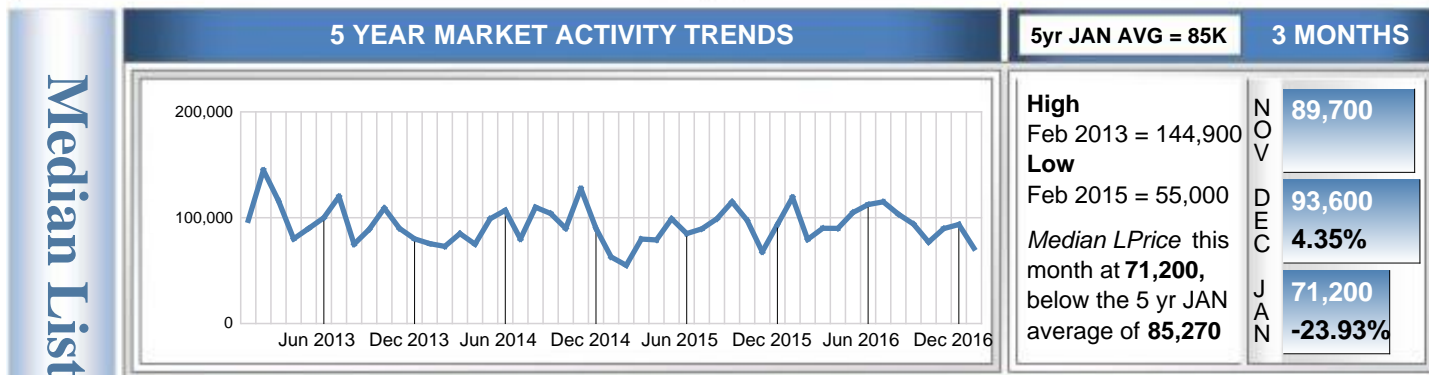
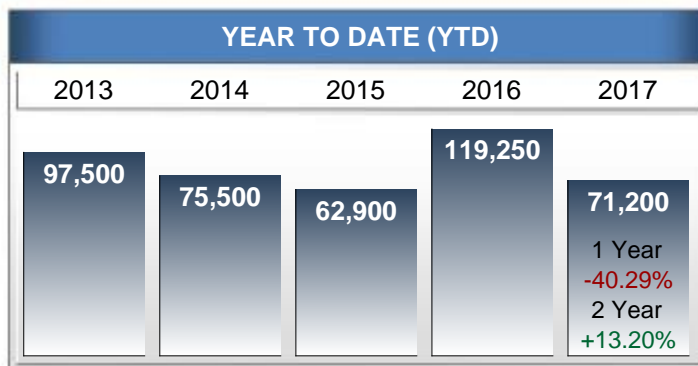
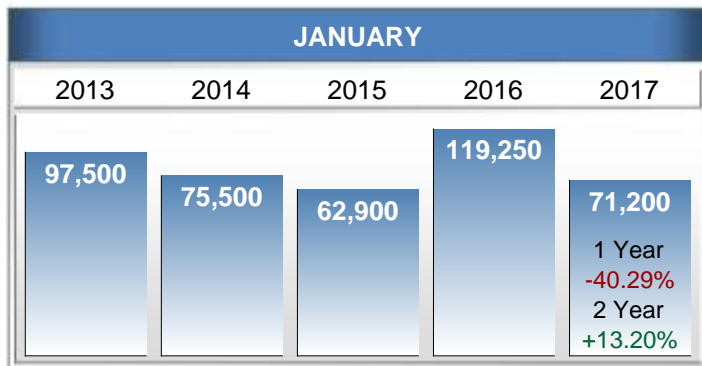
Closed Sales as of Feb 16, 2017



### Median List Price at Closing

Report Produced on: Feb 16, 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+
\$10,000 and less	2		3.23%	6,250	6,250	0	0	0
\$10,001 - \$30,000	8		12.90%	19,960	19,960	15,000	0	0
\$30,001 - \$40,000	9		14.52%	39,000	39,000	0	0	0
\$40,001 - \$90,000	16		25.81%	59,950	57,500	59,900	71,750	87,500
\$90,001 - \$120,000	12		19.35%	102,450	99,950	99,500	114,950	0
\$120,001 - \$210,000	7		11.29%	130,000	130,000	170,000	0	0
\$210,001 and up	8		12.90%	279,000	0	332,000	269,000	234,500
Median List Price:		\$71,200			\$39,900	\$99,999	\$114,900	\$161,000
Total Closed Units:		62			30	25	5	2
Total List Volume:		6,389,339			1.60M	3.82M	642.40K	322.00K





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## January 2017

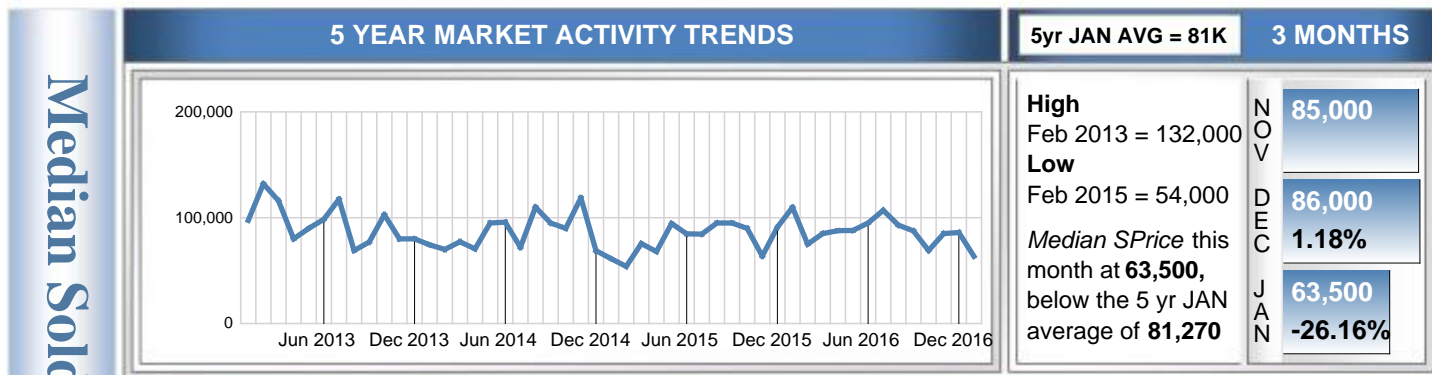
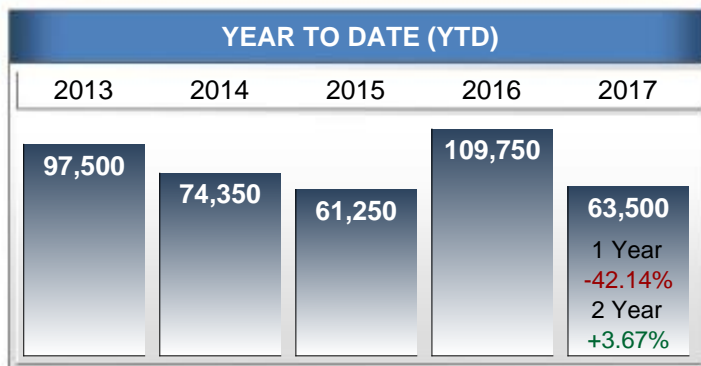
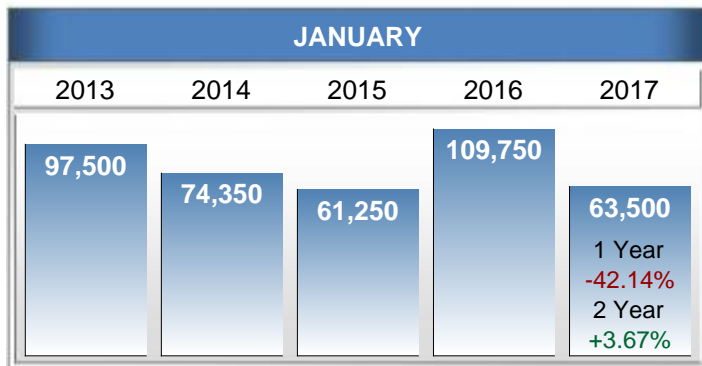
Closed Sales as of Feb 16, 2017



### Median Sold Price at Closing

Report Produced on: Feb 16, 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+
\$10,000 and less	2			3.23%	4,500	4,500	0	0	0
\$10,001 \$30,000	9			14.52%	19,960	19,960	15,000	0	0
\$30,001 \$40,000	12			19.35%	35,000	35,000	36,000	35,000	0
\$40,001 \$90,000	16			25.81%	63,500	61,250	61,000	85,000	77,501
\$90,001 \$120,000	9			14.52%	112,500	103,750	114,000	102,950	0
\$120,001 \$210,000	7			11.29%	150,000	130,000	176,000	0	0
\$210,001 and up	7			11.29%	289,000	0	362,500	252,000	230,000
Median Closed Price:		\$63,500				\$35,500	\$93,000	\$91,000	\$153,751
Total Closed Units:		62				30	25	5	2
Total Closed Volume:		6,006,311				1.48M	3.64M	577.90K	307.50K



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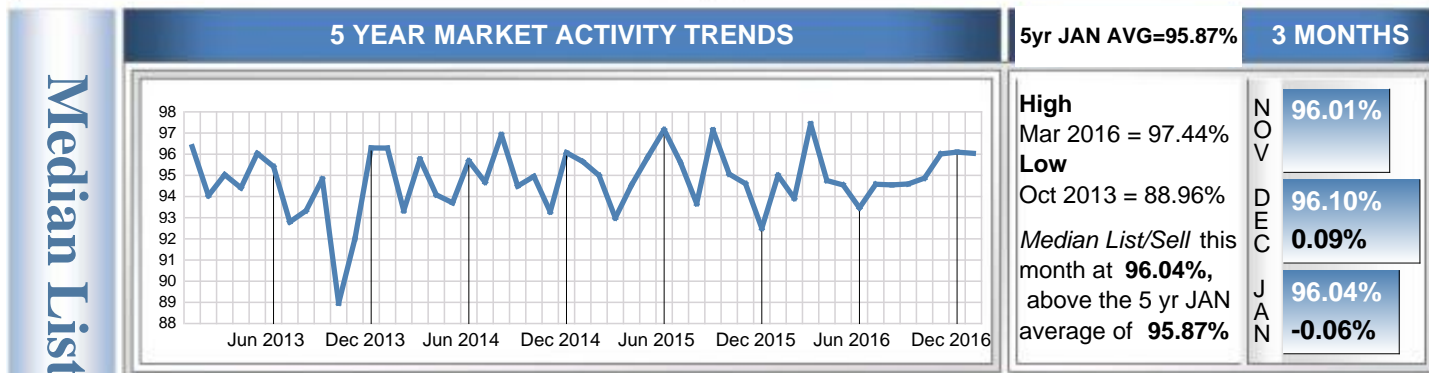
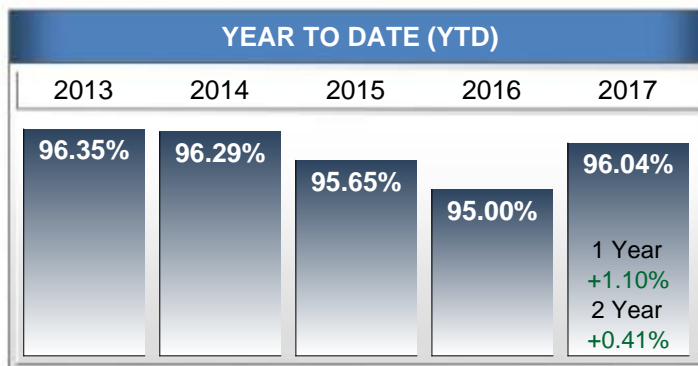
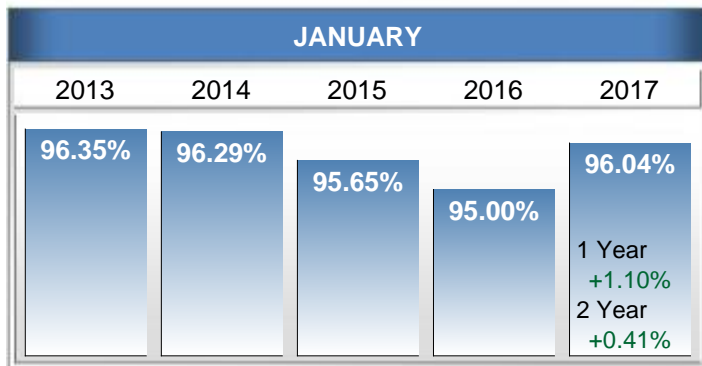
Closed Sales as of Feb 16, 2017



### Median Percent of List Price to Selling Price

Report Produced on: Feb 16, 2017

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



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+
\$10,000 and less	2	3.23%	82.50%	82.50%	0.00%	0.00%	0.00%
\$10,001 \$30,000	9	14.52%	100.00%	100.00%	100.00%	0.00%	0.00%
\$30,001 \$40,000	12	19.35%	85.62%	87.72%	77.21%	62.50%	0.00%
\$40,001 \$90,000	16	25.81%	89.83%	95.40%	89.83%	73.91%	88.57%
\$90,001 \$120,000	9	14.52%	99.91%	93.30%	98.83%	102.00%	0.00%
\$120,001 \$210,000	7	11.29%	96.92%	100.00%	95.96%	0.00%	0.00%
\$210,001 and up	7	11.29%	97.67%	0.00%	97.67%	93.68%	98.08%
Median List/Sell Ratio:	96.04%			96.06%	96.53%	93.68%	93.33%
Total Closed Units:	62			30	25	5	2
Total Closed Volume:	6,006,311			1.48M	3.64M	577.90K	307.50K



# Monthly Inventory Analysis

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## January 2017

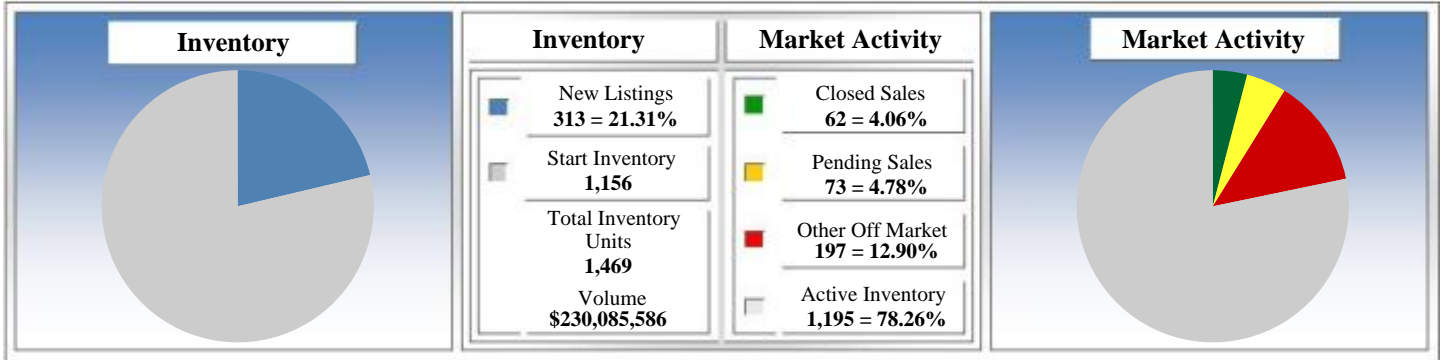
Inventory as of Feb 16, 2017



### Market Summary

Report Produced on: Feb 16, 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 January 31, 2017 = 1,195

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	72	62	-13.89%	72	62	-13.89%
Pending Sales	85	73	-14.12%	85	73	-14.12%
New Listings	309	313	1.29%	309	313	1.29%
Median List Price	119,250	71,200	-40.29%	119,250	71,200	-40.29%
Median Sale Price	109,750	63,500	-42.14%	109,750	63,500	-42.14%
Median Percent of List Price to Selling Price	95.00%	96.04%	1.10%	95.00%	96.04%	1.10%
Median Days on Market to Sale	105.00	44.50	-57.62%	105.00	44.50	-57.62%
Monthly Inventory	1,069	1,195	11.79%	1,069	1,195	11.79%
Months Supply of Inventory	15.13	15.49	2.37%	15.13	15.49	2.37%

