



# December 2016

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

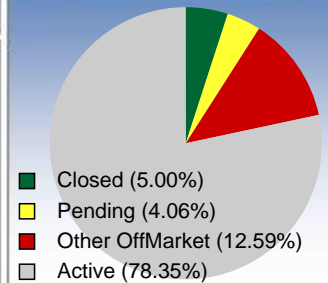


**Absorption:** Last 12 months, an Average of **77** Sales/Month

**Active Inventory** as of December 31, 2016 = **1,176**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	58	75	29.31%
Pending Listings	40	61	52.50%
New Listings	143	203	41.96%
Median List Price	97,500	89,900	-7.79%
Median Sale Price	95,250	84,000	-11.81%
Median Percent of List Price to Selling Price	92.55%	96.04%	3.78%
Median Days on Market to Sale	89.00	53.00	-40.45%
End of Month Inventory	1,024	1,176	14.84%
Months Supply of Inventory	15.00	15.19	1.25%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 11, 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 December 2016 rose **14.84%** to 1,176 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **15.19** 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 **11.81%** in December 2016 to \$84,000 versus the previous year at \$95,250.

### Median Days on Market Shortens

The median number of **53.00** days that homes spent on the market before selling decreased by 36.00 days or **40.45%** in December 2016 compared to last year's same month at **89.00** DOM.

### Sales Success for December 2016 is Positive

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

There were 203 New Listings in December 2016, up **41.96%** from last year at 143. Furthermore, there were 75 Closed Listings this month versus last year at 58, a **29.31%** increase.

Closed versus Listed trends yielded a **36.9%** ratio, down from last year's December 2016 at **40.6%**, a **8.91%** 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>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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®

## December 2016

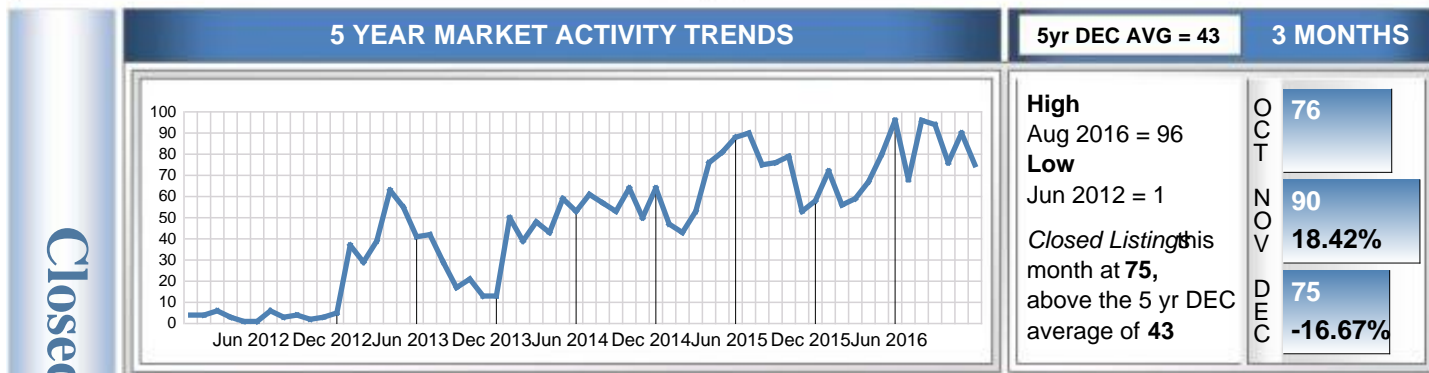
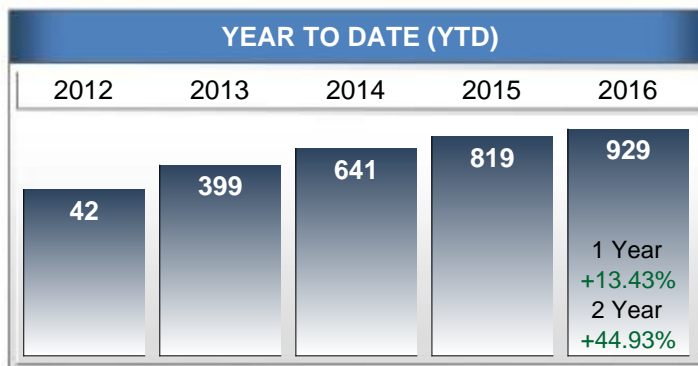
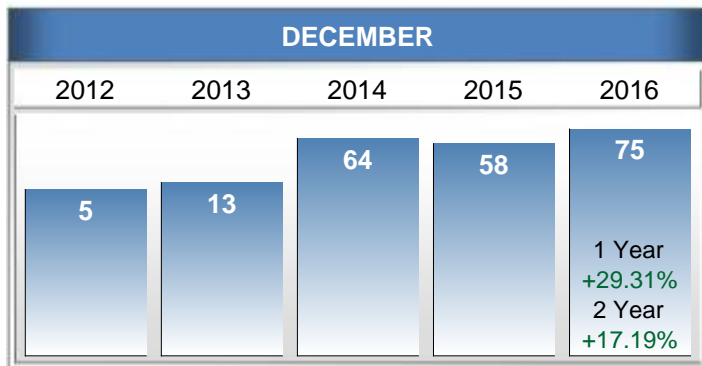
Closed Sales as of Jan 11, 2017



### Closed Listings

Report Produced on: Jan 11, 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	5	6.67%	94.0	2	2	1	0
\$20,001 \$30,000	7	9.33%	75.0	3	4	0	0
\$30,001 \$60,000	17	22.67%	6.0	9	8	0	0
\$60,001 \$120,000	17	22.67%	57.0	7	7	3	0
\$120,001 \$170,000	11	14.67%	124.0	2	9	0	0
\$170,001 \$250,000	10	13.33%	68.5	5	3	2	0
\$250,001 and up	8	10.67%	52.5	2	4	2	0
<b>Total Closed Units:</b>	<b>75</b>		<b>53.0</b>	<b>30</b>	<b>37</b>	<b>8</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>8,999,193</b>			<b>3.12M</b>	<b>4.39M</b>	<b>1.49M</b>	<b>\$0</b>
<b>Median Closed Price:</b>	<b>\$84,000</b>			<b>\$66,000</b>	<b>\$110,500</b>	<b>\$150,000</b>	<b>\$0</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

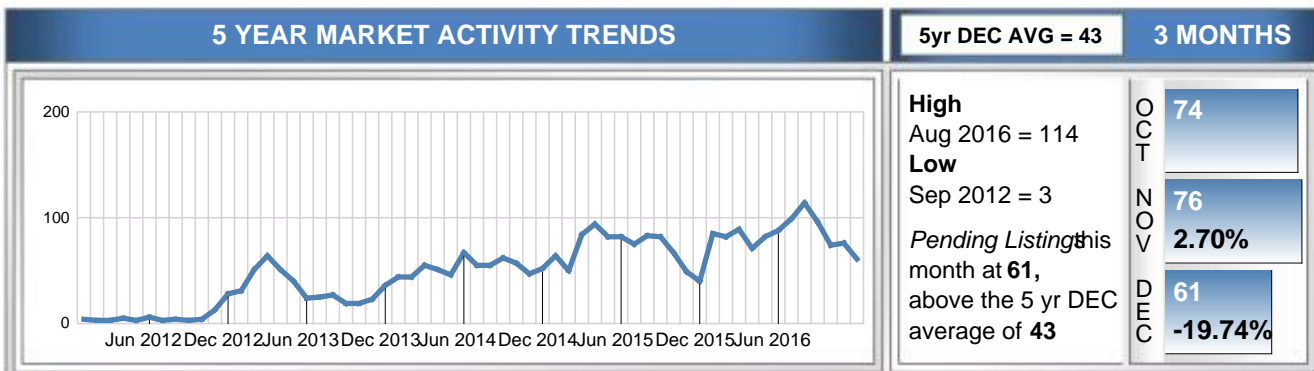
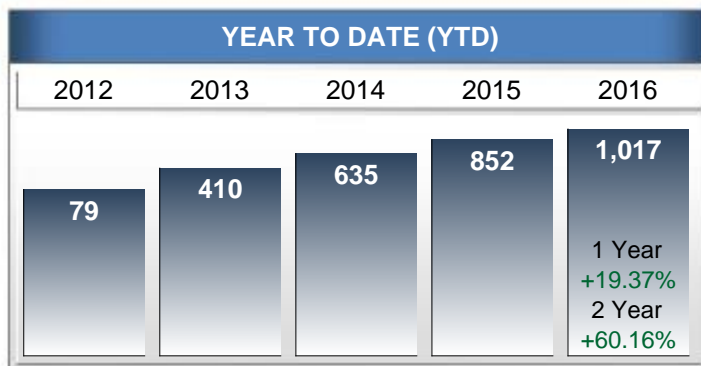
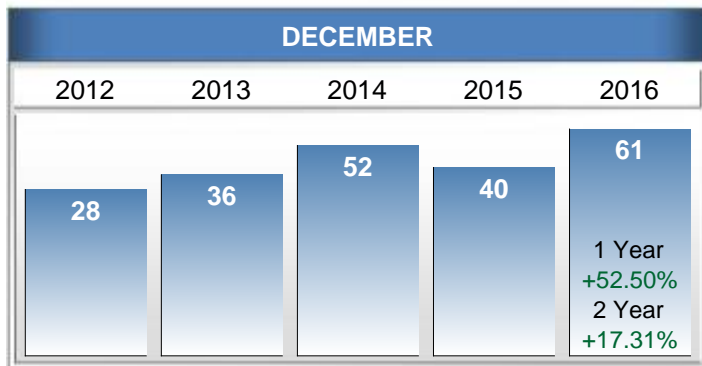
Pending Listings as of Jan 11, 2017



### Pending Listings

Report Produced on: Jan 11, 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+
\$30,000 and less	5	8.20%	30.0	5	0	0	0
\$30,001 - \$50,000	8	13.11%	2.0	4	4	0	0
\$50,001 - \$70,000	8	13.11%	16.5	3	4	1	0
\$70,001 - \$110,000	14	22.95%	88.0	7	5	1	1
\$110,001 - \$150,000	12	19.67%	74.0	6	5	1	0
\$150,001 - \$200,000	8	13.11%	91.5	4	4	0	0
\$200,001 and up	6	9.84%	98.5	2	2	2	0
<b>Total Pending Units:</b>	<b>61</b>		<b>70.0</b>	<b>31</b>	<b>24</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume:</b>	<b>7,304,899</b>			<b>3.14M</b>	<b>2.69M</b>	<b>1.38M</b>	<b>87.50K</b>
<b>Median Listing Price:</b>	<b>\$87,500</b>			<b>\$80,000</b>	<b>\$94,950</b>	<b>\$129,900</b>	<b>\$87,500</b>



# Monthly Inventory Analysis

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## December 2016

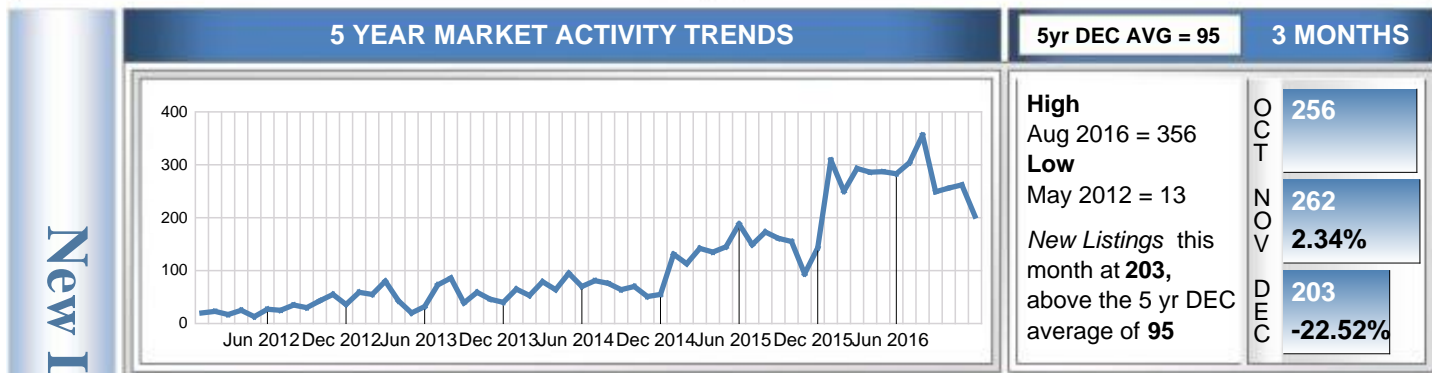
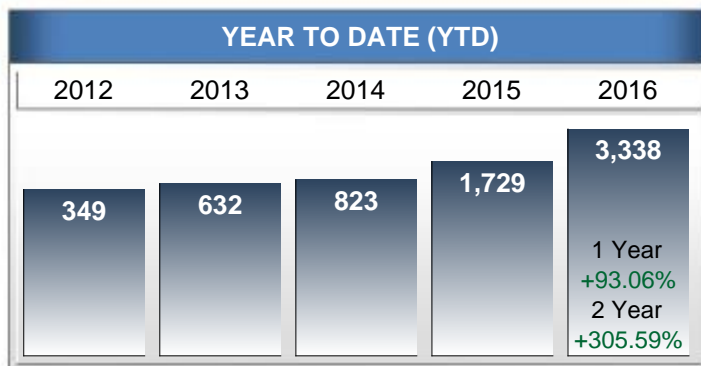
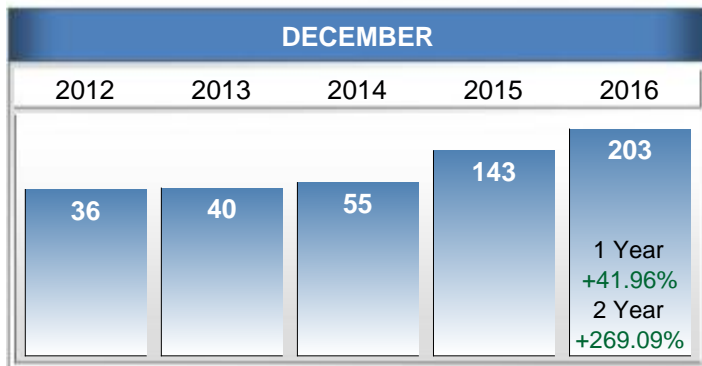
New Listings as of Jan 11, 2017



### New Listings

Report Produced on: Jan 11, 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	26	12.81%	25	1	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$40,000	32	15.76%	30	2	0	0
\$40,001 - \$100,000	65	32.02%	35	25	5	0
\$100,001 - \$170,000	32	15.76%	7	25	0	0
\$170,001 - \$290,000	27	13.30%	7	14	2	4
\$290,001 and up	21	10.34%	3	9	7	2
Total New Listed Units:			107	76	14	6
Total New Listed Volume:			13.93M	11.84M	3.61M	1.73M
Median New Listed Listing Price:			\$35,000	\$131,950	\$275,750	\$261,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

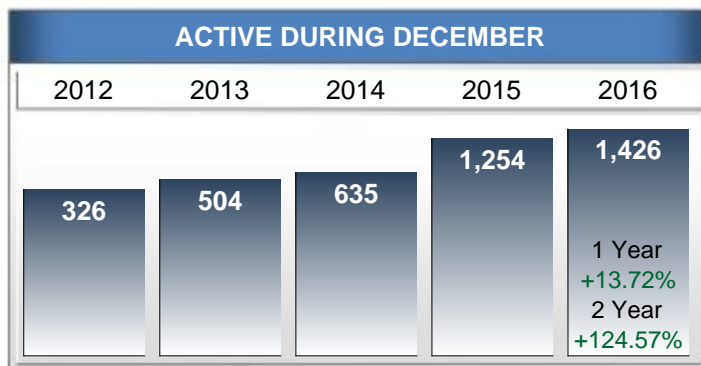
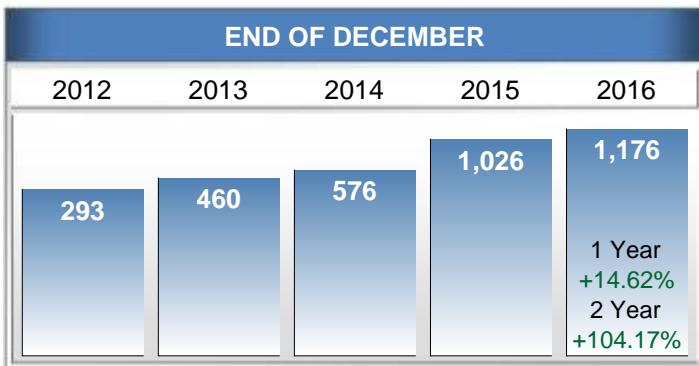
Active Inventory as of Jan 11, 2017



### Active Inventory

Report Produced on: Jan 11, 2017

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



Active Inventory

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5yr DEC AVG = 706	3 MONTHS
<b>High</b> Aug 2016 = 1,250	<b>OCT</b> 1,213
<b>Low</b> Jan 2012 = 110	<b>NOV</b> 1,227
<i>Inventory</i> this month at <b>1,176</b> , above the 5 yr DEC average of <b>706</b>	<b>DEC</b> 1,176
	<b>1.15%</b>
	<b>-4.16%</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	126	10.71%	80.5	120	6	0	0		
\$20,001 \$30,000	123	10.46%	64.0	114	8	1	0		
\$30,001 \$50,000	157	13.35%	85.0	125	29	3	0		
\$50,001 \$120,000	322	27.38%	93.0	134	158	29	1		
\$120,001 \$190,000	185	15.73%	85.0	44	117	22	2		
\$190,001 \$330,000	144	12.24%	98.5	37	72	27	8		
\$330,001 and up	119	10.12%	89.0	30	43	30	16		
Total Active Inventory by Units:				1,176	87.0	604	433	112	27
Total Active Inventory by Volume:				181,629,521		61.35M	81.02M	28.21M	11.05M
Median Active Inventory Listing Price:				\$82,750		\$45,000	\$126,000	\$203,250	\$349,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

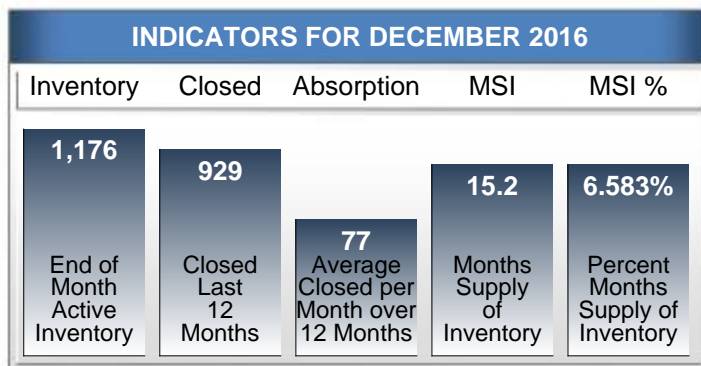
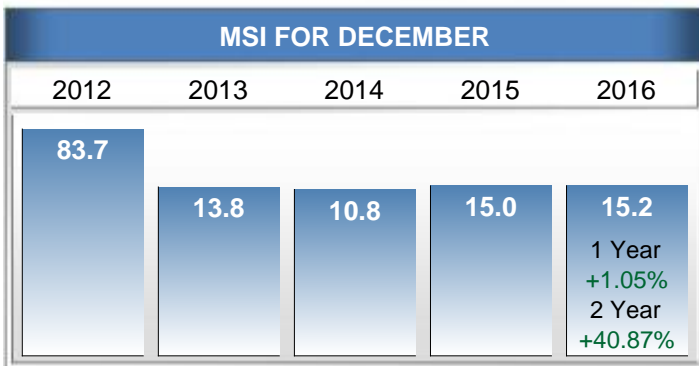
Active Inventory as of Jan 11, 2017



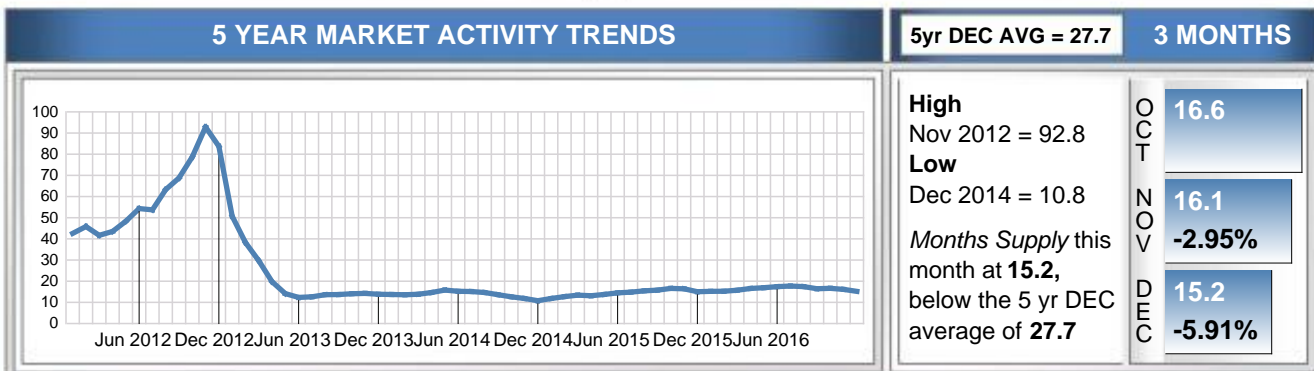
### Months Supply of Inventory

Report Produced on: Jan 11, 2017

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



Months Supply  
 Ready to Buy or Sell Real Estate?  
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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	126	10.71%	21.0	28.8	3.8	0.0	0.0
\$20,001 \$30,000	123	10.46%	20.5	27.9	4.8	4.0	0.0
\$30,001 \$50,000	157	13.35%	14.0	23.4	5.3	7.2	0.0
\$50,001 \$120,000	322	27.38%	13.2	18.5	10.7	13.9	4.0
\$120,001 \$190,000	185	15.73%	11.9	26.4	9.9	11.5	12.0
\$190,001 \$330,000	144	12.24%	13.7	29.6	11.5	9.8	32.0
\$330,001 and up	119	10.12%	32.5	36.0	34.4	30.0	27.4
MSI:			15.2	24.6	10.1	13.0	20.3
Total Active Inventory:			1,176	604	433	112	27



# Monthly Inventory Analysis

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## December 2016

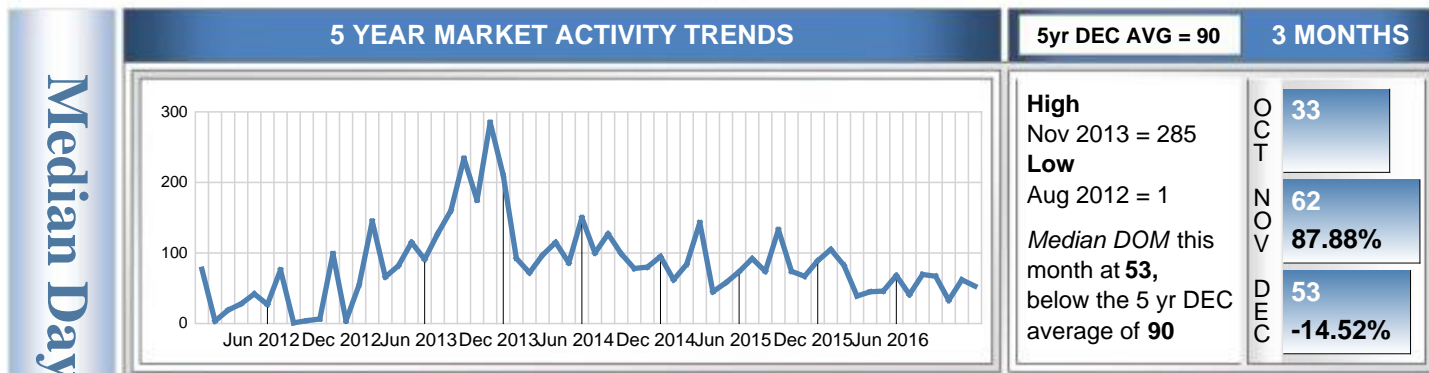
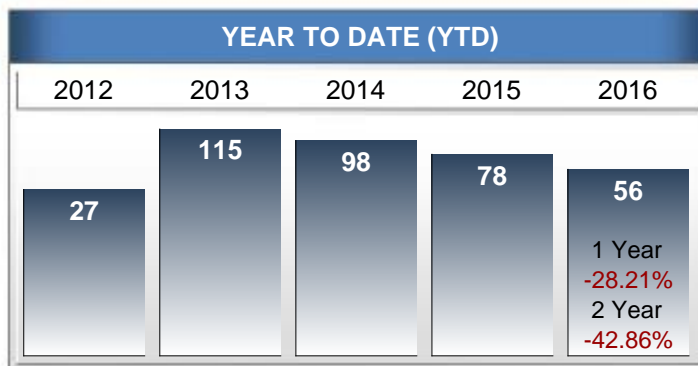
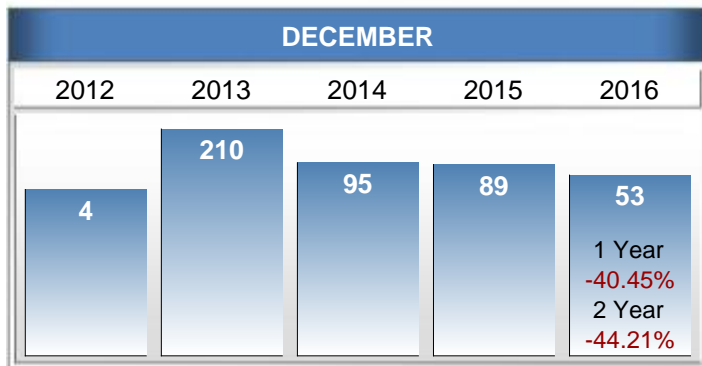
Closed Sales as of Jan 11, 2017



### Median Days on Market to Sale

Report Produced on: Jan 11, 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	5	6.67%	94.0	100.5	110.0	1.0	0.0
\$20,001 \$30,000	7	9.33%	75.0	34.0	89.5	0.0	0.0
\$30,001 \$60,000	17	22.67%	6.0	6.0	11.0	0.0	0.0
\$60,001 \$120,000	17	22.67%	57.0	57.0	53.0	90.0	0.0
\$120,001 \$170,000	11	14.67%	124.0	62.5	171.0	0.0	0.0
\$170,001 \$250,000	10	13.33%	68.5	43.0	41.0	143.5	0.0
\$250,001 and up	8	10.67%	52.5	73.5	40.5	57.5	0.0
Median Closed DOM:	53.0			41.5	62.0	102.0	0.0
Total Closed Units:	75			30	37	8	
Total Closed Volume:	8,999,193			3.12M	4.39M	1.49M	0.00B



# Monthly Inventory Analysis

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## December 2016

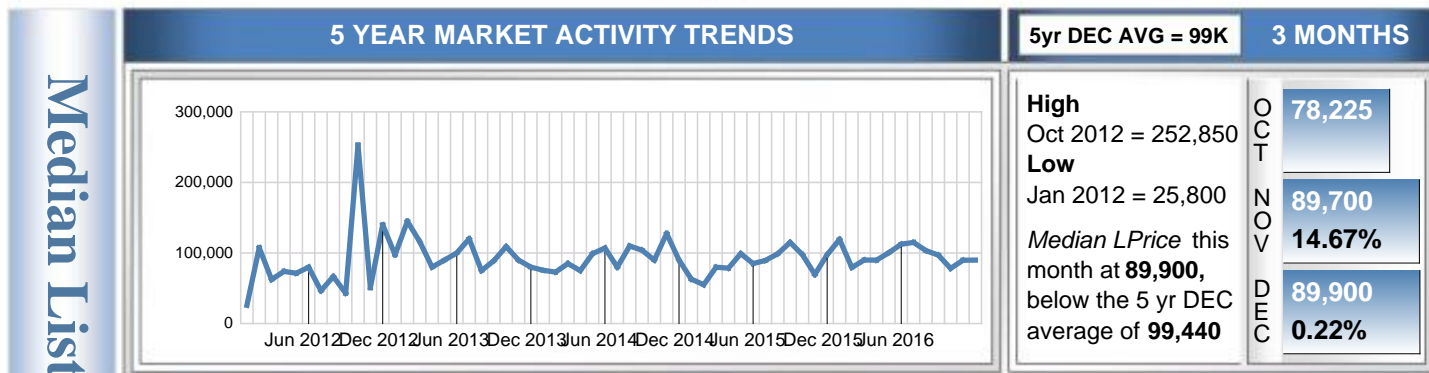
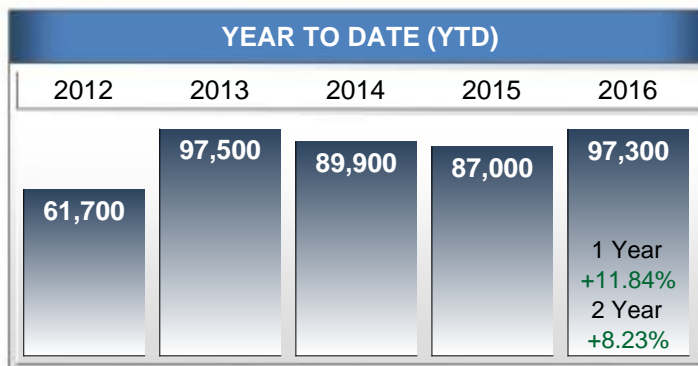
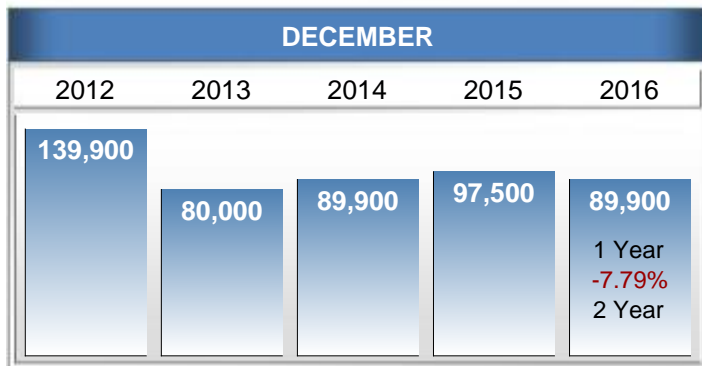
Closed Sales as of Jan 11, 2017



### Median List Price at Closing

Report Produced on: Jan 11, 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	5	6.67%	14,400	8,875	14,700	14,900	0
\$20,001 \$30,000	5	6.67%	24,900	24,900	25,550	0	0
\$30,001 \$60,000	19	25.33%	44,550	52,650	44,525	0	0
\$60,001 \$120,000	13	17.33%	84,750	80,625	89,900	79,200	0
\$120,001 \$170,000	14	18.67%	136,950	142,750	139,000	125,000	0
\$170,001 \$250,000	9	12.00%	199,900	200,000	182,750	207,450	0
\$250,001 and up	10	13.33%	314,500	300,000	299,000	405,000	0
Median List Price:	\$89,900			\$69,950	\$110,500	\$152,500	\$0
Total Closed Units:	75			30	37	8	
Total List Volume:	9,439,880			3.32M	4.60M	1.52M	0.00B





# Monthly Inventory Analysis

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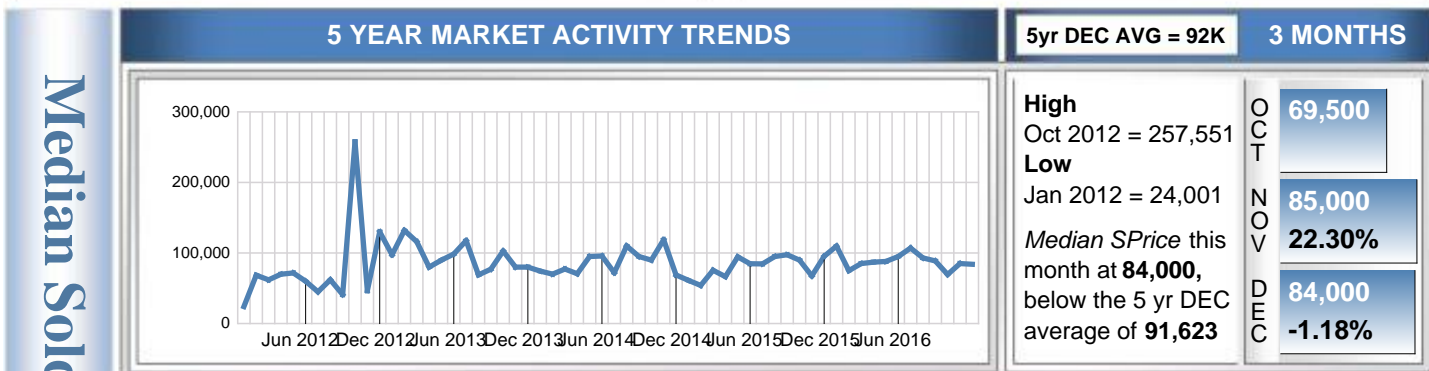
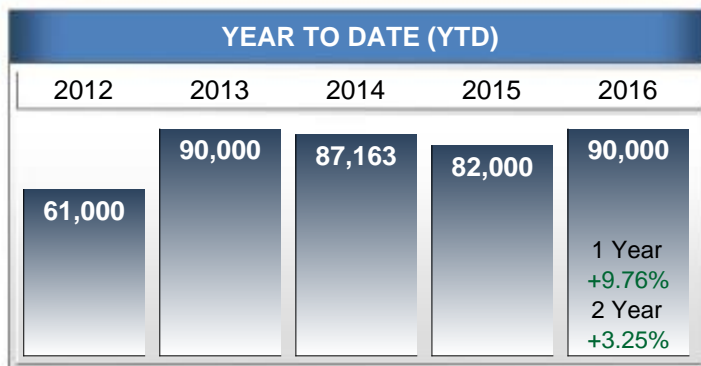
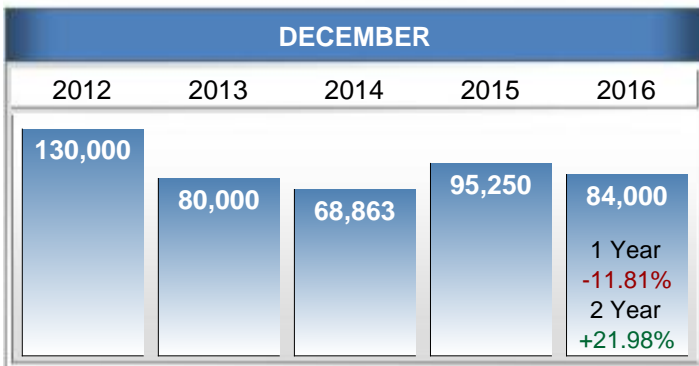
Closed Sales as of Jan 11, 2017



### Median Sold Price at Closing

Report Produced on: Jan 11, 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	5		6.67%	14,900	7,875	16,125	14,900	0
\$20,001 \$30,000	7		9.33%	24,900	22,000	25,700	0	0
\$30,001 \$60,000	17		22.67%	40,000	36,000	43,950	0	0
\$60,001 \$120,000	17		22.67%	84,000	74,900	109,900	84,000	0
\$120,001 \$170,000	11		14.67%	130,000	127,500	133,500	0	0
\$170,001 \$250,000	10		13.33%	200,500	201,000	186,000	205,000	0
\$250,001 and up	8		10.67%	353,449	390,913	304,000	398,580	0
Median Closed Price:		\$84,000			\$66,000	\$110,500	\$150,000	\$0
Total Closed Units:		75			30	37	8	
Total Closed Volume:		8,999,193			3.12M	4.39M	1.49M	0.00B



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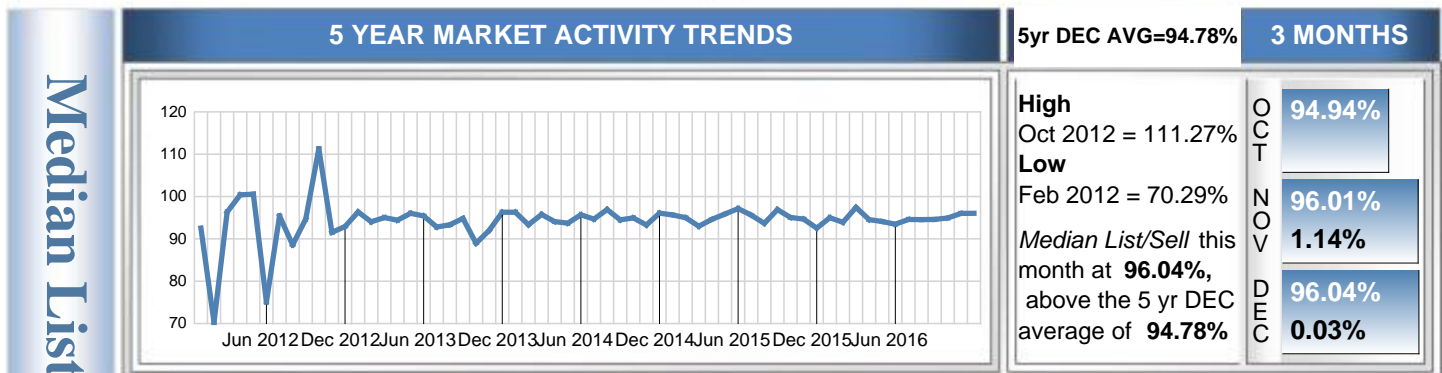
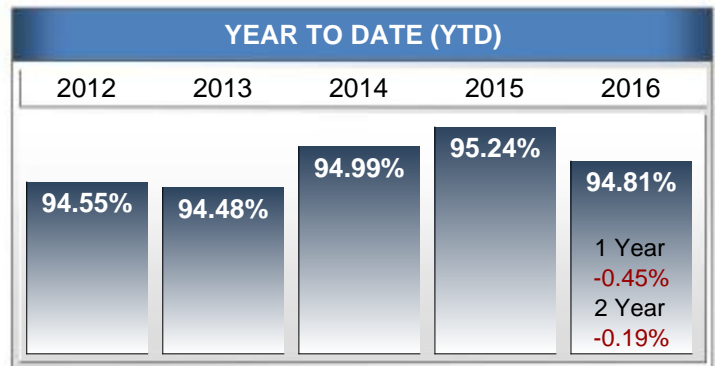
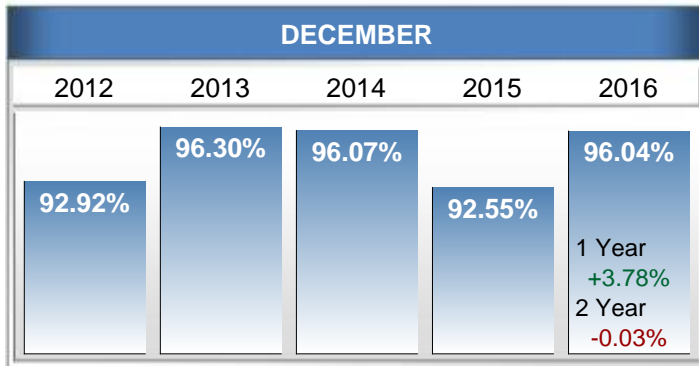
Closed Sales as of Jan 11, 2017



### Median Percent of List Price to Selling Price

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



**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	5	6.67%	100.00%	89.47%	86.55%	100.00%	0.00%
\$20,001 \$30,000	7	9.33%	79.74%	96.15%	77.69%	0.00%	0.00%
\$30,001 \$60,000	17	22.67%	91.95%	91.82%	95.98%	0.00%	0.00%
\$60,001 \$120,000	17	22.67%	96.39%	95.71%	97.89%	93.96%	0.00%
\$120,001 \$170,000	11	14.67%	96.04%	80.58%	96.04%	0.00%	0.00%
\$170,001 \$250,000	10	13.33%	97.89%	93.75%	100.00%	99.28%	0.00%
\$250,001 and up	8	10.67%	97.73%	114.91%	95.23%	98.37%	0.00%
Median List/Sell Ratio:	96.04%			95.93%	95.81%	97.62%	0.00%
Total Closed Units:	75			30	37	8	
Total Closed Volume:	8,999,193			3.12M	4.39M	1.49M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

Inventory as of Jan 11, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 77 Sales/Month

**Active Inventory** as of December 31, 2016 = 1,176

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	58	75	29.31%	819	929	13.43%
Pending Sales	40	61	52.50%	852	1,017	19.37%
New Listings	143	203	41.96%	1,729	3,338	93.06%
Median List Price	97,500	89,900	-7.79%	87,000	97,300	11.84%
Median Sale Price	95,250	84,000	-11.81%	82,000	90,000	9.76%
Median Percent of List Price to Selling Price	92.55%	96.04%	3.78%	95.24%	94.81%	-0.45%
Median Days on Market to Sale	89.00	53.00	-40.45%	78.00	56.00	-28.21%
Monthly Inventory	1,024	1,176	14.84%	1,024	1,176	14.84%
Months Supply of Inventory	15.00	15.19	1.25%	15.00	15.19	1.25%

