



# September 2017

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

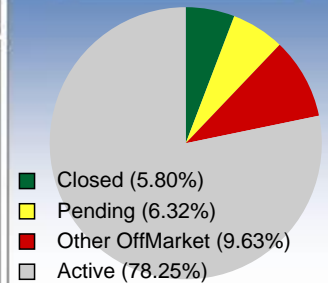


**Absorption:** Last 12 months, an Average of **83** Sales/Month

**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%
Median List Price	93,250	99,750	6.97%
Median Sale Price	87,500	98,250	12.29%
Median Percent of List Price to Selling Price	94.59%	94.46%	-0.14%
Median Days on Market to Sale	65.00	55.00	-15.38%
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.

### 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 **12.29%** in September 2017 to \$98,250 versus the previous year at \$87,500.

### Median Days on Market Shortens

The median number of **55.00** days that homes spent on the market before selling decreased by 10.00 days or **15.38%** in September 2017 compared to last year's same month at **65.00** DOM.

### Sales Success for September 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

## 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>
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<b>Median List Price at Closing</b>	<b>7</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®

## September 2017

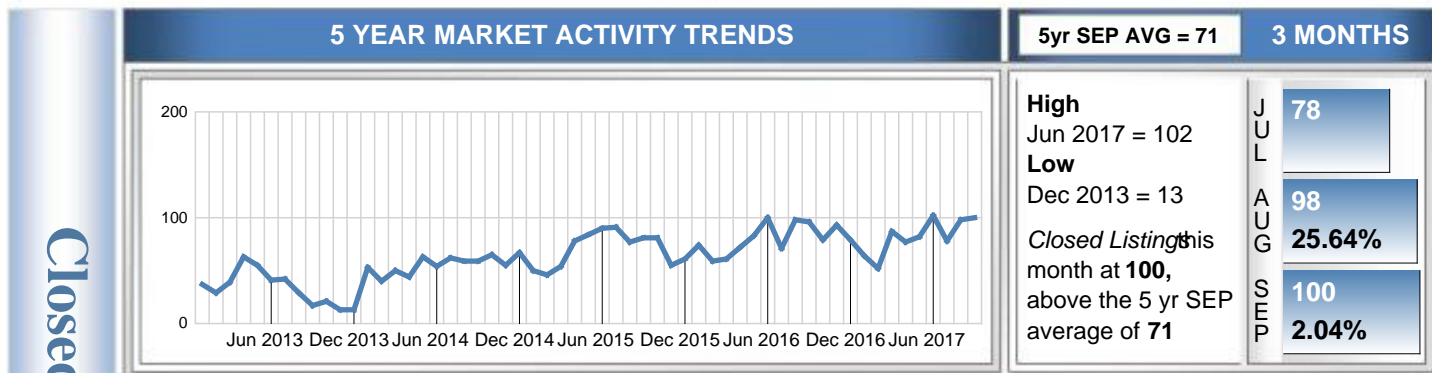
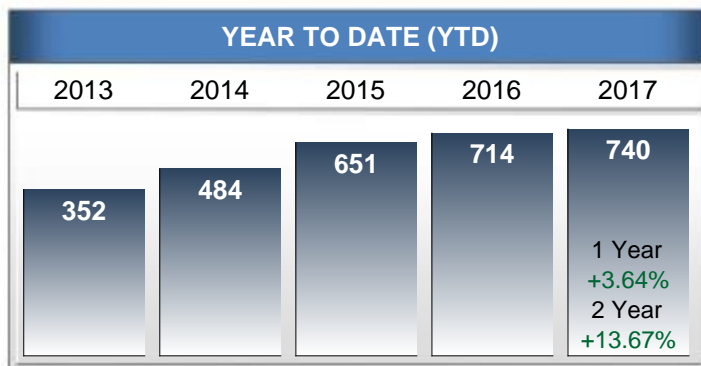
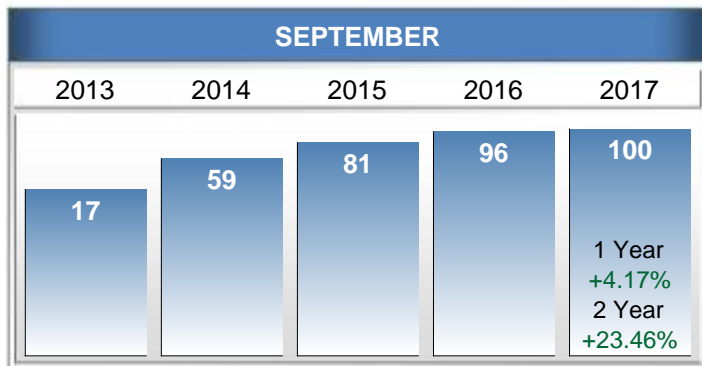
Closed Sales as of Oct 12, 2017



### Closed Listings

Report Produced on: Oct 12, 2017

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	12	12.00%	57.5	10	2	0	0
\$20,001 \$30,000	7	7.00%	60.0	5	1	1	0
\$30,001 \$50,000	11	11.00%	100.0	6	4	1	0
\$50,001 \$130,000	33	33.00%	51.0	9	19	5	0
\$130,001 \$200,000	14	14.00%	42.5	3	9	1	1
\$200,001 \$280,000	13	13.00%	32.0	0	7	6	0
\$280,001 and up	10	10.00%	70.5	1	2	4	3
Total Closed Units: 100				55.0			
Total Closed Volume:		13,054,547		2.27M	5.60M	3.60M	1.58M
Median Closed Price:		\$98,250		\$39,000	\$121,750	\$210,500	\$398,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

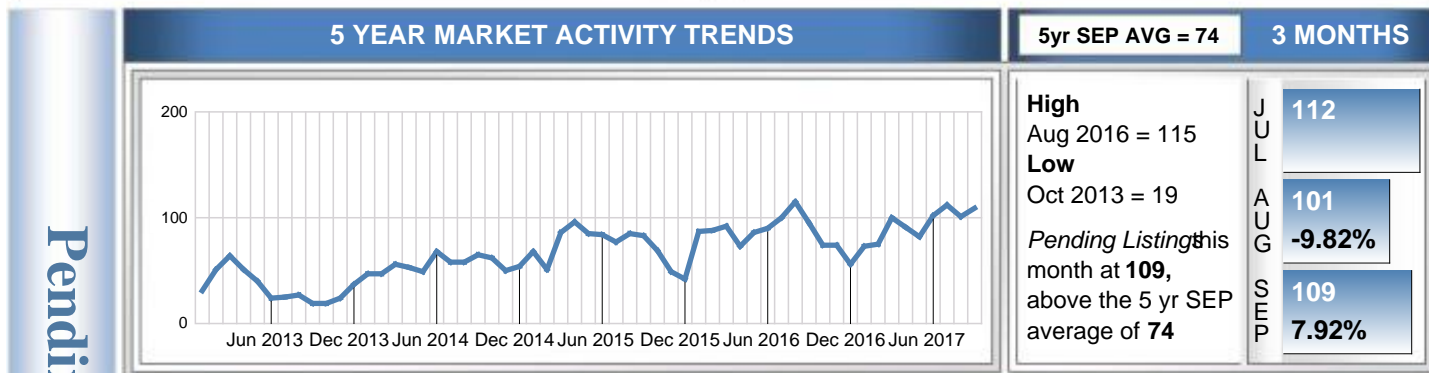
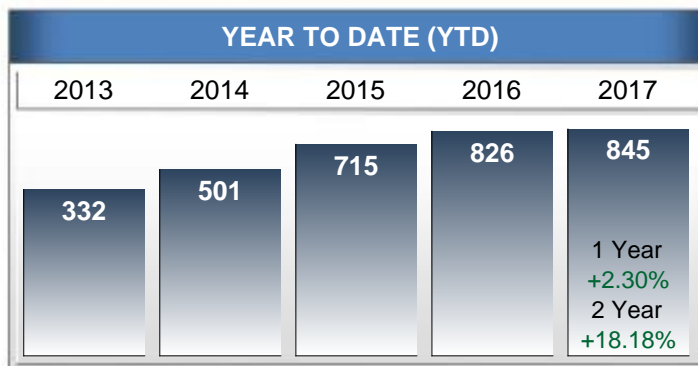
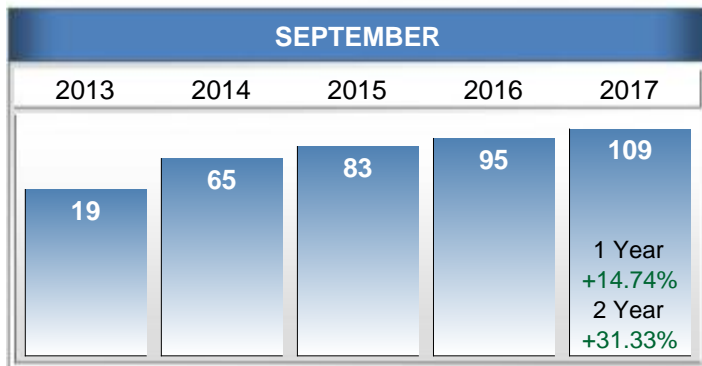
Pending Listings as of Oct 12, 2017



### Pending Listings

Report Produced on: Oct 12, 2017

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



Pending Listings

Ready to Buy or Sell Real Estate?  
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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+
\$30,000 and less	8	7.34%	37.0	6	1	0	1
\$30,001 - \$50,000	16	14.68%	99.0	10	4	2	0
\$50,001 - \$60,000	14	12.84%	122.0	4	9	1	0
\$60,001 - \$120,000	29	26.61%	50.0	13	15	1	0
\$120,001 - \$160,000	17	15.60%	44.0	2	13	2	0
\$160,001 - \$270,000	14	12.84%	74.5	2	8	4	0
\$270,001 and up	11	10.09%	60.0	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
Median Listing Price: \$99,500				\$60,000	\$119,000	\$164,000	\$22,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

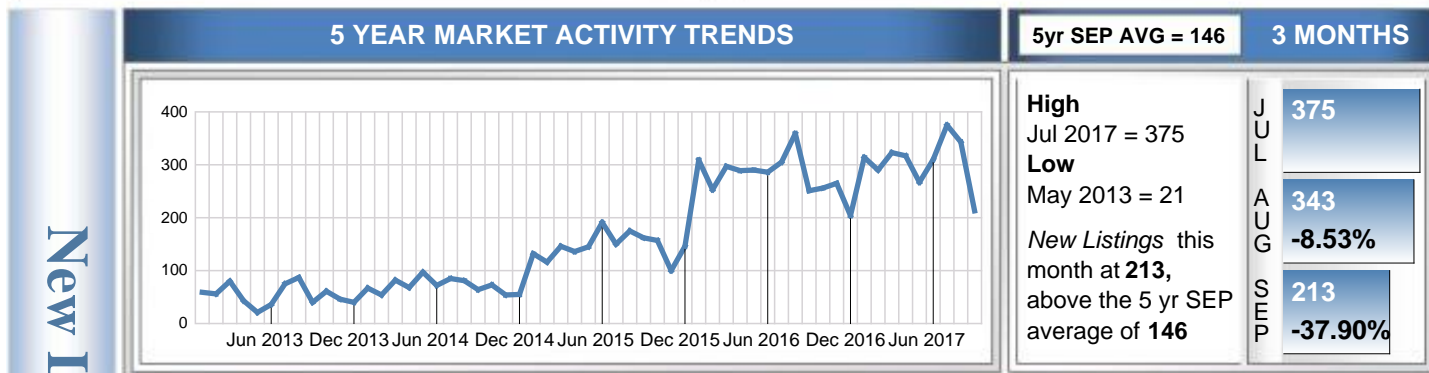
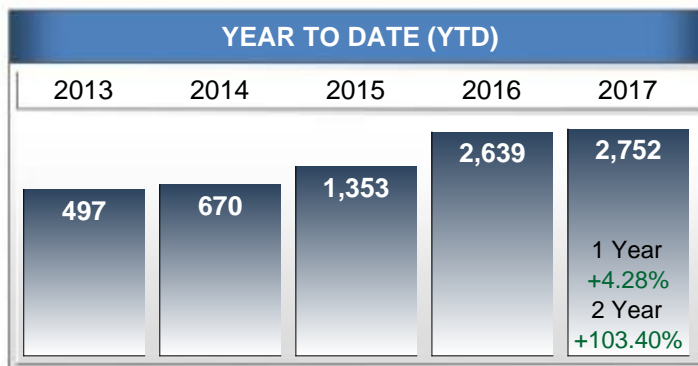
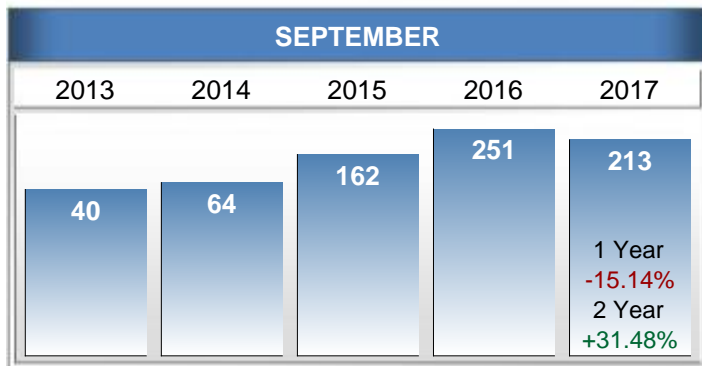
New Listings as of Oct 12, 2017



### New Listings

Report Produced on: Oct 12, 2017

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



New Listings

Ready to Buy or Sell Real Estate?  
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+
\$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
<b>Total New Listed Units:</b>	<b>213</b>		<b>75</b>	<b>108</b>	<b>26</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>32,269,234</b>		<b>8.52M</b>	<b>16.98M</b>	<b>5.73M</b>	<b>1.03M</b>
<b>Median New Listed Listing Price:</b>	<b>\$100,000</b>		<b>\$65,000</b>	<b>\$128,500</b>	<b>\$185,450</b>	<b>\$174,770</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

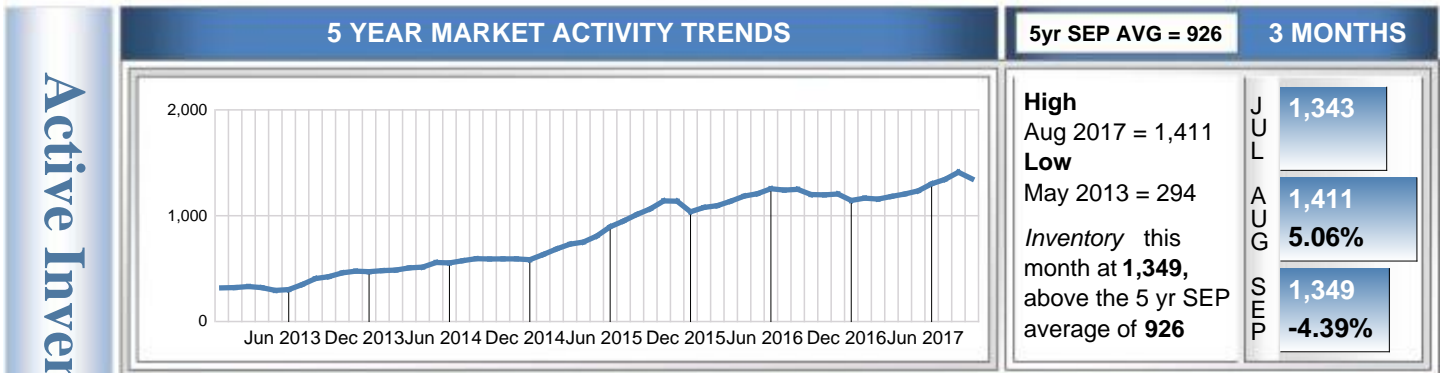
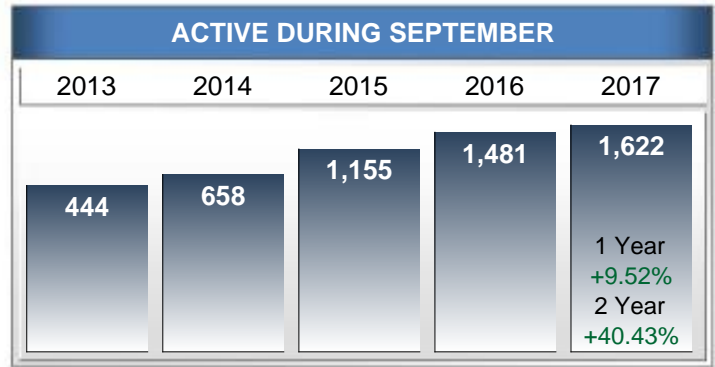
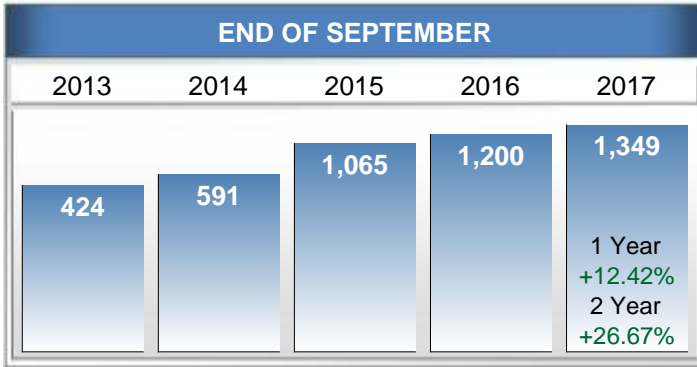
Active Inventory as of Oct 12, 2017



### Active Inventory

Report Produced on: Oct 12, 2017

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



Active Inventory

Ready to Buy or Sell Real Estate?  
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#### 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	2.08%	102.5	27	1	0	0		
\$10,001 \$30,000	266	19.72%	93.5	259	7	0	0		
\$30,001 \$50,000	159	11.79%	89.0	125	29	4	1		
\$50,001 \$120,000	381	28.24%	80.0	179	167	35	0		
\$120,001 \$180,000	190	14.08%	75.0	43	114	31	2		
\$180,001 \$310,000	190	14.08%	77.5	40	103	40	7		
\$310,001 and up	135	10.01%	79.0	42	55	31	7		
Total Active Inventory by Units:				1,349	81.0	715	476	141	17
Total Active Inventory by Volume:				195,822,007		70.02M	85.27M	35.69M	4.83M
Median Active Inventory Listing Price:				\$87,500		\$45,000	\$139,000	\$182,399	\$295,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

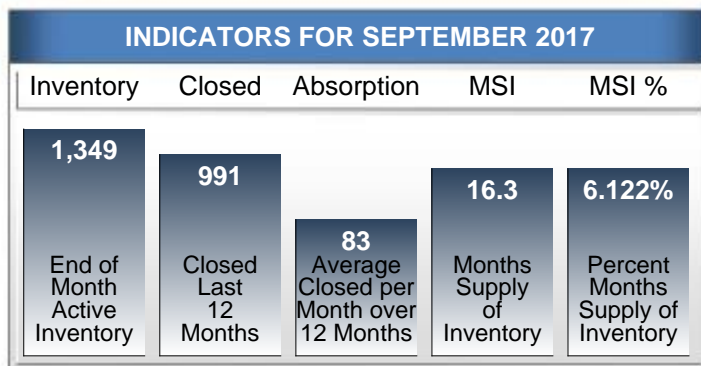
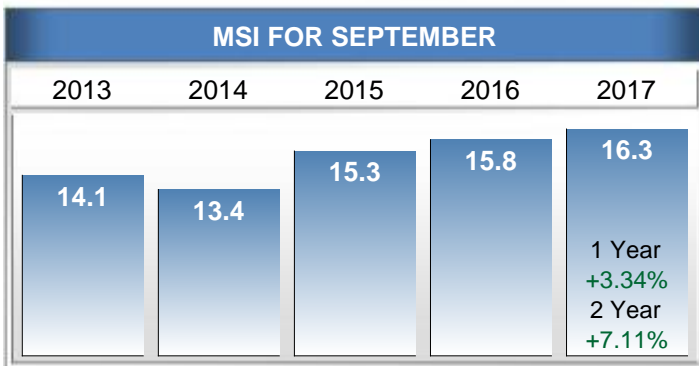
Active Inventory as of Oct 12, 2017



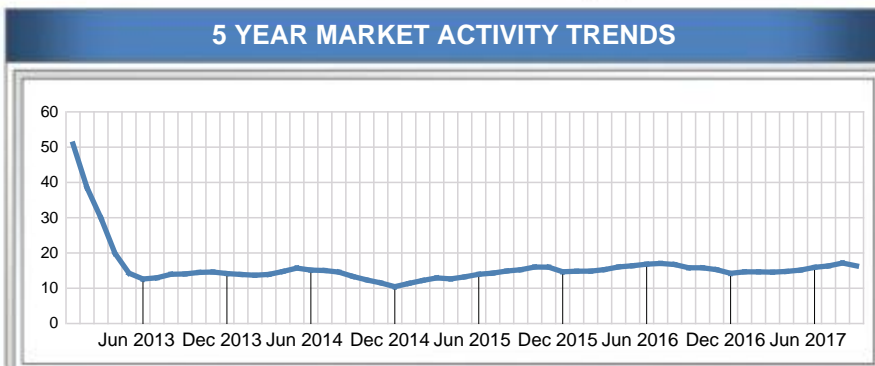
### Months Supply of Inventory

Report Produced on: Oct 12, 2017

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



Months Supply  
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**5yr SEP AVG = 15.0**    **3 MONTHS**

**High**  
Jan 2013 = 50.9  
**Low**  
Dec 2014 = 10.4

Months Supply this month at **16.3**, above the 5 yr SEP average of **15.0**

JUL	16.3
AUG	17.2
SEP	16.3
<b>5.06%</b>	
<b>-4.78%</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	2.08%	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

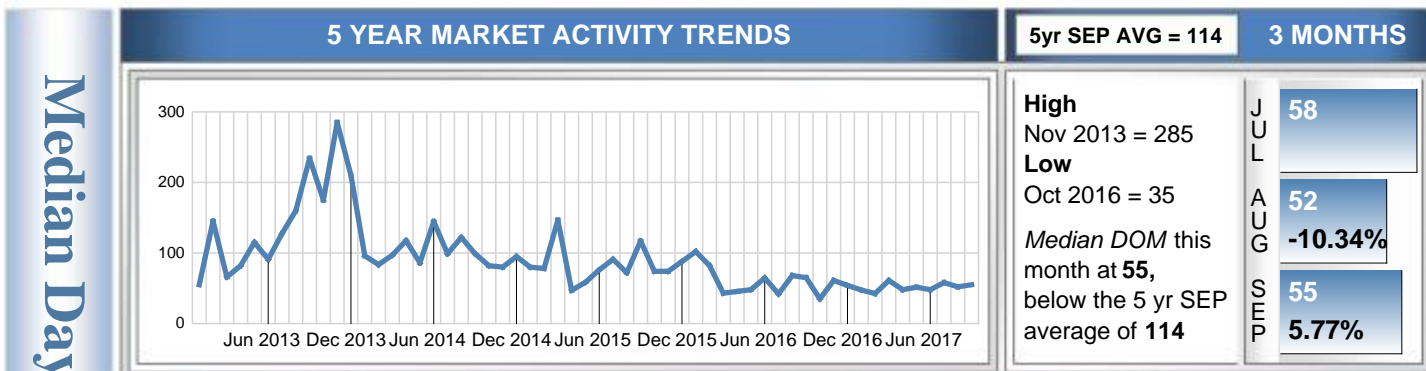
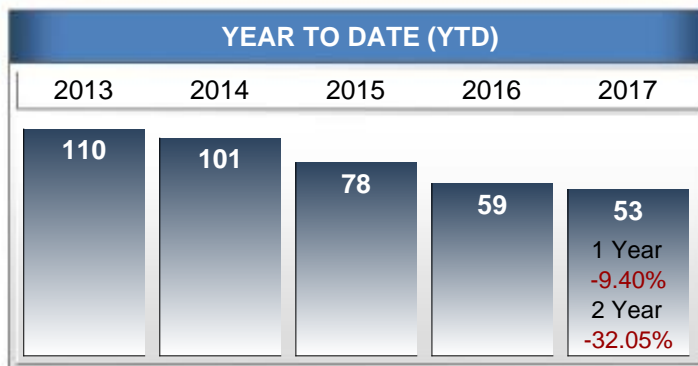
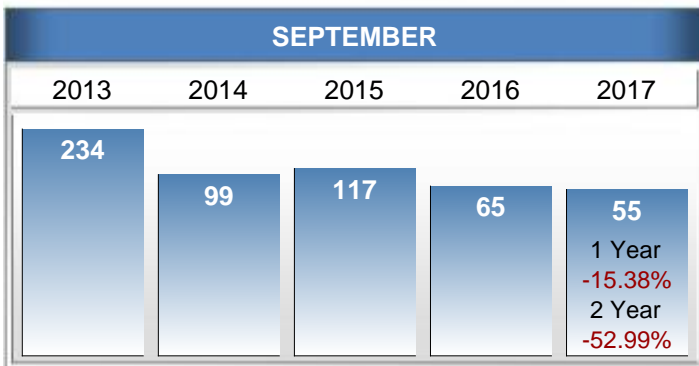
Closed Sales as of Oct 12, 2017



### Median Days on Market to Sale

Report Produced on: Oct 12, 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	12		12.00%	57.5	41.5	88.0	0.0	0.0
\$20,001 \$30,000	7		7.00%	60.0	69.0	60.0	14.0	0.0
\$30,001 \$50,000	11		11.00%	100.0	108.0	104.0	1.0	0.0
\$50,001 \$130,000	33		33.00%	51.0	55.0	54.0	31.0	0.0
\$130,001 \$200,000	14		14.00%	42.5	45.0	40.0	7.0	72.0
\$200,001 \$280,000	13		13.00%	32.0	0.0	30.0	57.5	0.0
\$280,001 and up	10		10.00%	70.5	156.0	111.5	56.5	43.0
Median Closed DOM:	55.0				60.0	56.0	31.5	57.5
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

Data from the Greater Tulsa Association of REALTORS®

## September 2017

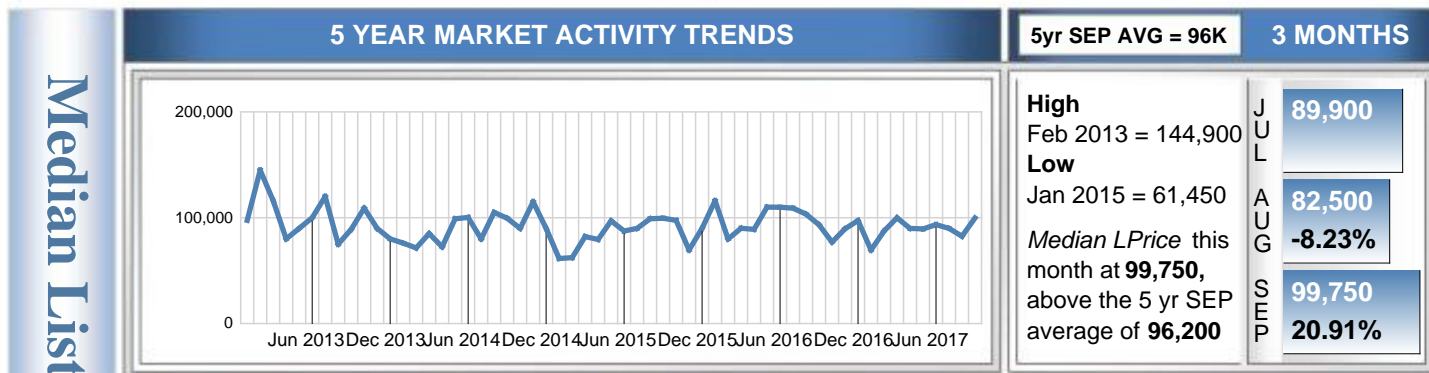
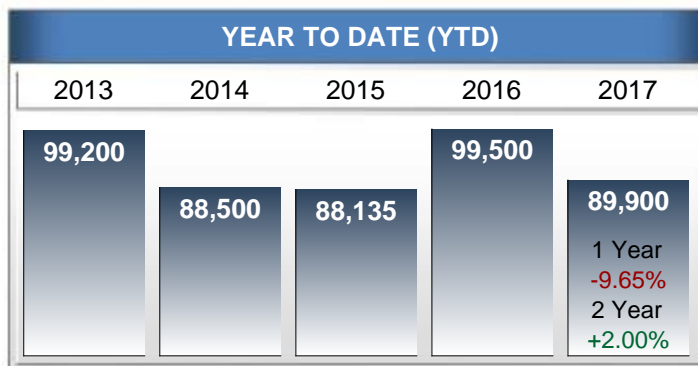
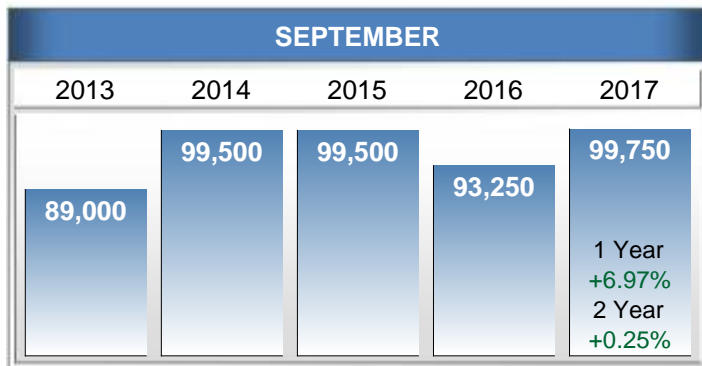
Closed Sales as of Oct 12, 2017



### Median List Price at Closing

Report Produced on: Oct 12, 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	7		7.00%	15,500	15,500	0	0	0
\$20,001 \$30,000	9		9.00%	25,000	26,000	25,000	23,500	0
\$30,001 \$50,000	10		10.00%	36,500	37,000	38,000	36,000	0
\$50,001 \$130,000	32		32.00%	69,900	60,000	72,500	90,950	0
\$130,001 \$200,000	19		19.00%	157,000	139,900	157,000	160,000	159,000
\$200,001 \$280,000	10		10.00%	244,450	0	249,450	234,950	0
\$280,001 and up	13		13.00%	349,900	540,000	310,000	342,500	489,000
Median List Price:		\$99,750			\$40,750	\$124,950	\$224,500	\$419,450
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

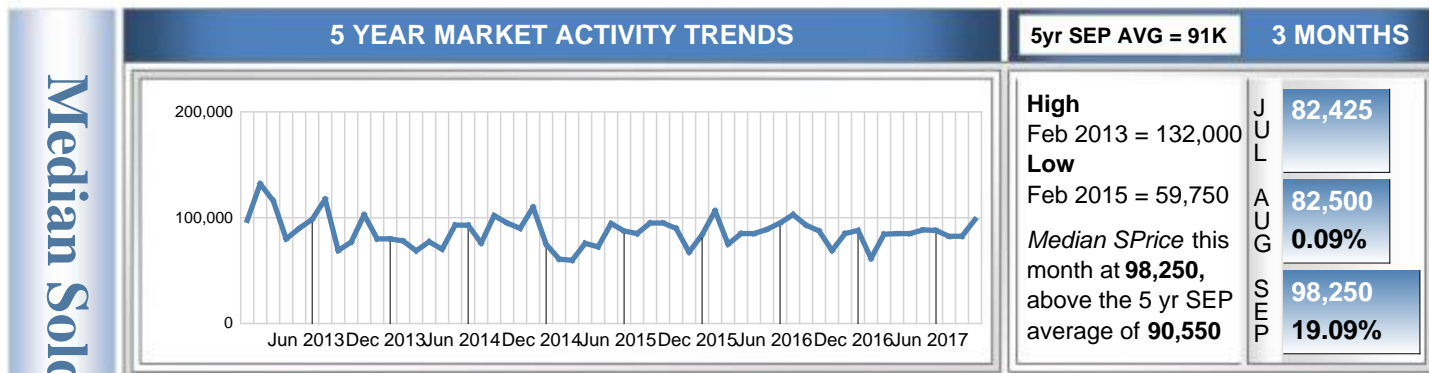
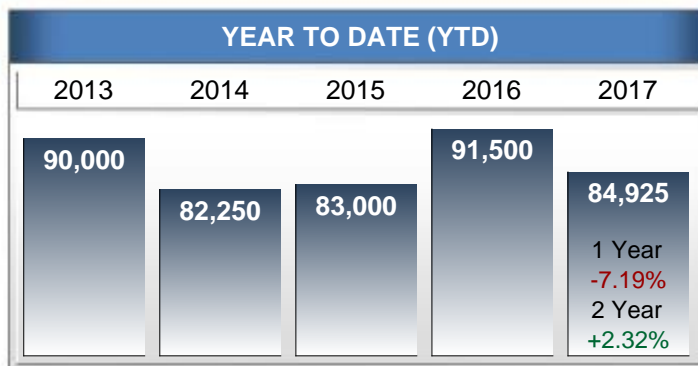
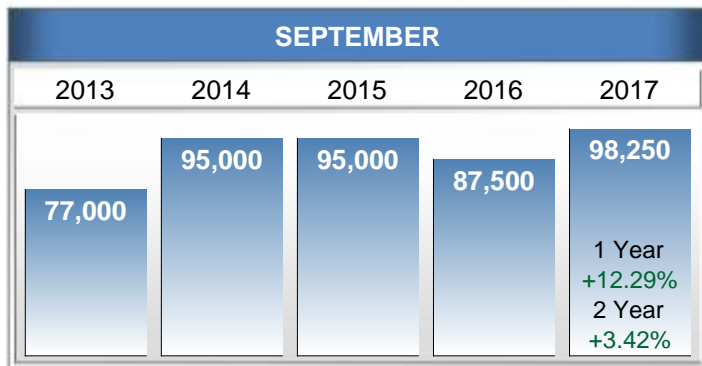
Closed Sales as of Oct 12, 2017



### Median Sold Price at Closing

Report Produced on: Oct 12, 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+
\$20,000 and less	12		12.00%	18,500	16,700	20,000	0	0
\$20,001 \$30,000	7		7.00%	25,000	27,000	23,000	23,000	0
\$30,001 \$50,000	11		11.00%	45,000	42,000	49,000	36,000	0
\$50,001 \$130,000	33		33.00%	75,000	69,900	75,000	103,200	0
\$130,001 \$200,000	14		14.00%	152,500	145,000	155,000	170,000	142,000
\$200,001 \$280,000	13		13.00%	239,900	0	245,000	236,150	0
\$280,001 and up	10		10.00%	375,000	508,800	306,750	375,000	476,000
Median Closed Price:		\$98,250			\$39,000	\$121,750	\$210,500	\$398,000
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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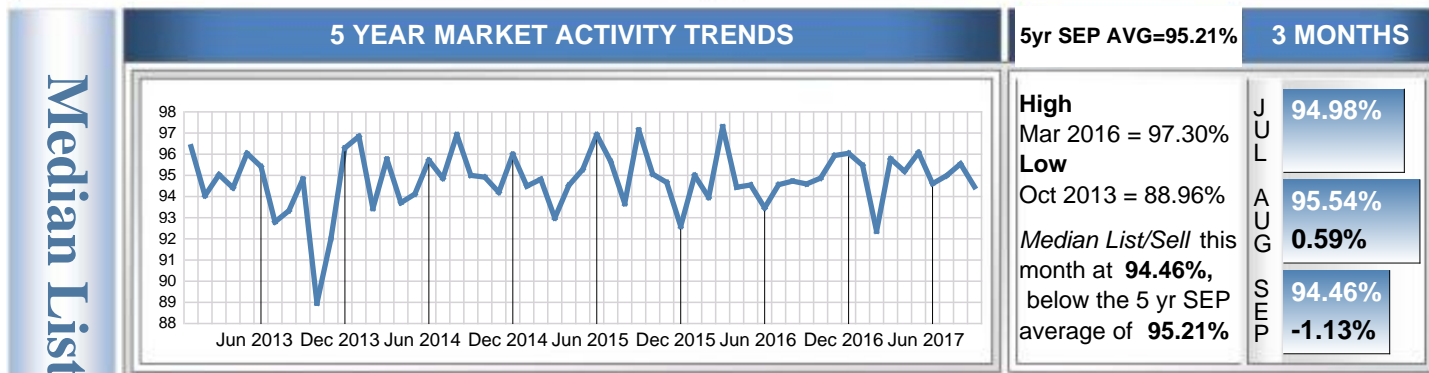
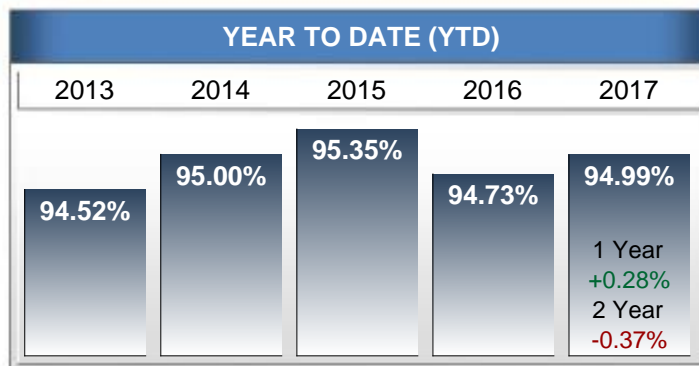
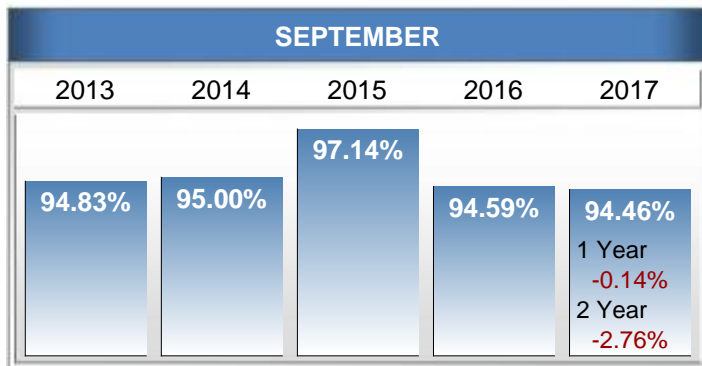
Closed Sales as of Oct 12, 2017



### 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	12	12.00%	83.71%	90.03%	76.52%	0.00%	0.00%
\$20,001 \$30,000	7	7.00%	92.00%	85.91%	92.00%	97.87%	0.00%
\$30,001 \$50,000	11	11.00%	90.91%	90.91%	85.37%	100.00%	0.00%
\$50,001 \$130,000	33	33.00%	95.08%	96.98%	95.08%	92.99%	0.00%
\$130,001 \$200,000	14	14.00%	96.63%	95.78%	98.22%	91.89%	89.31%
\$200,001 \$280,000	13	13.00%	95.47%	0.00%	95.47%	95.58%	0.00%
\$280,001 and up	10	10.00%	94.22%	94.22%	94.50%	93.93%	97.34%
Median List/Sell Ratio:	94.46%			92.59%	95.03%	94.62%	94.40%
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

Data from the Greater Tulsa Association of REALTORS®

## September 2017

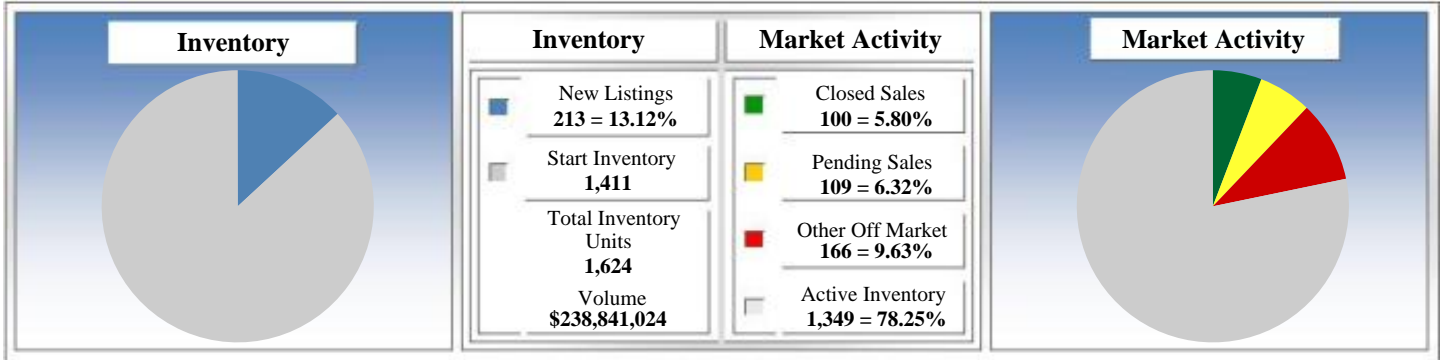
Inventory as of Oct 12, 2017



### 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%
Median List Price	93,250	99,750	6.97%	99,500	89,900	-9.65%
Median Sale Price	87,500	98,250	12.29%	91,500	84,925	-7.19%
Median Percent of List Price to Selling Price	94.59%	94.46%	-0.14%	94.73%	94.99%	0.28%
Median Days on Market to Sale	65.00	55.00	-15.38%	58.50	53.00	-9.40%
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%

