



# August 2017

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

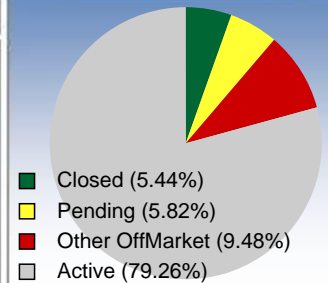


**Absorption:** Last 12 months, an Average of **82** Sales/Month

**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%
Median List Price	103,350	82,500	-20.17%
Median Sale Price	93,000	82,500	-11.29%
Median Percent of List Price to Selling Price	94.73%	95.54%	0.86%
Median Days on Market to Sale	68.00	52.00	-23.53%
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.

### 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 **11.29%** in August 2017 to \$82,500 versus the previous year at \$93,000.

### Median Days on Market Shortens

The median number of **52.00** days that homes spent on the market before selling decreased by 16.00 days or **23.53%** in August 2017 compared to last year's same month at **68.00** DOM.

### Sales Success for August 2017 is Positive

Overall, with Median 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.

## 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®

## August 2017

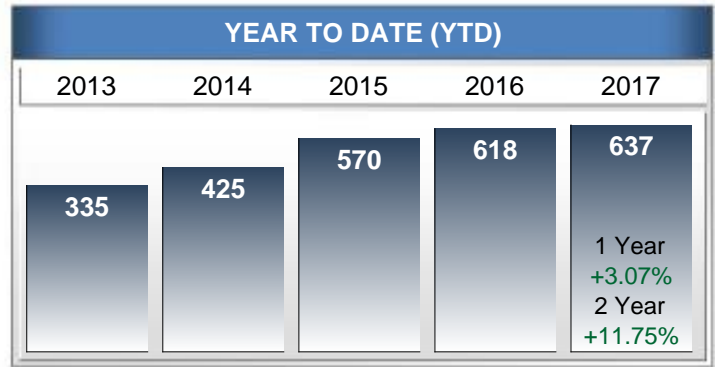
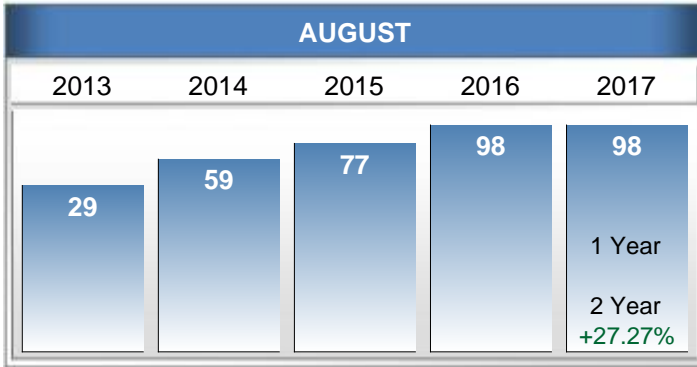
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

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



Closed Listings  
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<b>5yr AUG AVG = 72</b>	<b>3 MONTHS</b>
<b>High</b> Jun 2017 = 102	<b>JUN</b> 102
<b>Low</b> Dec 2013 = 13	<b>JUL</b> 76
<i>Closed Listing</i> this month at <b>98</b> , above the 5 yr AUG average of <b>72</b>	<b>AUG</b> 98
	<b>-25.49%</b>
	<b>28.95%</b>

#### 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	9	9.18%	103.0	8	1	0	0
\$20,001 \$30,000	10	10.20%	10.0	8	2	0	0
\$30,001 \$50,000	16	16.33%	65.0	8	5	3	0
\$50,001 \$120,000	27	27.55%	41.0	10	14	3	0
\$120,001 \$170,000	13	13.27%	45.0	2	8	2	1
\$170,001 \$340,000	15	15.31%	96.0	2	7	5	1
\$340,001 and up	8	8.16%	58.5	0	4	3	1
<b>Total Closed Units:</b>	<b>98</b>		<b>52.0</b>	<b>38</b>	<b>41</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>11,798,610</b>			<b>1.96M</b>	<b>5.76M</b>	<b>3.34M</b>	<b>743.00K</b>
<b>Median Closed Price:</b>	<b>\$82,500</b>			<b>\$37,750</b>	<b>\$117,500</b>	<b>\$179,500</b>	<b>\$248,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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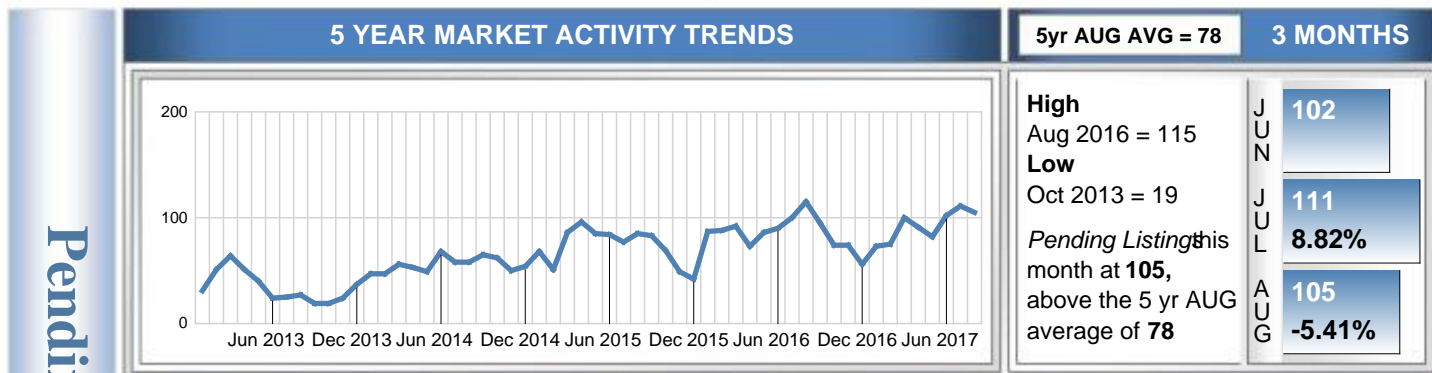
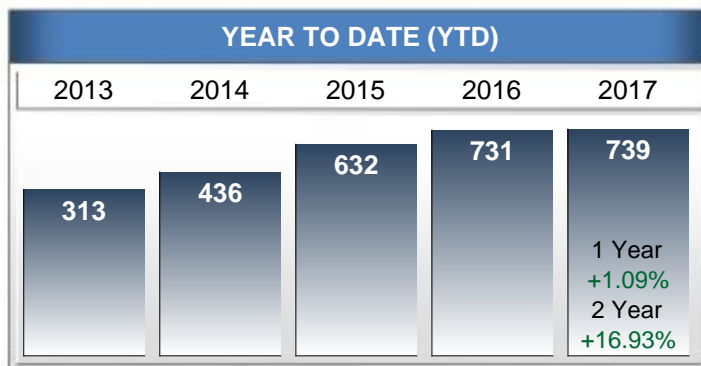
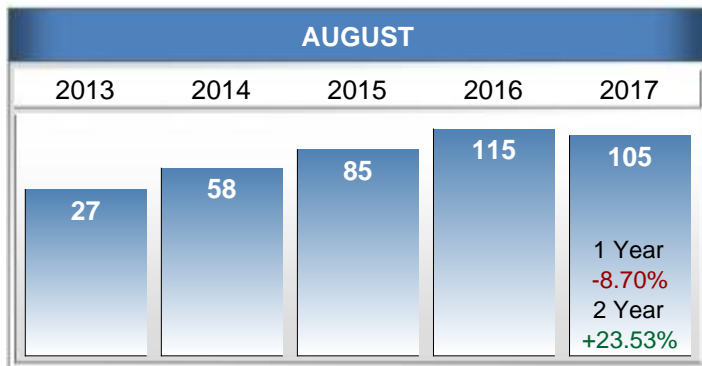
Pending Listings as of Sep 12, 2017



### 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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#### 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	8	7.62%	43.5	8	0	0	0
\$20,001 \$30,000	7	6.67%	57.0	2	3	2	0
\$30,001 \$60,000	26	24.76%	51.0	17	8	1	0
\$60,001 \$120,000	24	22.86%	78.5	5	15	4	0
\$120,001 \$160,000	14	13.33%	50.0	3	8	2	1
\$160,001 \$240,000	15	14.29%	103.0	2	9	3	1
\$240,001 and up	11	10.48%	83.0	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
Median Listing Price: \$79,900				\$44,900	\$102,450	\$135,000	\$199,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

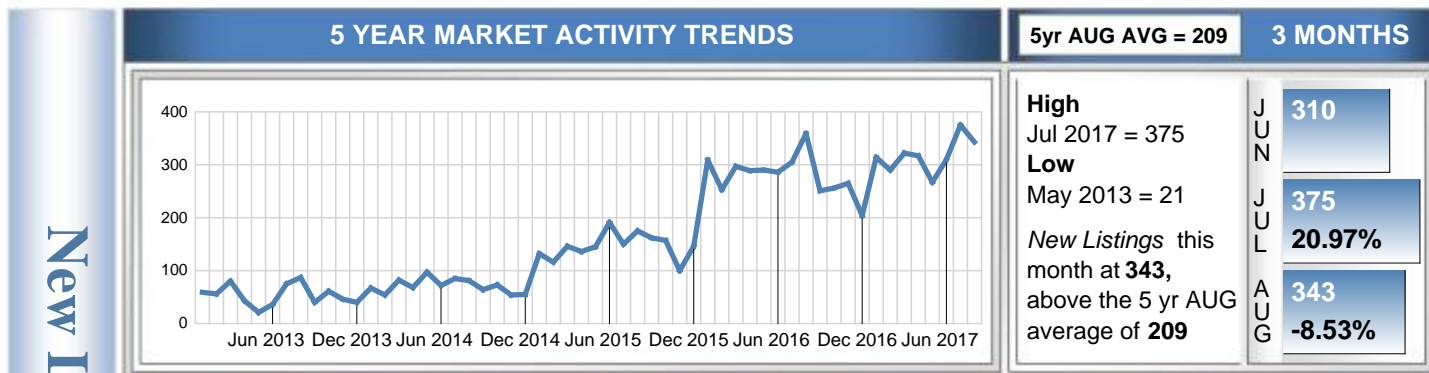
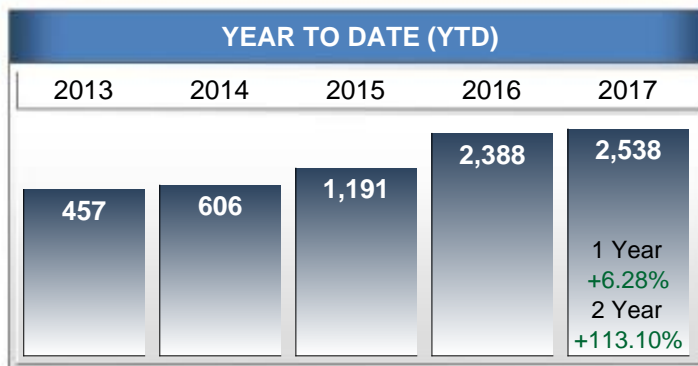
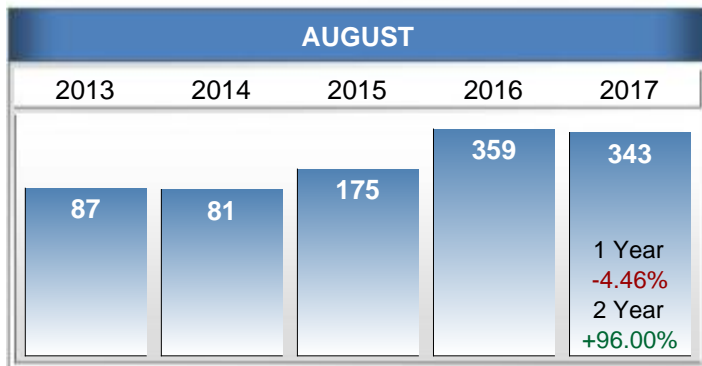
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 12, 2017

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



New Listings

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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	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
<b>Total New Listed Units:</b>	<b>343</b>		<b>173</b>	<b>125</b>	<b>43</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>51,259,372</b>		<b>14.93M</b>	<b>23.15M</b>	<b>12.79M</b>	<b>389.90K</b>
<b>Median New Listed Listing Price:</b>	<b>\$85,000</b>		<b>\$35,000</b>	<b>\$130,000</b>	<b>\$210,000</b>	<b>\$194,950</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

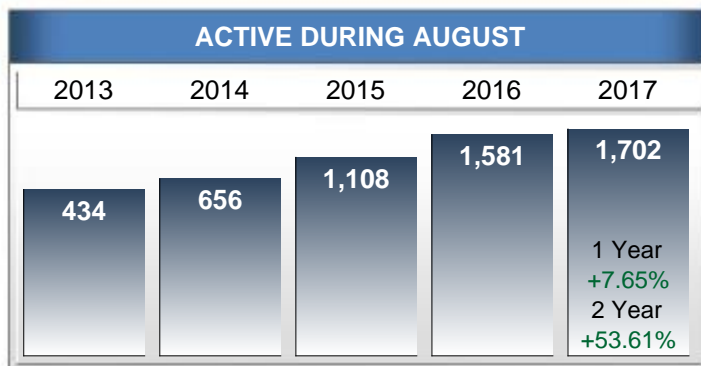
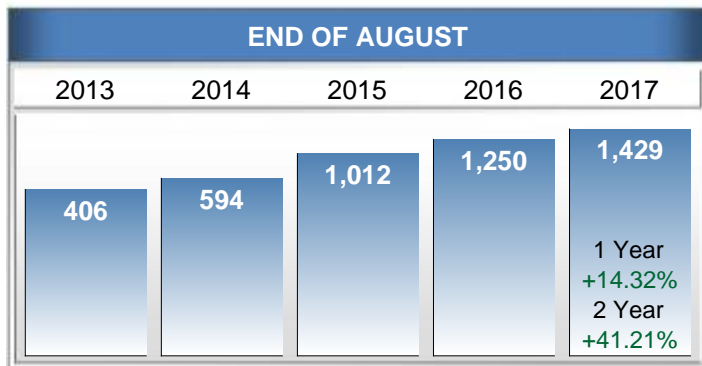
Active Inventory as of Sep 12, 2017



### 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
<b>4.05%</b>	
<b>4.84%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	160	11.20%	73.0	158	2	0	0		
\$20,001 \$30,000	147	10.29%	61.0	140	7	0	0		
\$30,001 \$50,000	171	11.97%	78.0	142	26	3	0		
\$50,001 \$120,000	396	27.71%	71.5	185	173	37	1		
\$120,001 \$180,000	205	14.35%	78.0	44	124	34	3		
\$180,001 \$310,000	204	14.28%	72.0	40	109	49	6		
\$310,001 and up	146	10.22%	72.0	43	61	30	12		
Total Active Inventory by Units:				1,429	73.0	752	502	153	22
Total Active Inventory by Volume:				211,124,490		75.33M	90.10M	38.21M	7.49M
Median Active Inventory Listing Price:				\$88,500		\$44,700	\$143,000	\$185,000	\$316,100





# Monthly Inventory Analysis

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## August 2017

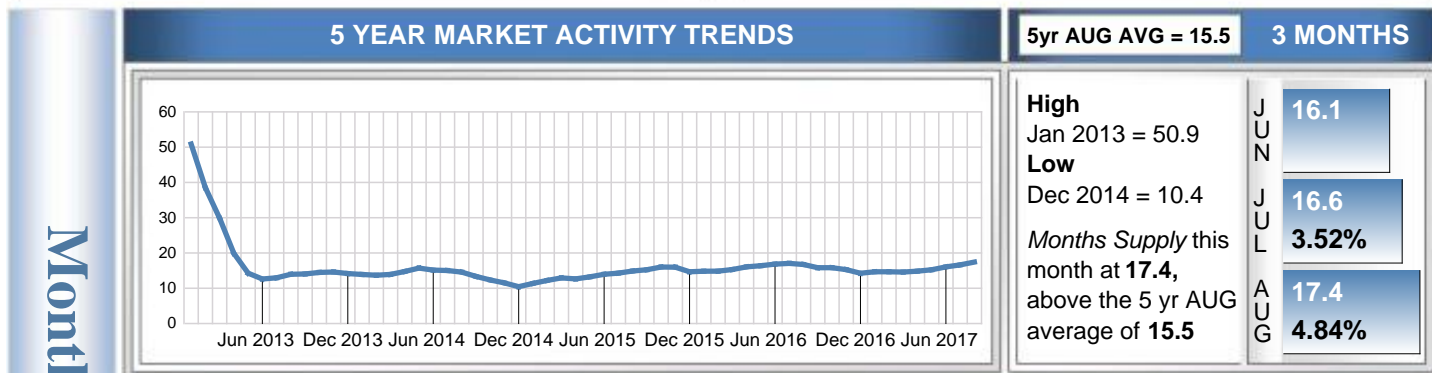
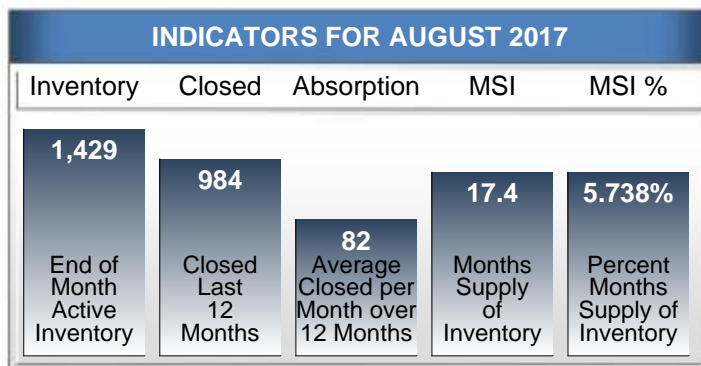
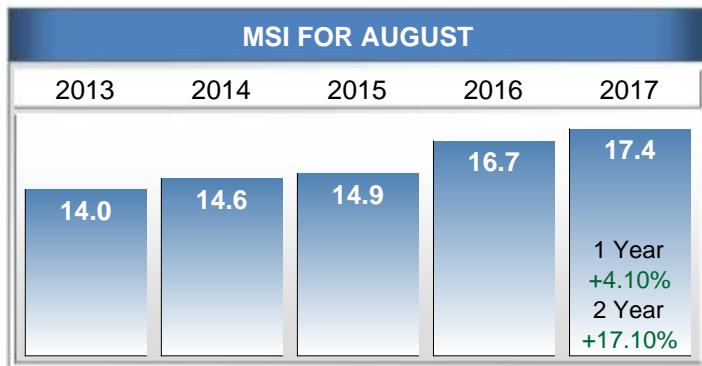
Active Inventory as of Sep 12, 2017



### 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

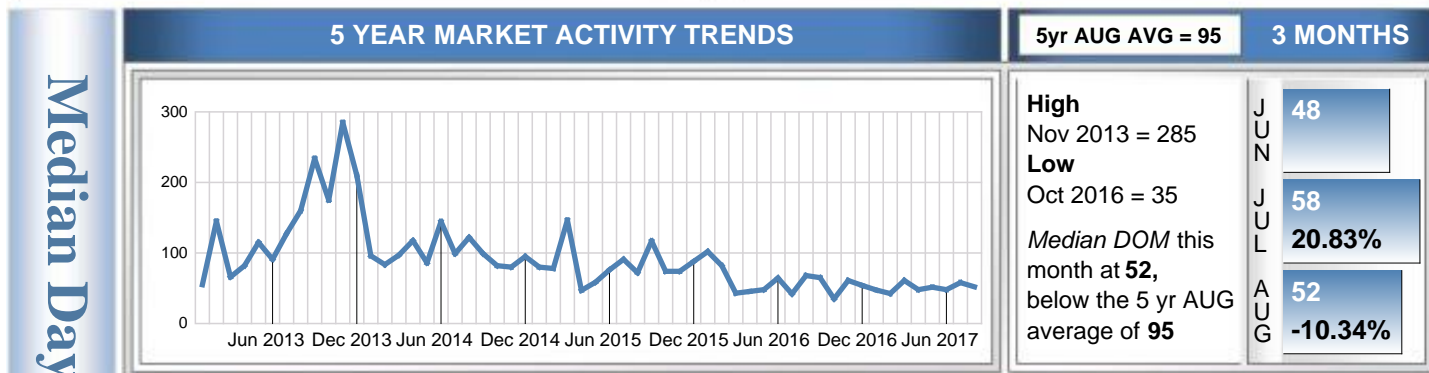
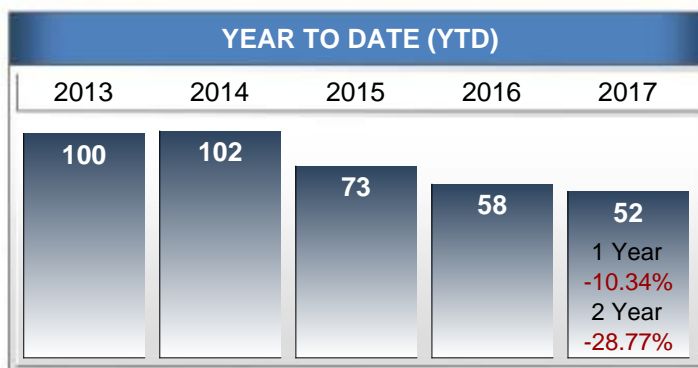
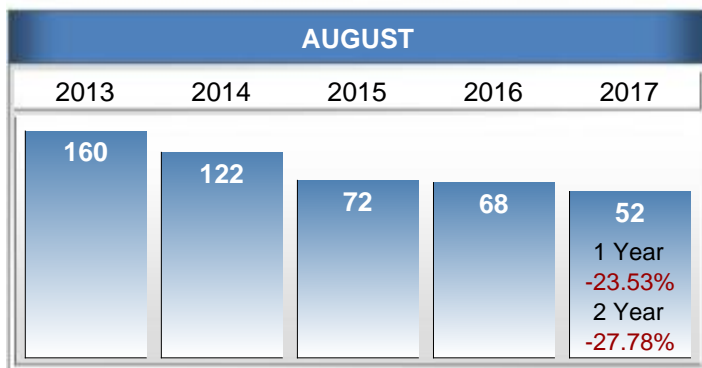
Closed Sales as of Sep 12, 2017



### Median Days on Market to Sale

Report Produced on: Sep 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	9	9.18%	103.0	109.0	50.0	0.0	0.0
\$20,001 - \$30,000	10	10.20%	10.0	9.5	21.0	0.0	0.0
\$30,001 - \$50,000	16	16.33%	65.0	30.5	87.0	57.0	0.0
\$50,001 - \$120,000	27	27.55%	41.0	46.5	20.0	102.0	0.0
\$120,001 - \$170,000	13	13.27%	45.0	60.5	41.5	26.0	130.0
\$170,001 - \$340,000	15	15.31%	96.0	54.5	102.0	79.0	40.0
\$340,001 and up	8	8.16%	58.5	0.0	148.5	8.0	65.0
Median Closed DOM:	52.0			50.5	52.0	43.0	65.0
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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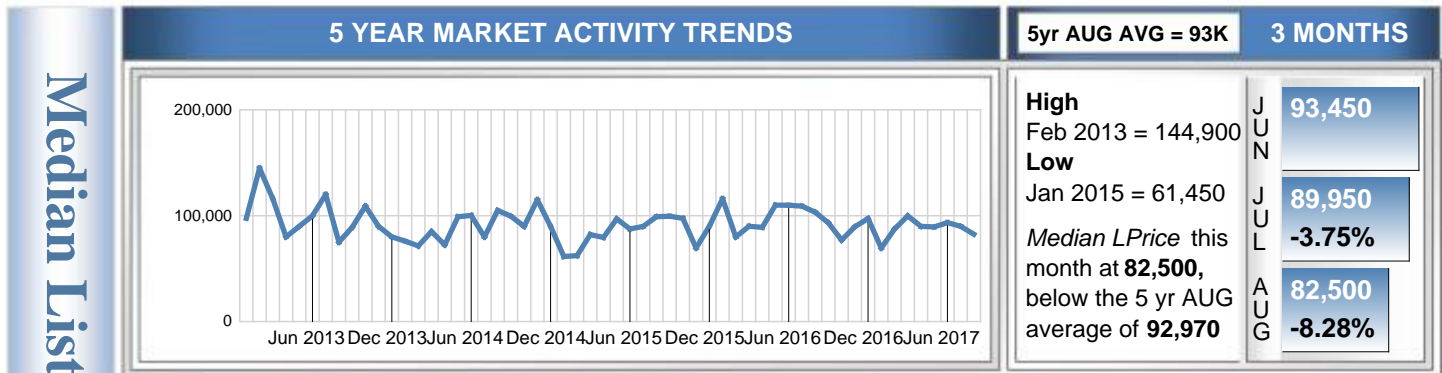
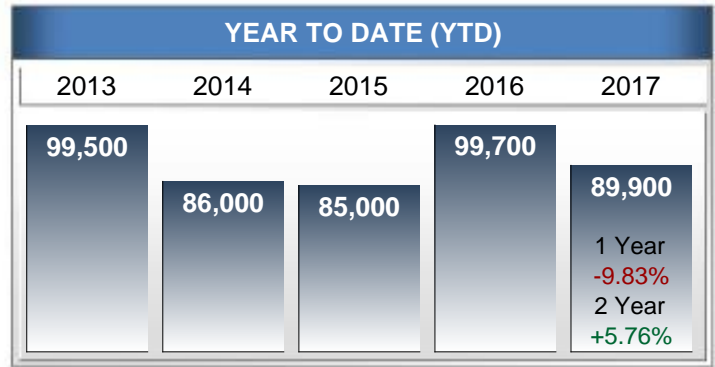
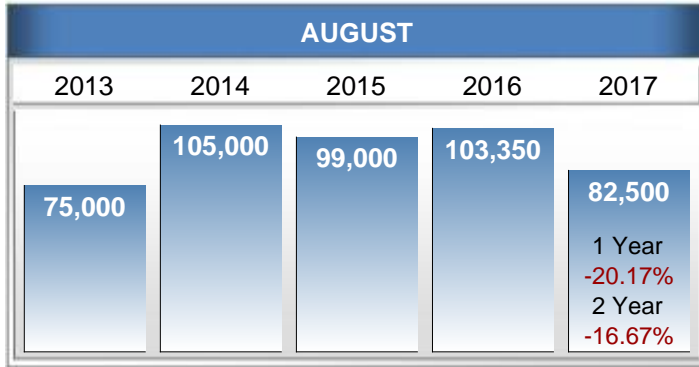
Closed Sales as of Sep 12, 2017



### Median List Price at Closing

Report Produced on: Sep 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	9		9.18%	15,000	15,000	17,100	0	0
\$20,001 \$30,000	5		5.10%	27,000	26,000	30,000	0	0
\$30,001 \$50,000	16		16.33%	38,700	37,450	42,700	41,250	0
\$50,001 \$120,000	30		30.61%	69,700	65,750	74,900	75,000	0
\$120,001 \$170,000	13		13.27%	145,600	142,550	154,900	135,000	169,900
\$170,001 \$340,000	15		15.31%	199,000	219,500	192,450	212,000	265,000
\$340,001 and up	10		10.20%	377,000	0	375,000	417,500	379,000
Median List Price:		\$82,500			\$40,950	\$119,500	\$192,000	\$265,000
Total Closed Units:		98			38	41	16	3
Total List Volume:		12,347,267			2.20M	5.87M	3.47M	813.90K





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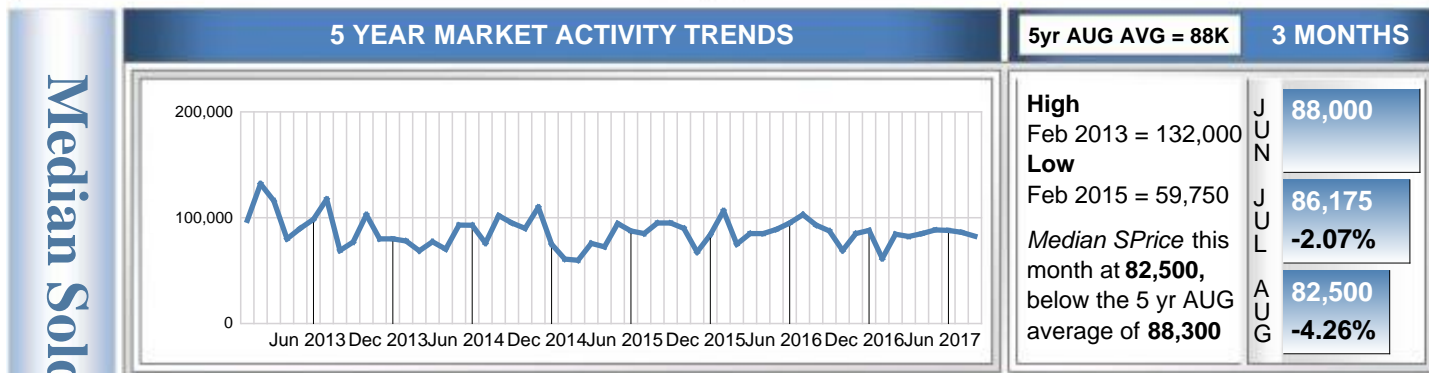
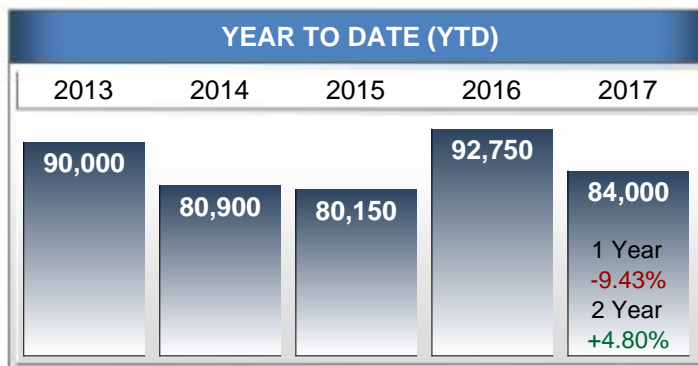
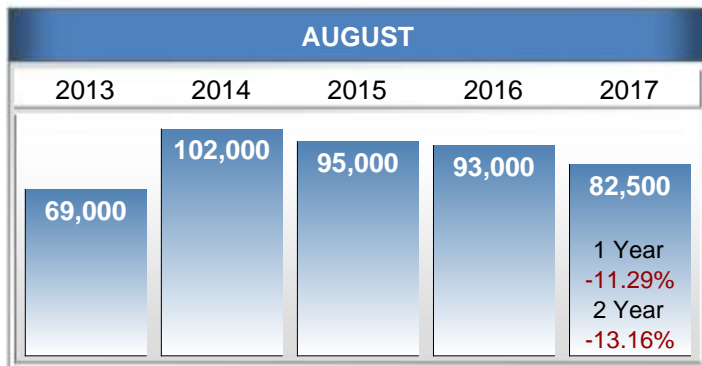
Closed Sales as of Sep 12, 2017



### 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	9	9.18%	14,000	14,250	14,000	0	0
\$20,001 \$30,000	10	10.20%	25,500	25,000	29,033	0	0
\$30,001 \$50,000	16	16.33%	40,250	38,000	46,500	43,500	0
\$50,001 \$120,000	27	27.55%	80,000	62,250	92,250	90,000	0
\$120,001 \$170,000	13	13.27%	141,750	134,000	145,875	158,500	135,000
\$170,001 \$340,000	15	15.31%	211,500	202,000	197,000	240,000	248,000
\$340,001 and up	8	8.16%	392,500	0	392,500	475,000	360,000
Median Closed Price:	\$82,500			\$37,750	\$117,500	\$179,500	\$248,000
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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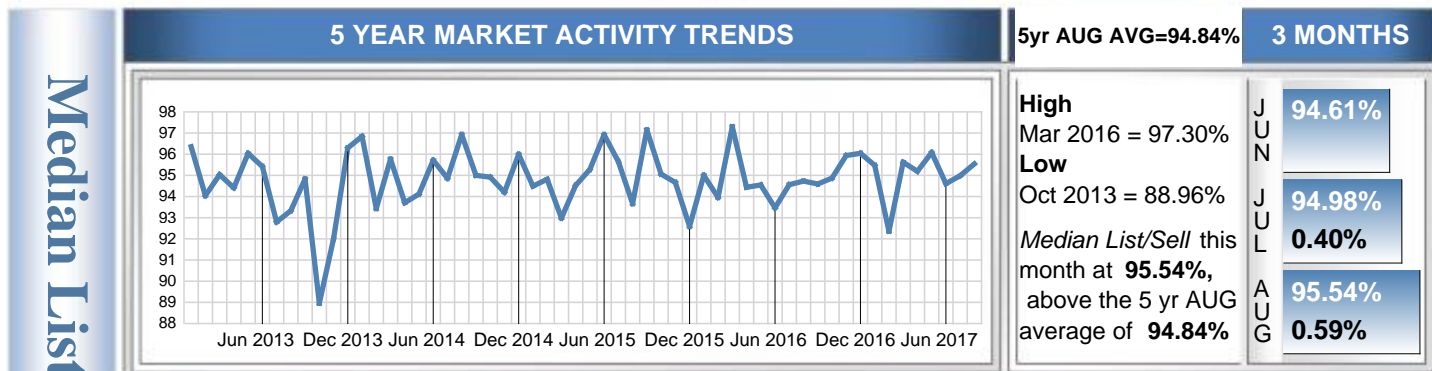
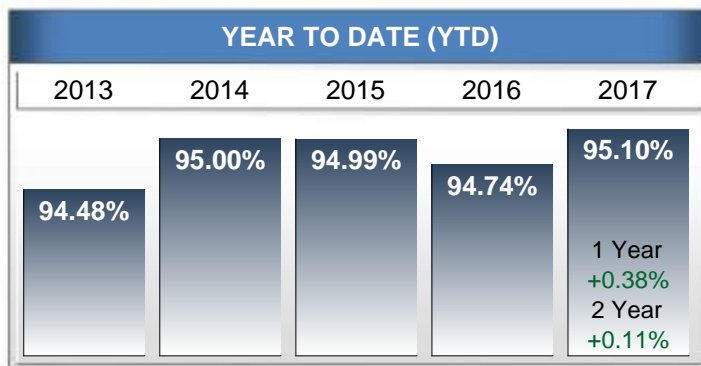
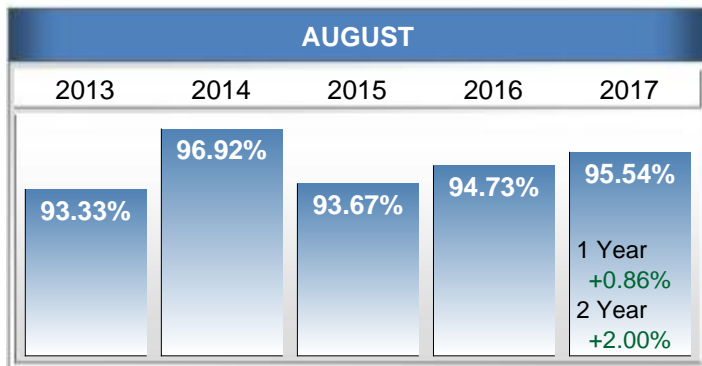
Closed Sales as of Sep 12, 2017



### Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$20,000 and less	9	9.18%	90.00%	92.06%	81.87%	0.00%	0.00%
\$20,001 \$30,000	10	10.20%	88.83%	85.07%	94.38%	0.00%	0.00%
\$30,001 \$50,000	16	16.33%	90.65%	88.57%	90.82%	100.00%	0.00%
\$50,001 \$120,000	27	27.55%	97.41%	93.78%	97.87%	100.00%	0.00%
\$120,001 \$170,000	13	13.27%	95.86%	94.06%	97.23%	88.89%	79.46%
\$170,001 \$340,000	15	15.31%	96.67%	91.55%	98.77%	96.04%	93.58%
\$340,001 and up	8	8.16%	97.21%	0.00%	98.60%	97.22%	94.99%
Median List/Sell Ratio:	95.54%			90.24%	97.20%	97.00%	93.58%
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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Data from the Greater Tulsa Association of REALTORS®

## August 2017

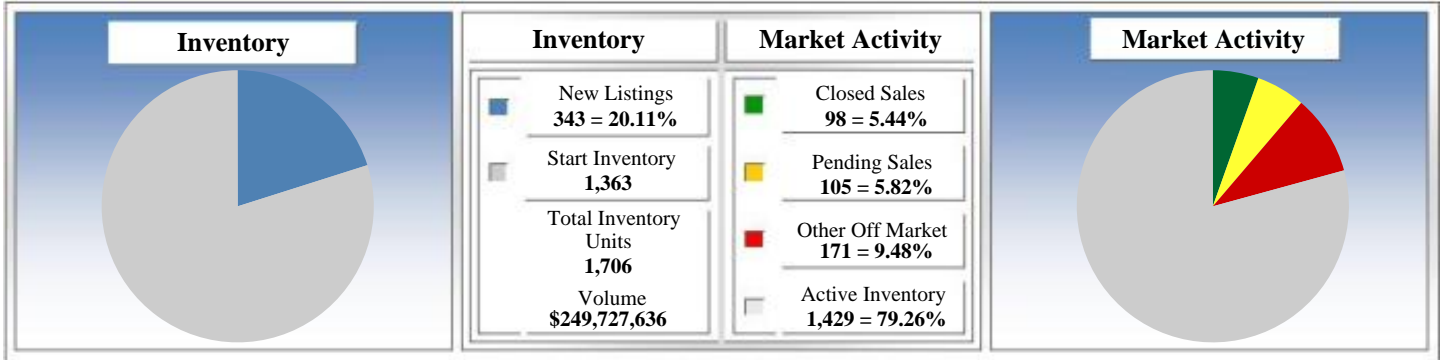
Inventory as of Sep 12, 2017



### 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%
Median List Price	103,350	82,500	-20.17%	99,700	89,900	-9.83%
Median Sale Price	93,000	82,500	-11.29%	92,750	84,000	-9.43%
Median Percent of List Price to Selling Price	94.73%	95.54%	0.86%	94.74%	95.10%	0.38%
Median Days on Market to Sale	68.00	52.00	-23.53%	58.00	52.00	-10.34%
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%

