



# July 2017

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

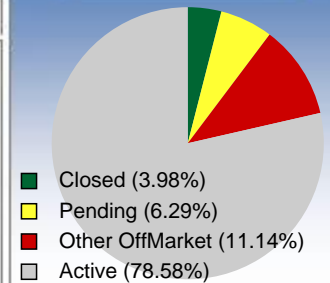


**Absorption:** Last 12 months, an Average of **81** Sales/Month

**Active Inventory** as of July 30, 2017 = **1,361**

	JULY		
	2016	2017	+/- %
Closed Listings	71	69	-2.82%
Pending Listings	99	109	10.10%
New Listings	304	354	16.45%
Median List Price	109,000	89,900	-17.52%
Median Sale Price	102,900	80,000	-22.25%
Median Percent of List Price to Selling Price	94.56%	95.09%	0.56%
Median Days on Market to Sale	42.00	58.00	38.10%
End of Month Inventory	1,254	1,361	8.53%
Months Supply of Inventory	17.02	16.73	-1.70%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **8.53%** to 1,361 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **16.73** 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 **22.25%** in July 2017 to \$80,000 versus the previous year at \$102,900.

### Median Days on Market Lengthens

The median number of **58.00** days that homes spent on the market before selling increased by 16.00 days or **38.10%** in July 2017 compared to last year's same month at **42.00** DOM.

### Sales Success for July 2017 is Positive

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

There were 354 New Listings in July 2017, up **16.45%** from last year at 304. Furthermore, there were 69 Closed Listings this month versus last year at 71, a **-2.82%** decrease.

Closed versus Listed trends yielded a **19.5%** ratio, down from last year's July 2017 at **23.4%**, a **16.54%** 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>
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<b>Inventory</b>	<b>4</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

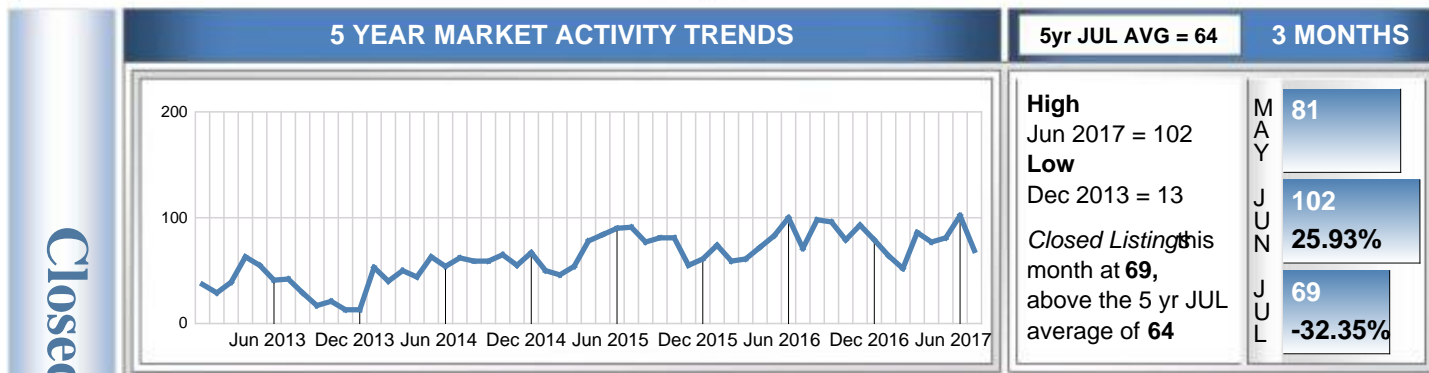
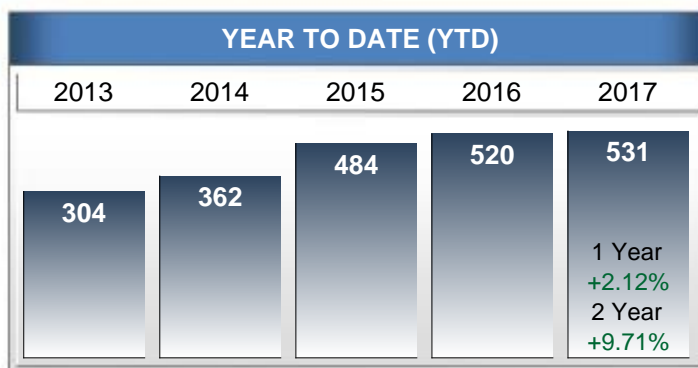
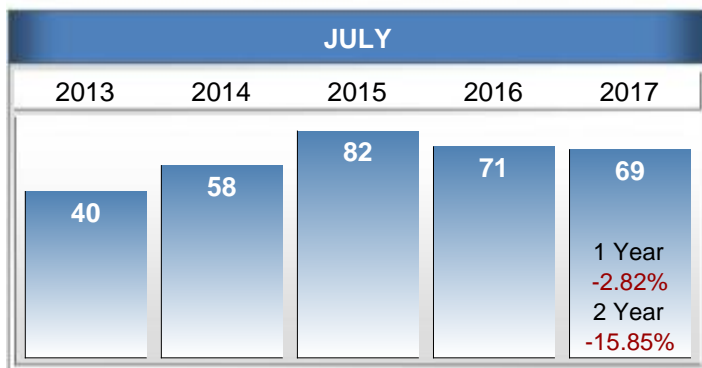
Closed Sales as of Aug 14, 2017



### Closed Listings

Report Produced on: Aug 14, 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+
\$20,000 and less	4	5.80%	117.0	3	1	0	0
\$20,001 \$30,000	6	8.70%	58.0	4	1	1	0
\$30,001 \$70,000	15	21.74%	53.0	7	7	1	0
\$70,001 \$120,000	18	26.09%	40.0	6	11	1	0
\$120,001 \$140,000	9	13.04%	74.0	1	7	1	0
\$140,001 \$190,000	10	14.49%	61.0	1	7	2	0
\$190,001 and up	7	10.14%	58.0	0	4	3	0
Total Closed Units: 69				22	38	9	
Total Closed Volume: 7,582,550				1.23M	4.41M	1.94M	0.00B
Median Closed Price: \$80,000				\$51,500	\$110,000	\$145,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

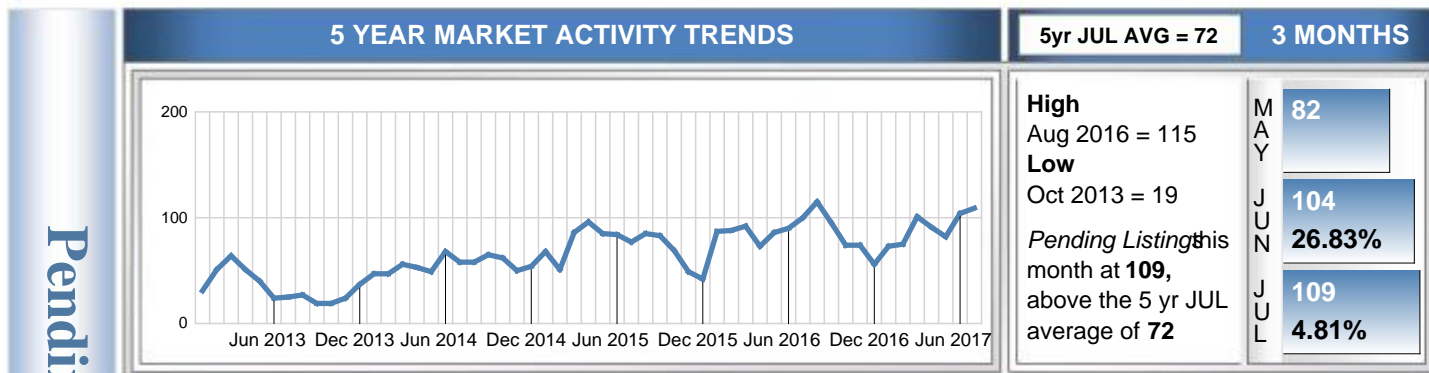
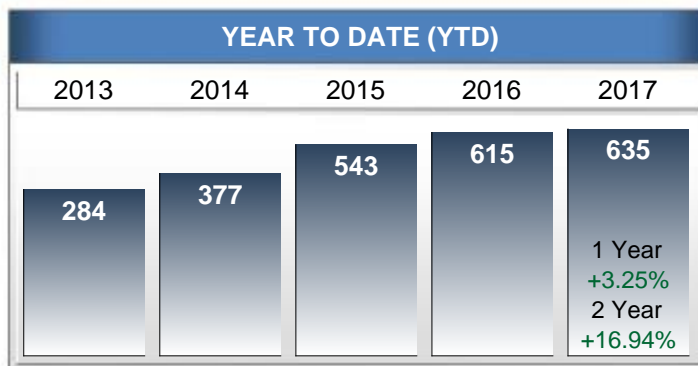
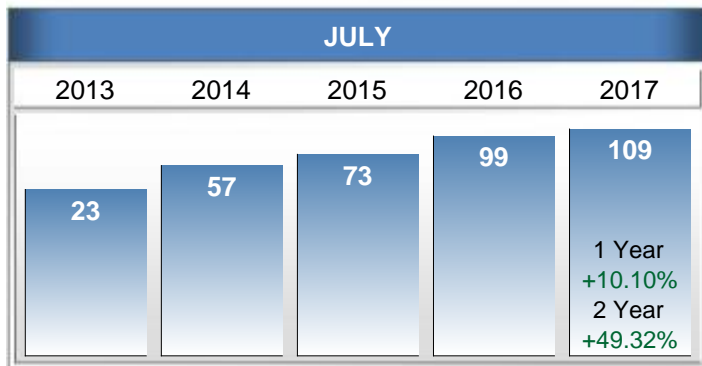
Pending Listings as of Aug 14, 2017



### Pending Listings

Report Produced on: Aug 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	7	6.42%	99.0	6	1	0	0
\$20,001 \$30,000	9	8.26%	23.0	9	0	0	0
\$30,001 \$60,000	25	22.94%	49.0	12	8	5	0
\$60,001 \$130,000	26	23.85%	33.0	5	20	1	0
\$130,001 \$170,000	17	15.60%	65.0	1	13	2	1
\$170,001 \$260,000	15	13.76%	28.0	3	7	5	0
\$260,001 and up	10	9.17%	43.0	2	4	1	3
Total Pending Units: 109				38	53	14	4
Total Pending Volume: 13,738,916				2.95M	7.23M	2.13M	1.42M
Median Listing Price: \$90,000				\$35,000	\$125,000	\$152,250	\$307,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

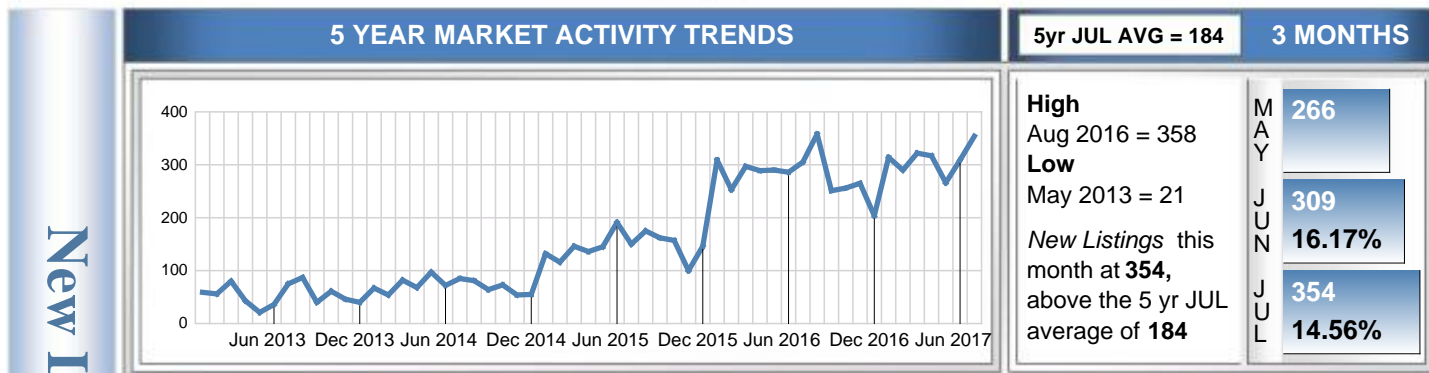
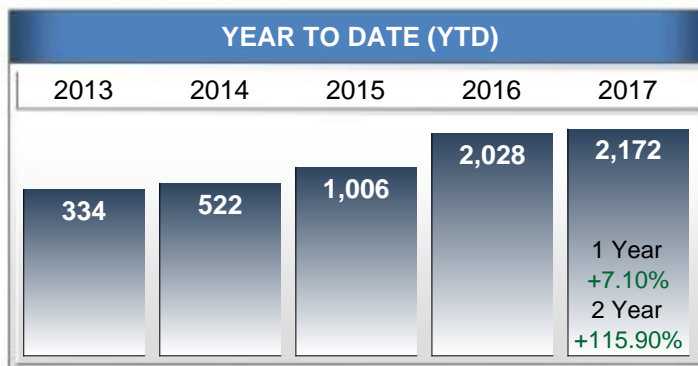
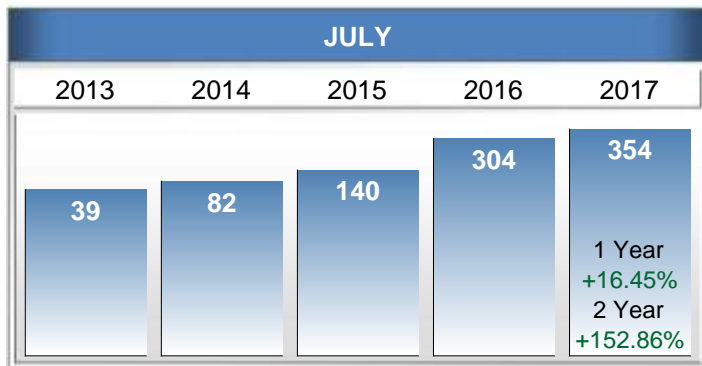
New Listings as of Aug 14, 2017



### New Listings

Report Produced on: Aug 14, 2017

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



New Listings

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Contact an experienced REALTOR

#### 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	41	11.58%	41	0	0	0	
\$20,001 \$30,000	33	9.32%	31	2	0	0	
\$30,001 \$50,000	46	12.99%	41	5	0	0	
\$50,001 \$120,000	99	27.97%	49	40	10	0	
\$120,001 \$180,000	53	14.97%	10	36	7	0	
\$180,001 \$300,000	47	13.28%	6	30	9	2	
\$300,001 and up	35	9.89%	13	13	8	1	
Total New Listed Units:			354	191	126	34	3
Total New Listed Volume:			50,843,716	21.39M	20.82M	7.89M	742.00K
Median New Listed Listing Price:			\$85,000	\$42,000	\$149,450	\$187,000	\$229,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

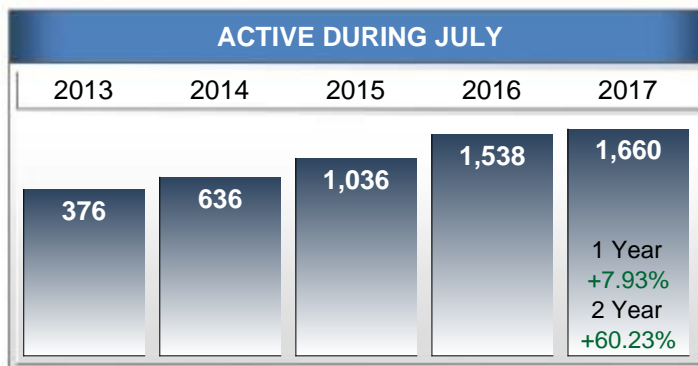
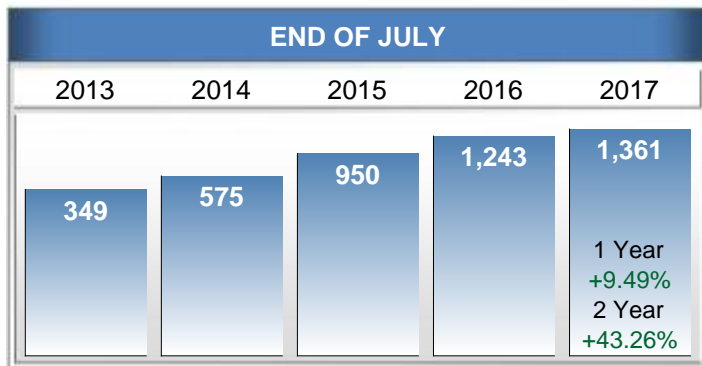
Active Inventory as of Aug 14, 2017



### Active Inventory

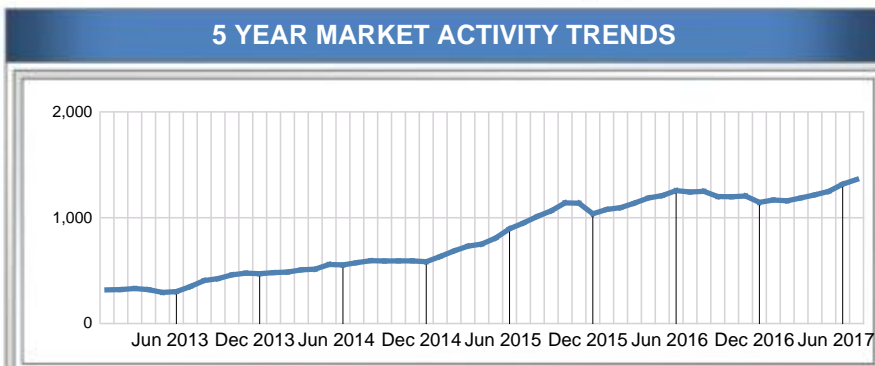
Report Produced on: Aug 14, 2017

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



Active Inventory

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**5yr JUL AVG = 896**     **3 MONTHS**

**High**  
Jul 2017 = 1,361

**Low**  
May 2013 = 294

*Inventory* this month at **1,361**, above the 5 yr JUL average of **896**

MAY	1,249
JUN	1,317
JUL	1,361
<b>5.44%</b>	
<b>3.34%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	28	2.06%	91.0	28	0	0	0		
\$10,001 \$30,000	255	18.74%	60.0	242	12	1	0		
\$30,001 \$50,000	164	12.05%	72.5	140	20	4	0		
\$50,001 \$120,000	387	28.43%	79.0	171	176	39	1		
\$120,001 \$180,000	199	14.62%	76.0	50	112	34	3		
\$180,001 \$310,000	187	13.74%	89.0	38	102	41	6		
\$310,001 and up	141	10.36%	73.0	39	54	32	16		
Total Active Inventory by Units:				1,361	75.0	708	476	151	26
Total Active Inventory by Volume:				199,505,242		71.06M	81.62M	37.41M	9.42M
Median Active Inventory Listing Price:				\$88,500		\$45,000	\$139,700	\$179,500	\$337,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

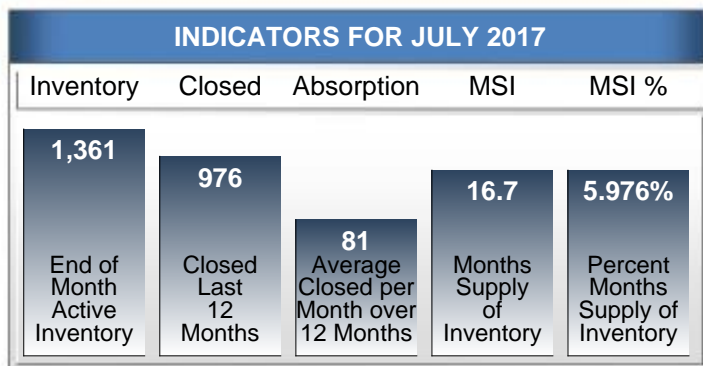
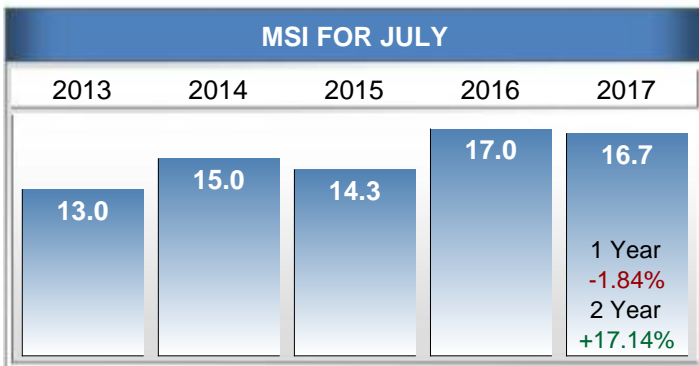
Active Inventory as of Aug 14, 2017



### Months Supply of Inventory

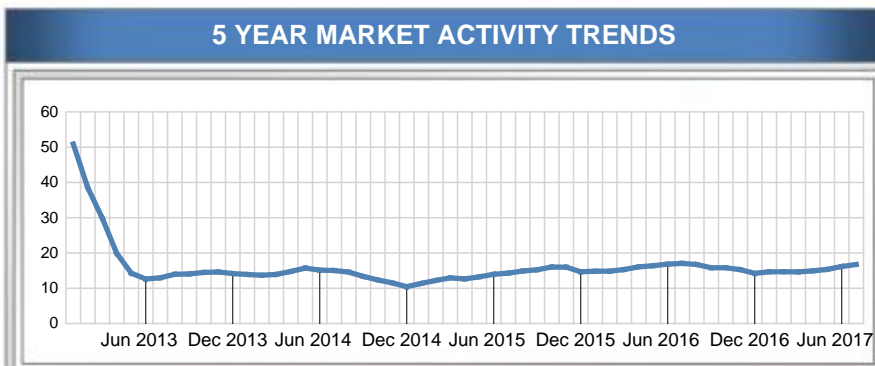
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Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



Months Supply

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5yr JUL AVG = 15.2	3 MONTHS
<b>High</b> Jan 2013 = 50.9 <b>Low</b> Dec 2014 = 10.4 <i>Months Supply</i> this month at <b>16.7</b> , above the 5 yr JUL average of <b>15.2</b>	M A Y 15.4 J U N 16.2 <b>5.23%</b> J U L 16.7 <b>3.55%</b>

#### 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	28	2.06%	13.4	16.0	0.0	0.0	0.0
\$10,001 \$30,000	255	18.74%	22.7	33.4	3.5	1.7	0.0
\$30,001 \$50,000	164	12.05%	13.3	21.8	3.8	6.9	0.0
\$50,001 \$120,000	387	28.43%	14.6	19.4	11.9	15.6	4.0
\$120,001 \$180,000	199	14.62%	14.2	25.0	11.2	17.0	0.0
\$180,001 \$310,000	187	13.74%	17.0	35.1	14.1	18.2	14.4
\$310,001 and up	141	10.36%	33.2	46.8	40.5	19.2	38.4
MSI:			16.7	25.1	11.2	15.8	24.0
Total Active Inventory:			1,361	708	476	151	26



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

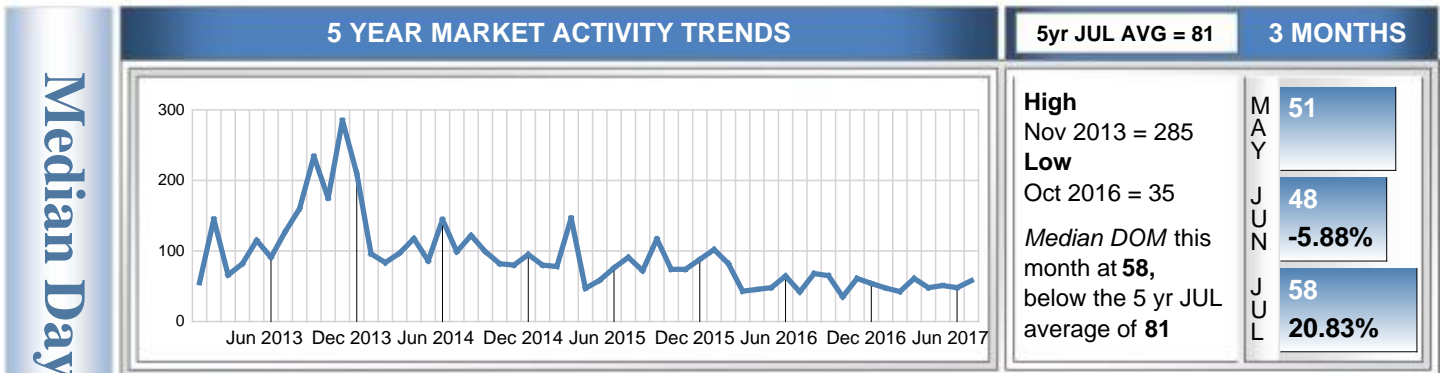
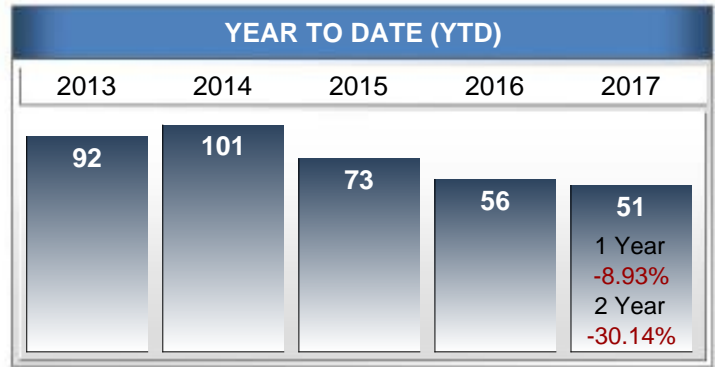
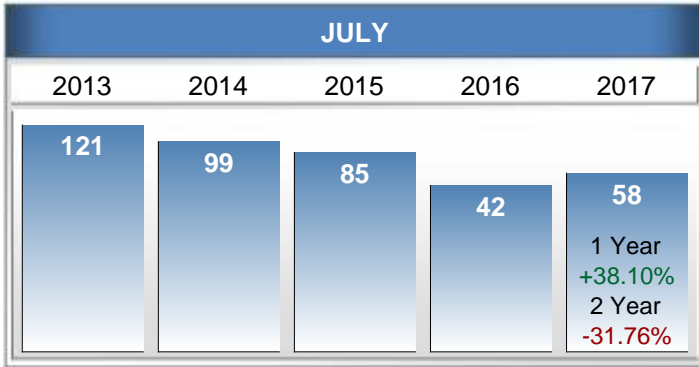
Closed Sales as of Aug 14, 2017



### Median Days on Market to Sale

Report Produced on: Aug 14, 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+
\$20,000 and less	4	5.80%	117.0	109.0	125.0	0.0	0.0
\$20,001 \$30,000	6	8.70%	58.0	58.0	23.0	128.0	0.0
\$30,001 \$70,000	15	21.74%	53.0	70.0	48.0	127.0	0.0
\$70,001 \$120,000	18	26.09%	40.0	46.5	41.0	26.0	0.0
\$120,001 \$140,000	9	13.04%	74.0	128.0	48.0	74.0	0.0
\$140,001 \$190,000	10	14.49%	61.0	115.0	61.0	53.0	0.0
\$190,001 and up	7	10.14%	58.0	0.0	46.0	41.0	0.0
Median Closed DOM:	58.0			69.0	48.0	58.0	0.0
Total Closed Units:	69			22	38	9	
Total Closed Volume:	7,582,550			1.23M	4.41M	1.94M	0.00B



# Monthly Inventory Analysis

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## July 2017

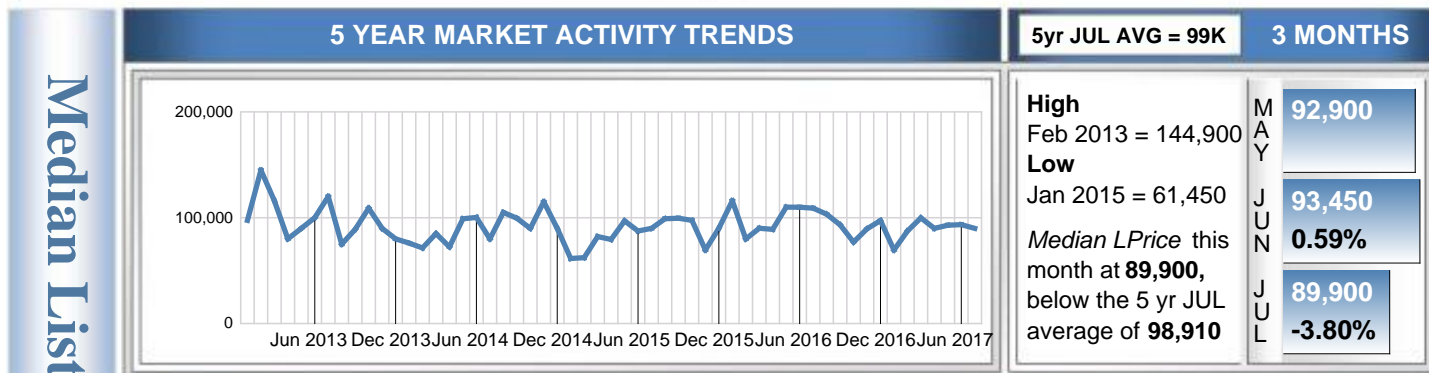
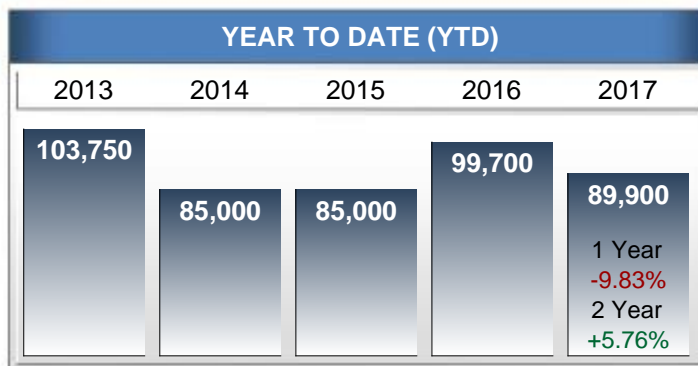
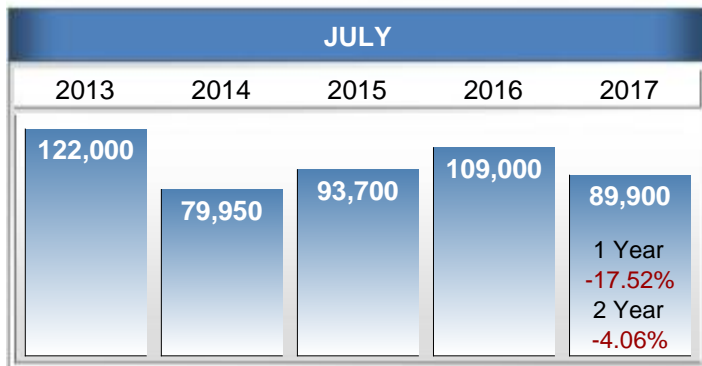
Closed Sales as of Aug 14, 2017



### Median List Price at Closing

Report Produced on: Aug 14, 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+
\$20,000 and less	3		4.35%	15,500	15,500	0	0	0
\$20,001 \$30,000	5		7.25%	27,900	27,700	27,900	0	0
\$30,001 \$70,000	17		24.64%	45,000	45,000	57,400	38,900	0
\$70,001 \$120,000	17		24.64%	89,900	77,200	92,450	84,900	0
\$120,001 \$140,000	10		14.49%	135,000	132,000	135,000	138,000	0
\$140,001 \$190,000	8		11.59%	154,700	0	154,700	154,900	0
\$190,001 and up	9		13.04%	265,000	200,000	259,000	449,900	0
Median List Price:		\$89,900			\$54,950	\$115,450	\$149,900	\$0
Total Closed Units:		69			22	38	9	
Total List Volume:		8,083,896			1.33M	4.69M	2.06M	0.00B





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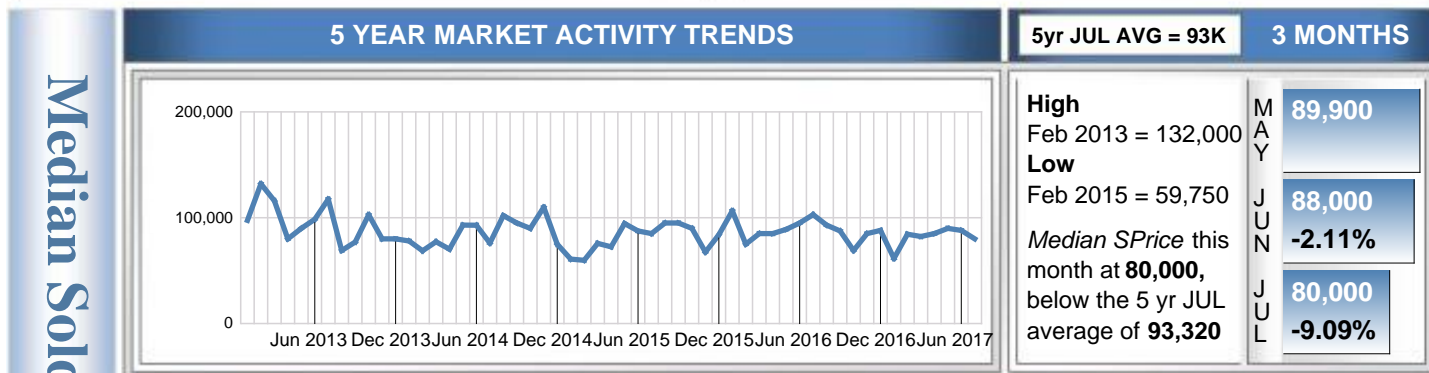
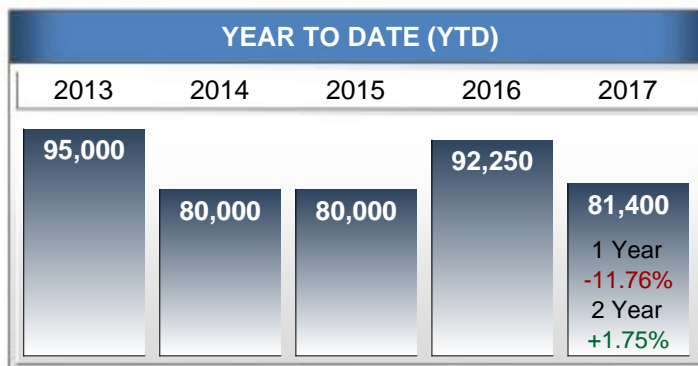
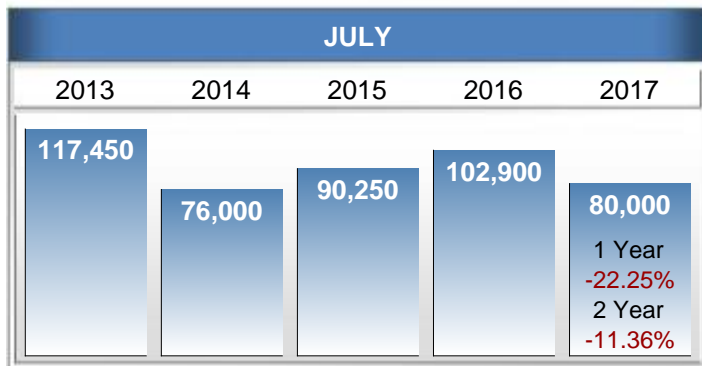
Closed Sales as of Aug 14, 2017



### Median Sold Price at Closing

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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+
\$20,000 and less	4		5.80%	12,500	12,500	20,000	0	0
\$20,001 \$30,000	6		8.70%	25,750	24,250	25,000	30,000	0
\$30,001 \$70,000	15		21.74%	45,000	45,000	59,900	37,500	0
\$70,001 \$120,000	18		26.09%	80,000	72,500	87,500	80,000	0
\$120,001 \$140,000	9		13.04%	129,900	129,000	130,000	125,000	0
\$140,001 \$190,000	10		14.49%	149,000	180,000	148,000	152,450	0
\$190,001 and up	7		10.14%	278,000	0	236,000	440,000	0
Median Closed Price:		\$80,000			\$51,500	\$110,000	\$145,000	\$0
Total Closed Units:		69			22	38	9	
Total Closed Volume:		7,582,550			1.23M	4.41M	1.94M	0.00B



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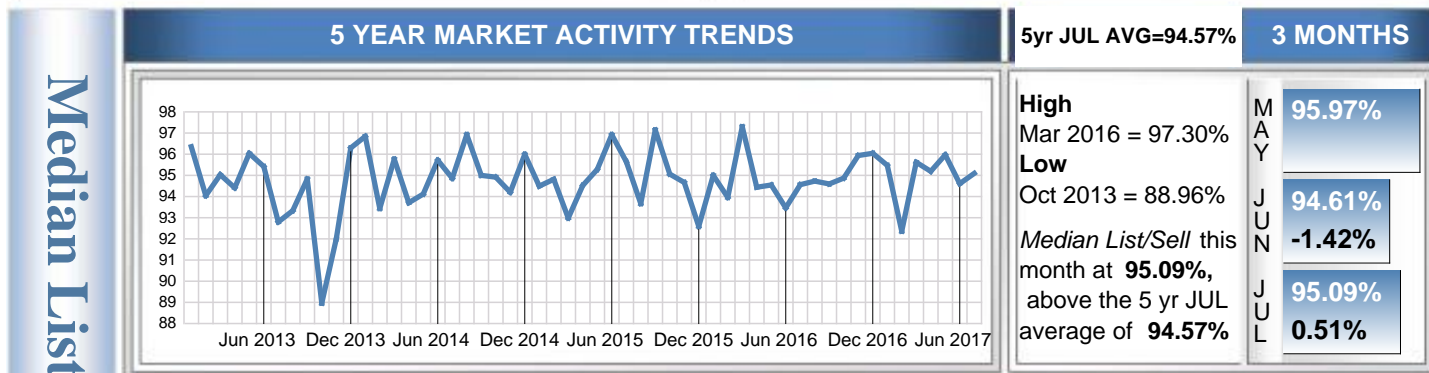
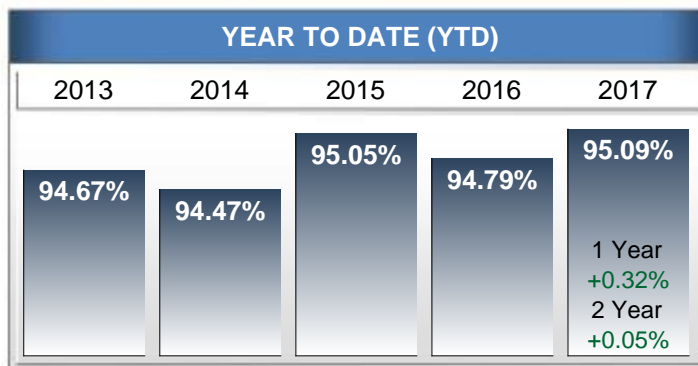
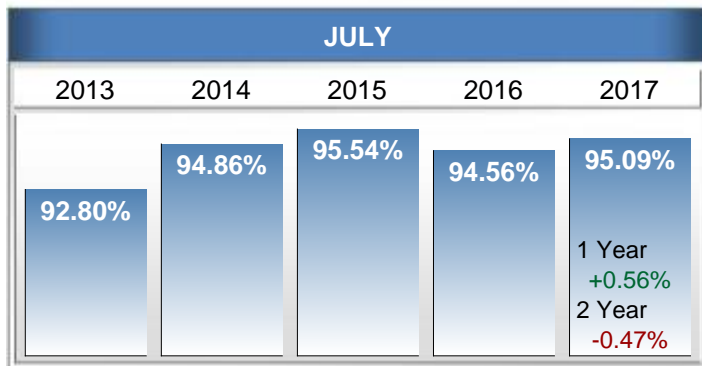
Closed Sales as of Aug 14, 2017



### Median Percent of List Price to Selling Price

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Median List/Sell Price

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Contact an experienced REALTOR

#### 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+
\$20,000 and less	4	5.80%	78.66%	80.65%	57.14%	0.00%	0.00%
\$20,001 \$30,000	6	8.70%	90.40%	90.59%	89.61%	91.19%	0.00%
\$30,001 \$70,000	15	21.74%	96.30%	91.18%	97.28%	83.52%	0.00%
\$70,001 \$120,000	18	26.09%	95.47%	97.65%	96.37%	94.23%	0.00%
\$120,001 \$140,000	9	13.04%	100.00%	97.73%	100.00%	90.58%	0.00%
\$140,001 \$190,000	10	14.49%	97.08%	90.00%	97.43%	98.37%	0.00%
\$190,001 and up	7	10.14%	95.09%	0.00%	95.49%	94.22%	0.00%
Median List/Sell Ratio:	95.09%			90.97%	96.83%	94.22%	0.00%
Total Closed Units:	69			22	38	9	
Total Closed Volume:	7,582,550			1.23M	4.41M	1.94M	0.00B



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## July 2017

Inventory as of Aug 14, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of **81** Sales/Month

**Active Inventory** as of July 30, 2017 = **1,361**

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	71	69	-2.82%	520	531	2.12%
Pending Sales	99	109	10.10%	615	635	3.25%
New Listings	304	354	16.45%	2,028	2,172	7.10%
Median List Price	109,000	89,900	-17.52%	99,700	89,900	-9.83%
Median Sale Price	102,900	80,000	-22.25%	92,250	81,400	-11.76%
Median Percent of List Price to Selling Price	94.56%	95.09%	0.56%	94.79%	95.09%	0.32%
Median Days on Market to Sale	42.00	58.00	38.10%	56.00	51.00	-8.93%
Monthly Inventory	1,254	1,361	8.53%	1,254	1,361	8.53%
Months Supply of Inventory	17.02	16.73	-1.70%	17.02	16.73	-1.70%

