



February 2017

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

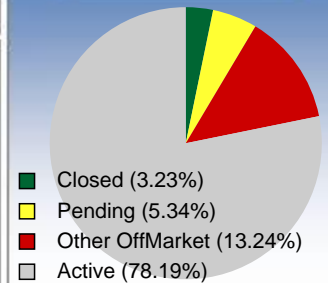


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of February 28, 2017 = **1,187**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	52	49	-5.77%
Pending Listings	78	81	3.85%
New Listings	233	289	24.03%
Average List Price	105,368	107,903	2.41%
Average Sale Price	98,341	99,403	1.08%
Average Percent of List Price to Selling Price	90.91%	91.92%	1.10%
Average Days on Market to Sale	254.73	52.24	-79.49%
End of Month Inventory	1,096	1,187	8.30%
Months Supply of Inventory	15.35	15.40	0.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **8.30%** to 1,187 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 **15.40** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.08%** in February 2017 to \$99,403 versus the previous year at \$98,341.

Average Days on Market Shortens

The average number of **52.24** days that homes spent on the market before selling decreased by 202.49 days or **79.49%** in February 2017 compared to last year's same month at **254.73** DOM.

Sales Success for February 2017 is Positive

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

There were 289 New Listings in February 2017, up **24.03%** from last year at 233. Furthermore, there were 49 Closed Listings this month versus last year at 52, a **-5.77%** decrease.

Closed versus Listed trends yielded a **17.0%** ratio, down from last year's February 2017 at **22.3%**, a **24.03%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

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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.

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Monthly Inventory Analysis

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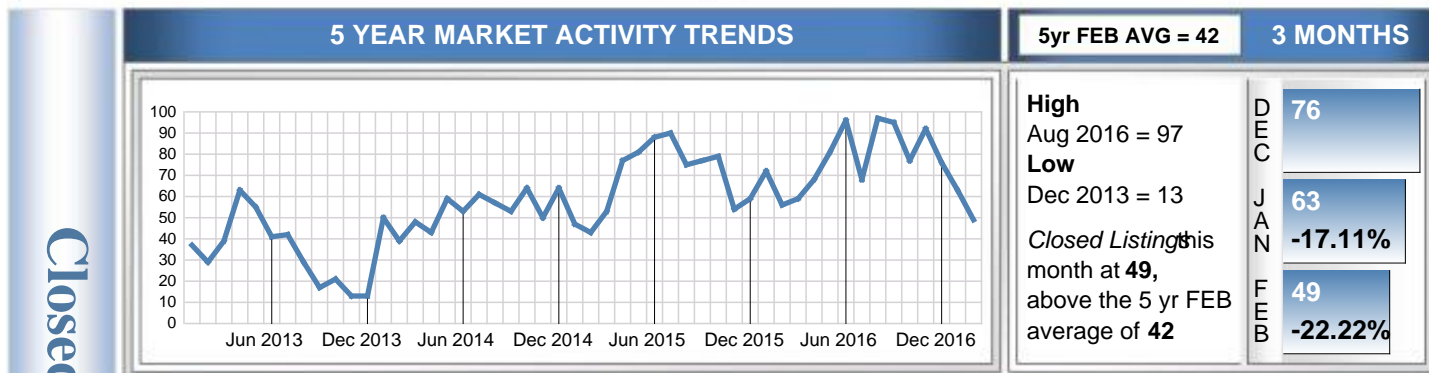
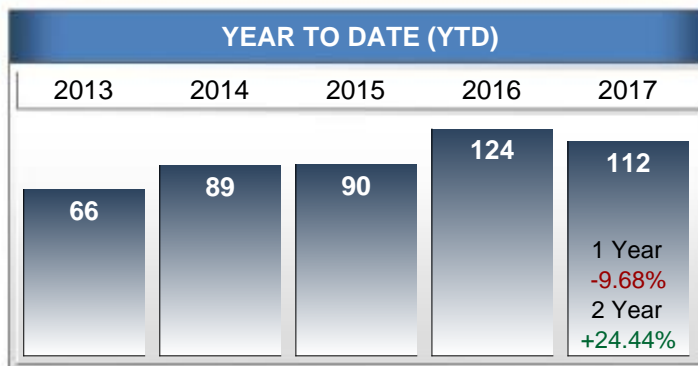
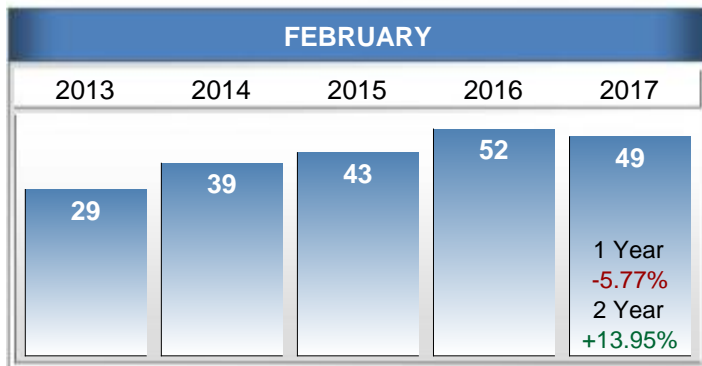
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	86.3	2	1	0	0
\$20,001 \$30,000	5	10.20%	100.8	2	3	0	0
\$30,001 \$70,000	10	20.41%	37.3	6	4	0	0
\$70,001 \$90,000	12	24.49%	64.3	7	5	0	0
\$90,001 \$150,000	8	16.33%	38.3	2	6	0	0
\$150,001 \$190,000	6	12.24%	12.3	2	3	1	0
\$190,001 and up	5	10.20%	54.4	1	2	1	1
Total Closed Units:	49		52.2	22	24	2	1
Total Closed Volume:	4,870,724			1.86M	2.26M	548.90K	200.00K
Average Closed Price:	\$99,403			\$84,523	\$94,264	\$274,450	\$200,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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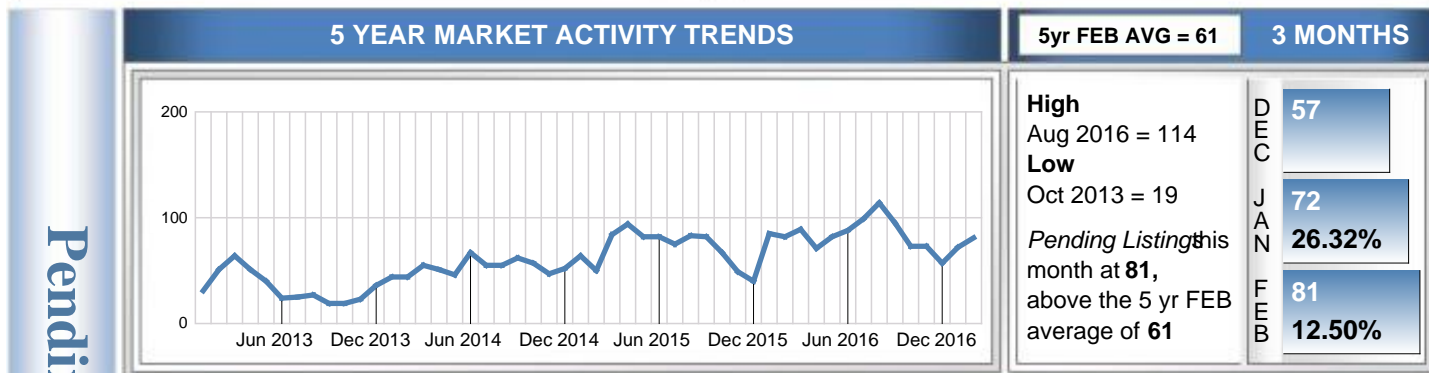
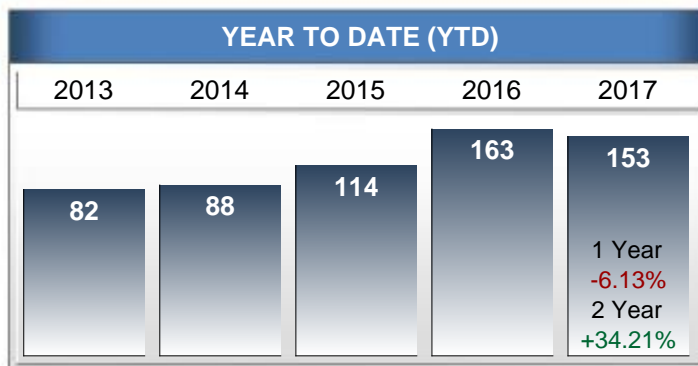
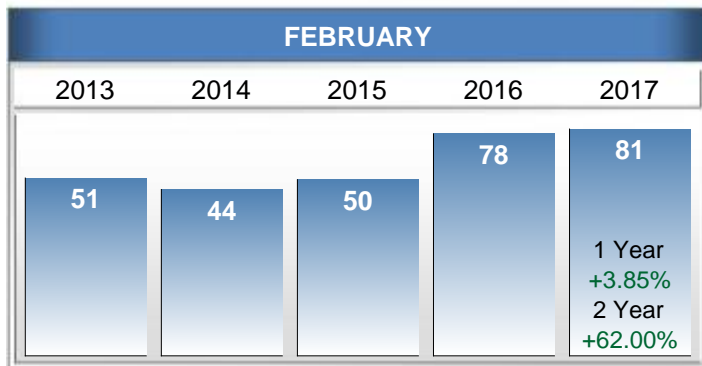
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	3.70%	46.7	2	1	0	0
\$20,001 \$40,000	13	16.05%	81.3	8	4	1	0
\$40,001 \$70,000	13	16.05%	65.1	6	7	0	0
\$70,001 \$120,000	20	24.69%	68.0	6	10	4	0
\$120,001 \$160,000	14	17.28%	62.4	2	9	3	0
\$160,001 \$220,000	9	11.11%	30.7	2	4	3	0
\$220,001 and up	9	11.11%	61.2	4	3	2	0
Total Pending Units: 81				30	38	13	
Total Pending Volume: 9,323,460				2.93M	4.25M	2.14M	0.00B
Average Listing Price: \$115,740				\$97,752	\$111,879	\$164,577	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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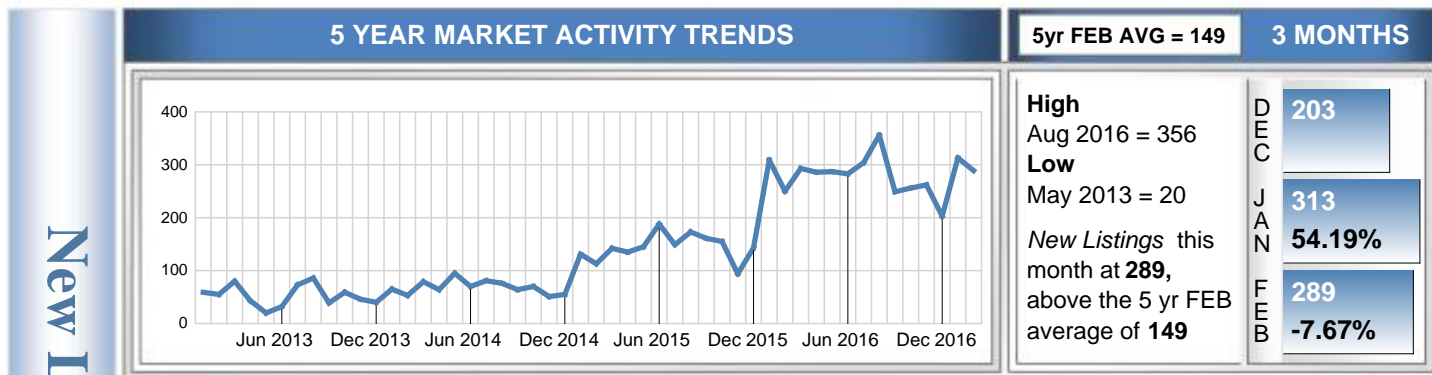
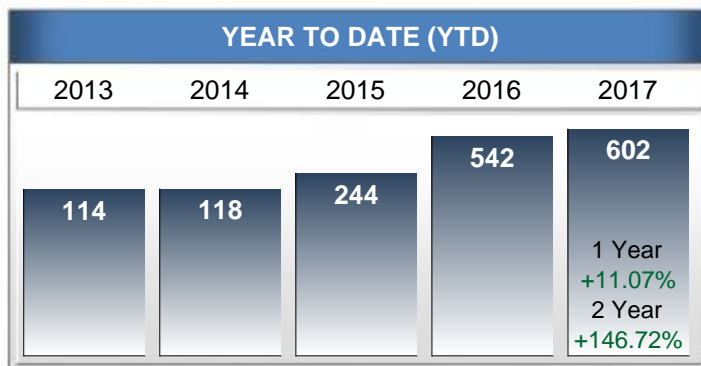
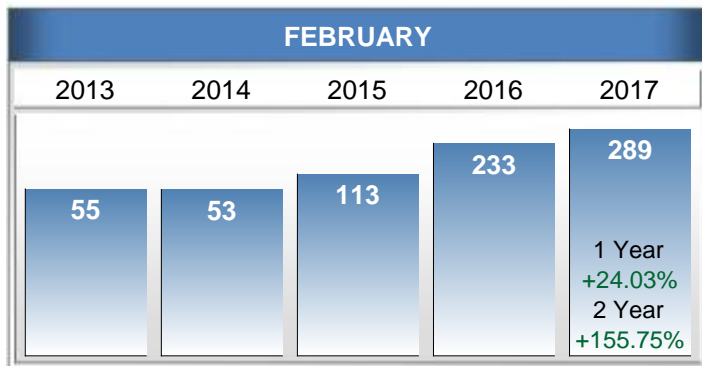
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 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	34	11.76%	31	3	0	0
\$20,001 \$40,000	31	10.73%	28	2	1	0
\$40,001 \$60,000	36	12.46%	22	13	1	0
\$60,001 \$120,000	77	26.64%	31	39	7	0
\$120,001 \$170,000	42	14.53%	7	27	8	0
\$170,001 \$270,000	39	13.49%	12	22	4	1
\$270,001 and up	30	10.38%	10	6	11	3
Total New Listed Units:	289		141	112	32	4
Total New Listed Volume:	41,621,794		13.42M	15.45M	10.20M	2.54M
Average New Listed Listing Price:	\$149,600		\$95,183	\$137,974	\$318,875	\$636,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

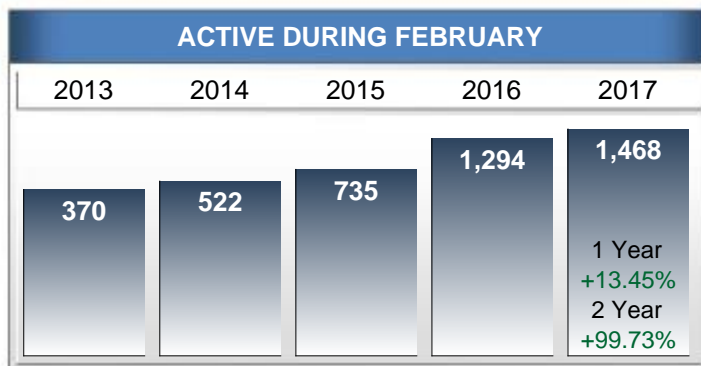
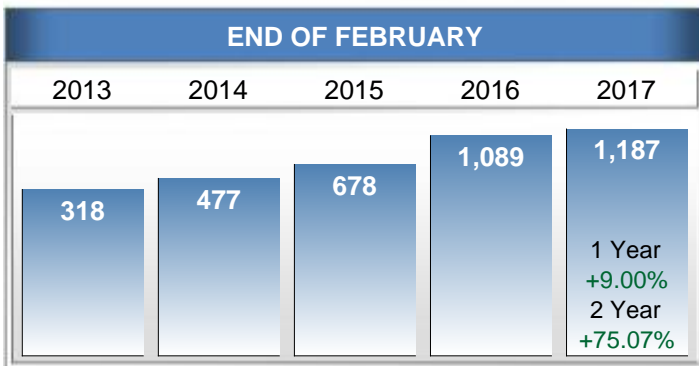
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

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



Active Inventory

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5yr FEB AVG = 750 **3 MONTHS**

High
Jun 2016 = 1,249

Low
May 2013 = 290

Inventory this month at **1,187**, above the 5 yr FEB average of **750**

D E C	1,147
J A N	1,184
F E B	1,187
3.23%	
0.25%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	207	17.44%	104.8	203	3	1	0		
\$25,001-\$50,000	196	16.51%	96.5	160	31	5	0		
\$50,001-\$125,000	339	28.56%	103.3	141	169	28	1		
\$125,001-\$175,000	146	12.30%	136.8	34	87	23	2		
\$175,001-\$325,000	176	14.83%	98.6	54	82	31	9		
\$325,001 and up	123	10.36%	112.3	27	42	40	14		
Total Active Inventory by Units:				1,187	106.8	619	414	128	26
Total Active Inventory by Volume:				178,188,641		61.10M	71.42M	35.45M	10.23M
Average Active Inventory Listing Price:				\$150,117		\$98,704	\$172,504	\$276,941	\$393,302



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

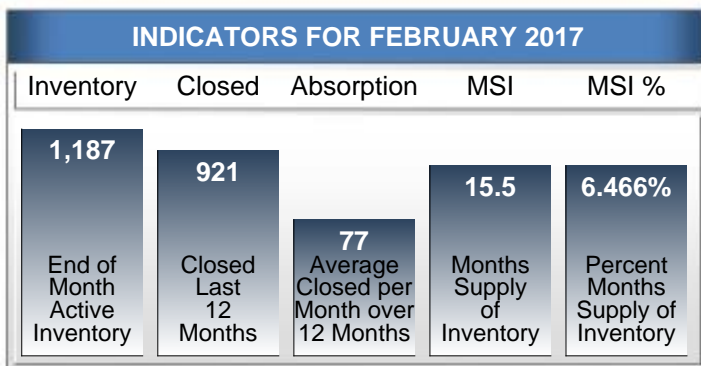
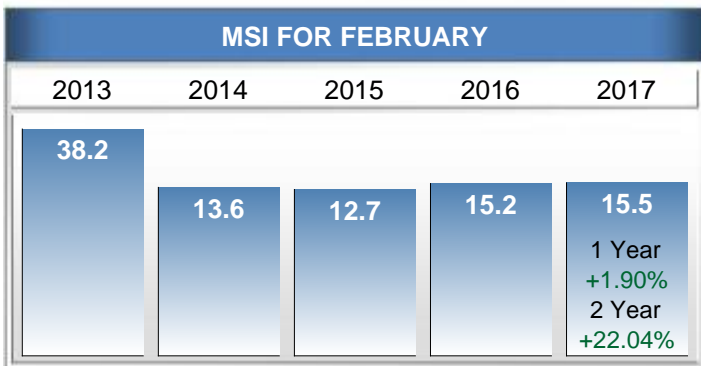
Active Inventory as of Mar 13, 2017



Months Supply of Inventory

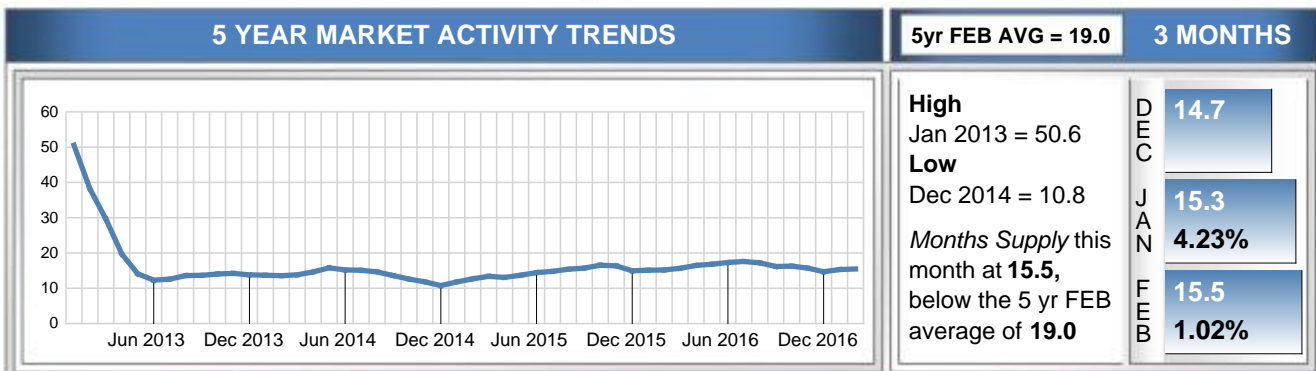
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Area Delimited by Counties Of Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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	140		11.79%	22.1	29.6	1.3	0.0	0.0
\$20,001 \$30,000	118		9.94%	19.9	28.6	2.9	4.0	0.0
\$30,001 \$50,000	145		12.22%	13.0	19.9	5.3	12.0	0.0
\$50,001 \$120,000	324		27.30%	13.0	17.8	10.5	14.6	3.0
\$120,001 \$190,000	185		15.59%	12.5	28.6	9.6	14.1	12.0
\$190,001 \$330,000	155		13.06%	16.0	38.6	13.1	11.2	21.6
\$330,001 and up	120		10.11%	31.3	31.2	26.7	40.0	28.0
MSI:		15.5			24.2	9.9	15.8	18.4
Total Active Inventory:		1,187			619	414	128	26



Monthly Inventory Analysis

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February 2017

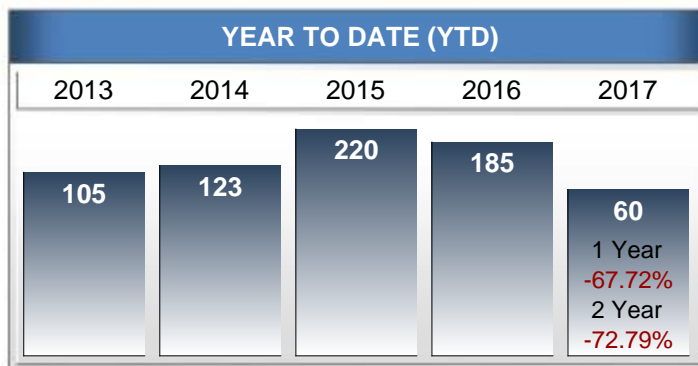
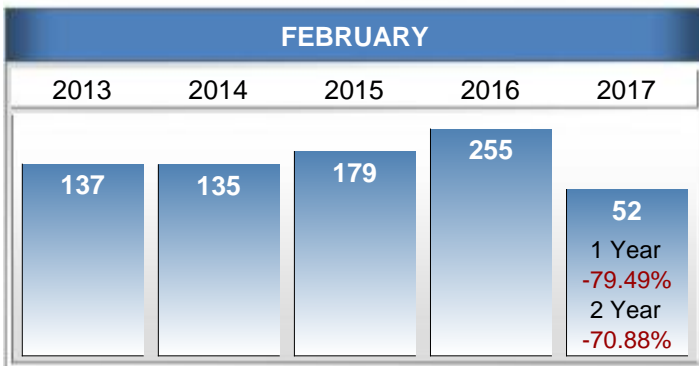
Closed Sales as of Mar 13, 2017



Average Days on Market to Sale

Report Produced on: Mar 13, 2017

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



Average Days on Market

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5yr FEB AVG = 152 **3 MONTHS**

High
Nov 2013 = 294

Low
Feb 2017 = 52

Average DOM this month at **52**, below the 5 yr FEB average of **152**

DEC	67
JAN	66
FEB	52
-1.70%	
-20.54%	

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+
\$20,000 and less	3	6.12%	86.3	85.5	88.0	0.0	0.0
\$20,001 \$30,000	5	10.20%	100.8	131.5	80.3	0.0	0.0
\$30,001 \$70,000	10	20.41%	37.3	35.2	40.5	0.0	0.0
\$70,001 \$90,000	12	24.49%	64.3	58.7	72.2	0.0	0.0
\$90,001 \$150,000	8	16.33%	38.3	64.0	29.7	0.0	0.0
\$150,001 \$190,000	6	12.24%	12.3	1.5	23.3	1.0	0.0
\$190,001 and up	5	10.20%	54.4	17.0	58.5	29.0	109.0
Average Closed DOM: 52.2				54.7	50.7	15.0	109.0
Total Closed Units: 49				22	24	2	1
Total Closed Volume: 4,870,724				1.86M	2.26M	548.90K	200.00K



Monthly Inventory Analysis

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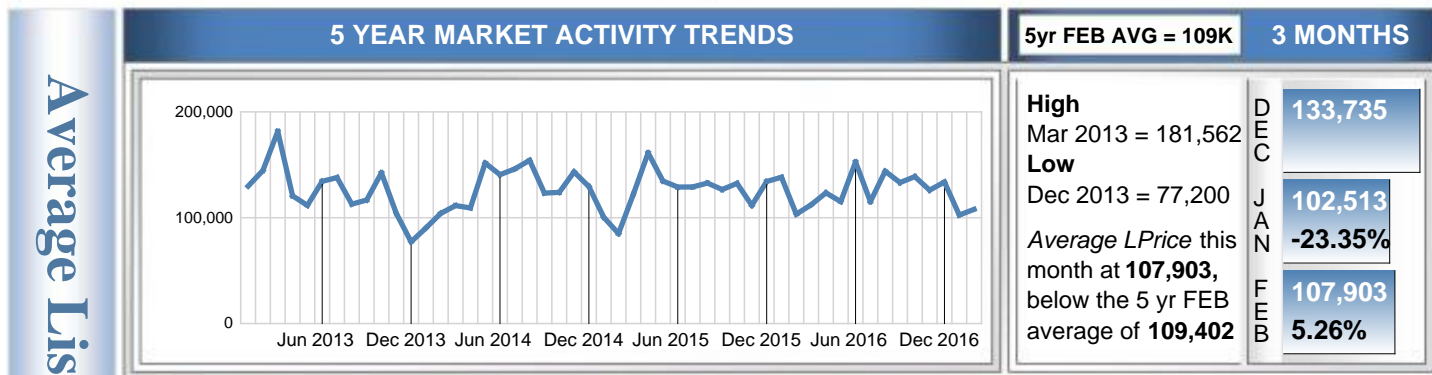
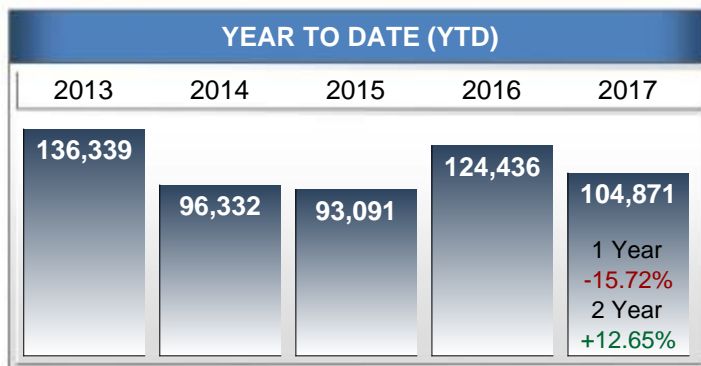
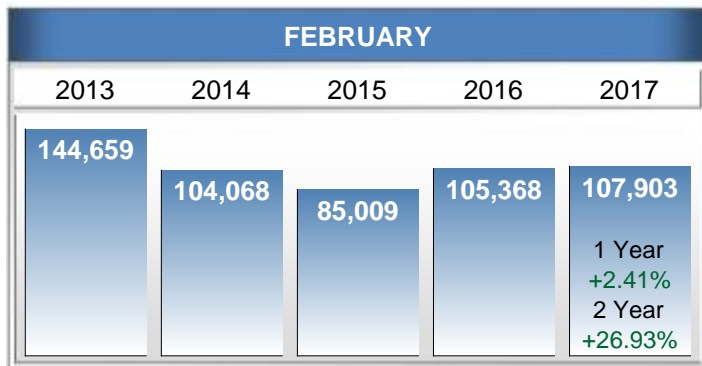
Closed Sales as of Mar 13, 2017



Average List Price at Closing

Report Produced on: Mar 13, 2017

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+
\$20,000 and less	4		8.16%	13,975	14,000	7,900	0	0
\$20,001 \$30,000	3		6.12%	29,800	29,750	28,483	0	0
\$30,001 \$70,000	11		22.45%	51,268	51,267	55,200	0	0
\$70,001 \$90,000	7		14.29%	81,686	92,428	89,740	0	0
\$90,001 \$150,000	13		26.53%	117,346	132,000	122,933	0	0
\$150,001 \$190,000	6		12.24%	171,950	175,000	174,267	158,900	0
\$190,001 and up	5		10.20%	289,800	399,000	203,000	419,000	225,000
Average List Price:	\$107,903				\$93,414	\$101,219	\$288,950	\$225,000
Total Closed Units:	49				22	24	2	1
Total List Volume:	5,287,249				2.06M	2.43M	577.90K	225.00K



Monthly Inventory Analysis

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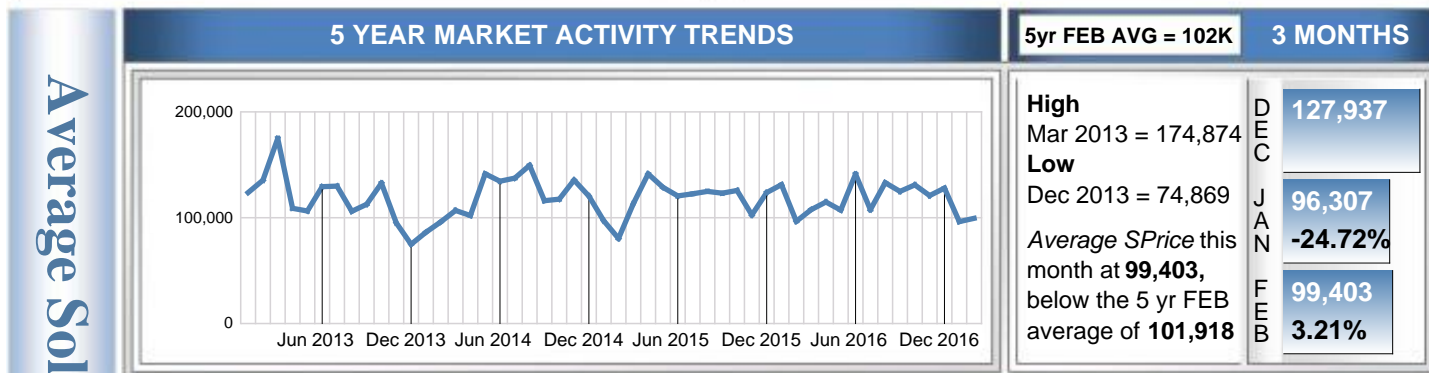
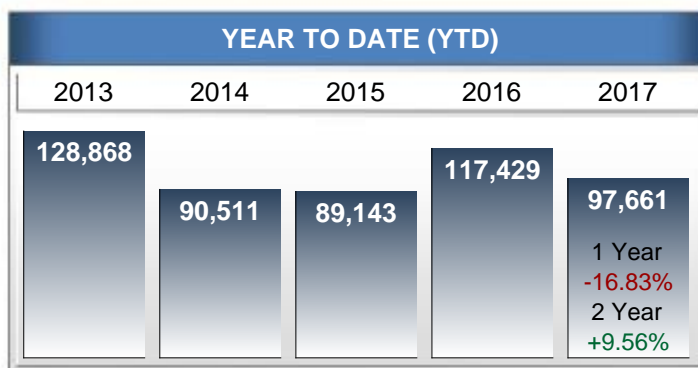
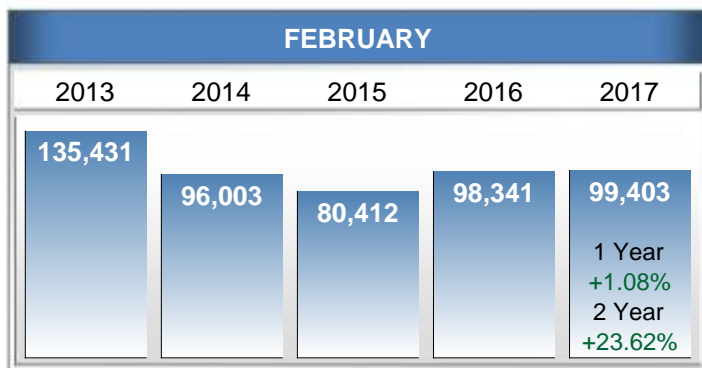
Closed Sales as of Mar 13, 2017



Average Sold Price at Closing

Report Produced on: Mar 13, 2017

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+
\$20,000 and less	3		6.12%	11,300	13,200	7,500	0	0
\$20,001 \$30,000	5		10.20%	25,900	26,750	25,333	0	0
\$30,001 \$70,000	10		20.41%	47,429	46,933	48,174	0	0
\$70,001 \$90,000	12		24.49%	82,767	81,543	84,480	0	0
\$90,001 \$150,000	8		16.33%	112,850	120,650	110,250	0	0
\$150,001 \$190,000	6		12.24%	165,672	167,950	166,410	158,900	0
\$190,001 and up	5		10.20%	268,600	350,000	201,500	390,000	200,000
Average Closed Price:	\$99,403				\$84,523	\$94,264	\$274,450	\$200,000
Total Closed Units:	49				22	24	2	1
Total Closed Volume:	4,870,724				1.86M	2.26M	548.90K	200.00K



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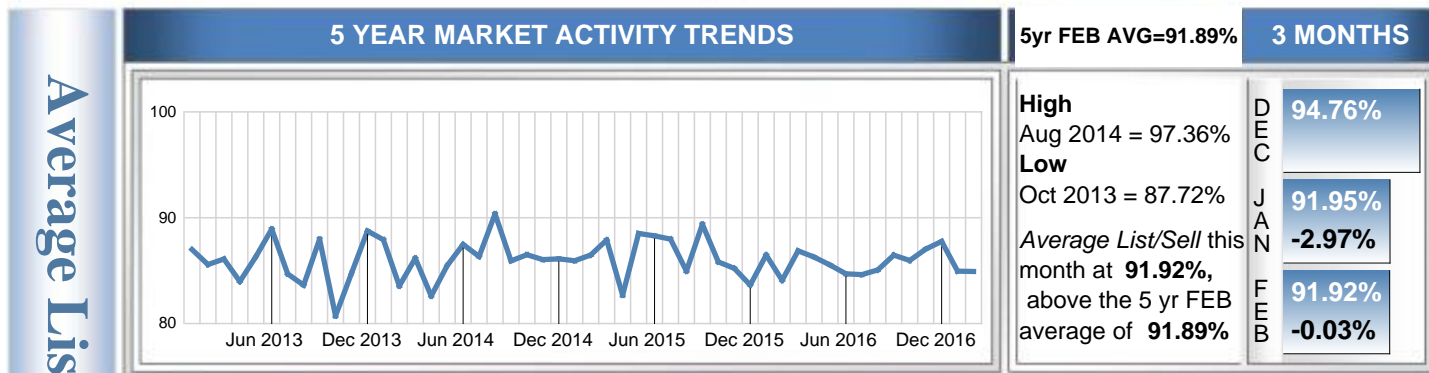
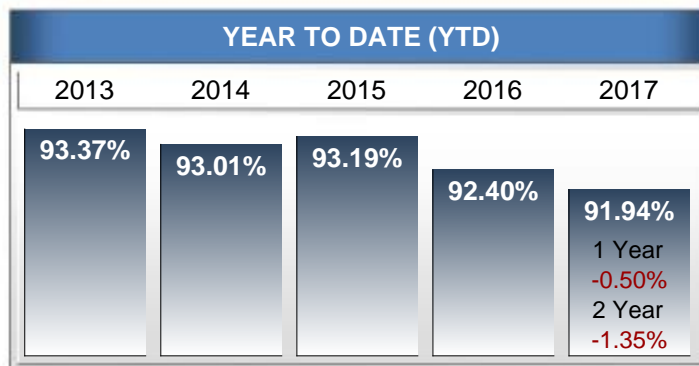
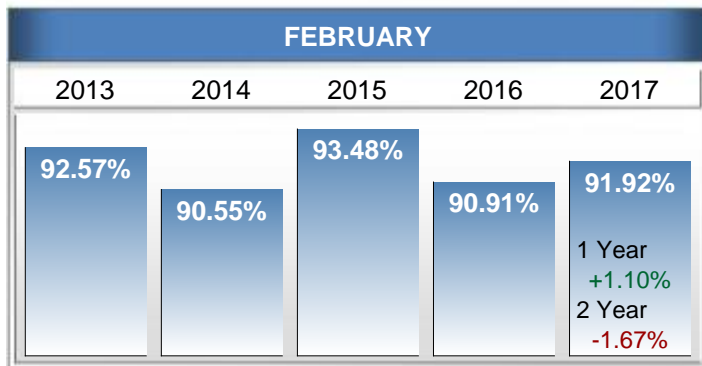
Closed Sales as of Mar 13, 2017



Average Percent of List Price to Selling Price

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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+
\$20,000 and less	3	6.12%	91.65%	90.00%	94.94%	0.00%	0.00%
\$20,001 \$30,000	5	10.20%	92.09%	89.90%	93.54%	0.00%	0.00%
\$30,001 \$70,000	10	20.41%	90.22%	93.33%	85.56%	0.00%	0.00%
\$70,001 \$90,000	12	24.49%	91.81%	89.98%	94.37%	0.00%	0.00%
\$90,001 \$150,000	8	16.33%	89.73%	91.28%	89.21%	0.00%	0.00%
\$150,001 \$190,000	6	12.24%	96.46%	95.79%	95.72%	100.00%	0.00%
\$190,001 and up	5	10.20%	93.63%	87.72%	99.23%	93.08%	88.89%
Average List/Sell Ratio: 91.90%				91.43%	92.11%	96.54%	88.89%
Total Closed Units: 49				22	24	2	1
Total Closed Volume: 4,870,724				1.86M	2.26M	548.90K	200.00K



Monthly Inventory Analysis

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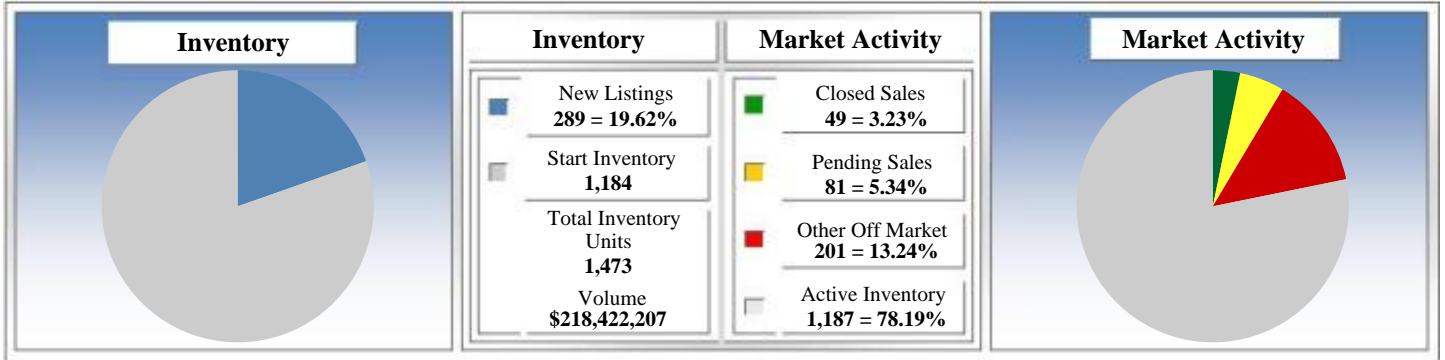
Inventory as of Mar 13, 2017



Market Summary

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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 February 28, 2017 = **1,187**

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

	FEBRUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	52	49	-5.77%	124	112	-9.68%
Pending Sales	78	81	3.85%	163	153	-6.13%
New Listings	233	289	24.03%	542	602	11.07%
Average List Price	105,368	107,903	2.41%	124,436	104,871	-15.72%
Average Sale Price	98,341	99,403	1.08%	117,429	97,661	-16.83%
Average Percent of List Price to Selling Price	90.91%	91.92%	1.10%	92.40%	91.94%	-0.50%
Average Days on Market to Sale	254.73	52.24	-79.49%	185.36	59.84	-67.72%
Monthly Inventory	1,096	1,187	8.30%	1,096	1,187	8.30%
Months Supply of Inventory	15.35	15.40	0.34%	15.35	15.40	0.34%

