



August 2017

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

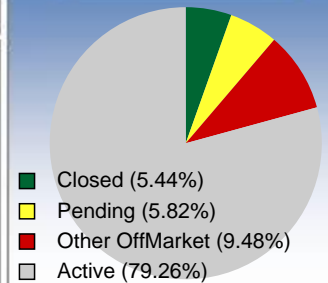


Absorption: Last 12 months, an Average of **82** Sales/Month

Active Inventory as of August 31, 2017 = **1,429**

	AUGUST		
	2016	2017	+/- %
Closed Listings	98	98	0.00%
Pending Listings	115	105	-8.70%
New Listings	359	343	-4.46%
Average List Price	143,721	125,993	-12.34%
Average Sale Price	133,003	120,394	-9.48%
Average Percent of List Price to Selling Price	92.15%	93.23%	1.18%
Average Days on Market to Sale	83.66	67.10	-19.80%
End of Month Inventory	1,250	1,429	14.32%
Months Supply of Inventory	16.74	17.43	4.10%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2017 rose **14.32%** to 1,429 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **17.43** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.48%** in August 2017 to \$120,394 versus the previous year at \$133,003.

Average Days on Market Shortens

The average number of **67.10** days that homes spent on the market before selling decreased by 16.56 days or **19.80%** in August 2017 compared to last year's same month at **83.66** DOM.

Sales Success for August 2017 is Positive

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

There were 343 New Listings in August 2017, down **4.46%** from last year at 359. Furthermore, there were 98 Closed Listings this month versus last year at 98, a **0.00%** decrease.

Closed versus Listed trends yielded a **28.6%** ratio, up from last year's August 2017 at **27.3%**, a **4.66%** 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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August 2017

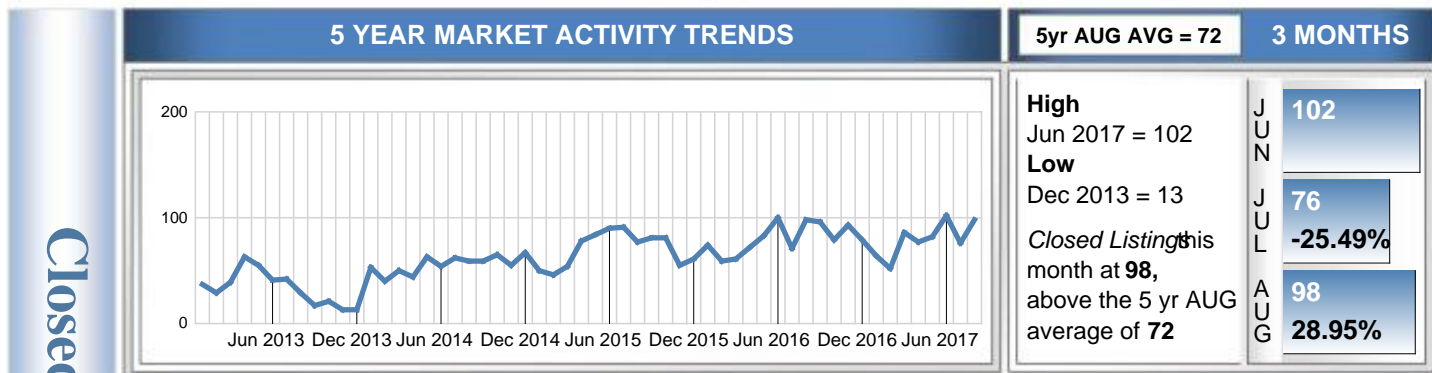
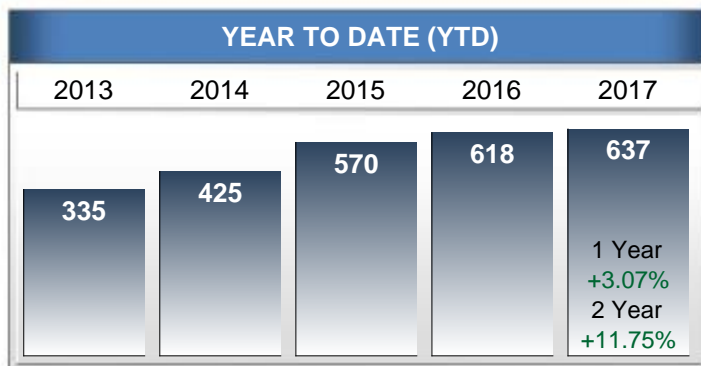
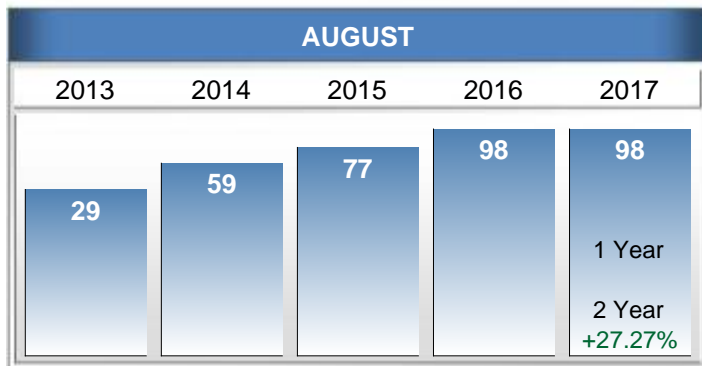
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	9	9.18%	99.1	8	1	0	0
\$20,001 \$30,000	10	10.20%	45.4	8	2	0	0
\$30,001 \$50,000	16	16.33%	65.8	8	5	3	0
\$50,001 \$120,000	27	27.55%	55.0	10	14	3	0
\$120,001 \$170,000	13	13.27%	66.7	2	8	2	1
\$170,001 \$340,000	15	15.31%	81.2	2	7	5	1
\$340,001 and up	8	8.16%	75.9	0	4	3	1
Total Closed Units: 98				38	41	16	3
Total Closed Volume: 11,798,610				1.96M	5.76M	3.34M	743.00K
Average Closed Price: \$120,394				\$51,625	\$140,443	\$208,481	\$247,667

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

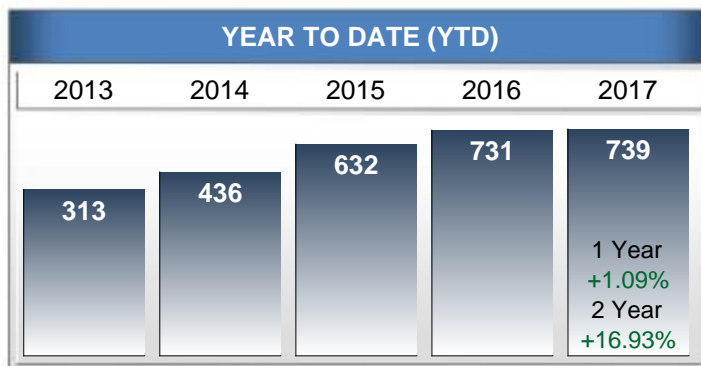
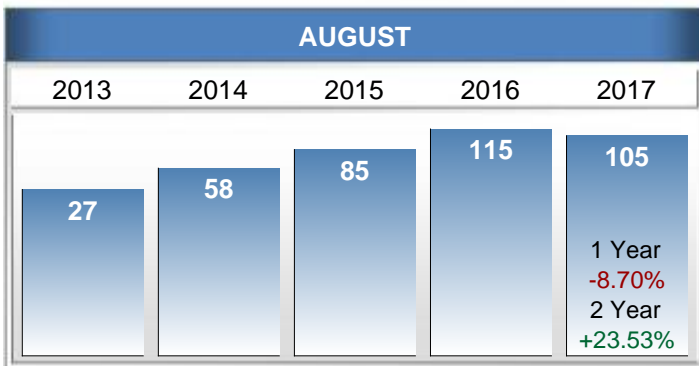
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

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



Pending Listings

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5yr AUG AVG = 78 **3 MONTHS**

High
Aug 2016 = 115

Low
Oct 2013 = 19

Pending Listing this month at **105**, above the 5 yr AUG average of **78**

JUN	102
JUL	111
8.82%	
AUG	105
-5.41%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	8	7.62%	54.5	8	0	0	0
\$20,001 \$30,000	7	6.67%	56.4	2	3	2	0
\$30,001 \$60,000	26	24.76%	64.0	17	8	1	0
\$60,001 \$120,000	24	22.86%	77.9	5	15	4	0
\$120,001 \$160,000	14	13.33%	63.1	3	8	2	1
\$160,001 \$240,000	15	14.29%	94.1	2	9	3	1
\$240,001 and up	11	10.48%	92.9	0	5	5	1
Total Pending Units: 105				37	48	17	3
Total Pending Volume: 12,234,882				2.15M	6.16M	3.08M	845.00K
Average Listing Price: \$51,257				\$58,224	\$128,275	\$181,082	\$281,667



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

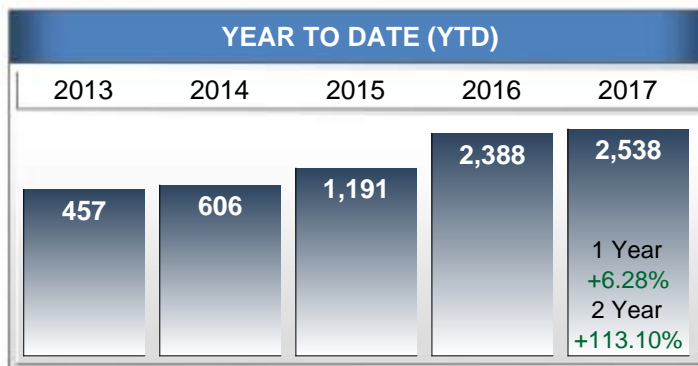
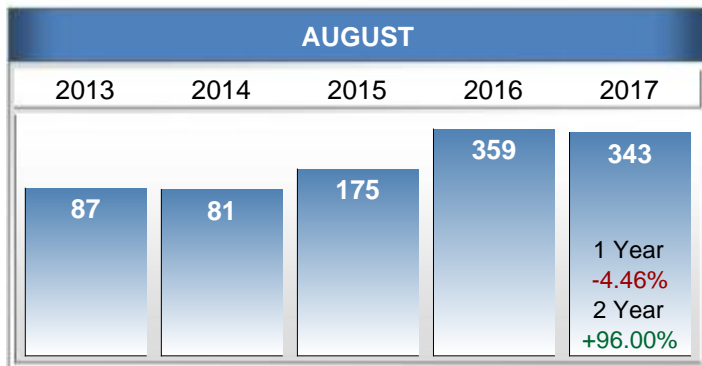
New Listings as of Sep 12, 2017



New Listings

Report Produced on: Sep 12, 2017

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



New Listings
Ready to Buy or Sell Real Estate?
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5yr AUG AVG = 209 **3 MONTHS**

High
Jul 2017 = 375

Low
May 2013 = 21

New Listings this month at **343**, above the 5 yr AUG average of **209**

JUN	310
JUL	375
AUG	343
20.97%	
-8.53%	

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	33	9.62%	33	0	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$60,000	96	27.99%	82	13	1	0
\$60,001 - \$120,000	83	24.20%	31	40	12	0
\$120,001 - \$180,000	47	13.70%	9	32	5	1
\$180,001 - \$290,000	48	13.99%	9	24	14	1
\$290,001 and up	36	10.50%	9	16	11	0
Total New Listed Units:			173	125	43	2
Total New Listed Volume:			14.93M	23.15M	12.79M	389.90K
Average New Listed Listing Price:			\$86,298	\$185,184	\$297,488	\$194,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

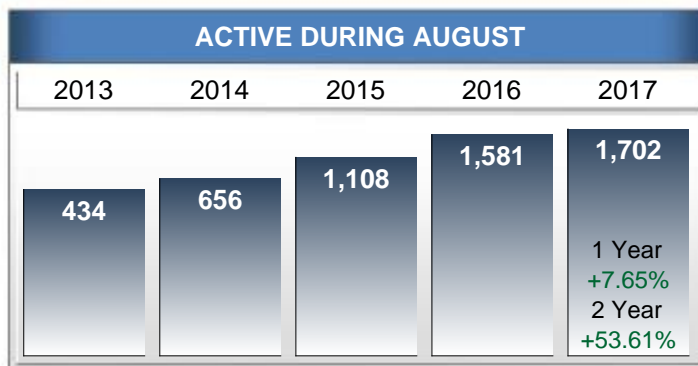
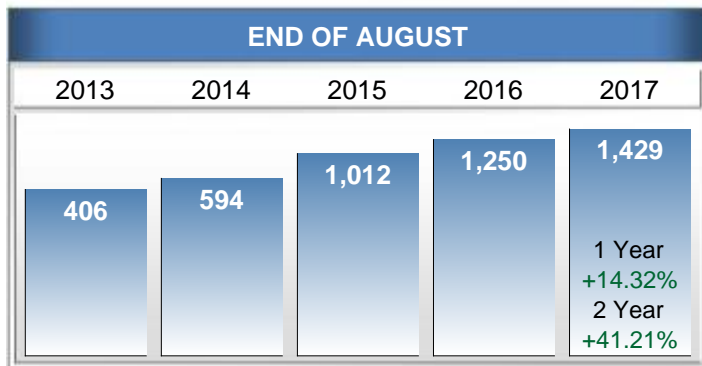
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

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



Active Inventory

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5yr AUG AVG = 938 **3 MONTHS**

High
Aug 2017 = 1,429

Low
May 2013 = 294

Inventory this month at **1,429**, above the 5 yr AUG average of **938**

JUN	1,310
JUL	1,363
AUG	1,429
4.05%	
4.84%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	160	11.20%	131.7	158	2	0	0		
\$20,001 \$30,000	147	10.29%	82.2	140	7	0	0		
\$30,001 \$50,000	171	11.97%	98.2	142	26	3	0		
\$50,001 \$120,000	396	27.71%	109.3	185	173	37	1		
\$120,001 \$180,000	205	14.35%	137.9	44	124	34	3		
\$180,001 \$310,000	204	14.28%	103.5	40	109	49	6		
\$310,001 and up	146	10.22%	106.3	43	61	30	12		
Total Active Inventory by Units:				1,429	110.7	752	502	153	22
Total Active Inventory by Volume:				211,124,490		75.33M	90.10M	38.21M	7.49M
Average Active Inventory Listing Price:				\$147,743		\$100,171	\$179,477	\$249,731	\$340,441



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

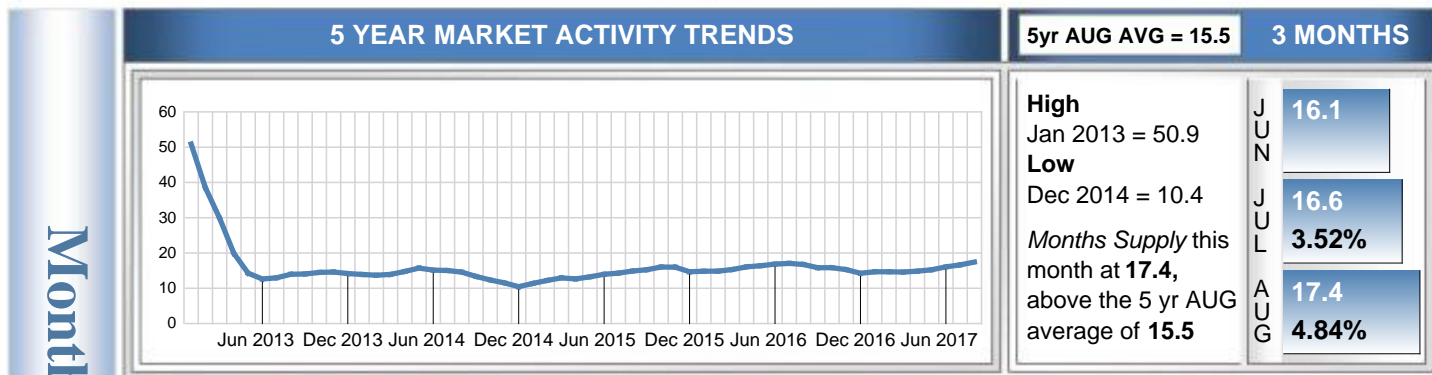
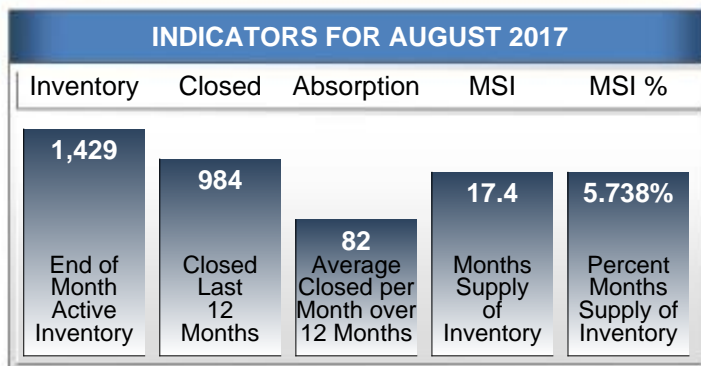
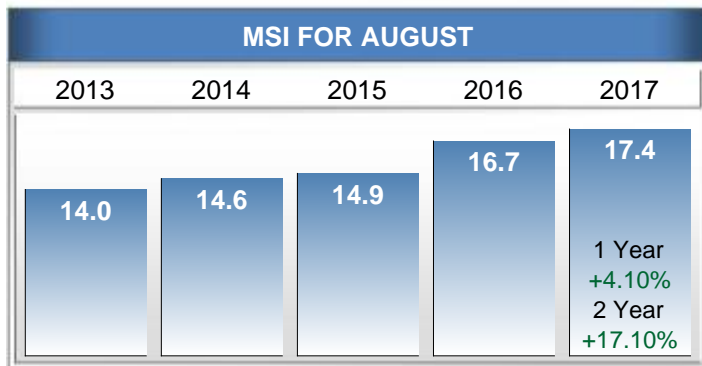
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 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+
\$20,000 and less	160	11.20%	23.4	31.6	1.3	0.0	0.0
\$20,001 \$30,000	147	10.29%	20.5	30.0	3.1	0.0	0.0
\$30,001 \$50,000	171	11.97%	13.4	21.0	5.0	3.6	0.0
\$50,001 \$120,000	396	27.71%	15.1	21.6	11.7	14.3	4.0
\$120,001 \$180,000	205	14.35%	15.2	20.3	13.1	19.4	36.0
\$180,001 \$310,000	204	14.28%	18.4	34.3	15.8	19.0	14.4
\$310,001 and up	146	10.22%	33.1	57.3	48.8	15.7	24.0
MSI:	17.4			25.9	12.1	15.0	17.6
Total Active Inventory:	1,429			752	502	153	22



Monthly Inventory Analysis

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August 2017

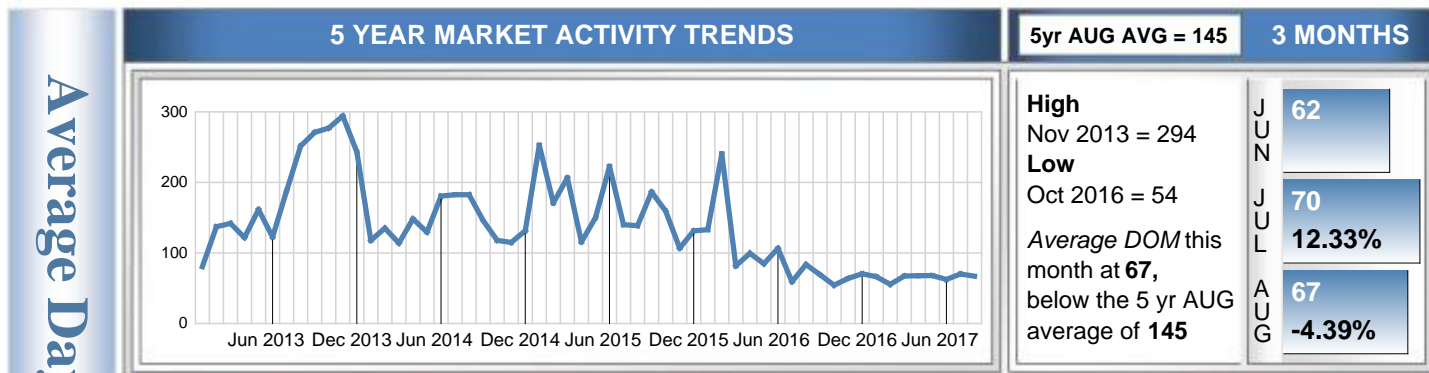
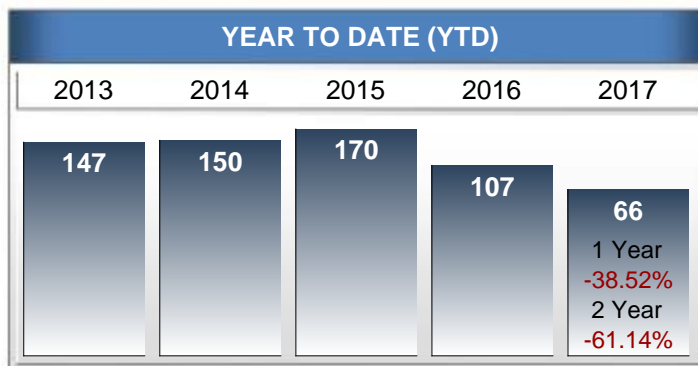
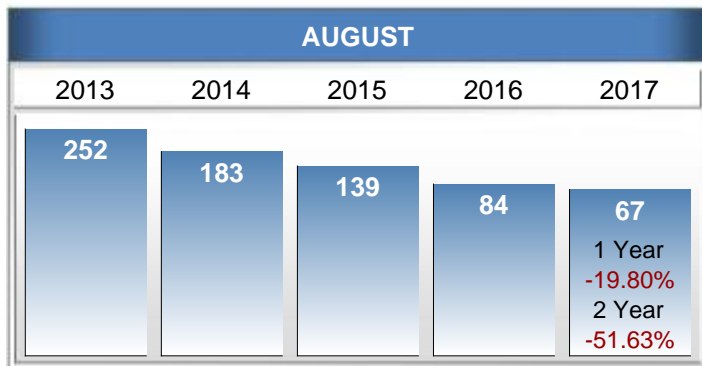
Closed Sales as of Sep 12, 2017



Average Days on Market to Sale

Report Produced on: Sep 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	9	9.18%	99.1	105.3	50.0	0.0	0.0
\$20,001 \$30,000	10	10.20%	45.4	51.5	21.0	0.0	0.0
\$30,001 \$50,000	16	16.33%	65.8	58.0	72.6	75.0	0.0
\$50,001 \$120,000	27	27.55%	55.0	58.1	48.5	75.3	0.0
\$120,001 \$170,000	13	13.27%	66.7	60.5	70.5	26.0	130.0
\$170,001 \$340,000	15	15.31%	81.2	54.5	88.7	89.6	40.0
\$340,001 and up	8	8.16%	75.9	0.0	128.5	9.3	65.0
Average Closed DOM: 67.1				66.6	69.1	61.2	78.3
Total Closed Units: 98				38	41	16	3
Total Closed Volume: 11,798,610				1.96M	5.76M	3.34M	743.00K



Monthly Inventory Analysis

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August 2017

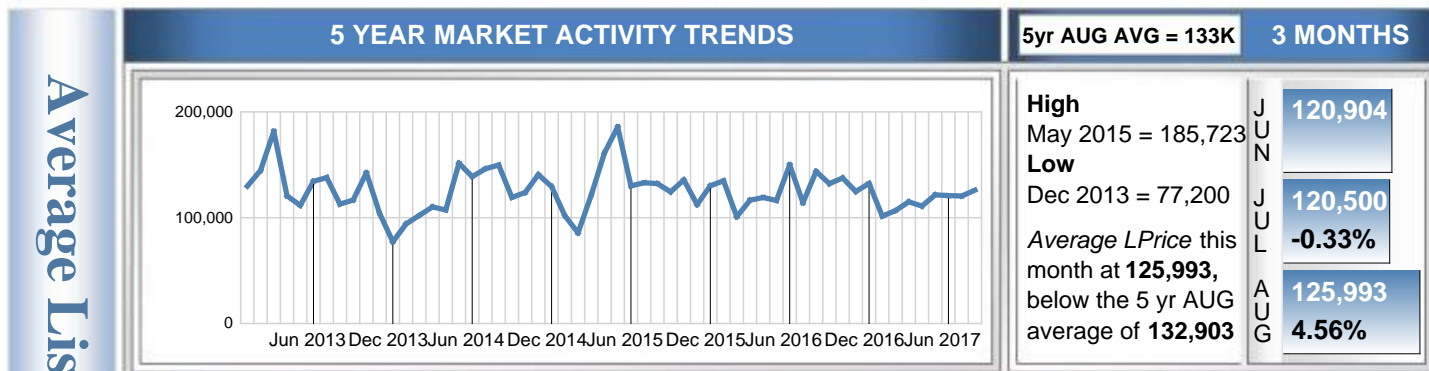
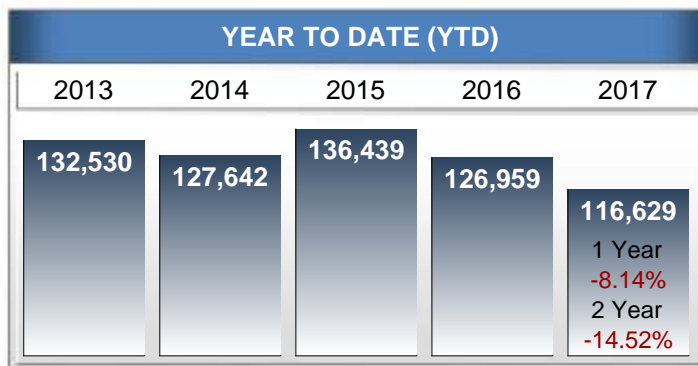
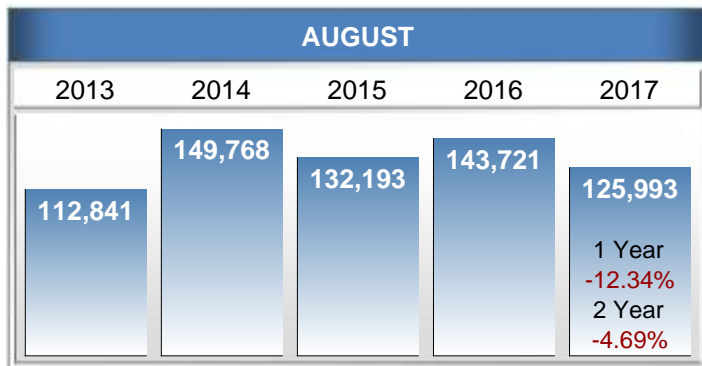
Closed Sales as of Sep 12, 2017



Average List Price at Closing

Report Produced on: Sep 12, 2017

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	9	9.18%	15,267	15,038	17,100	0	0
\$20,001 \$30,000	5	5.10%	26,900	30,488	30,809	0	0
\$30,001 \$50,000	16	16.33%	39,210	44,113	50,880	42,417	0
\$50,001 \$120,000	30	30.61%	76,710	75,540	88,764	95,000	0
\$120,001 \$170,000	13	13.27%	148,238	142,550	151,513	178,600	169,900
\$170,001 \$340,000	15	15.31%	214,913	219,500	219,086	266,560	265,000
\$340,001 and up	10	10.20%	399,590	0	387,250	454,667	379,000
Average List Price:	\$125,993			\$57,805	\$143,183	\$216,641	\$271,300
Total Closed Units:	98			38	41	16	3
Total List Volume:	12,347,267			2.20M	5.87M	3.47M	813.90K



Monthly Inventory Analysis

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August 2017

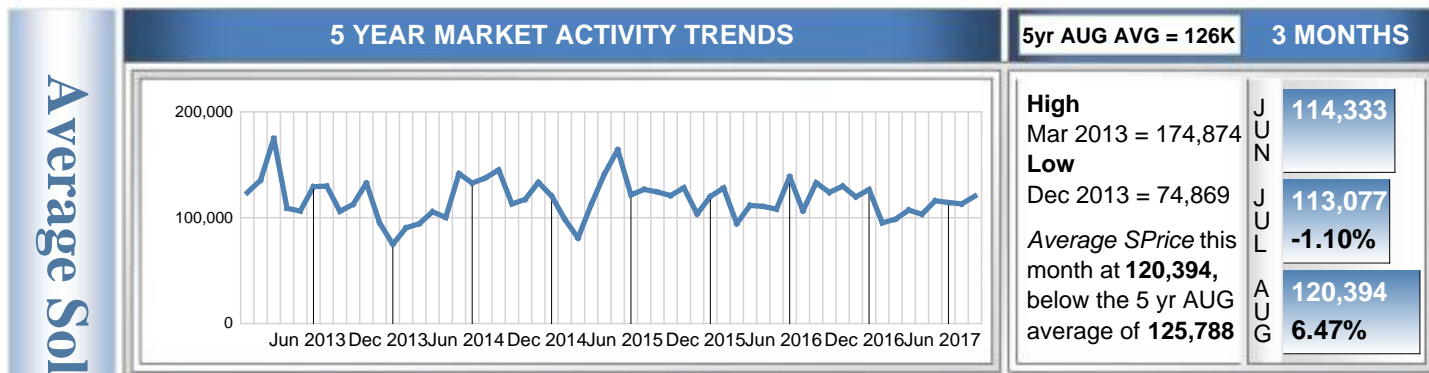
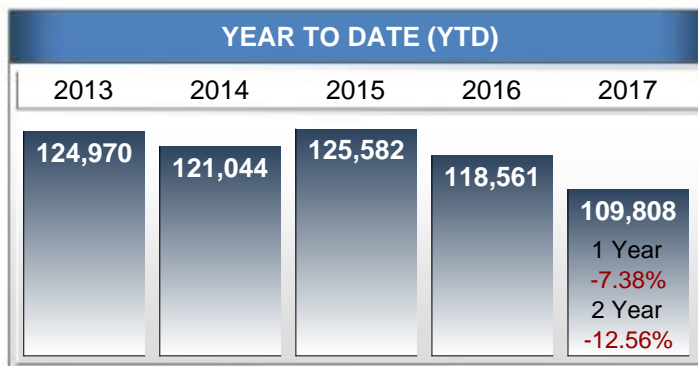
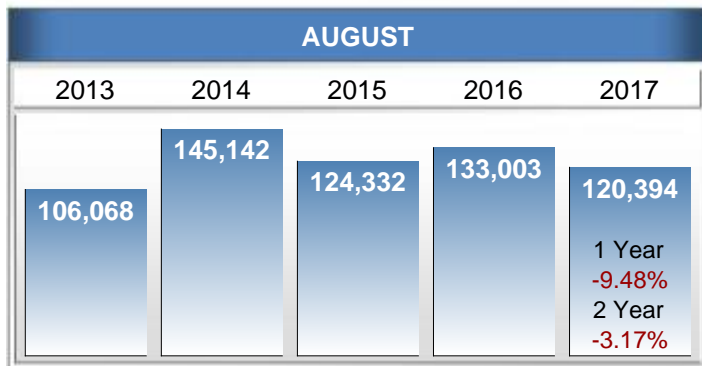
Closed Sales as of Sep 12, 2017



Average Sold Price at Closing

Report Produced on: Sep 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	9	9.18%	13,556	13,500	14,000	0	0
\$20,001 \$30,000	10	10.20%	25,907	25,125	29,033	0	0
\$30,001 \$50,000	16	16.33%	41,184	38,030	45,400	42,567	0
\$50,001 \$120,000	27	27.55%	79,995	67,650	86,668	90,000	0
\$120,001 \$170,000	13	13.27%	145,442	134,000	146,344	158,500	135,000
\$170,001 \$340,000	15	15.31%	230,600	202,000	217,571	256,800	248,000
\$340,001 and up	8	8.16%	406,125	0	388,000	445,667	360,000
Average Closed Price:	\$120,394			\$51,625	\$140,443	\$208,481	\$247,667
Total Closed Units:	98			38	41	16	3
Total Closed Volume:	11,798,610			1.96M	5.76M	3.34M	743.00K



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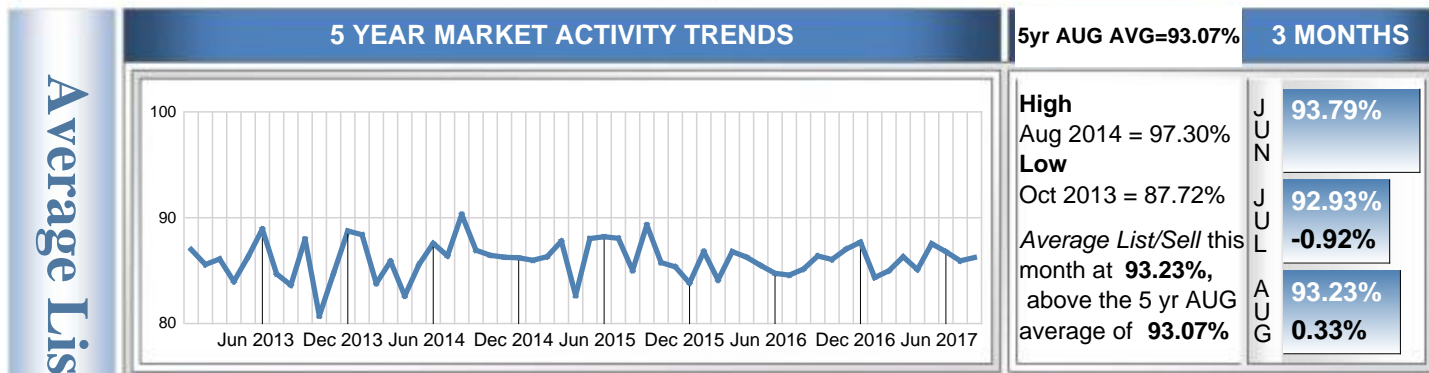
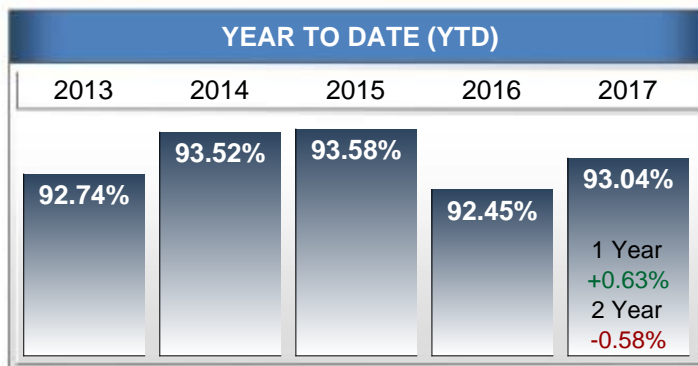
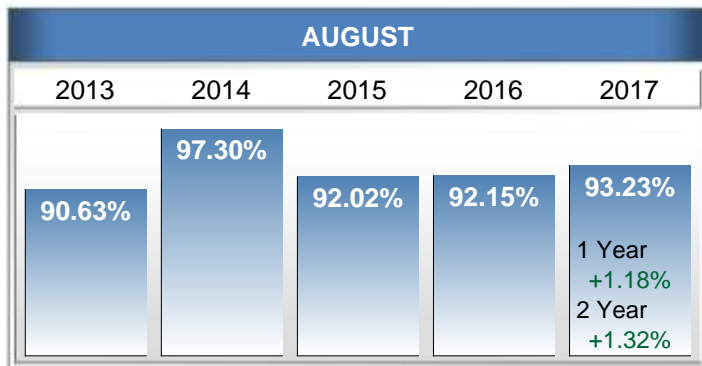
Closed Sales as of Sep 12, 2017



Average Percent of List Price to Selling Price

Report Produced on: Sep 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	9	9.18%	87.48%	88.18%	81.87%	0.00%	0.00%
\$20,001 \$30,000	10	10.20%	86.05%	83.96%	94.38%	0.00%	0.00%
\$30,001 \$50,000	16	16.33%	90.64%	87.79%	89.49%	100.15%	0.00%
\$50,001 \$120,000	27	27.55%	95.23%	90.90%	98.10%	96.30%	0.00%
\$120,001 \$170,000	13	13.27%	93.73%	94.06%	96.63%	88.89%	79.46%
\$170,001 \$340,000	15	15.31%	97.22%	91.55%	99.86%	96.52%	93.58%
\$340,001 and up	8	8.16%	98.87%	0.00%	100.49%	98.00%	94.99%
Average List/Sell Ratio: 93.20%				88.41%	96.72%	96.48%	89.34%
Total Closed Units: 98				38	41	16	3
Total Closed Volume: 11,798,610				1.96M	5.76M	3.34M	743.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

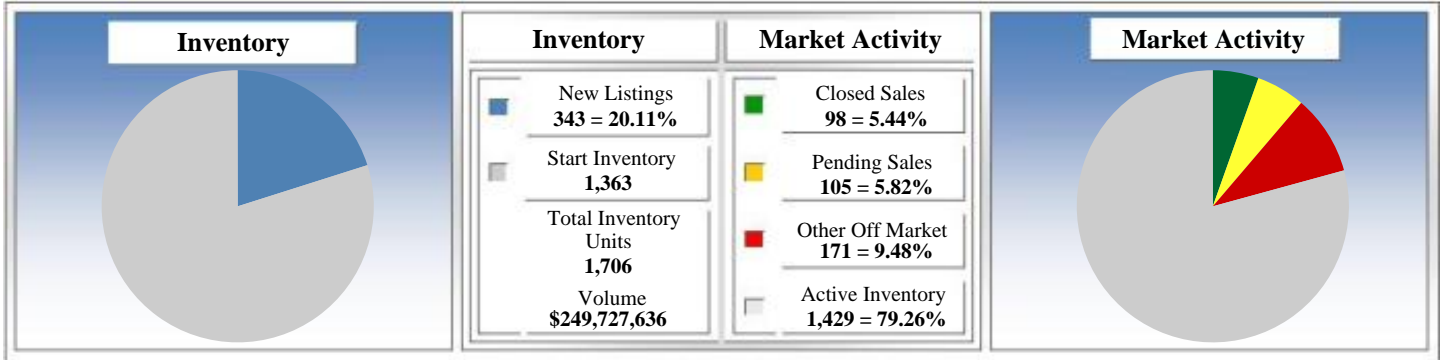
Inventory as of Sep 12, 2017



Market Summary

Report Produced on: Sep 12, 2017

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



Absorption: Last 12 months, an Average of 82 Sales/Month

Active Inventory as of August 31, 2017 = 1,429

	AUGUST			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	98	98	0.00%	618	637	3.07%
Pending Sales	115	105	-8.70%	731	739	1.09%
New Listings	359	343	-4.46%	2,388	2,538	6.28%
Average List Price	143,721	125,993	-12.34%	126,959	116,629	-8.14%
Average Sale Price	133,003	120,394	-9.48%	118,561	109,808	-7.38%
Average Percent of List Price to Selling Price	92.15%	93.23%	1.18%	92.45%	93.04%	0.63%
Average Days on Market to Sale	83.66	67.10	-19.80%	107.26	65.95	-38.52%
Monthly Inventory	1,250	1,429	14.32%	1,250	1,429	14.32%
Months Supply of Inventory	16.74	17.43	4.10%	16.74	17.43	4.10%

