



# July 2016

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

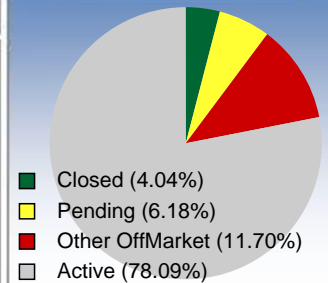


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of July 31, 2016 = **1,315**

	JULY		
	2015	2016	+/- %
Closed Listings	90	68	-24.44%
Pending Listings	75	104	38.67%
New Listings	149	304	104.03%
Average List Price	129,046	115,233	-10.70%
Average Sale Price	122,562	107,563	-12.24%
Average Percent of List Price to Selling Price	94.98%	91.62%	-3.53%
Average Days on Market to Sale	141.31	56.75	-59.84%
End of Month Inventory	950	1,315	38.42%
Months Supply of Inventory	14.90	18.83	26.36%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 2016

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 July 2016 rose **38.42%** to 1,315 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **18.83** 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 **12.24%** in July 2016 to \$107,563 versus the previous year at \$122,562.

### Average Days on Market Shortens

The average number of **56.75** days that homes spent on the market before selling decreased by 84.56 days or **59.84%** in July 2016 compared to last year's same month at **141.31** DOM.

### Sales Success for July 2016 is Positive

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

There were 304 New Listings in July 2016, up **104.03%** from last year at 149. Furthermore, there were 68 Closed Listings this month versus last year at 90, a **-24.44%** decrease.

Closed versus Listed trends yielded a **22.4%** ratio, down from last year's July 2016 at **60.4%**, a **62.97%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## July 2016

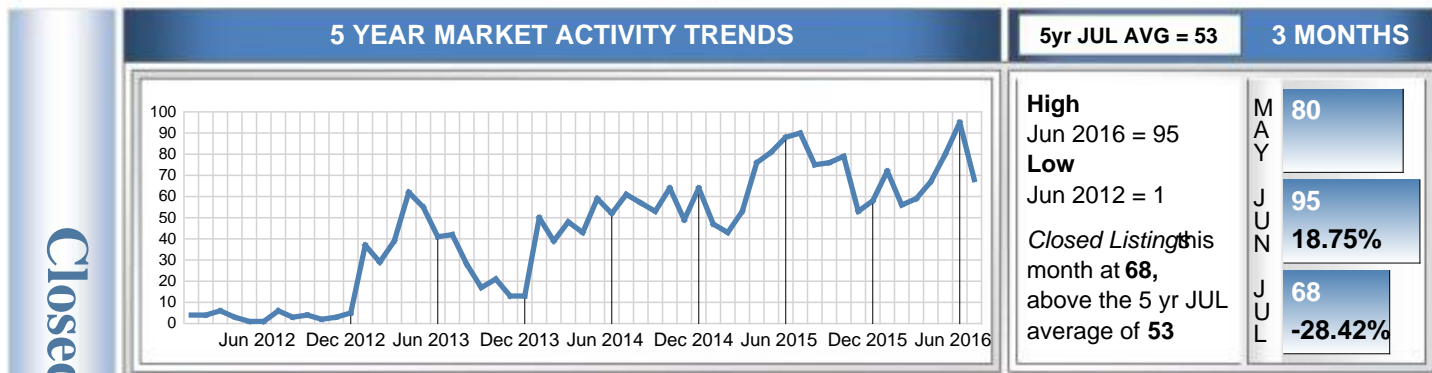
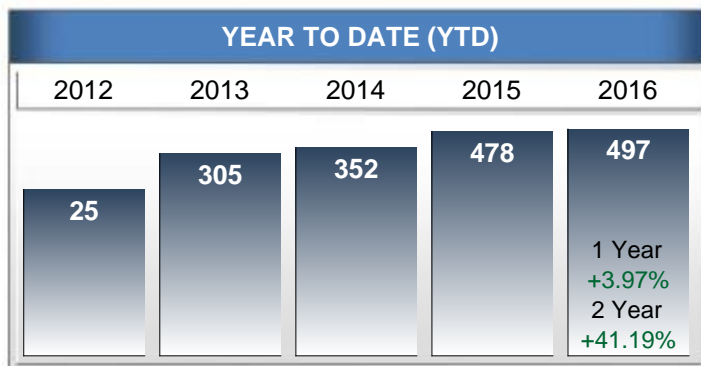
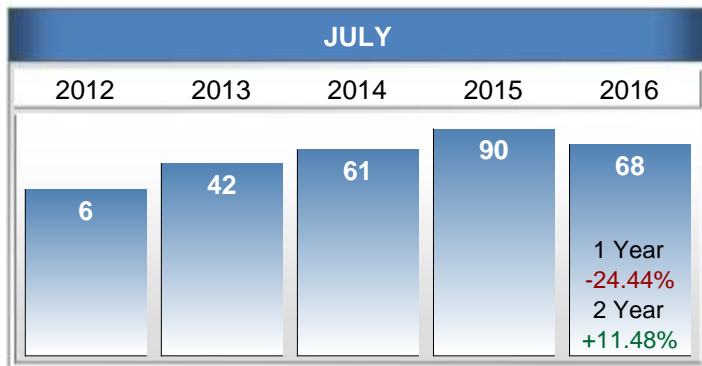
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	3	4.41%	39.7	1	2	0	0
\$10,001 - \$40,000	11	16.18%	27.6	10	1	0	0
\$40,001 - \$70,000	8	11.76%	45.3	2	6	0	0
\$70,001 - \$110,000	14	20.59%	57.3	3	10	1	0
\$110,001 - \$140,000	17	25.00%	54.8	3	13	1	0
\$140,001 - \$210,000	8	11.76%	118.9	0	7	1	0
\$210,001 and up	7	10.29%	55.7	1	5	1	0
<b>Total Closed Units:</b>	<b>68</b>		<b>56.8</b>	<b>20</b>	<b>44</b>	<b>4</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>7,314,305</b>			<b>1.20M</b>	<b>5.46M</b>	<b>657.50K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$107,563</b>			<b>\$60,015</b>	<b>\$124,011</b>	<b>\$164,375</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

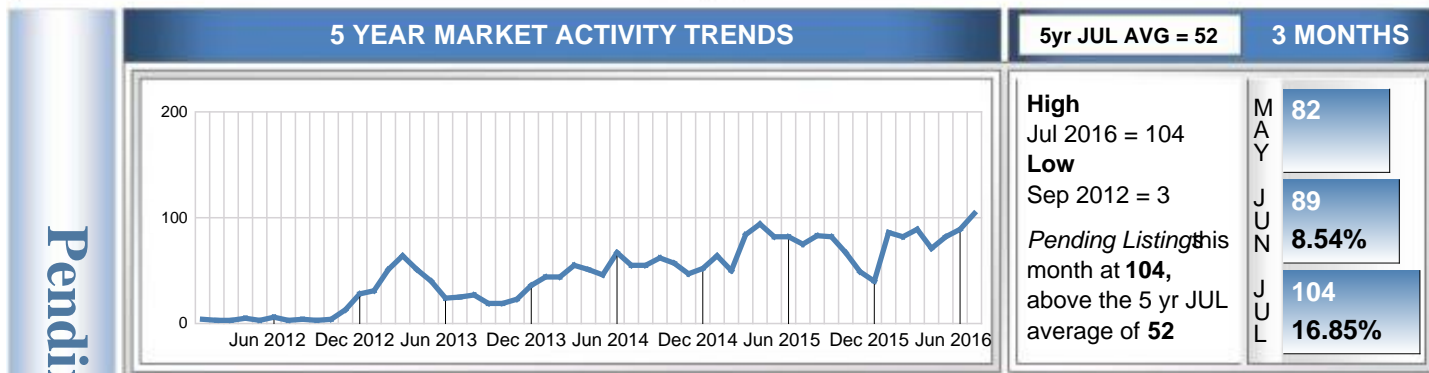
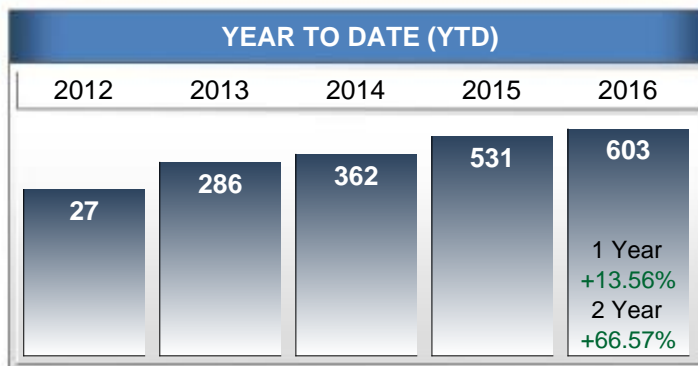
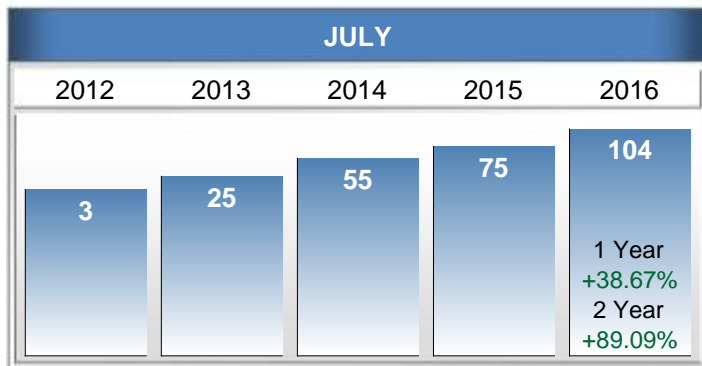
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

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+
\$20,000 and less	11	10.58%	50.6	9	2	0	0
\$20,001 \$40,000	12	11.54%	52.4	7	4	1	0
\$40,001 \$50,000	3	2.88%	85.3	2	1	0	0
\$50,001 \$110,000	36	34.62%	73.9	14	22	0	0
\$110,001 \$180,000	18	17.31%	55.8	1	14	3	0
\$180,001 \$290,000	13	12.50%	79.2	2	10	0	1
\$290,001 and up	11	10.58%	204.3	1	7	2	1
Total Pending Units: 104				36	60	6	2
Total Pending Volume: 13,347,669				2.25M	8.80M	1.37M	924.00K
Average Listing Price: \$80,920				\$62,442	\$146,731	\$228,650	\$462,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

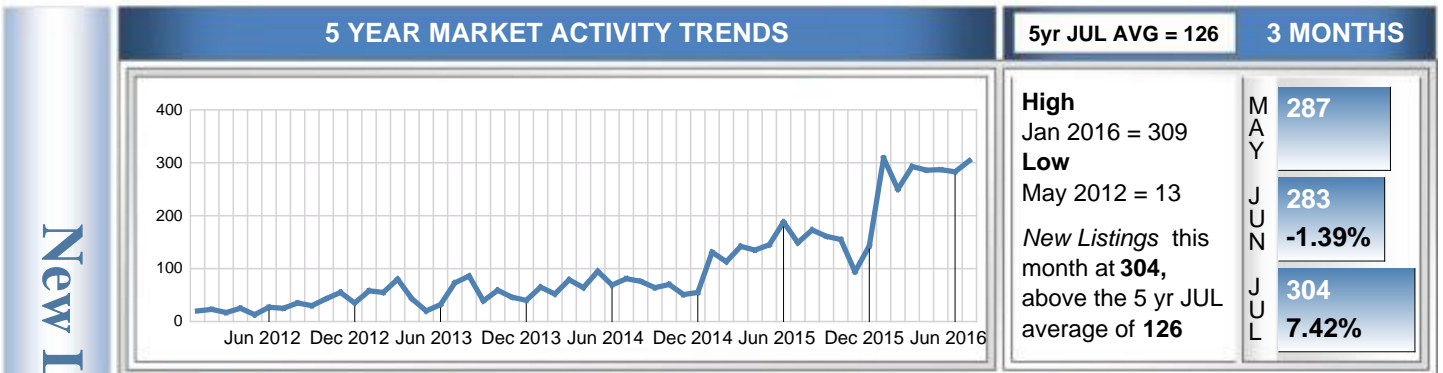
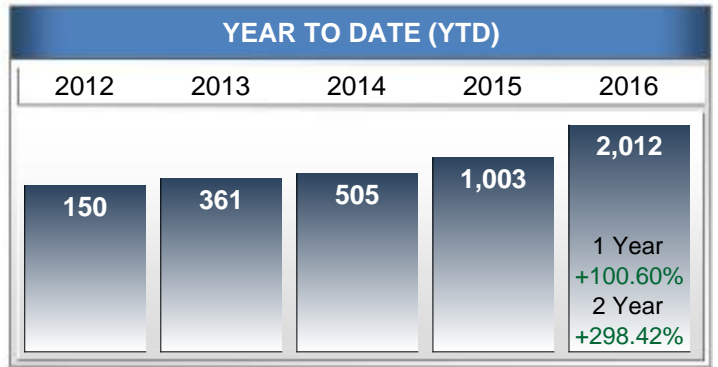
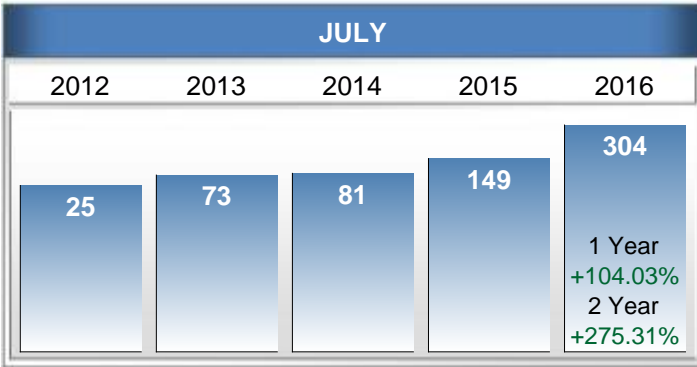
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	4	1.32%	4	0	0	0
\$10,001 - \$30,000	63	20.72%	58	5	0	0
\$30,001 - \$60,000	48	15.79%	36	11	1	0
\$60,001 - \$120,000	75	24.67%	26	44	3	2
\$120,001 - \$190,000	48	15.79%	11	34	3	0
\$190,001 - \$300,000	35	11.51%	5	18	12	0
\$300,001 and up	31	10.20%	11	12	7	1
<b>Total New Listed Units:</b>	<b>304</b>		<b>151</b>	<b>124</b>	<b>26</b>	<b>3</b>
<b>Total New Listed Volume:</b>	<b>48,150,935</b>		<b>15.38M</b>	<b>25.07M</b>	<b>6.92M</b>	<b>792.50K</b>
<b>Average New Listed Listing Price:</b>	<b>\$76,200</b>		<b>\$101,823</b>	<b>\$202,160</b>	<b>\$265,973</b>	<b>\$264,167</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

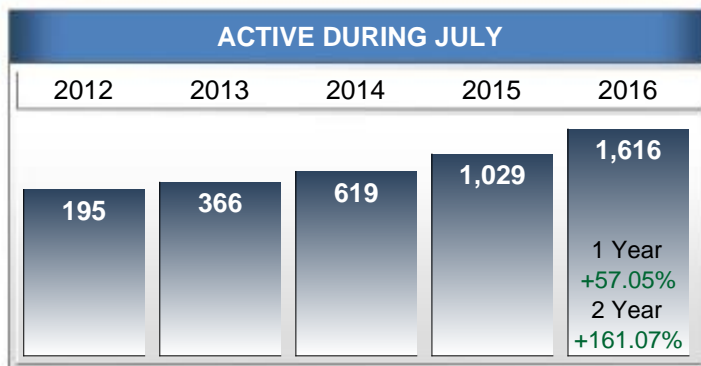
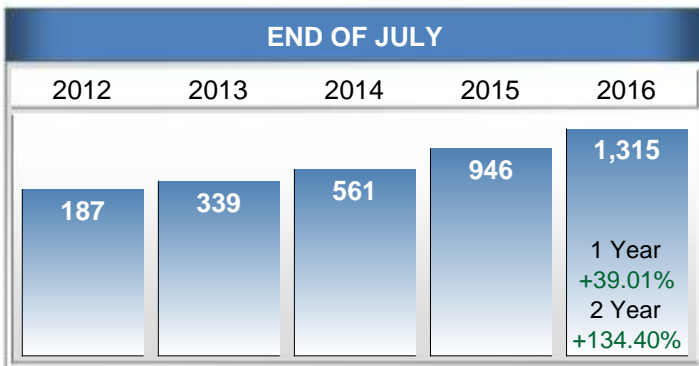
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

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



Active Inventory

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**5yr JUL AVG = 670**     **3 MONTHS**

**High**  
Jul 2016 = 1,315

**Low**  
Jan 2012 = 109

*Inventory* this month at **1,315**, above the 5 yr JUL average of **670**

MAY	1,243
JUN	1,314
JUL	1,315
<b>5.71%</b>	
<b>0.08%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	39	2.97%	195.8	37	2	0	0		
\$10,001 \$30,000	256	19.47%	134.3	247	9	0	0		
\$30,001 \$50,000	161	12.24%	147.7	121	36	4	0		
\$50,001 \$120,000	356	27.07%	106.9	173	155	27	1		
\$120,001 \$180,000	191	14.52%	128.9	42	129	15	5		
\$180,001 \$310,000	181	13.76%	97.0	34	103	35	9		
\$310,001 and up	131	9.96%	119.1	28	50	36	17		
Total Active Inventory by Units:				1,315	122.9	682	484	117	32
Total Active Inventory by Volume:				190,136,843		54.39M	89.00M	31.52M	15.22M
Average Active Inventory Listing Price:				\$144,591		\$79,755	\$183,879	\$269,438	\$475,697



# Monthly Inventory Analysis

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## July 2016

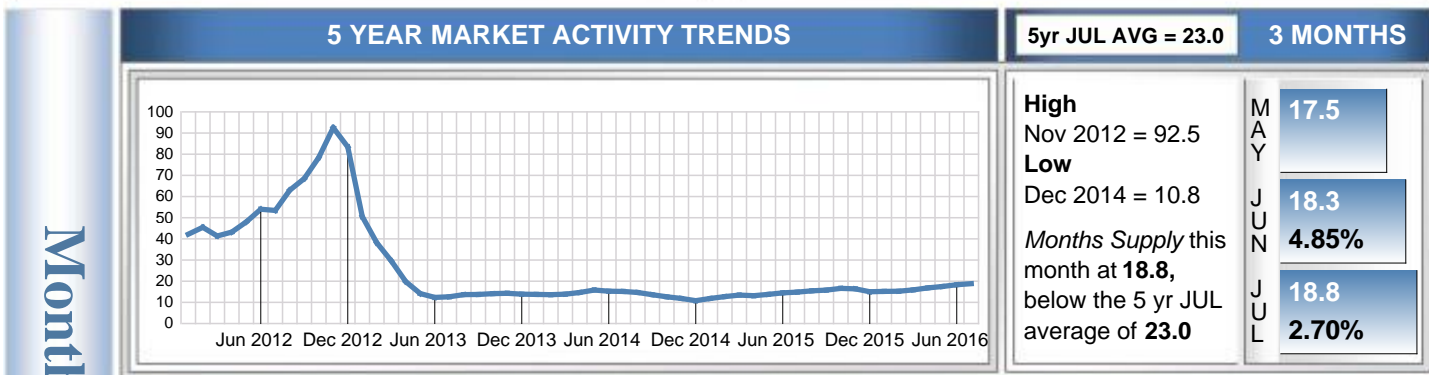
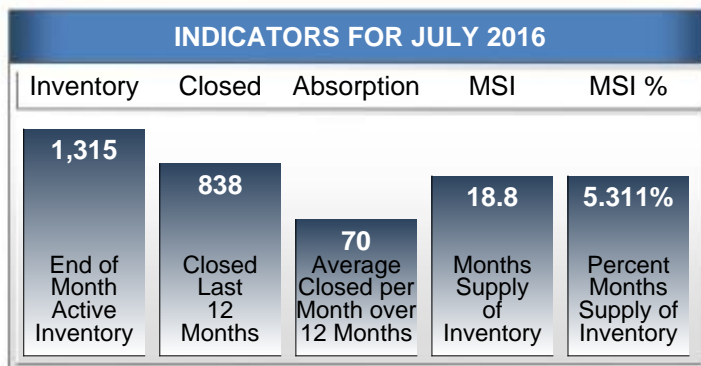
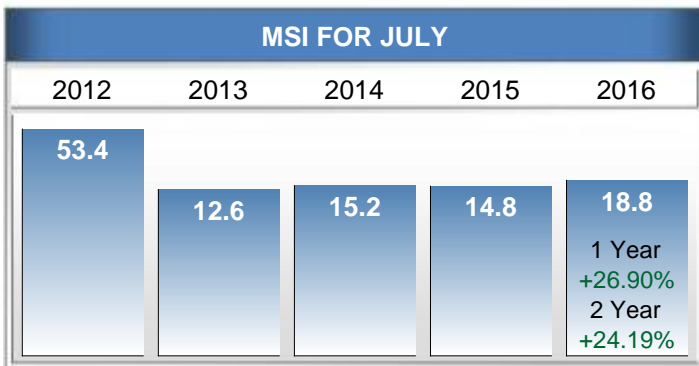
Active Inventory as of Aug 16, 2016



### Months Supply of Inventory

Report Produced on: Aug 16, 2016

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	39	2.97%	21.3	23.4	8.0	0.0	0.0
\$10,001 \$30,000	256	19.47%	30.4	52.0	2.8	0.0	0.0
\$30,001 \$50,000	161	12.24%	15.6	26.4	7.0	8.0	0.0
\$50,001 \$120,000	356	27.07%	15.3	28.1	10.8	10.5	6.0
\$120,001 \$180,000	191	14.52%	15.4	28.0	13.8	12.0	15.0
\$180,001 \$310,000	181	13.76%	18.6	21.5	19.9	12.4	54.0
\$310,001 and up	131	9.96%	34.2	48.0	26.1	36.0	51.0
MSI:			18.8	32.9	12.3	13.6	27.4
Total Active Inventory:			1,315	682	484	117	32



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

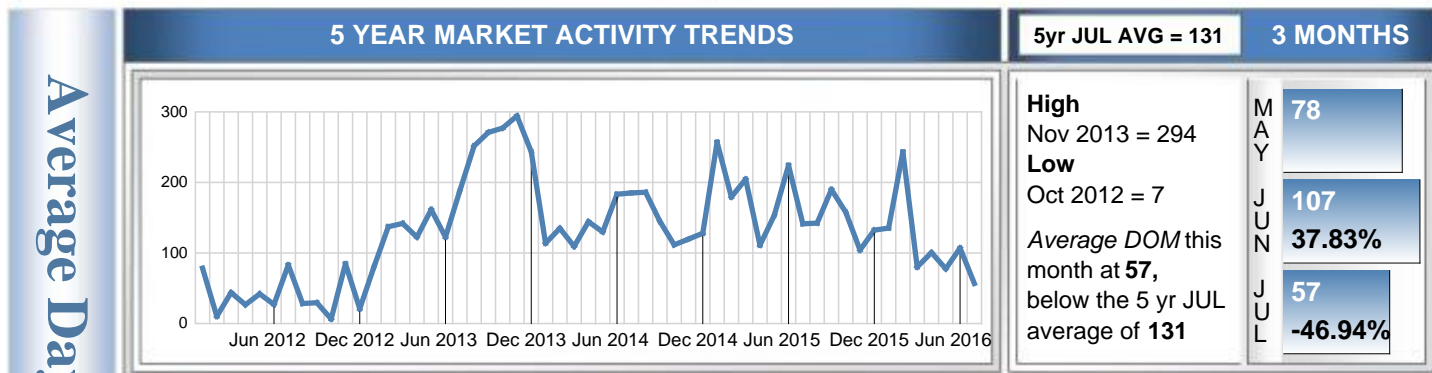
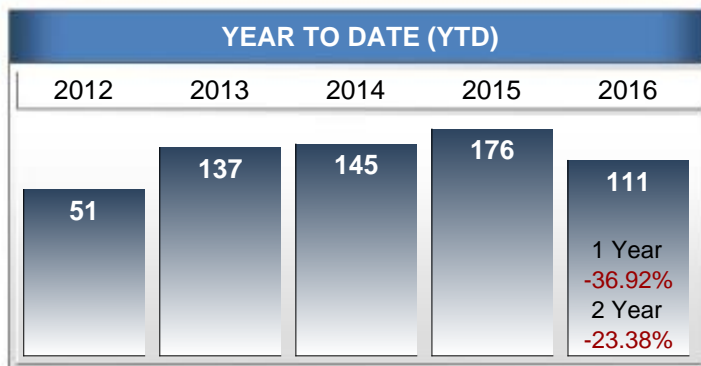
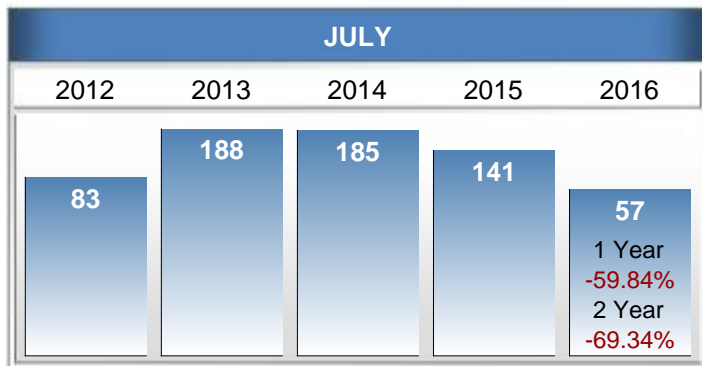
Closed Sales as of Aug 16, 2016



### Average Days on Market to Sale

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	3	4.41%	39.7	97.0	11.0	0.0	0.0
\$10,001 \$40,000	11	16.18%	27.6	30.3	1.0	0.0	0.0
\$40,001 \$70,000	8	11.76%	45.3	65.0	38.7	0.0	0.0
\$70,001 \$110,000	14	20.59%	57.3	77.3	56.9	1.0	0.0
\$110,001 \$140,000	17	25.00%	54.8	74.7	46.4	104.0	0.0
\$140,001 \$210,000	8	11.76%	118.9	0.0	132.3	25.0	0.0
\$210,001 and up	7	10.29%	55.7	58.0	47.8	93.0	0.0
Average Closed DOM: 56.8				52.2	58.9	55.8	0.0
Total Closed Units: 68				20	44	4	0.0
Total Closed Volume: 7,314,305				1.20M	5.46M	657.50K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

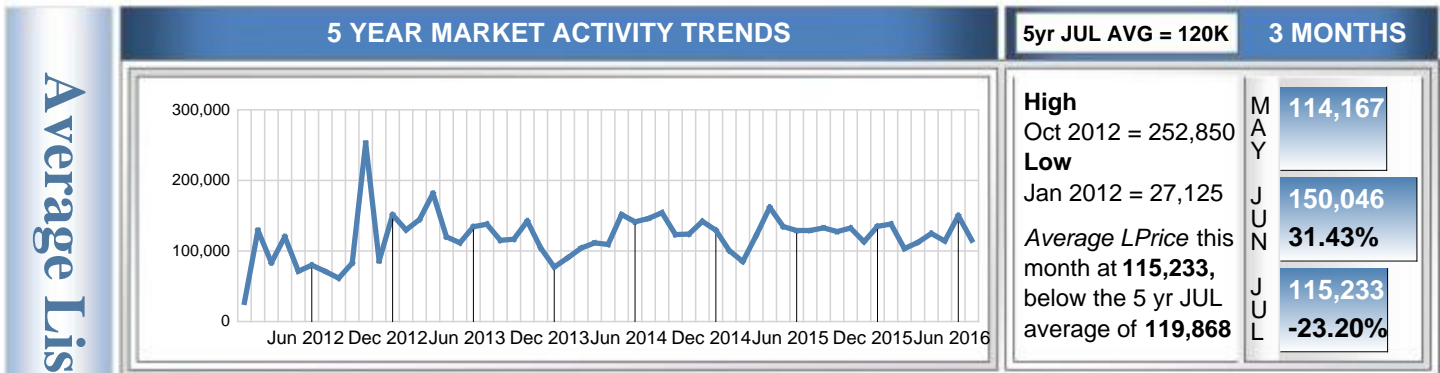
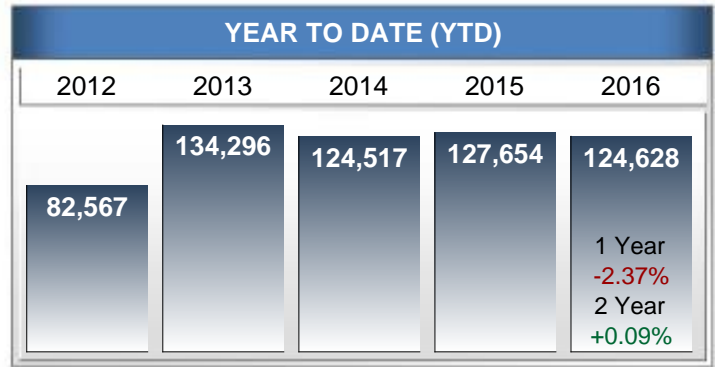
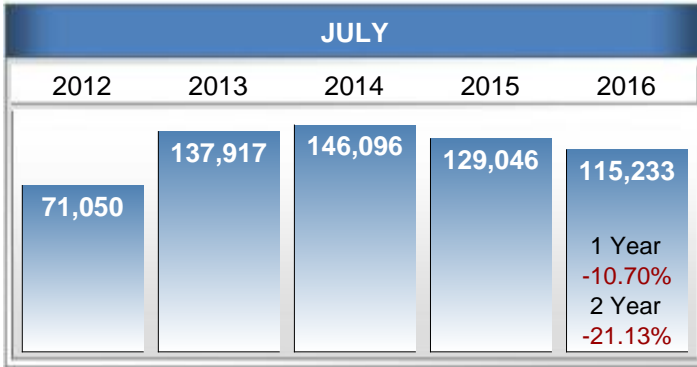
Closed Sales as of Aug 16, 2016



### Average List Price at Closing

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	2	2.94%	8,000	10,000	10,500	0	0
\$10,001 - \$40,000	10	14.71%	22,678	28,038	19,900	0	0
\$40,001 - \$70,000	6	8.82%	49,967	65,900	64,317	0	0
\$70,001 - \$110,000	15	22.06%	87,229	94,967	99,214	77,500	0
\$110,001 - \$140,000	17	25.00%	125,600	126,333	130,823	158,000	0
\$140,001 - \$210,000	10	14.71%	166,260	0	172,514	229,000	0
\$210,001 and up	8	11.76%	273,375	255,000	288,600	260,000	0
Average List Price:	\$115,233			\$67,054	\$131,142	\$181,125	\$0
Total Closed Units:	68			20	44	4	
Total List Volume:	7,835,820			1.34M	5.77M	724.50K	0.00B





# Monthly Inventory Analysis

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## July 2016

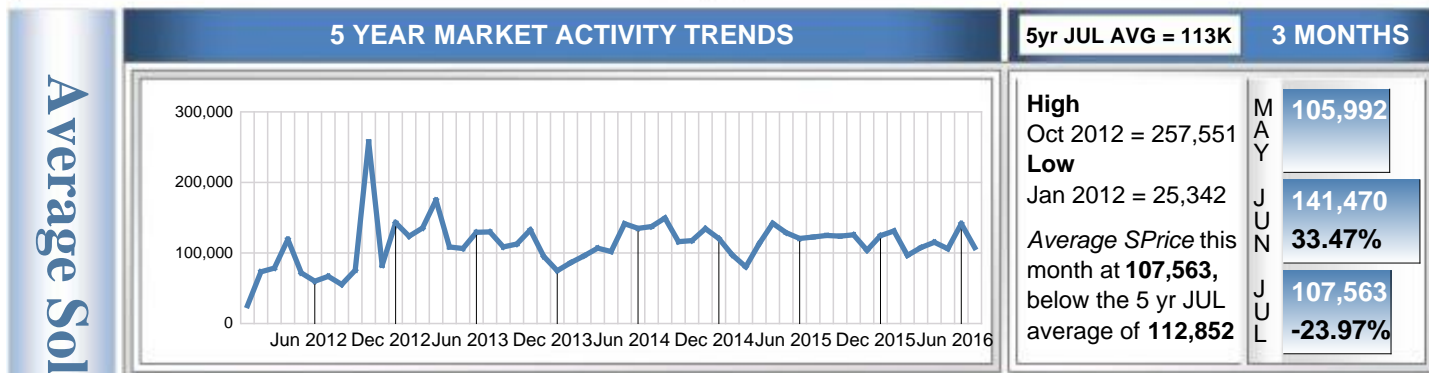
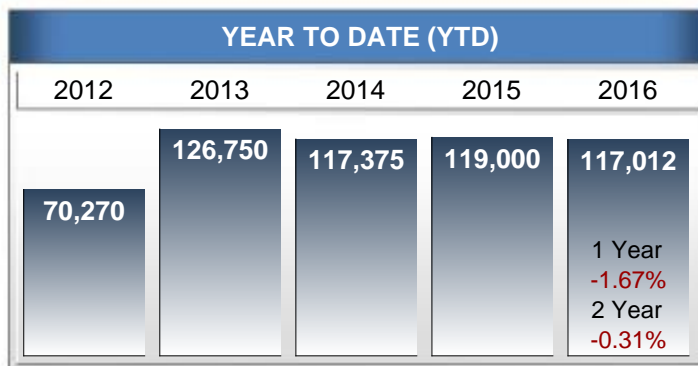
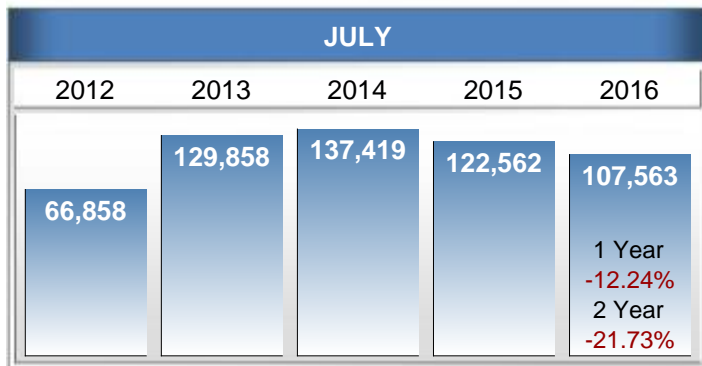
Closed Sales as of Aug 16, 2016



### Average Sold Price at Closing

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	3		4.41%	6,667	10,000	5,000	0	0
\$10,001 \$40,000	11		16.18%	22,536	23,440	13,500	0	0
\$40,001 \$70,000	8		11.76%	59,324	62,950	58,116	0	0
\$70,001 \$110,000	14		20.59%	89,851	82,000	93,441	77,500	0
\$110,001 \$140,000	17		25.00%	124,435	119,667	124,338	140,000	0
\$140,001 \$210,000	8		11.76%	168,563	0	163,357	205,000	0
\$210,001 and up	7		10.29%	264,286	225,000	278,000	235,000	0
Average Closed Price:	\$107,563				\$60,015	\$124,011	\$164,375	\$0
Total Closed Units:	68				20	44	4	
Total Closed Volume:	7,314,305				1.20M	5.46M	657.50K	0.00B



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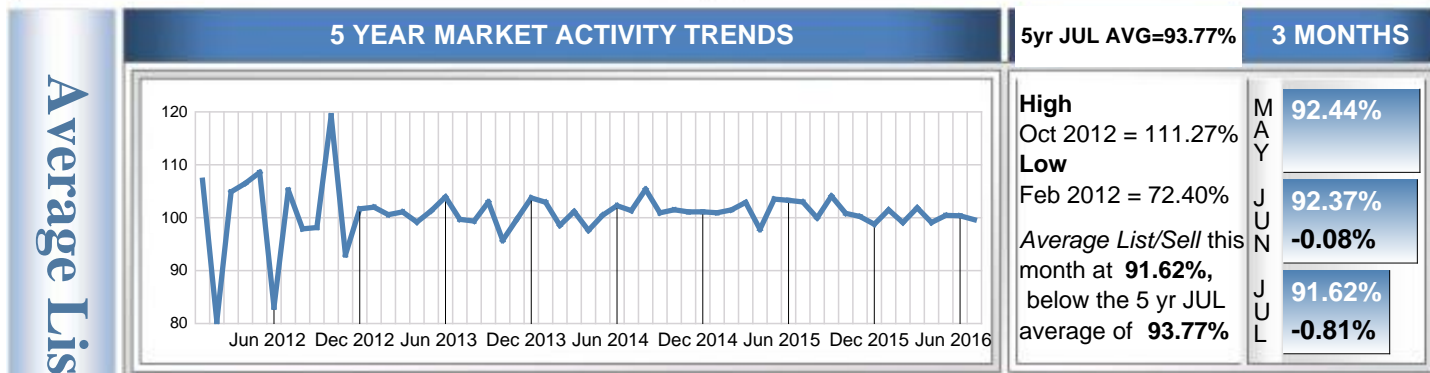
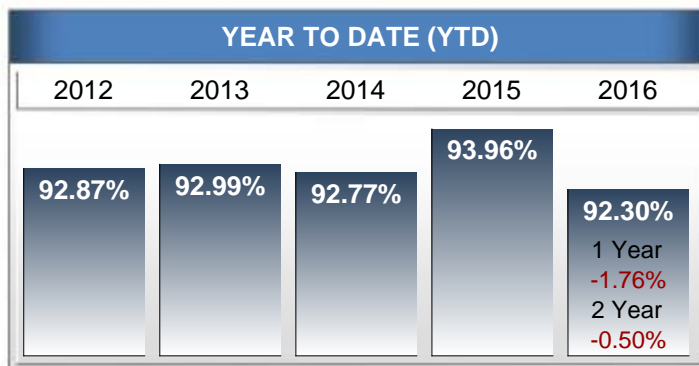
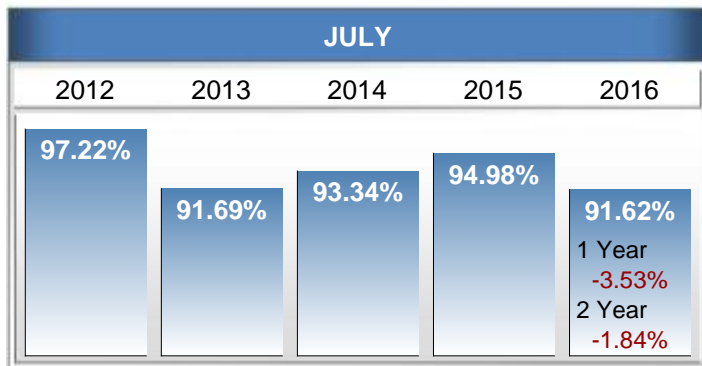
Closed Sales as of Aug 16, 2016



### Average Percent of List Price to Selling Price

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



#### 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+
\$10,000 and less	3	4.41%	72.22%	100.00%	58.33%	0.00%	0.00%
\$10,001 \$40,000	11	16.18%	85.53%	87.30%	67.84%	0.00%	0.00%
\$40,001 \$70,000	8	11.76%	92.56%	95.90%	91.45%	0.00%	0.00%
\$70,001 \$110,000	14	20.59%	93.30%	86.52%	94.67%	100.00%	0.00%
\$110,001 \$140,000	17	25.00%	94.83%	95.05%	95.26%	88.61%	0.00%
\$140,001 \$210,000	8	11.76%	94.10%	0.00%	94.76%	89.52%	0.00%
\$210,001 and up	7	10.29%	94.44%	88.24%	96.49%	90.38%	0.00%
Average List/Sell Ratio: 91.60%				89.88%	92.37%	92.13%	0.00%
Total Closed Units: 68				20	44	4	
Total Closed Volume: 7,314,305				1.20M	5.46M	657.50K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

Inventory as of Aug 16, 2016



### Market Summary

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**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of July 31, 2016 = 1,315

Closed Sales  
 Pending Sales  
 New Listings  
 Average List Price  
 Average Sale Price  
 Average Percent of List Price to Selling Price  
 Average Days on Market to Sale  
 Monthly Inventory  
 Months Supply of Inventory

	JULY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	90	68	-24.44%	478	497	3.97%
Pending Sales	75	104	38.67%	531	603	13.56%
New Listings	149	304	104.03%	1,003	2,012	100.60%
Average List Price	129,046	115,233	-10.70%	127,654	124,628	-2.37%
Average Sale Price	122,562	107,563	-12.24%	119,000	117,012	-1.67%
Average Percent of List Price to Selling Price	94.98%	91.62%	-3.53%	93.96%	92.30%	-1.76%
Average Days on Market to Sale	141.31	56.75	-59.84%	175.61	110.77	-36.92%
Monthly Inventory	950	1,315	38.42%	950	1,315	38.42%
Months Supply of Inventory	14.90	18.83	26.36%	14.90	18.83	26.36%

