



September 2017

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

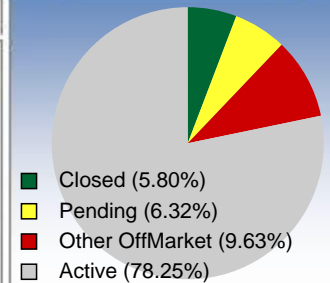


Absorption: Last 12 months, an Average of **83** Sales/Month

Active Inventory as of September 30, 2017 = **1,349**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	96	100	4.17%
Pending Listings	95	109	14.74%
New Listings	251	213	-15.14%
Average List Price	132,188	137,884	4.31%
Average Sale Price	123,883	130,545	5.38%
Average Percent of List Price to Selling Price	93.38%	93.72%	0.36%
Average Days on Market to Sale	69.13	70.62	2.16%
End of Month Inventory	1,200	1,349	12.42%
Months Supply of Inventory	15.81	16.34	3.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 12, 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 September 2017 rose **12.42%** to 1,349 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **16.34** 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 **5.38%** in September 2017 to \$130,545 versus the previous year at \$123,883.

Average Days on Market Lengthens

The average number of **70.62** days that homes spent on the market before selling increased by 1.50 days or **2.16%** in September 2017 compared to last year's same month at **69.13** DOM.

Sales Success for September 2017 is Positive

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

There were 213 New Listings in September 2017, down **15.14%** from last year at 251. Furthermore, there were 100 Closed Listings this month versus last year at 96, a **4.17%** increase.

Closed versus Listed trends yielded a **46.9%** ratio, up from last year's September 2017 at **38.2%**, a **22.75%** upswing. 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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September 2017

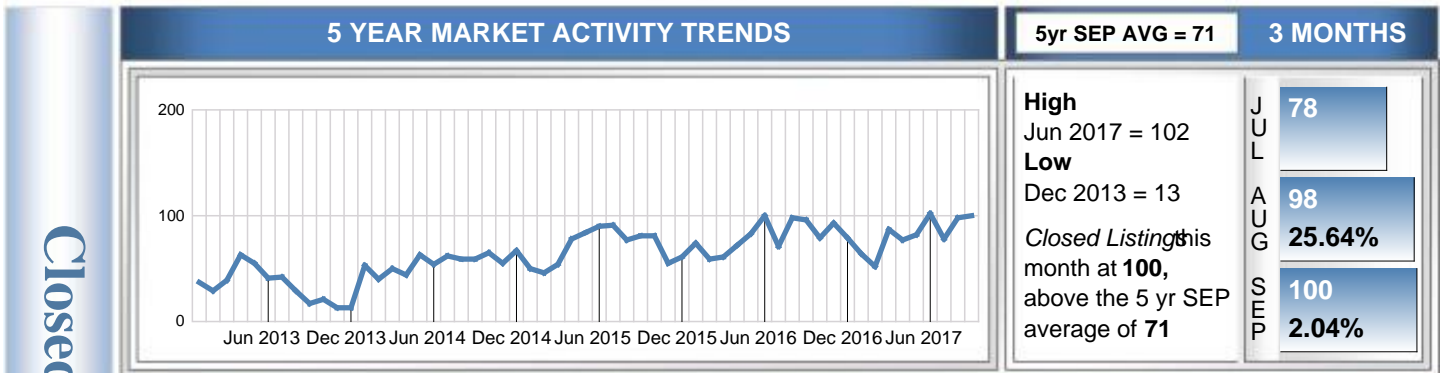
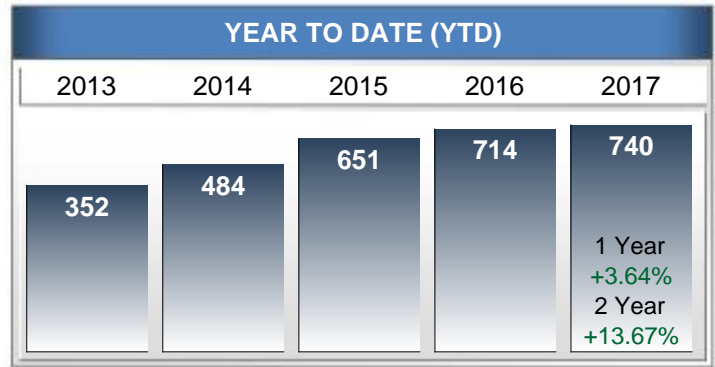
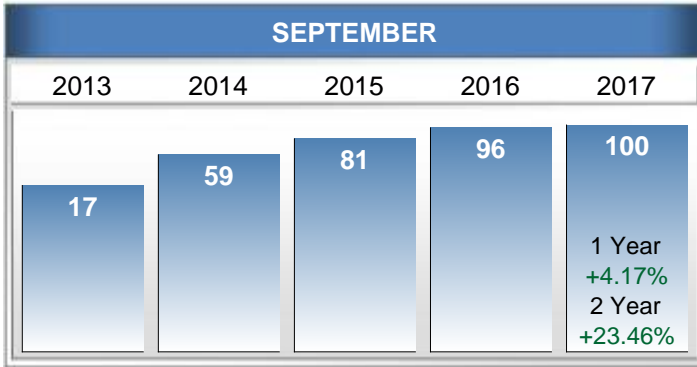
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	12	12.00%	67.8	10	2	0	0
\$20,001 \$30,000	7	7.00%	83.3	5	1	1	0
\$30,001 \$50,000	11	11.00%	100.3	6	4	1	0
\$50,001 \$130,000	33	33.00%	66.2	9	19	5	0
\$130,001 \$200,000	14	14.00%	45.6	3	9	1	1
\$200,001 \$280,000	13	13.00%	65.4	0	7	6	0
\$280,001 and up	10	10.00%	88.9	1	2	4	3
Total Closed Units: 100				70.6			
Total Closed Volume: 13,054,547				34 44 18 4			
Average Closed Price: \$130,545				2.27M 5.60M 3.60M 1.58M			
				\$66,851 \$127,184 \$200,139 \$395,750			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

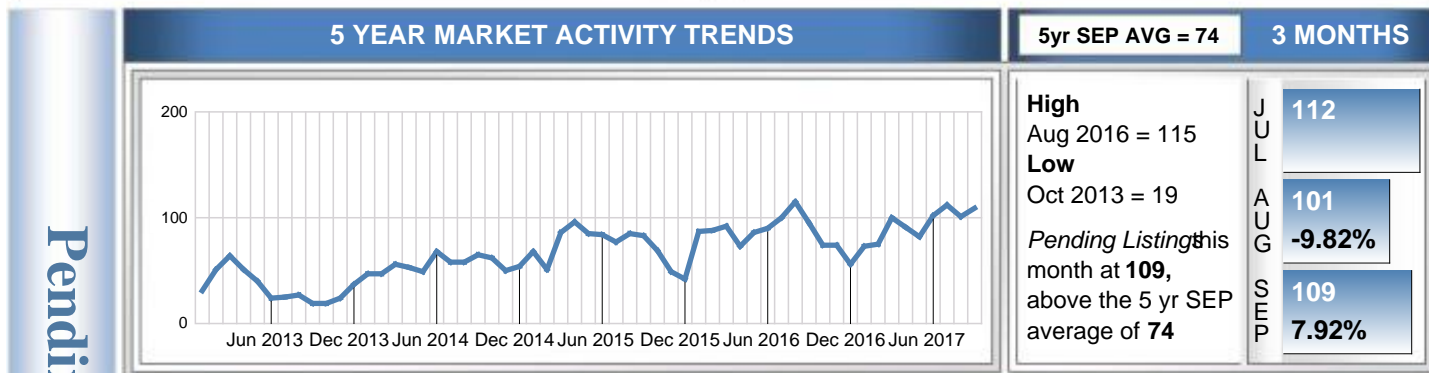
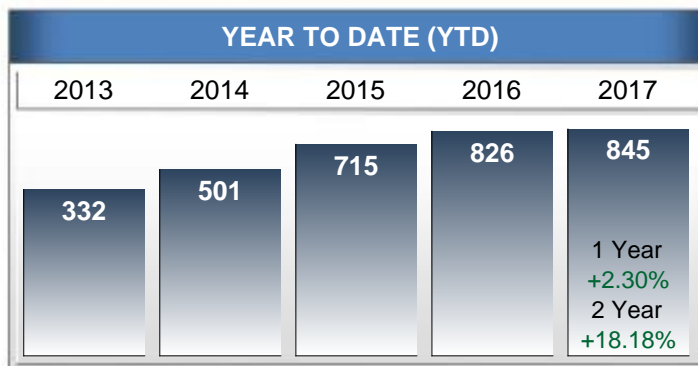
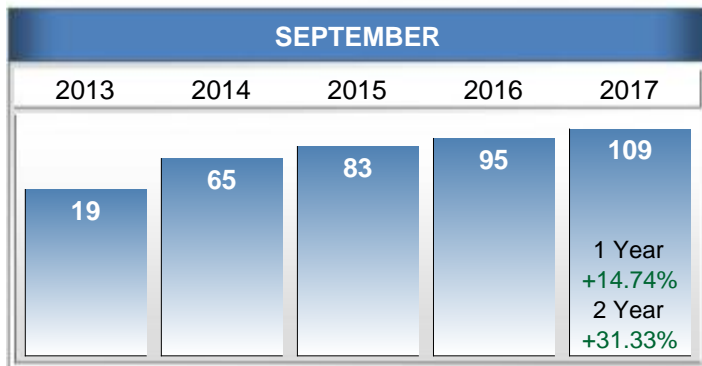
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	8	7.34%	45.5	6	1	0	1
\$30,001 - \$50,000	16	14.68%	91.6	10	4	2	0
\$50,001 - \$60,000	14	12.84%	120.4	4	9	1	0
\$60,001 - \$120,000	29	26.61%	65.3	13	15	1	0
\$120,001 - \$160,000	17	15.60%	42.2	2	13	2	0
\$160,001 - \$270,000	14	12.84%	78.9	2	8	4	0
\$270,001 and up	11	10.09%	82.1	2	7	2	0
Total Pending Units: 109				39	57	12	1
Total Pending Volume: 13,693,839				3.40M	8.22M	2.06M	22.00K
Average Listing Price: \$130,273				\$87,161	\$144,163	\$171,275	\$22,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

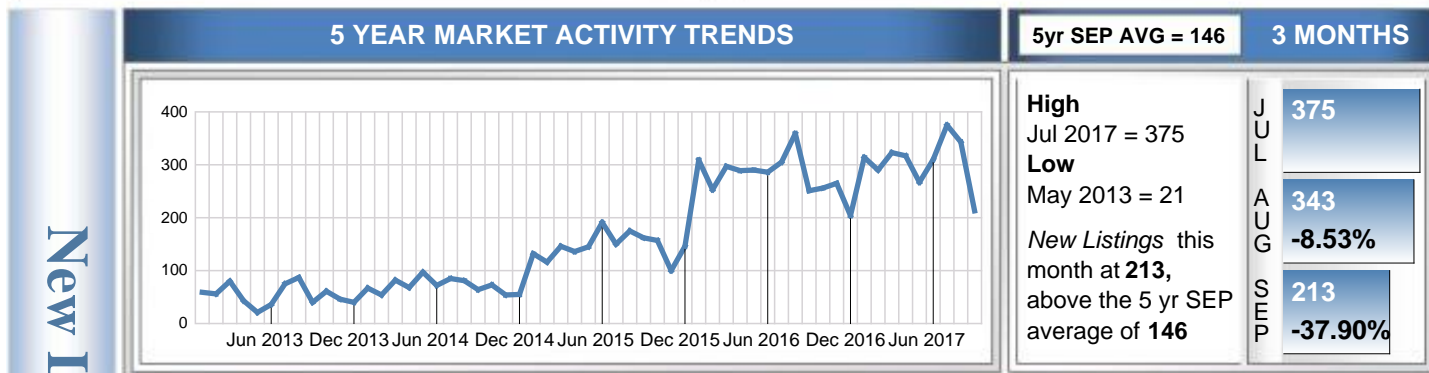
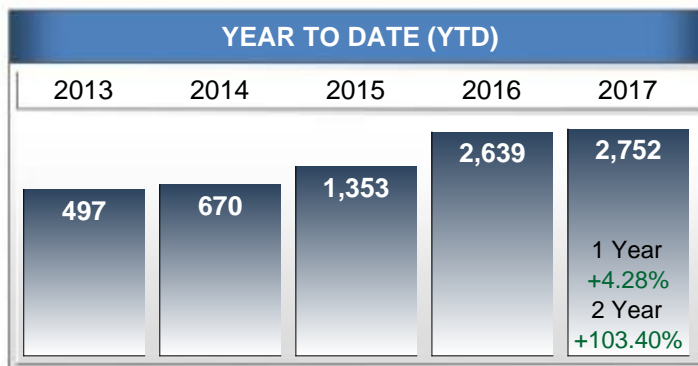
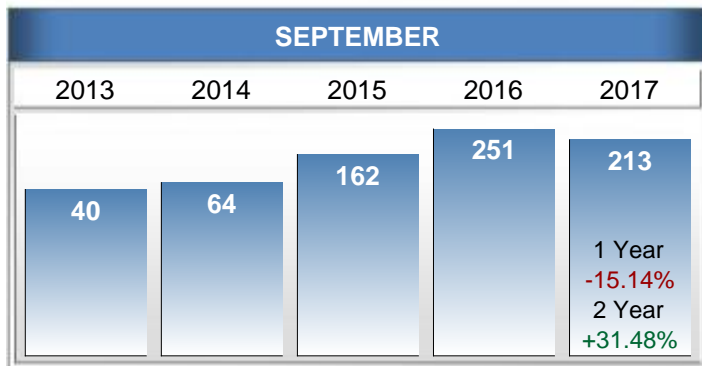
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 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+
\$30,000 and less	20	9.39%	19	0	0	1
\$30,001 - \$50,000	23	10.80%	10	9	3	1
\$50,001 - \$80,000	35	16.43%	16	17	2	0
\$80,001 - \$130,000	53	24.88%	16	33	4	0
\$130,001 - \$180,000	26	12.21%	3	19	4	0
\$180,001 - \$330,000	34	15.96%	4	21	8	1
\$330,001 and up	22	10.33%	7	9	5	1
Total New Listed Units:	213		75	108	26	4
Total New Listed Volume:	32,269,234		8.52M	16.98M	5.73M	1.03M
Average New Listed Listing Price:	\$60,300		\$113,637	\$157,262	\$220,450	\$257,635



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

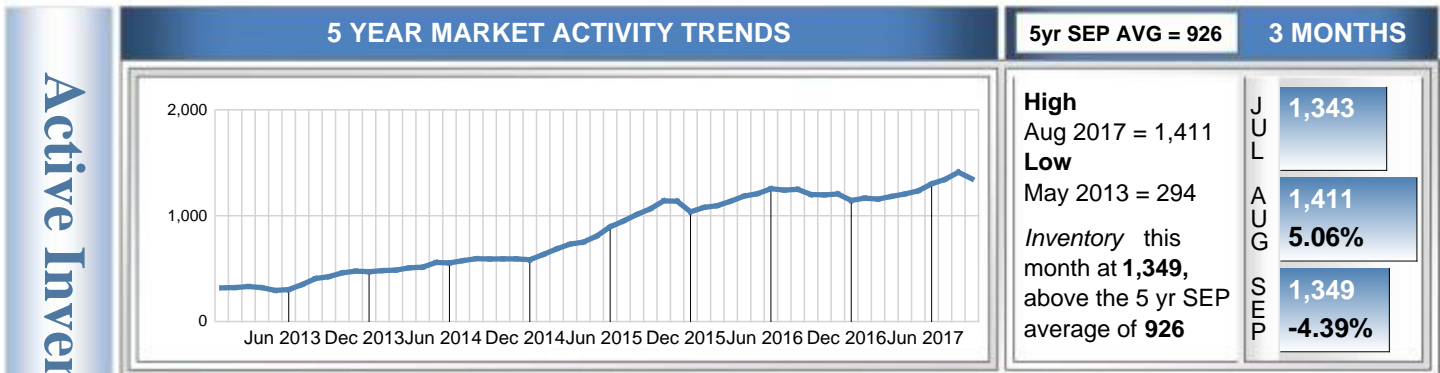
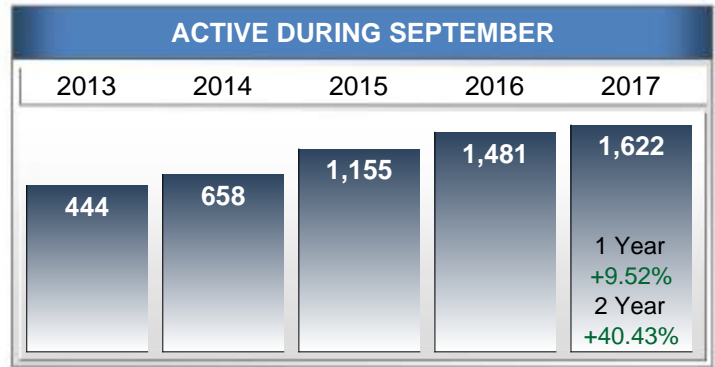
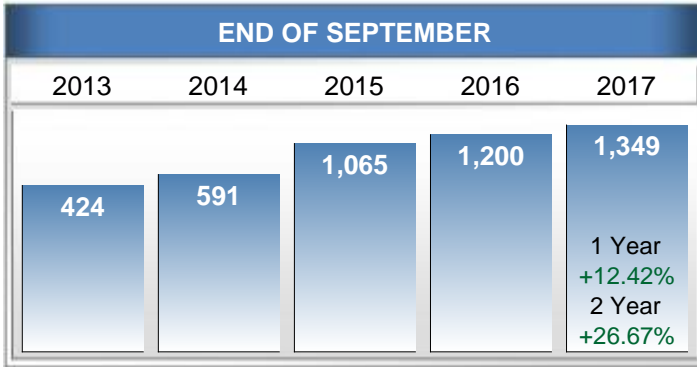
Active Inventory as of Oct 12, 2017



Active Inventory

Report Produced on: Oct 12, 2017

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



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	28	2.08%	205.0	27	1	0	0		
\$10,001 \$30,000	266	19.72%	121.6	259	7	0	0		
\$30,001 \$50,000	159	11.79%	109.1	125	29	4	1		
\$50,001 \$120,000	381	28.24%	116.3	179	167	35	0		
\$120,001 \$180,000	190	14.08%	147.5	43	114	31	2		
\$180,001 \$310,000	190	14.08%	109.4	40	103	40	7		
\$310,001 and up	135	10.01%	116.1	42	55	31	7		
Total Active Inventory by Units:				1,349	121.7	715	476	141	17
Total Active Inventory by Volume:				195,822,007		70.02M	85.27M	35.69M	4.83M
Average Active Inventory Listing Price:				\$145,161		\$97,936	\$179,149	\$253,154	\$284,002



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

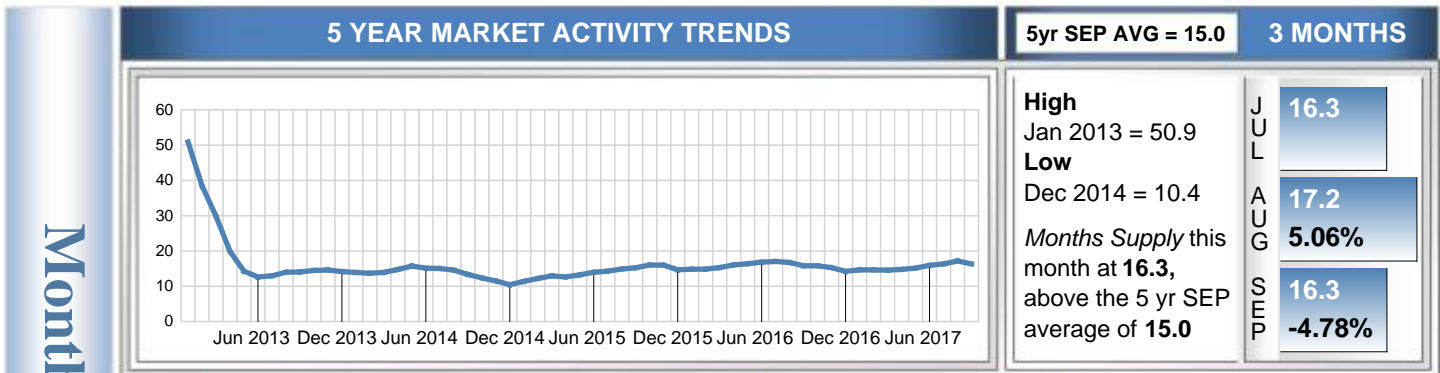
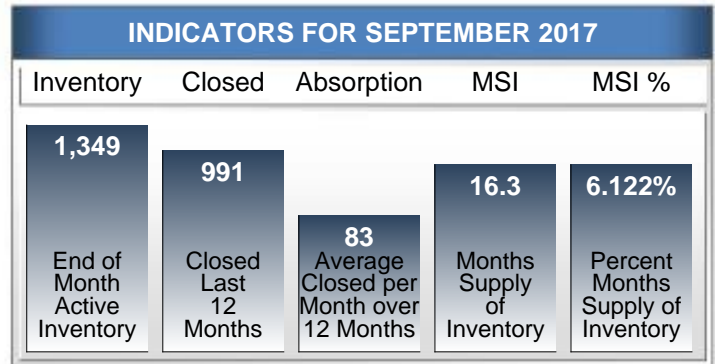
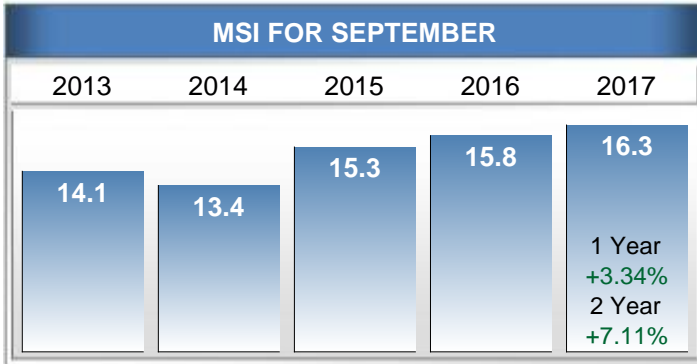
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

Report Produced on: Oct 12, 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+
\$10,000 and less	28	2.08%	14.0	16.2	3.0	0.0	0.0
\$10,001 \$30,000	266	19.72%	21.4	31.7	1.9	0.0	0.0
\$30,001 \$50,000	159	11.79%	12.6	19.0	5.7	4.4	0.0
\$50,001 \$120,000	381	28.24%	14.7	21.1	11.6	12.4	0.0
\$120,001 \$180,000	190	14.08%	13.8	19.1	12.0	16.9	12.0
\$180,001 \$310,000	190	14.08%	17.1	34.3	15.5	14.1	16.8
\$310,001 and up	135	10.01%	28.4	50.4	44.0	14.9	12.0
MSI:			16.3	24.5	11.6	12.7	12.0
Total Active Inventory:			1,349	715	476	141	17



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

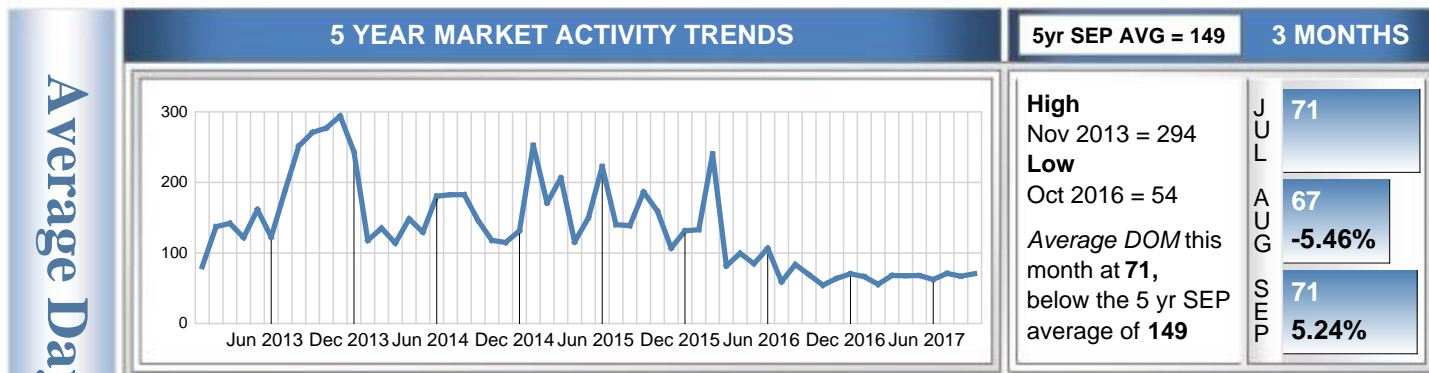
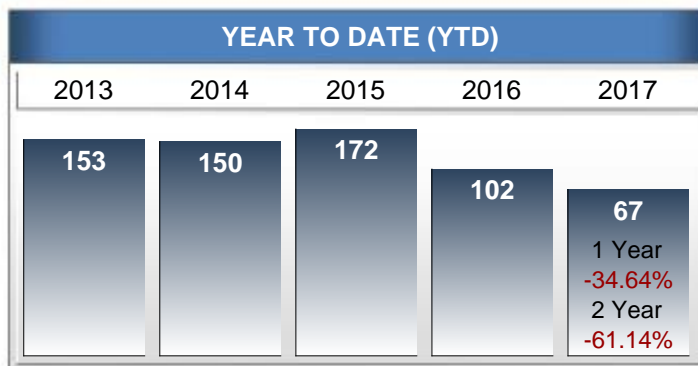
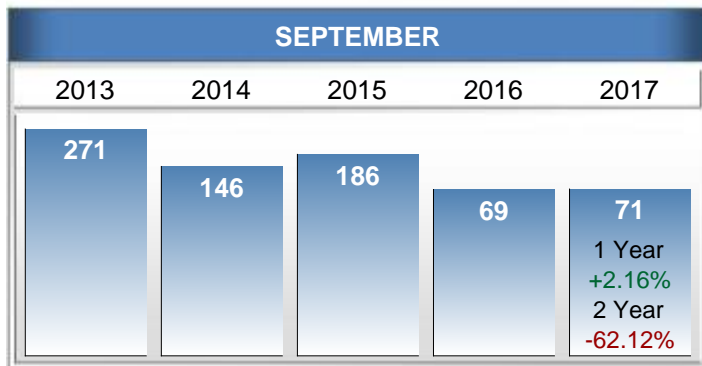
Closed Sales as of Oct 12, 2017



Average Days on Market to Sale

Report Produced on: Oct 12, 2017

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	12	12.00%	67.8	63.7	88.0	0.0	0.0
\$20,001 \$30,000	7	7.00%	83.3	101.8	60.0	14.0	0.0
\$30,001 \$50,000	11	11.00%	100.3	119.5	96.3	1.0	0.0
\$50,001 \$130,000	33	33.00%	66.2	66.0	69.1	55.6	0.0
\$130,001 \$200,000	14	14.00%	45.6	52.7	44.7	7.0	72.0
\$200,001 \$280,000	13	13.00%	65.4	0.0	60.3	71.3	0.0
\$280,001 and up	10	10.00%	88.9	156.0	111.5	74.0	71.3
Average Closed DOM: 70.6				81.5	67.8	56.9	71.5
Total Closed Units: 100				34	44	18	4
Total Closed Volume: 13,054,547				2.27M	5.60M	3.60M	1.58M



Monthly Inventory Analysis

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September 2017

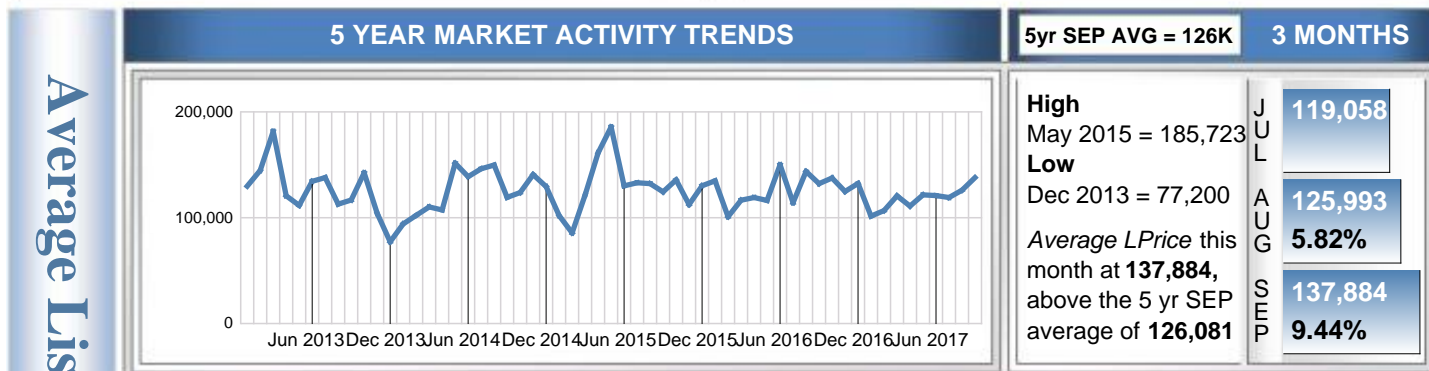
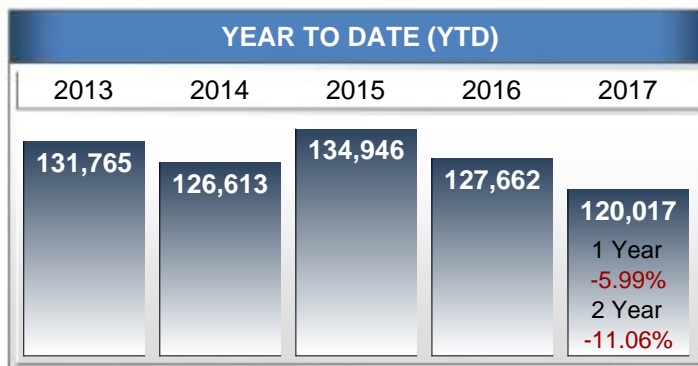
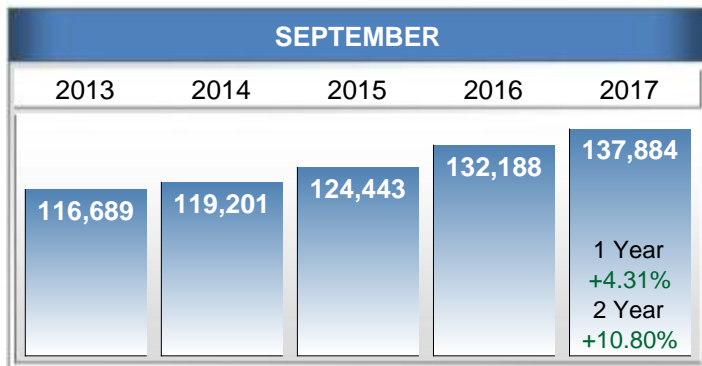
Closed Sales as of Oct 12, 2017



Average List Price at Closing

Report Produced on: Oct 12, 2017

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+
\$20,000 and less	7		7.00%	15,129	18,290	26,200	0	0
\$20,001 \$30,000	9		9.00%	25,700	31,380	25,000	23,500	0
\$30,001 \$50,000	10		10.00%	38,390	46,400	47,725	36,000	0
\$50,001 \$130,000	32		32.00%	79,713	89,861	89,942	98,380	0
\$130,001 \$200,000	19		19.00%	155,786	162,133	160,656	185,000	159,000
\$200,001 \$280,000	10		10.00%	243,000	0	257,314	252,950	0
\$280,001 and up	13		13.00%	394,354	540,000	324,500	389,975	496,267
Average List Price:		\$137,884			\$72,157	\$133,484	\$211,889	\$411,950
Total Closed Units:		100			34	44	18	4
Total List Volume:		13,788,447			2.45M	5.87M	3.81M	1.65M



Monthly Inventory Analysis

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September 2017

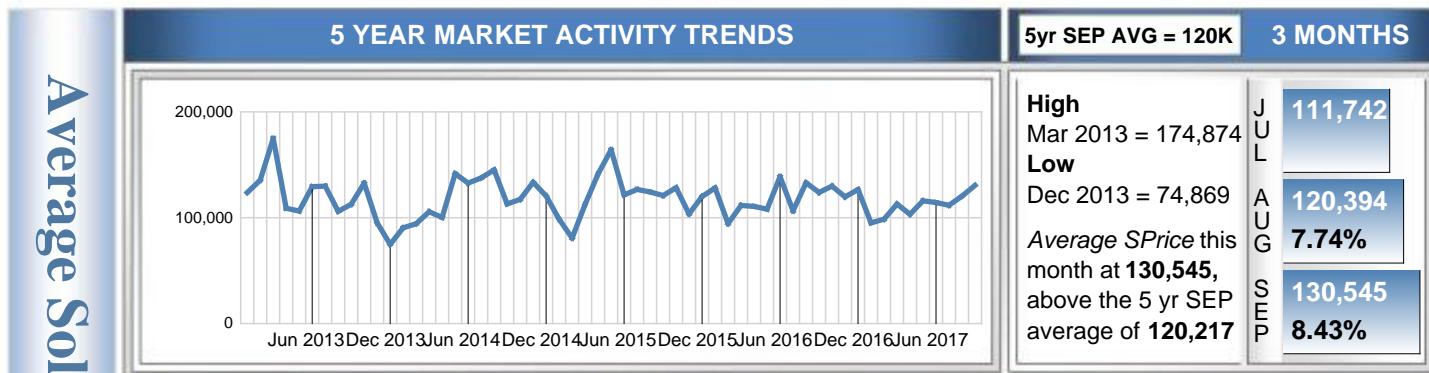
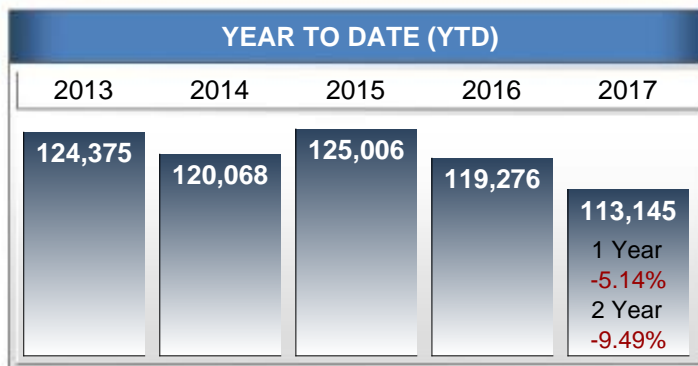
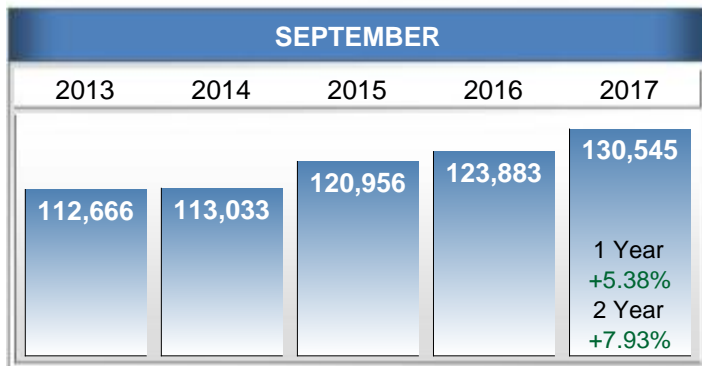
Closed Sales as of Oct 12, 2017



Average Sold Price at Closing

Report Produced on: Oct 12, 2017

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+
\$20,000 and less	12	12.00%	16,383	15,660	20,000	0	0
\$20,001 \$30,000	7	7.00%	25,407	26,370	23,000	23,000	0
\$30,001 \$50,000	11	11.00%	43,545	43,500	45,500	36,000	0
\$50,001 \$130,000	33	33.00%	86,215	83,133	85,879	93,040	0
\$130,001 \$200,000	14	14.00%	155,821	155,500	155,889	170,000	142,000
\$200,001 \$280,000	13	13.00%	242,015	0	243,271	240,550	0
\$280,001 and up	10	10.00%	402,830	508,800	306,750	366,250	480,333
Average Closed Price: \$130,545				\$66,851	\$127,184	\$200,139	\$395,750
Total Closed Units: 100				34	44	18	4
Total Closed Volume: 13,054,547				2.27M	5.60M	3.60M	1.58M



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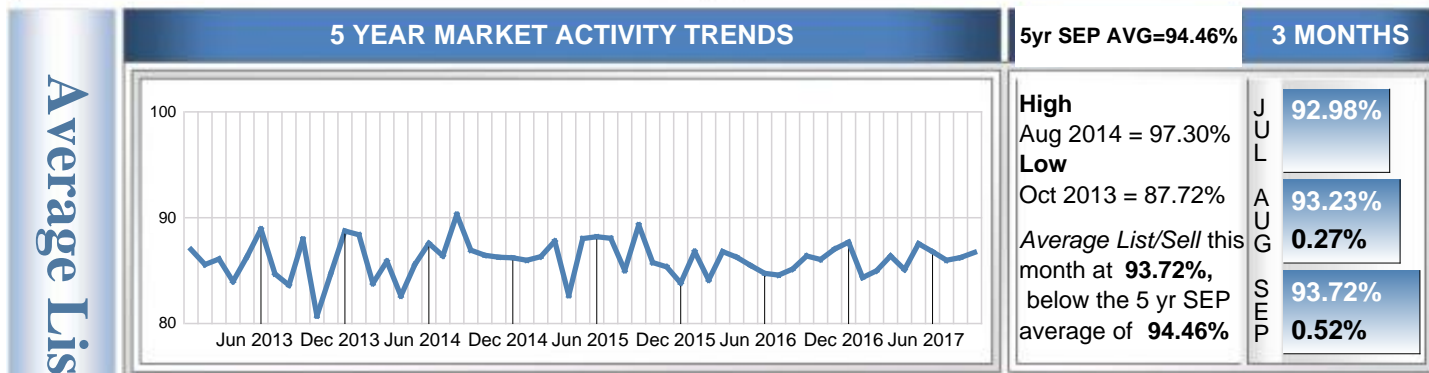
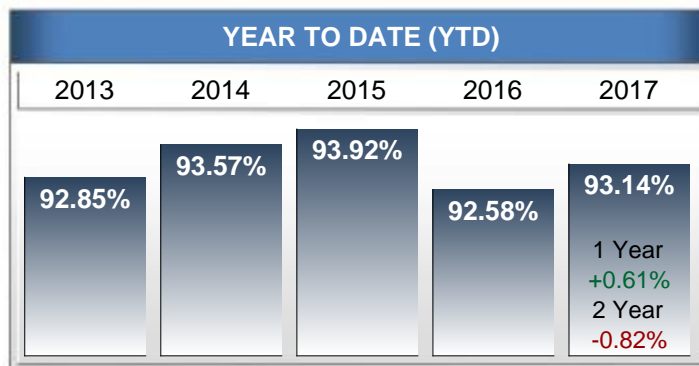
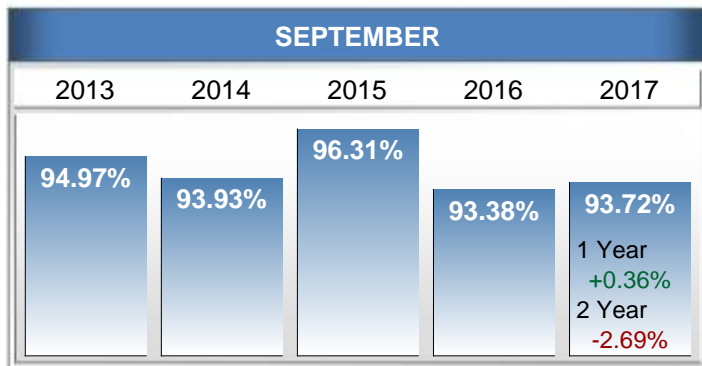
Closed Sales as of Oct 12, 2017



Average Percent of List Price to Selling Price

Report Produced on: Oct 12, 2017

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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	12	12.00%	86.21%	88.15%	76.52%	0.00%	0.00%
\$20,001 \$30,000	7	7.00%	88.14%	85.42%	92.00%	97.87%	0.00%
\$30,001 \$50,000	11	11.00%	97.25%	95.17%	99.69%	100.00%	0.00%
\$50,001 \$130,000	33	33.00%	94.73%	94.19%	95.24%	93.78%	0.00%
\$130,001 \$200,000	14	14.00%	95.89%	95.66%	97.14%	91.89%	89.31%
\$200,001 \$280,000	13	13.00%	95.04%	0.00%	94.98%	95.11%	0.00%
\$280,001 and up	10	10.00%	94.68%	94.22%	94.50%	93.87%	96.01%
Average List/Sell Ratio: 93.70%				91.43%	95.03%	94.71%	94.34%
Total Closed Units: 100				34	44	18	4
Total Closed Volume: 13,054,547				2.27M	5.60M	3.60M	1.58M



Monthly Inventory Analysis

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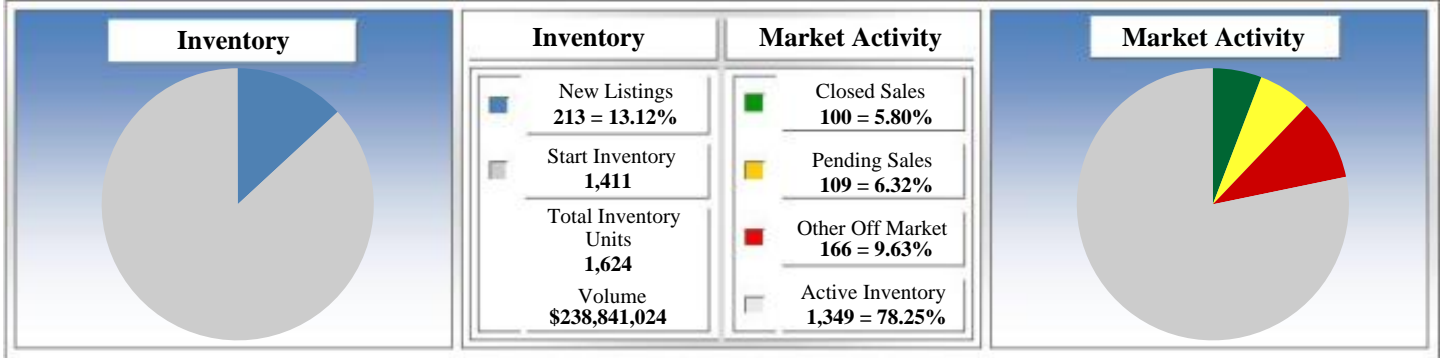
Inventory as of Oct 12, 2017



Market Summary

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



Absorption: Last 12 months, an Average of 83 Sales/Month

Active Inventory as of September 30, 2017 = 1,349

	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	96	100	4.17%	714	740	3.64%
Pending Sales	95	109	14.74%	826	845	2.30%
New Listings	251	213	-15.14%	2,639	2,752	4.28%
Average List Price	132,188	137,884	4.31%	127,662	120,017	-5.99%
Average Sale Price	123,883	130,545	5.38%	119,276	113,145	-5.14%
Average Percent of List Price to Selling Price	93.38%	93.72%	0.36%	92.58%	93.14%	0.61%
Average Days on Market to Sale	69.13	70.62	2.16%	102.13	66.75	-34.64%
Monthly Inventory	1,200	1,349	12.42%	1,200	1,349	12.42%
Months Supply of Inventory	15.81	16.34	3.34%	15.81	16.34	3.34%

