



October 2016

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

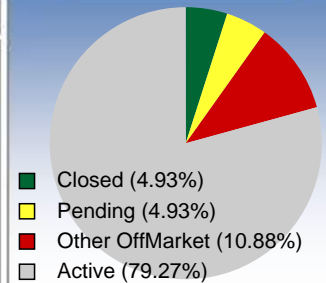


Absorption: Last 12 months, an Average of **73** Sales/Month

Active Inventory as of October 31, 2016 = **1,239**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	79	77	-2.53%
Pending Listings	67	77	14.93%
New Listings	155	256	65.16%
Median List Price	97,500	79,500	-18.46%
Median Sale Price	89,900	70,000	-22.14%
Median Percent of List Price to Selling Price	95.06%	95.00%	-0.06%
Median Days on Market to Sale	74.00	35.00	-52.70%
End of Month Inventory	1,136	1,239	9.07%
Months Supply of Inventory	16.60	16.99	2.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 rose **9.07%** to 1,239 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **16.99** 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 **22.14%** in October 2016 to \$70,000 versus the previous year at \$89,900.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 39.00 days or **52.70%** in October 2016 compared to last year's same month at **74.00** DOM.

Sales Success for October 2016 is Positive

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

There were 256 New Listings in October 2016, up **65.16%** from last year at 155. Furthermore, there were 77 Closed Listings this month versus last year at 79, a **-2.53%** decrease.

Closed versus Listed trends yielded a **30.1%** ratio, down from last year's October 2016 at **51.0%**, a **40.99%** 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

Data from the Greater Tulsa Association of REALTORS®

October 2016

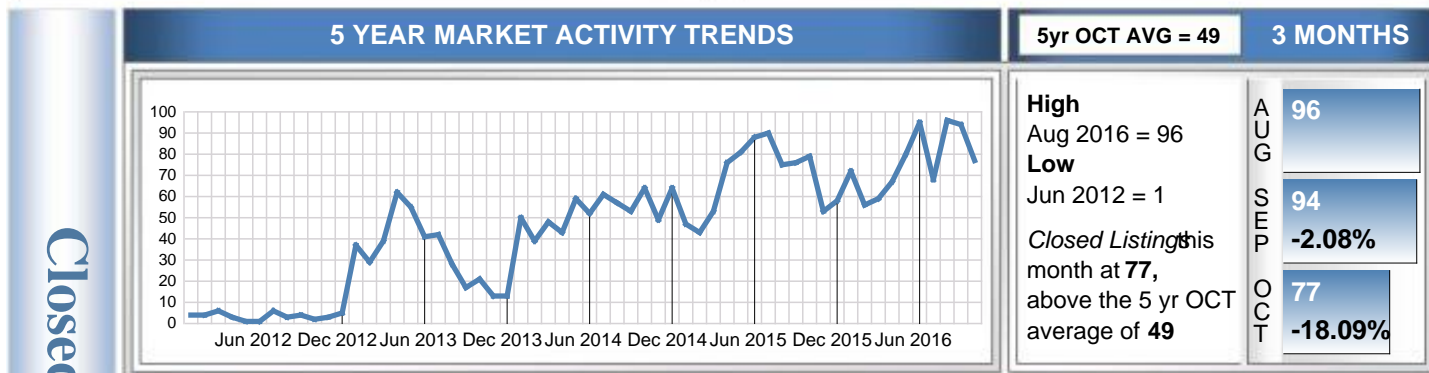
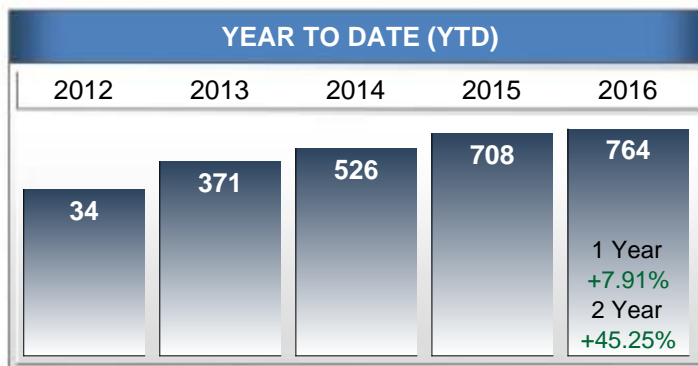
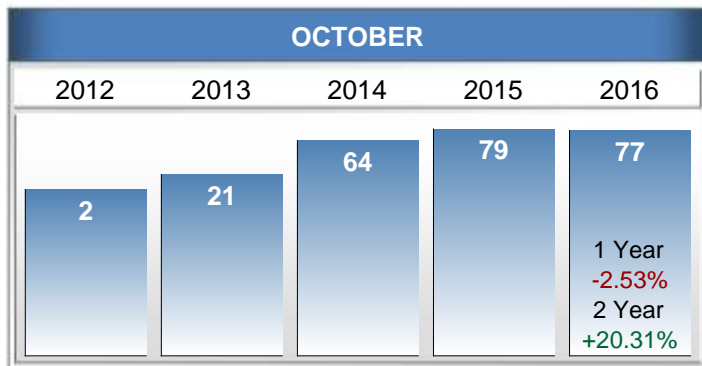
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 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+
\$10,000 and less	4	5.19%	61.0	3	1	0	0
\$10,001 \$30,000	14	18.18%	26.5	9	4	1	0
\$30,001 \$40,000	9	11.69%	55.0	2	6	1	0
\$40,001 \$120,000	21	27.27%	20.0	7	10	3	1
\$120,001 \$170,000	9	11.69%	37.0	1	6	2	0
\$170,001 \$260,000	12	15.58%	57.0	0	10	2	0
\$260,001 and up	8	10.39%	8.0	2	5	1	0
Total Closed Units: 77				35.0			
Total Closed Volume: 10,159,600				2.65M 5.84M 1.61M 65.00K			
Median Closed Price: \$70,000				\$34,250 \$122,450 \$109,950 \$65,001			

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

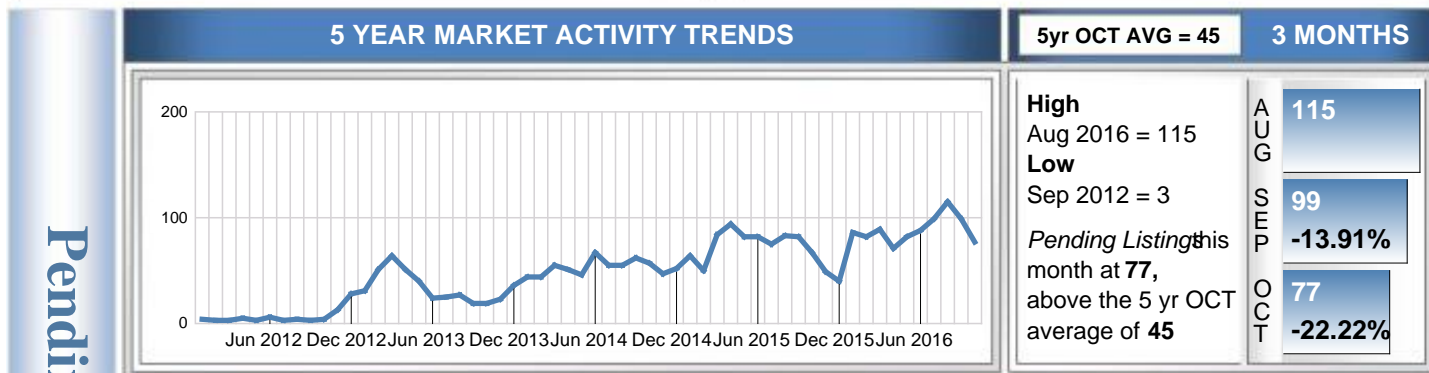
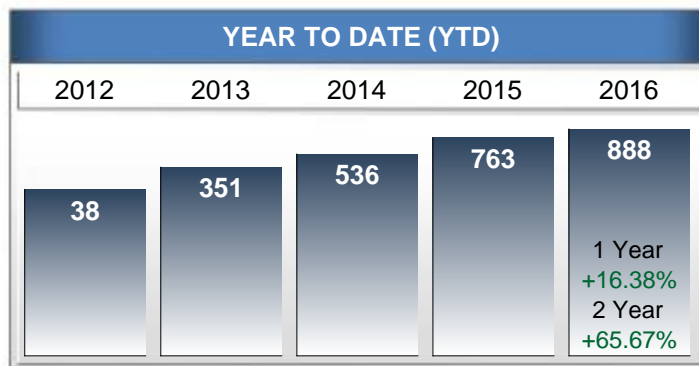
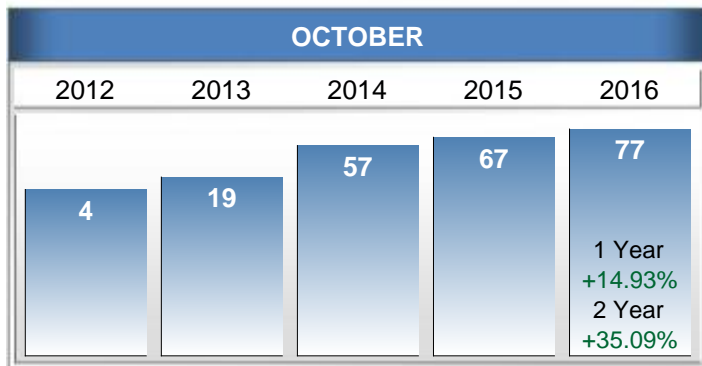
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

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



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

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	6	7.79%	51.5	4	1	1	0
\$30,001 - \$30,000	0	0.00%	51.5	0	0	0	0
\$30,001 - \$60,000	20	25.97%	33.0	14	6	0	0
\$60,001 - \$120,000	22	28.57%	51.0	9	10	3	0
\$120,001 - \$170,000	11	14.29%	64.0	1	10	0	0
\$170,001 - \$200,000	9	11.69%	85.0	2	4	3	0
\$200,001 and up	9	11.69%	10.0	4	2	2	1
Total Pending Units:				34	33	9	1
Total Pending Volume:				4.18M	3.74M	1.41M	599.00K
Median Listing Price:				\$59,500	\$119,900	\$180,000	\$599,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

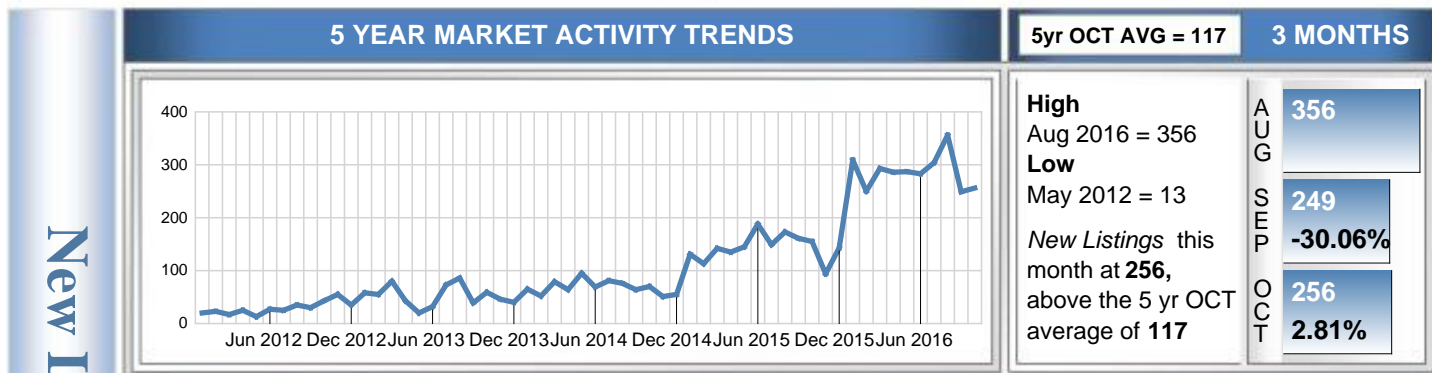
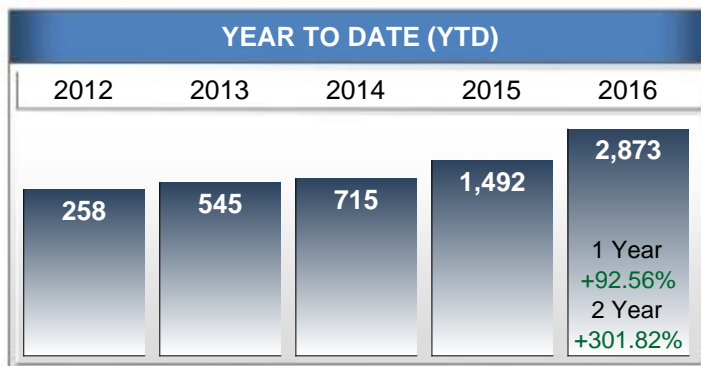
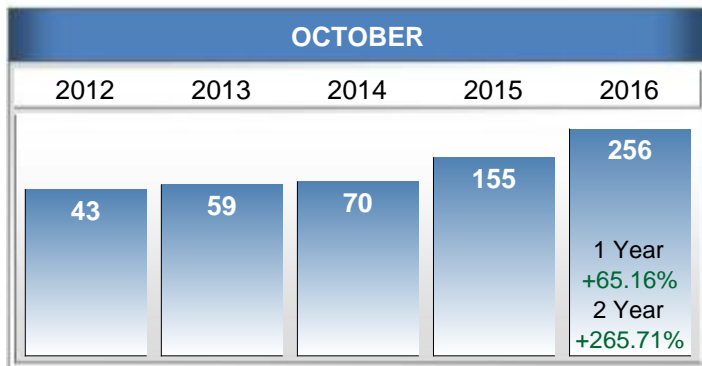
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 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+
\$20,000 and less	21	8.20%	21	0	0	0
\$20,001 - \$40,000	35	13.67%	30	5	0	0
\$40,001 - \$60,000	37	14.45%	23	13	1	0
\$60,001 - \$120,000	60	23.44%	18	36	6	0
\$120,001 - \$190,000	45	17.58%	11	27	6	1
\$190,001 - \$330,000	32	12.50%	8	14	8	2
\$330,001 and up	26	10.16%	8	12	4	2
Total New Listed Units:			119	107	25	5
Total New Listed Volume:			12.74M	19.83M	5.76M	1.51M
Median New Listed Listing Price:			\$45,000	\$120,000	\$165,000	\$250,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

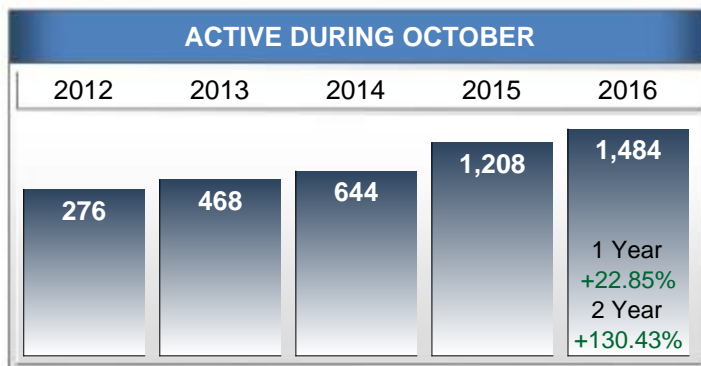
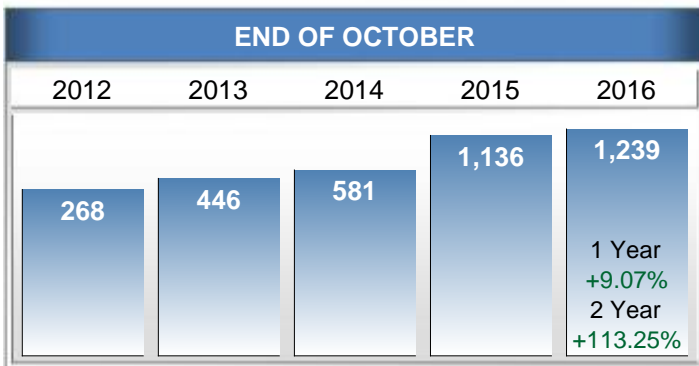
Active Inventory as of Nov 15, 2016



Active Inventory

Report Produced on: Nov 15, 2016

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



Active Inventory

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



5yr OCT AVG = 734 **3 MONTHS**

High
Aug 2016 = 1,271

Low
Jan 2012 = 109

Inventory this month at **1,239**, above the 5 yr OCT average of **734**

AUG	1,271
SEP	1,229
	-3.30%
OCT	1,239
	0.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	147	11.86%	103.0	143	4	0	0		
\$20,001 \$30,000	126	10.17%	103.0	114	11	1	0		
\$30,001 \$50,000	170	13.72%	87.0	133	34	3	0		
\$50,001 \$110,000	295	23.81%	84.0	132	135	27	1		
\$110,001 \$170,000	208	16.79%	75.5	53	135	18	2		
\$170,001 \$300,000	172	13.88%	77.0	47	86	31	8		
\$300,001 and up	121	9.77%	77.0	31	45	30	15		
Total Active Inventory by Units:				1,239	84.0	653	450	110	26
Total Active Inventory by Volume:				181,292,843		58.50M	84.06M	28.20M	10.54M
Median Active Inventory Listing Price:				\$80,000		\$45,000	\$125,000	\$210,500	\$344,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

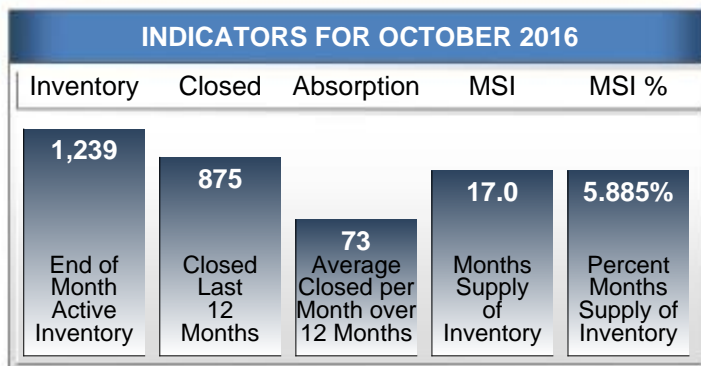
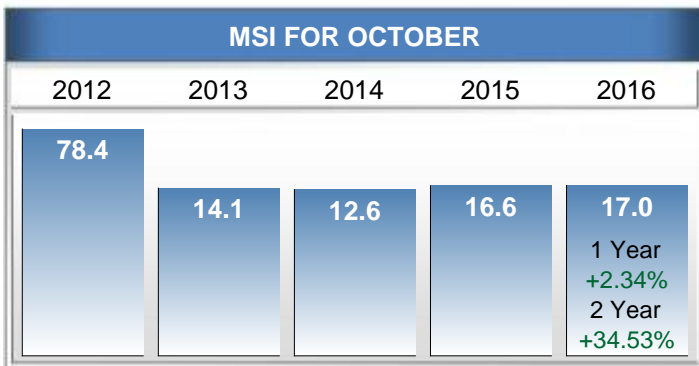
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 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



5yr OCT AVG = 27.8	3 MONTHS
High Nov 2012 = 92.5 Low Dec 2014 = 10.8 <i>Months Supply</i> this month at 17.0 , below the 5 yr OCT average of 27.8	AUG 17.8 SEP 16.8 OCT 17.0 -5.29%

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	147	11.86%	25.2	34.3	2.7	0.0	0.0
\$20,001 \$30,000	126	10.17%	22.2	31.8	6.3	3.0	0.0
\$30,001 \$50,000	170	13.72%	16.1	29.6	6.0	7.2	0.0
\$50,001 \$110,000	295	23.81%	15.1	20.8	11.7	18.0	6.0
\$110,001 \$170,000	208	16.79%	14.1	30.3	12.4	9.4	12.0
\$170,001 \$300,000	172	13.88%	13.9	35.3	10.8	11.3	32.0
\$300,001 and up	121	9.77%	28.5	41.3	21.6	30.0	36.0
MSI:			17.0	29.1	10.9	13.8	24.0
Total Active Inventory:			1,239	653	450	110	26



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

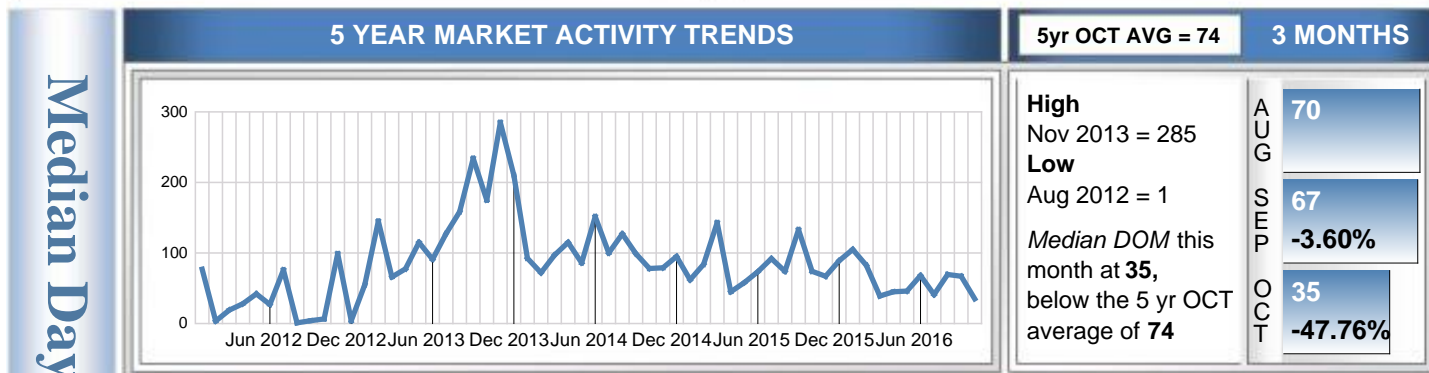
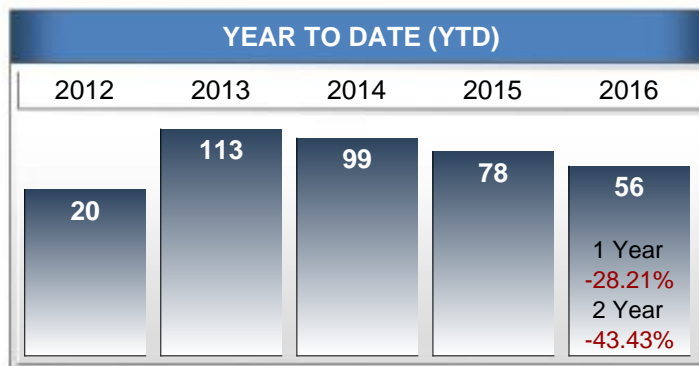
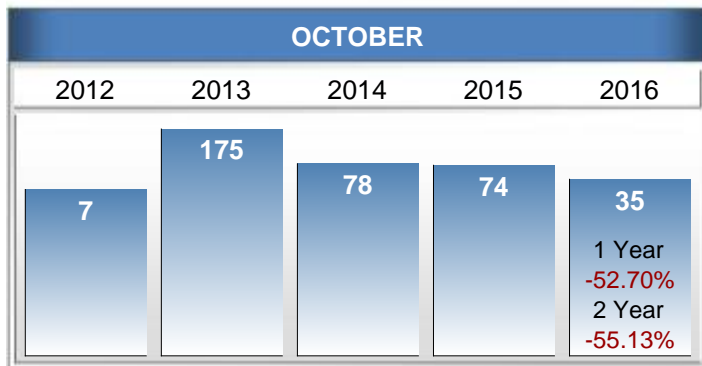
Closed Sales as of Nov 15, 2016



Median Days on Market to Sale

Report Produced on: Nov 15, 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+
\$10,000 and less	4			5.19%	61.0	58.0	78.0	0.0	0.0
\$10,001 \$30,000	14			18.18%	26.5	30.0	14.0	42.0	0.0
\$30,001 \$40,000	9			11.69%	55.0	85.0	39.5	27.0	0.0
\$40,001 \$120,000	21			27.27%	20.0	46.0	18.0	93.0	20.0
\$120,001 \$170,000	9			11.69%	37.0	37.0	63.5	15.5	0.0
\$170,001 \$260,000	12			15.58%	57.0	0.0	73.5	5.0	0.0
\$260,001 and up	8			10.39%	8.0	3.5	10.0	98.0	0.0
Median Closed DOM:	35.0					40.0	39.0	22.5	20.0
Total Closed Units:	77					24	42	10	1
Total Closed Volume:	10,159,600					2.65M	5.84M	1.61M	65.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

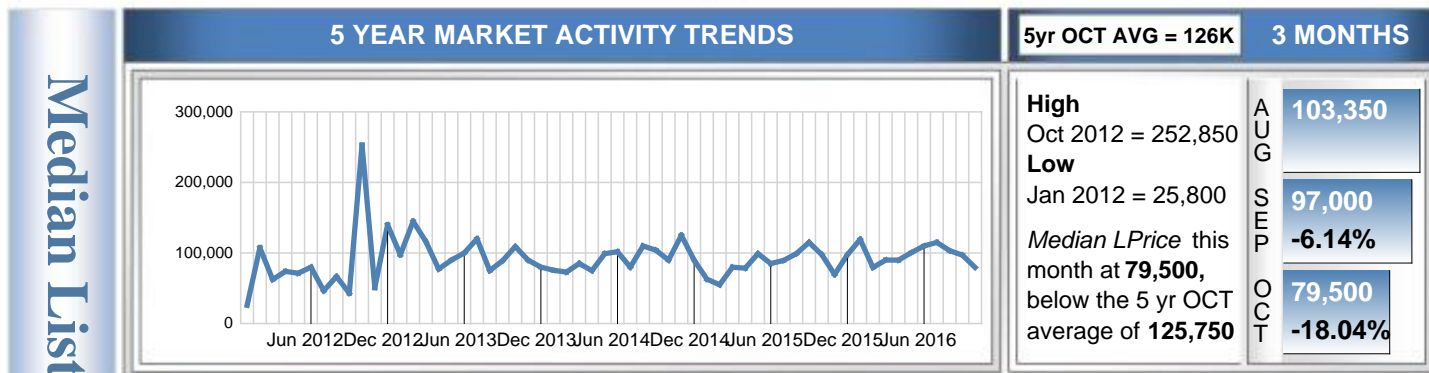
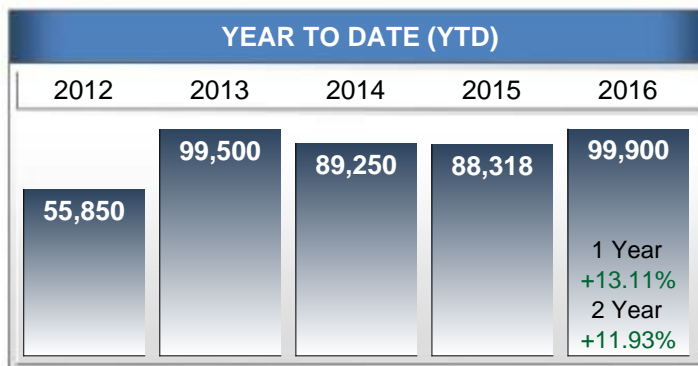
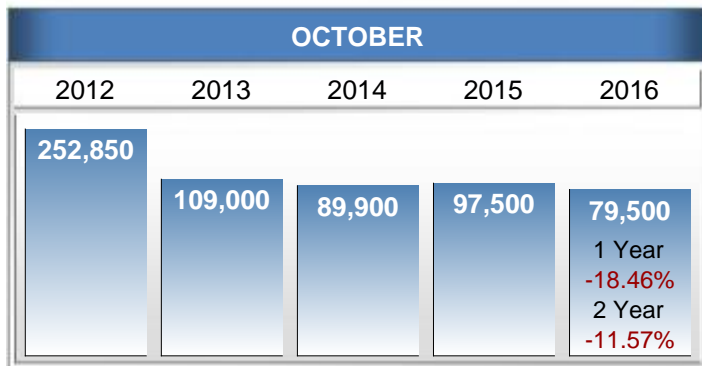
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 15, 2016

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



Median List Price

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

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+
\$10,000 and less	2		2.60%	8,250	8,000	8,500	0	0
\$10,001 \$30,000	14		18.18%	20,000	20,000	20,800	19,900	0
\$30,001 \$40,000	5		6.49%	35,000	35,000	35,000	39,900	0
\$40,001 \$120,000	26		33.77%	69,500	69,000	76,950	69,000	65,000
\$120,001 \$170,000	9		11.69%	145,500	142,750	147,450	149,900	0
\$170,001 \$260,000	11		14.29%	208,000	0	216,500	190,000	0
\$260,001 and up	10		12.99%	311,000	842,500	275,000	665,000	0
Median List Price:		\$79,500			\$37,500	\$124,900	\$114,700	\$65,000
Total Closed Units:		77			24	42	10	1
Total List Volume:		10,748,750			2.73M	6.28M	1.67M	65.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

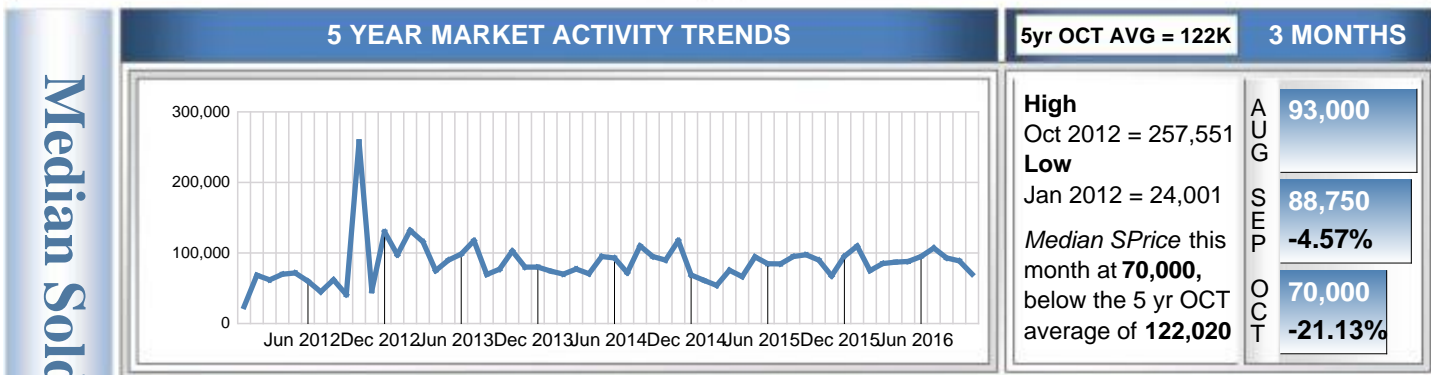
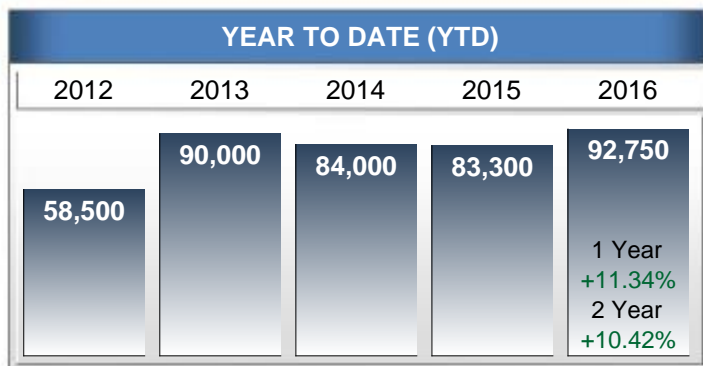
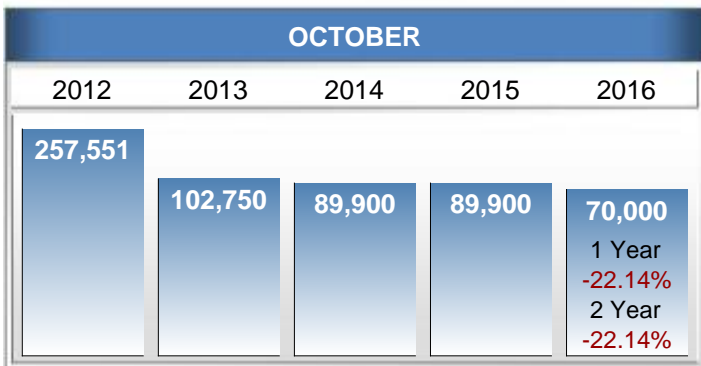
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

Report Produced on: Nov 15, 2016

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



Median Sold Price

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

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	4		5.19%	9,000	9,500	8,500	0	0
\$10,001 \$30,000	14		18.18%	22,250	25,000	21,125	14,500	0
\$30,001 \$40,000	9		11.69%	38,500	38,750	38,050	39,500	0
\$40,001 \$120,000	21		27.27%	69,000	64,000	95,000	69,000	65,001
\$120,001 \$170,000	9		11.69%	148,000	148,000	141,000	157,450	0
\$170,001 \$260,000	12		15.58%	217,500	0	217,500	204,000	0
\$260,001 and up	8		10.39%	357,250	842,500	280,000	647,500	0
Median Closed Price:		\$70,000			\$34,250	\$122,450	\$109,950	\$65,001
Total Closed Units:		77			24	42	10	1
Total Closed Volume:		10,159,600			2.65M	5.84M	1.61M	65.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

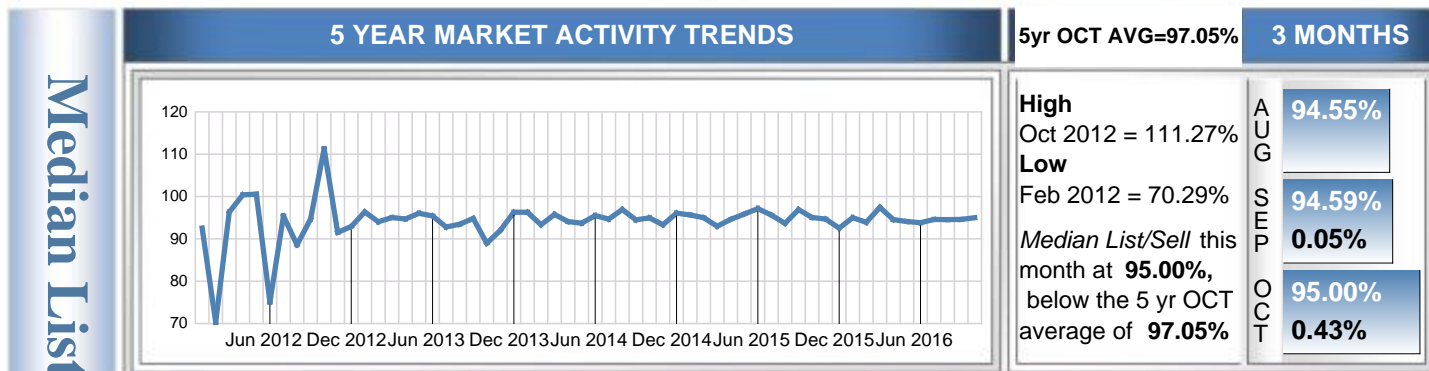
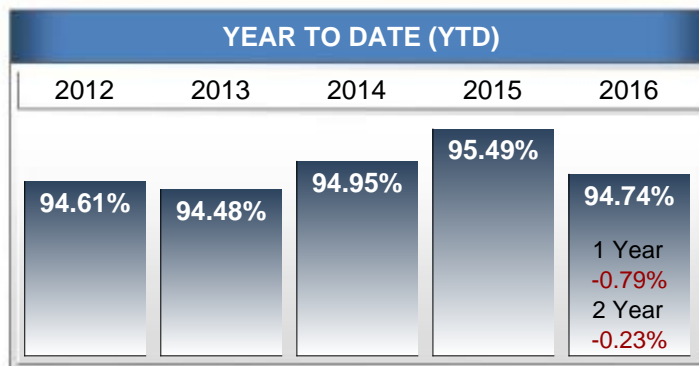
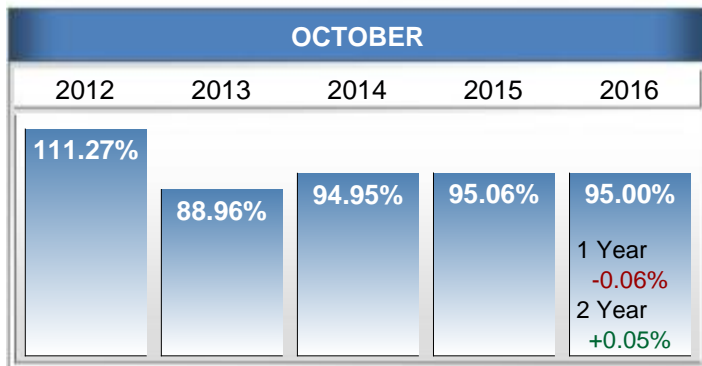
Closed Sales as of Nov 15, 2016



Median Percent of List Price to Selling Price

Report Produced on: Nov 15, 2016

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



Median List/Sell Price

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

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+
\$10,000 and less	4	5.19%	93.18%	86.36%	100.00%	0.00%	0.00%
\$10,001 \$30,000	14	18.18%	90.83%	90.00%	98.40%	72.86%	0.00%
\$30,001 \$40,000	9	11.69%	86.67%	91.46%	75.72%	99.00%	0.00%
\$40,001 \$120,000	21	27.27%	94.87%	92.75%	98.91%	88.18%	100.00%
\$120,001 \$170,000	9	11.69%	97.47%	101.72%	97.10%	93.42%	0.00%
\$170,001 \$260,000	12	15.58%	96.24%	0.00%	94.49%	99.47%	0.00%
\$260,001 and up	8	10.39%	99.63%	100.00%	99.26%	97.37%	0.00%
Median List/Sell Ratio:	95.00%			92.29%	96.44%	98.16%	100.00%
Total Closed Units:	77			24	42	10	1
Total Closed Volume:	10,159,600			2.65M	5.84M	1.61M	65.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

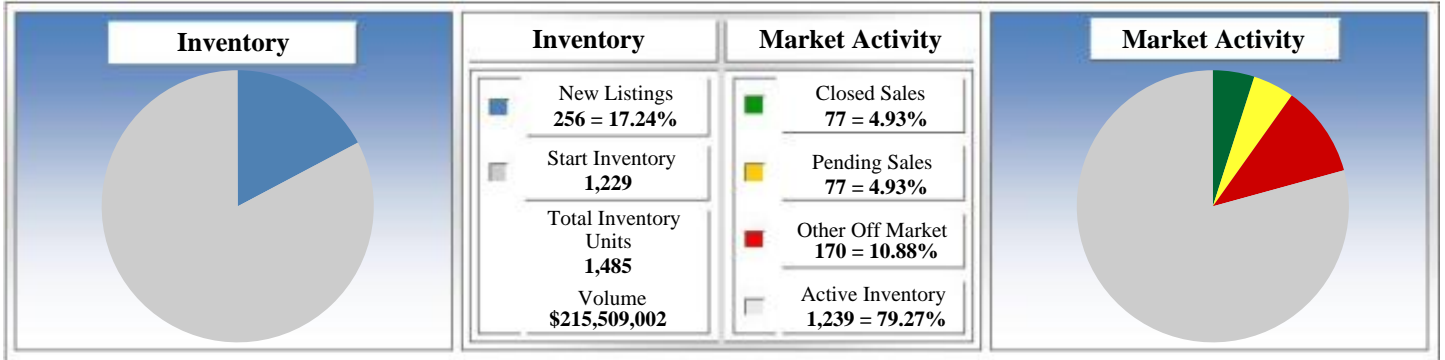
Inventory as of Nov 15, 2016



Market Summary

Report Produced on: Nov 15, 2016

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



Absorption: Last 12 months, an Average of 73 Sales/Month

Active Inventory as of October 31, 2016 = 1,239

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	79	77	-2.53%	708	764	7.91%
Pending Sales	67	77	14.93%	763	888	16.38%
New Listings	155	256	65.16%	1,492	2,873	92.56%
Median List Price	97,500	79,500	-18.46%	88,318	99,900	13.11%
Median Sale Price	89,900	70,000	-22.14%	83,300	92,750	11.34%
Median Percent of List Price to Selling Price	95.06%	95.00%	-0.06%	95.49%	94.74%	-0.79%
Median Days on Market to Sale	74.00	35.00	-52.70%	78.00	56.00	-28.21%
Monthly Inventory	1,136	1,239	9.07%	1,136	1,239	9.07%
Months Supply of Inventory	16.60	16.99	2.34%	16.60	16.99	2.34%

