



November 2016

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

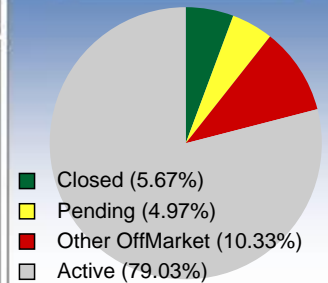


Absorption: Last 12 months, an Average of **76** Sales/Month

Active Inventory as of November 30, 2016 = **1,240**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	53	89	67.92%
Pending Listings	49	78	59.18%
New Listings	94	262	178.72%
Median List Price	69,500	89,500	28.78%
Median Sale Price	67,500	85,000	25.93%
Median Percent of List Price to Selling Price	94.67%	95.94%	1.34%
Median Days on Market to Sale	67.00	61.00	-8.96%
End of Month Inventory	1,128	1,240	9.93%
Months Supply of Inventory	16.41	16.35	-0.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 rose **9.93%** to 1,240 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **16.35** 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 **25.93%** in November 2016 to \$85,000 versus the previous year at \$67,500.

Median Days on Market Shortens

The median number of **61.00** days that homes spent on the market before selling decreased by 6.00 days or **8.96%** in November 2016 compared to last year's same month at **67.00** DOM.

Sales Success for November 2016 is Positive

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

There were 262 New Listings in November 2016, up **178.72%** from last year at 94. Furthermore, there were 89 Closed Listings this month versus last year at 53, a **67.92%** increase.

Closed versus Listed trends yielded a **34.0%** ratio, down from last year's November 2016 at **56.4%**, a **39.75%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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November 2016

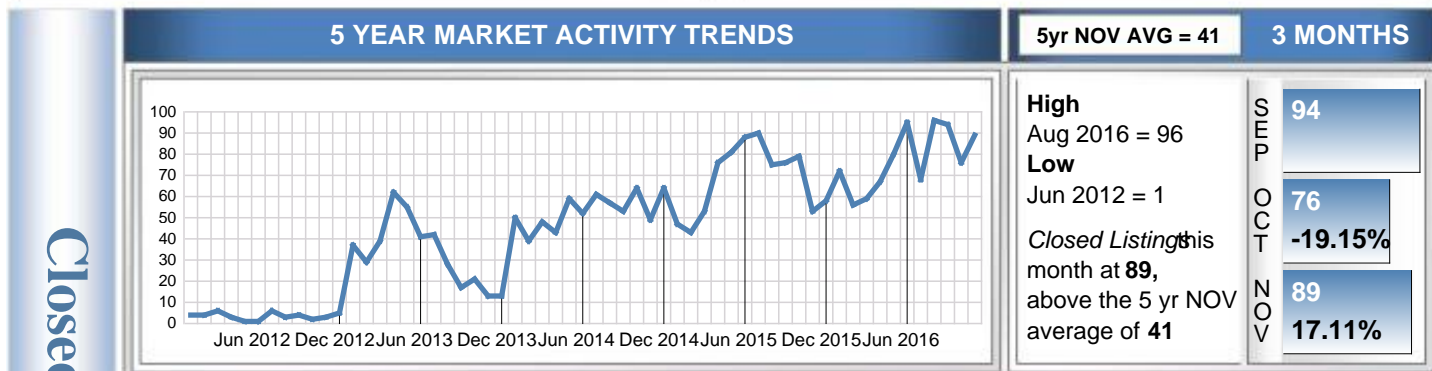
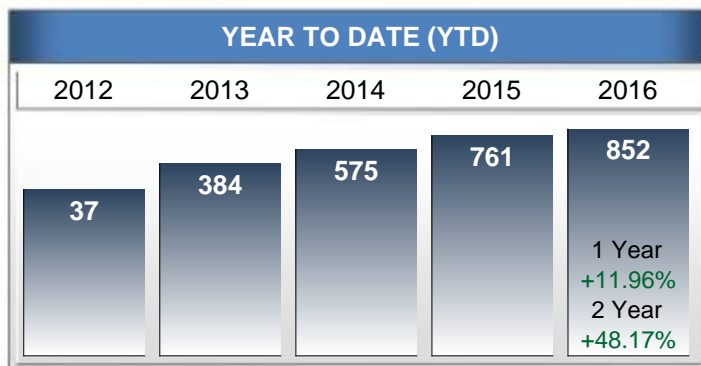
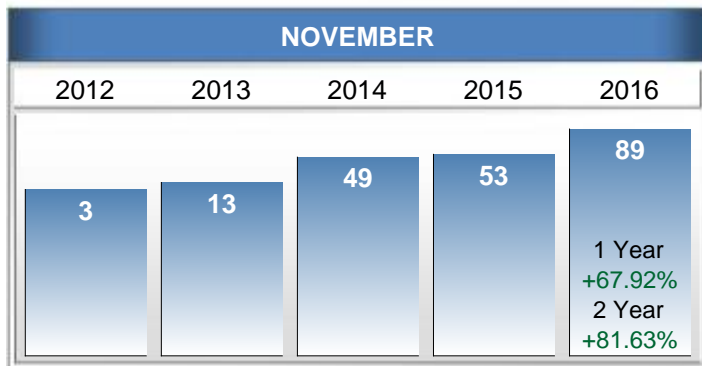
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

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	8	8.99%	63.5	6	2	0	0
\$20,001 - \$30,000	11	12.36%	12.0	10	1	0	0
\$30,001 - \$50,000	14	15.73%	31.0	8	5	1	0
\$50,001 - \$110,000	20	22.47%	92.0	5	13	2	0
\$110,001 - \$180,000	15	16.85%	63.0	0	12	2	1
\$180,001 - \$280,000	12	13.48%	77.5	0	7	5	0
\$280,001 and up	9	10.11%	49.0	3	1	3	2
Total Closed Units:	89		61.0	32	41	13	3
Total Closed Volume:	10,814,986			2.09M	4.94M	2.77M	1.01M
Median Closed Price:	\$85,000			\$30,500	\$92,000	\$200,000	\$345,000

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

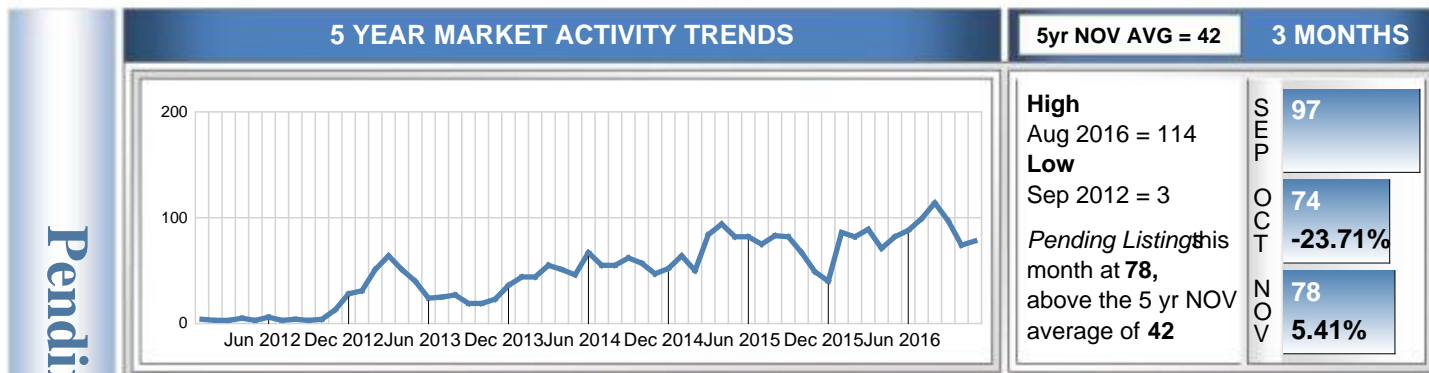
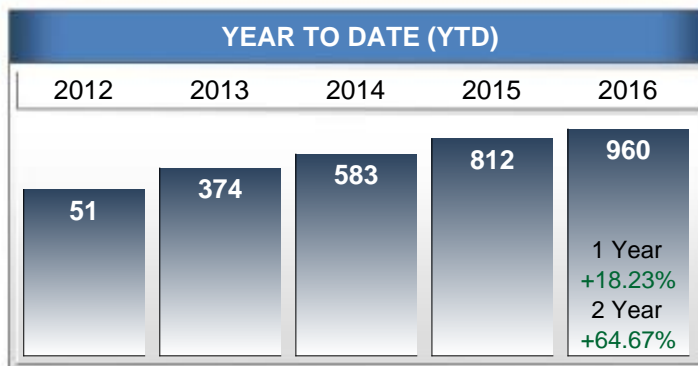
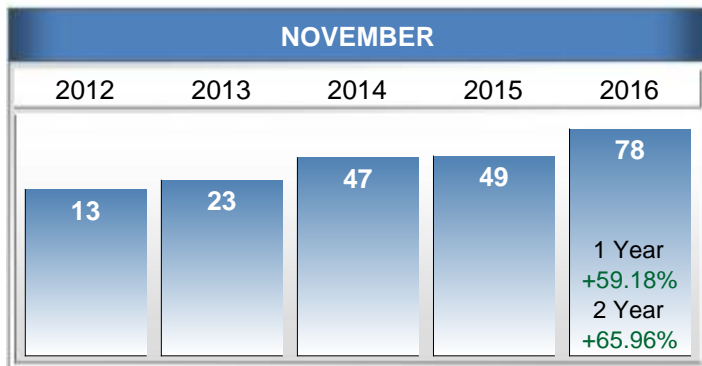
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	2.56%	47.5	2	0	0	0
\$10,001 \$30,000	14	17.95%	60.5	8	6	0	0
\$30,001 \$50,000	12	15.38%	22.5	8	4	0	0
\$50,001 \$90,000	20	25.64%	77.5	9	11	0	0
\$90,001 \$140,000	12	15.38%	61.5	2	8	2	0
\$140,001 \$220,000	10	12.82%	83.0	1	8	1	0
\$220,001 and up	8	10.26%	110.5	1	3	3	1
Total Pending Units: 78				73.5			
Total Pending Volume: 8,113,369				2.20M 4.27M 1.41M 234.50K			
Median Listing Price: \$72,500				\$39,900 \$89,900 \$222,950 \$234,500			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

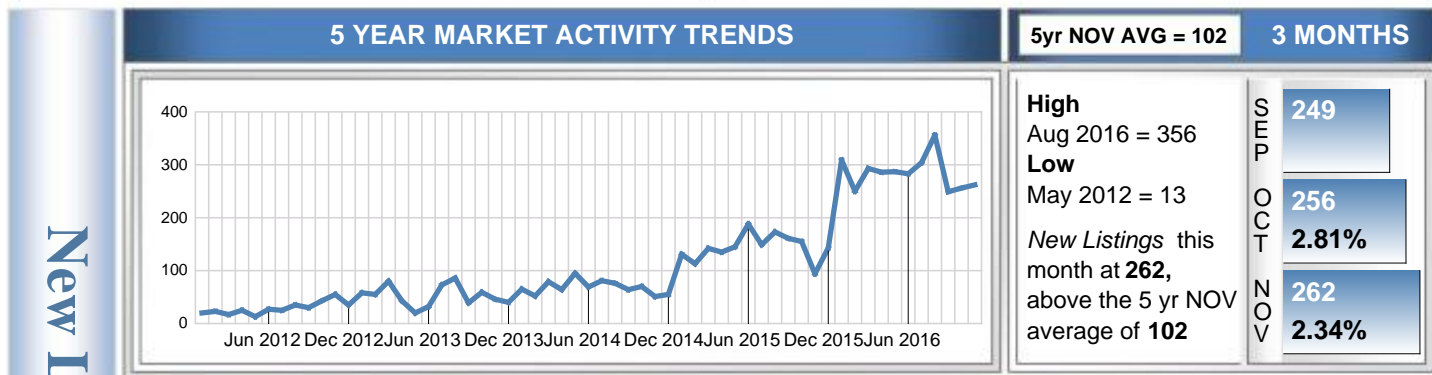
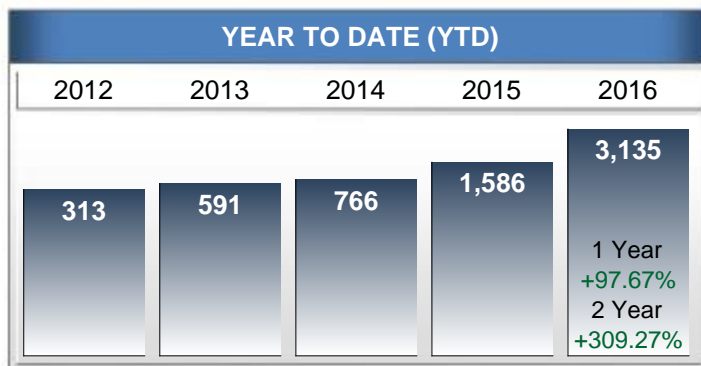
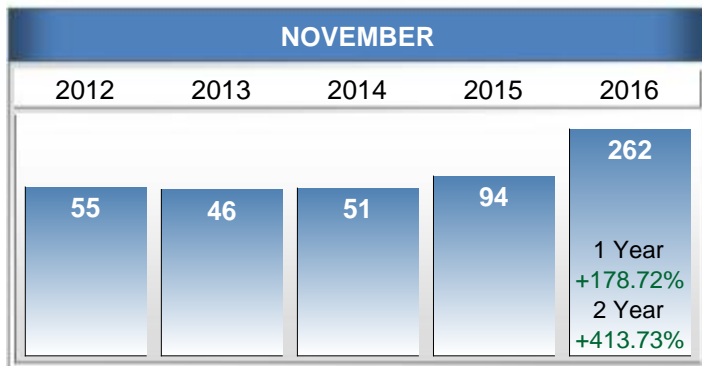
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

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



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	8	3.05%	6	2	0	0
\$10,001 - \$20,000	30	11.45%	28	2	0	0
\$20,001 - \$40,000	40	15.27%	35	5	0	0
\$40,001 - \$100,000	85	32.44%	50	30	5	0
\$100,001 - \$170,000	40	15.27%	13	23	4	0
\$170,001 - \$330,000	31	11.83%	6	21	3	1
\$330,001 and up	28	10.69%	8	8	9	3
Total New Listed Units:			146	91	21	4
Total New Listed Volume:			12.69M	14.49M	6.35M	1.60M
Median New Listed Listing Price:			\$45,000	\$124,900	\$280,000	\$376,200

New Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

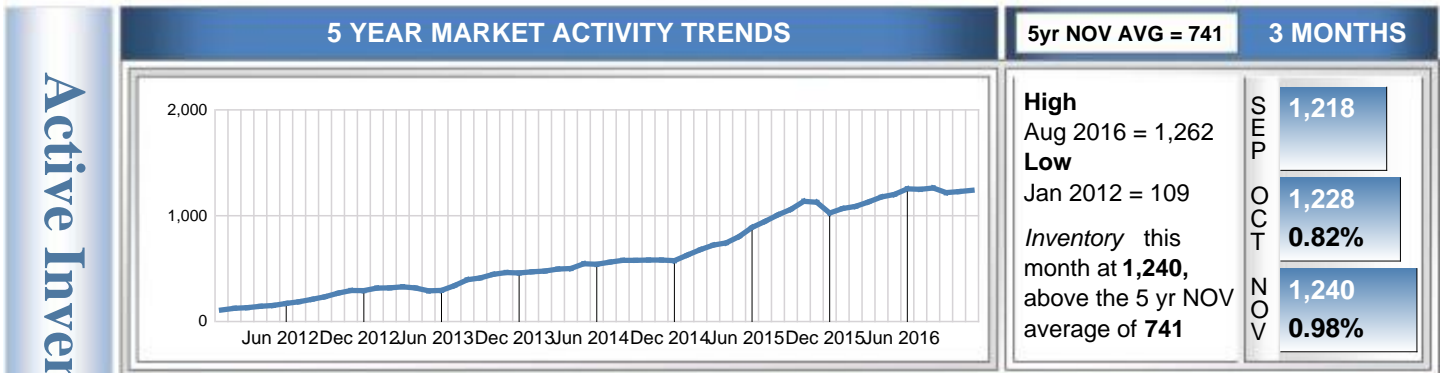
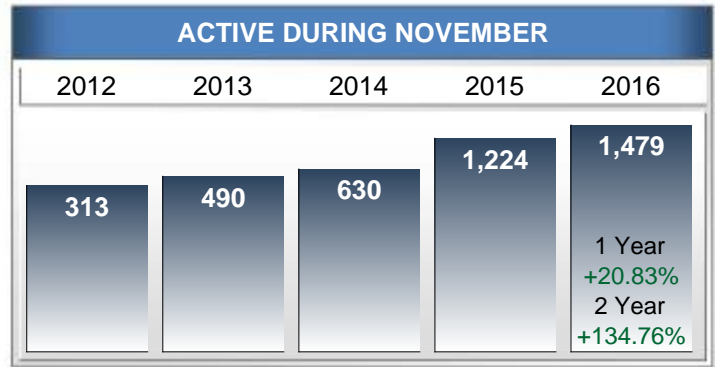
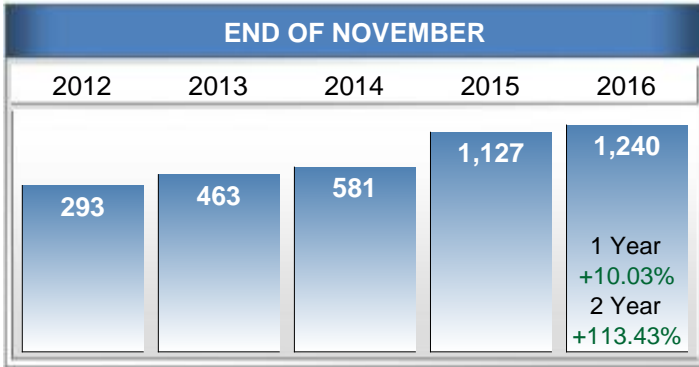
Active Inventory as of Dec 12, 2016



Active Inventory

Report Produced on: Dec 12, 2016

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+		
\$20,000 and less	145	11.69%	107.0	139	6	0	0		
\$20,001 \$30,000	128	10.32%	103.0	119	8	1	0		
\$30,001 \$50,000	166	13.39%	86.5	131	32	3	0		
\$50,001 \$120,000	335	27.02%	91.0	146	155	32	2		
\$120,001 \$180,000	182	14.68%	84.0	50	111	18	3		
\$180,001 \$320,000	160	12.90%	84.0	40	83	30	7		
\$320,001 and up	124	10.00%	85.0	32	43	31	18		
Total Active Inventory by Units:				1,240	89.0	657	438	115	30
Total Active Inventory by Volume:				183,873,949		60.81M	81.33M	29.79M	11.94M
Median Active Inventory Listing Price:				\$80,250		\$45,000	\$125,500	\$189,900	\$344,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

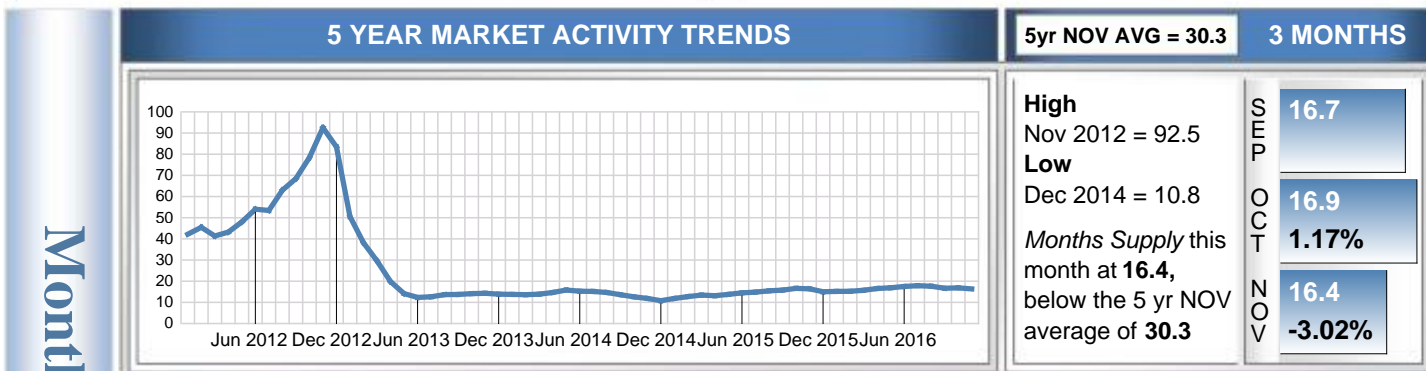
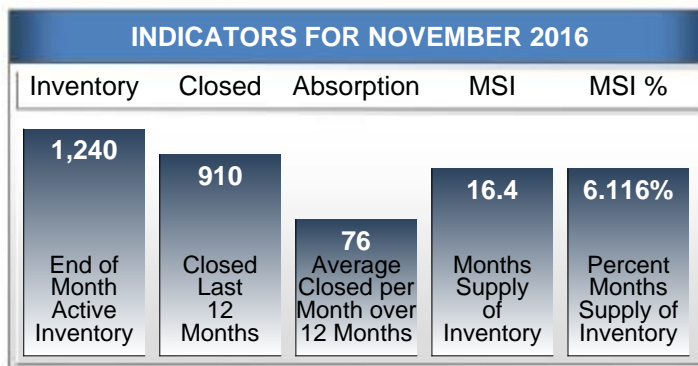
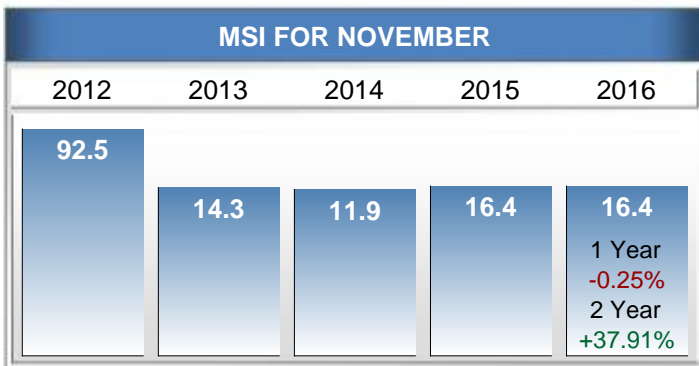
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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



Months Supply
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

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	145	11.69%	24.2	32.1	4.0	0.0	0.0
\$20,001 \$30,000	128	10.32%	21.0	29.1	4.8	3.0	0.0
\$30,001 \$50,000	166	13.39%	15.1	26.2	5.7	7.2	0.0
\$50,001 \$120,000	335	27.02%	14.2	22.2	10.6	14.8	8.0
\$120,001 \$180,000	182	14.68%	13.5	35.3	10.8	10.8	18.0
\$180,001 \$320,000	160	12.90%	13.8	32.0	11.7	10.0	28.0
\$320,001 and up	124	10.00%	31.0	38.4	27.2	31.0	30.9
MSI:			16.4	28.0	10.3	13.3	22.5
Total Active Inventory:			1,240	657	438	115	30



Monthly Inventory Analysis

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November 2016

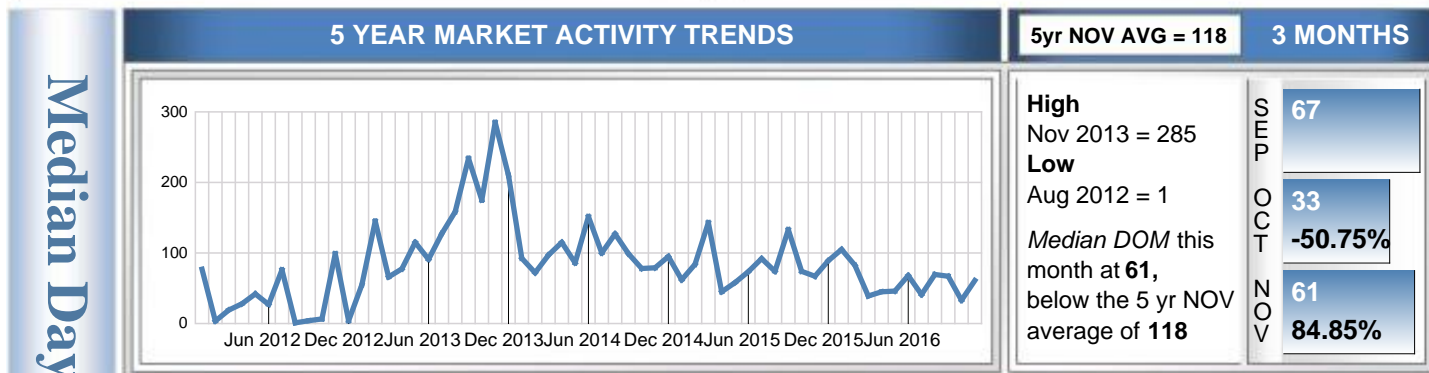
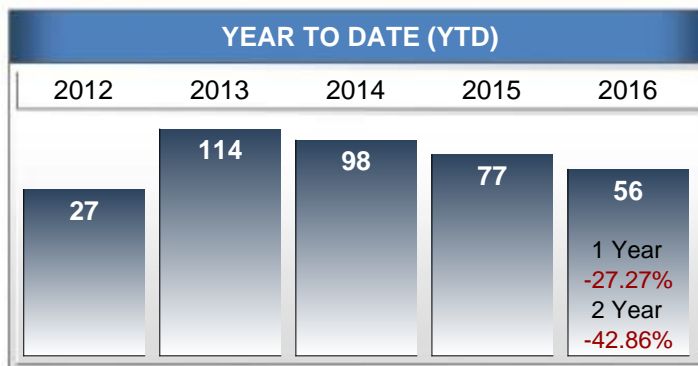
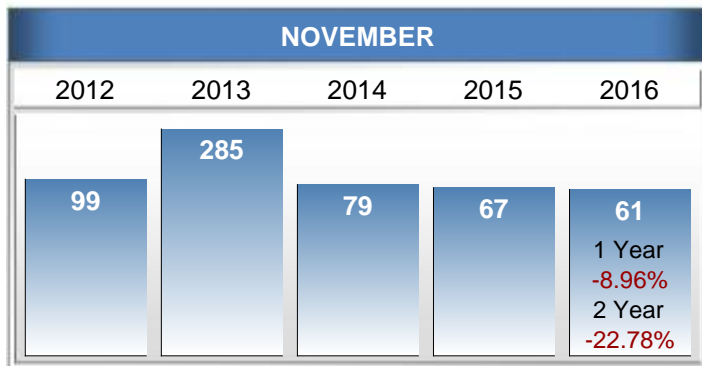
Closed Sales as of Dec 12, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	8			8.99%	63.5	27.5	139.5	0.0	0.0
\$20,001 \$30,000	11			12.36%	12.0	8.5	29.0	0.0	0.0
\$30,001 \$50,000	14			15.73%	31.0	31.0	12.0	98.0	0.0
\$50,001 \$110,000	20			22.47%	92.0	79.0	95.0	71.5	0.0
\$110,001 \$180,000	15			16.85%	63.0	0.0	63.0	50.0	1.0
\$180,001 \$280,000	12			13.48%	77.5	0.0	74.0	79.0	0.0
\$280,001 and up	9			10.11%	49.0	12.0	1.0	63.0	85.5
Median Closed DOM:					61.0	23.5	77.0	79.0	50.0
Total Closed Units:					89	32	41	13	3
Total Closed Volume:					10,814,986	2.09M	4.94M	2.77M	1.01M



Monthly Inventory Analysis

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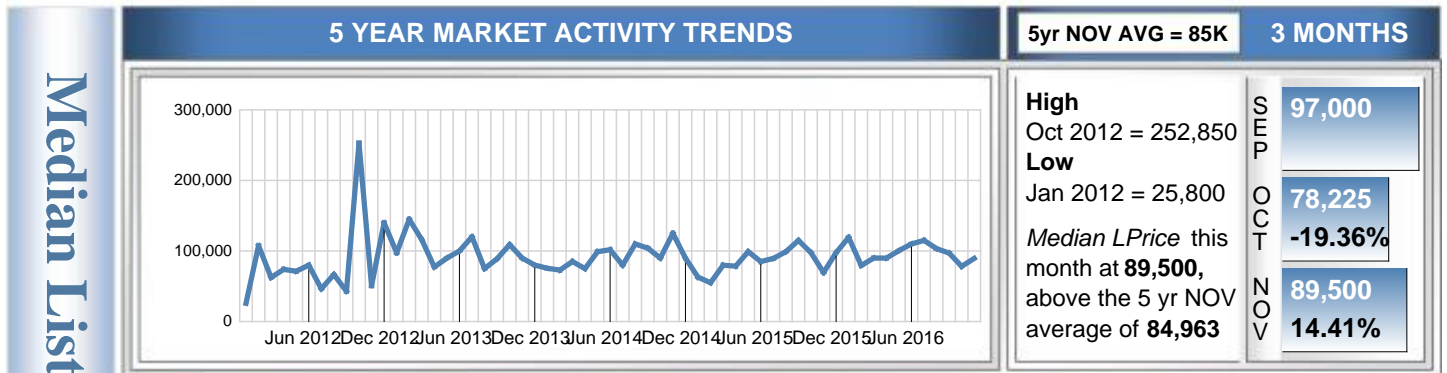
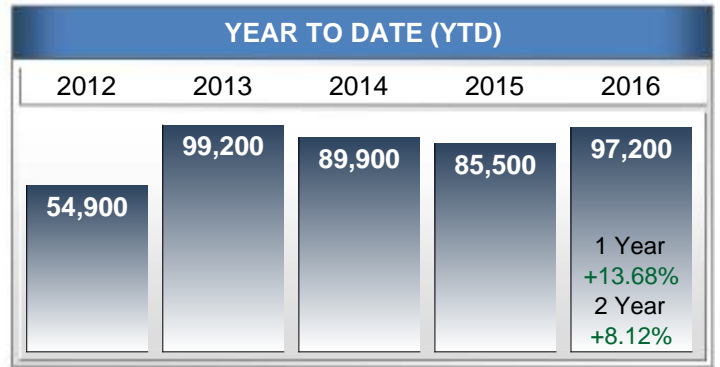
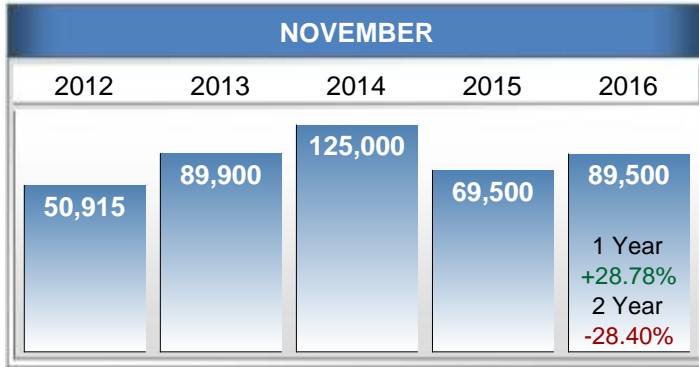
Closed Sales as of Dec 12, 2016



Median List Price at Closing

Report Produced on: Dec 12, 2016

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



Median List Price

Ready to Buy or Sell Real Estate?
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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	8		8.99%	12,500	12,500	19,900	0	0
\$20,001 \$30,000	10		11.24%	28,000	28,000	24,900	0	0
\$30,001 \$50,000	14		15.73%	38,250	36,000	42,500	43,750	0
\$50,001 \$110,000	19		21.35%	83,200	79,500	83,200	109,900	0
\$110,001 \$180,000	17		19.10%	149,900	0	154,900	129,900	129,000
\$180,001 \$280,000	12		13.48%	223,250	0	219,900	226,599	0
\$280,001 and up	9		10.11%	375,000	432,000	299,500	349,900	487,000
Median List Price:		\$89,500			\$32,500	\$112,000	\$211,000	\$375,000
Total Closed Units:		89			32	41	13	3
Total List Volume:		11,276,069			2.22M	5.10M	2.85M	1.10M



Monthly Inventory Analysis

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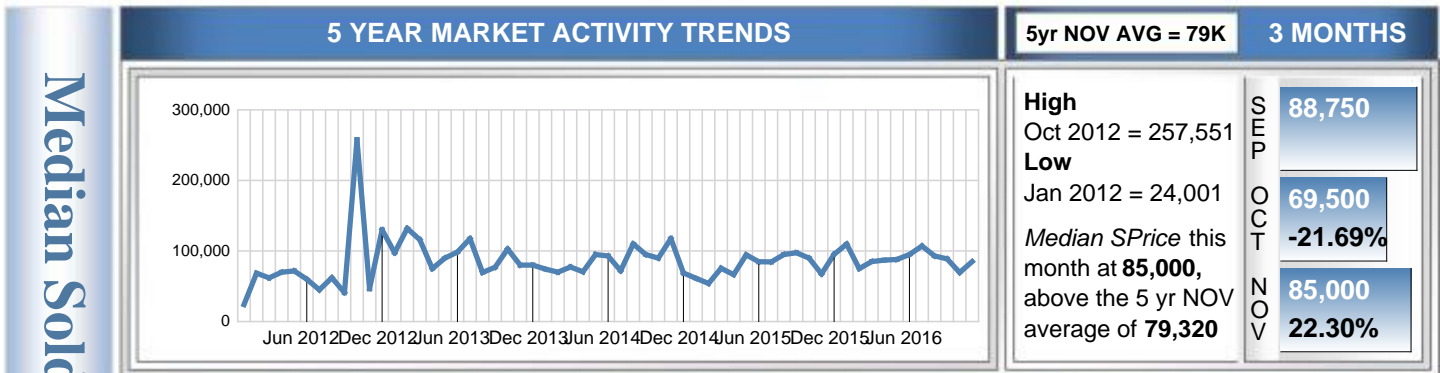
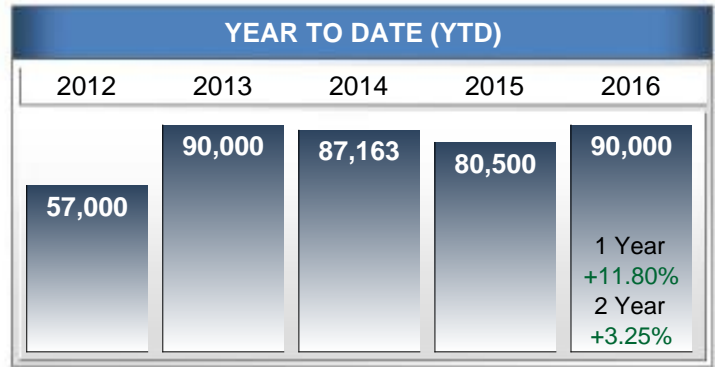
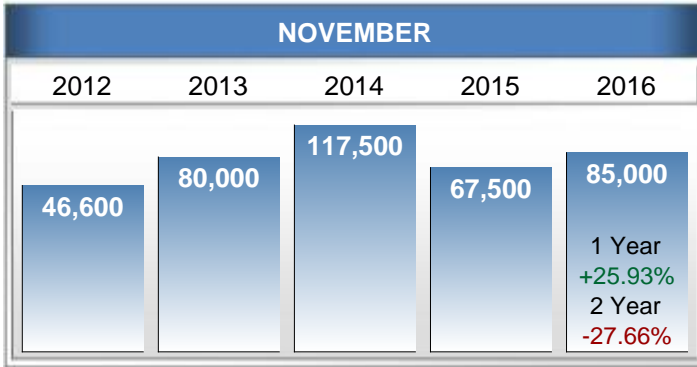
Closed Sales as of Dec 12, 2016



Median Sold Price at Closing

Report Produced on: Dec 12, 2016

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	8		8.99%	12,500	11,500	19,750	0	0
\$20,001 - \$30,000	11		12.36%	24,000	24,000	22,000	0	0
\$30,001 - \$50,000	14		15.73%	36,250	35,000	43,000	43,750	0
\$50,001 - \$110,000	20		22.47%	83,500	79,500	83,500	106,500	0
\$110,001 - \$180,000	15		16.85%	147,000	0	156,000	143,250	115,000
\$180,001 - \$280,000	12		13.48%	215,000	0	212,000	218,000	0
\$280,001 and up	9		10.11%	345,000	414,000	299,500	325,000	447,500
Median Closed Price:	\$85,000				\$30,500	\$92,000	\$200,000	\$345,000
Total Closed Units:	89				32	41	13	3
Total Closed Volume:	10,814,986				2.09M	4.94M	2.77M	1.01M



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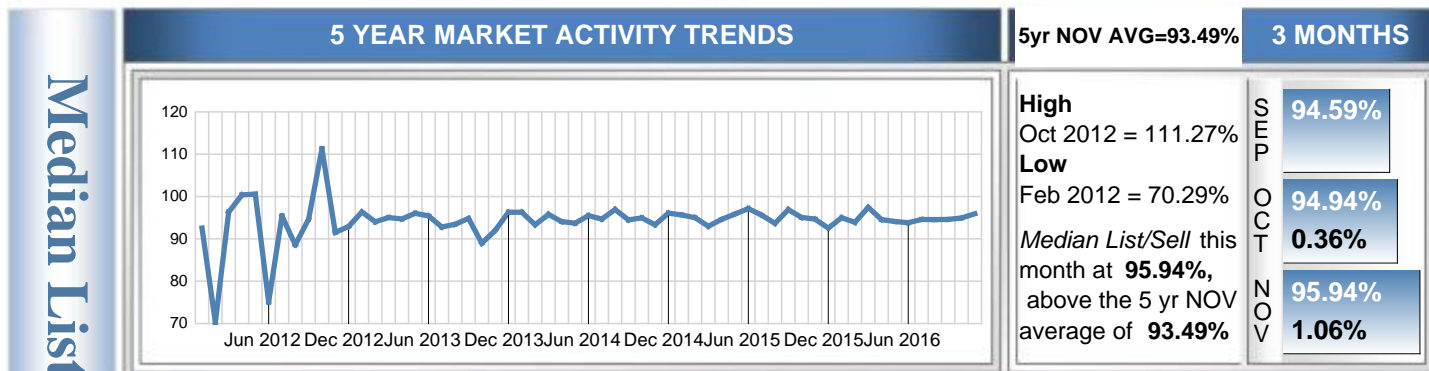
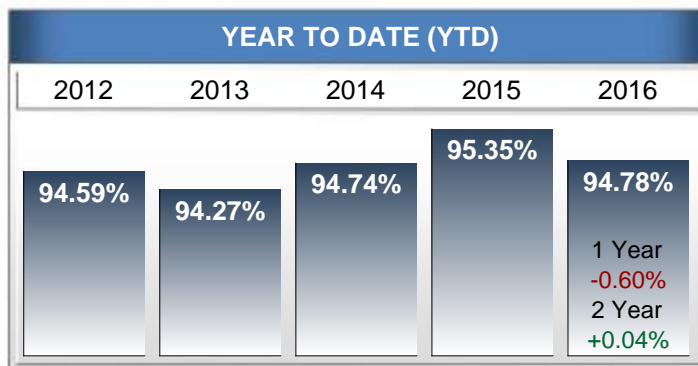
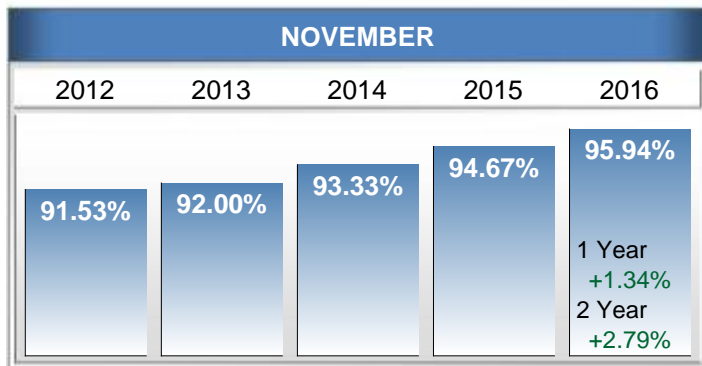
Closed Sales as of Dec 12, 2016



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	8	8.99%	92.74%	93.75%	78.39%	0.00%	0.00%
\$20,001 \$30,000	11	12.36%	85.71%	85.71%	88.35%	0.00%	0.00%
\$30,001 \$50,000	14	15.73%	92.63%	90.31%	94.12%	100.00%	0.00%
\$50,001 \$110,000	20	22.47%	95.80%	93.22%	96.09%	93.25%	0.00%
\$110,001 \$180,000	15	16.85%	98.54%	0.00%	98.30%	99.22%	89.15%
\$180,001 \$280,000	12	13.48%	96.68%	0.00%	98.08%	96.21%	0.00%
\$280,001 and up	9	10.11%	95.83%	95.83%	100.00%	96.96%	91.91%
Median List/Sell Ratio:	95.94%			92.05%	96.94%	96.96%	91.82%
Total Closed Units:	89			32	41	13	3
Total Closed Volume:	10,814,986			2.09M	4.94M	2.77M	1.01M



Monthly Inventory Analysis

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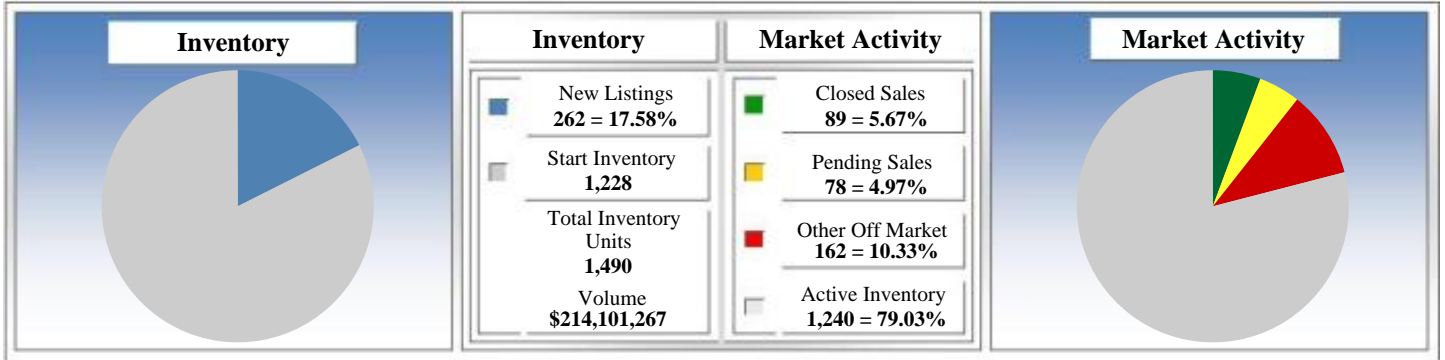
Inventory as of Dec 12, 2016



Market Summary

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



Absorption: Last 12 months, an Average of 76 Sales/Month

Active Inventory as of November 30, 2016 = 1,240

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	53	89	67.92%	761	852	11.96%
Pending Sales	49	78	59.18%	812	960	18.23%
New Listings	94	262	178.72%	1,586	3,135	97.67%
Median List Price	69,500	89,500	28.78%	85,500	97,200	13.68%
Median Sale Price	67,500	85,000	25.93%	80,500	90,000	11.80%
Median Percent of List Price to Selling Price	94.67%	95.94%	1.34%	95.35%	94.78%	-0.60%
Median Days on Market to Sale	67.00	61.00	-8.96%	77.00	56.00	-27.27%
Monthly Inventory	1,128	1,240	9.93%	1,128	1,240	9.93%
Months Supply of Inventory	16.41	16.35	-0.34%	16.41	16.35	-0.34%

