



January 2017

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

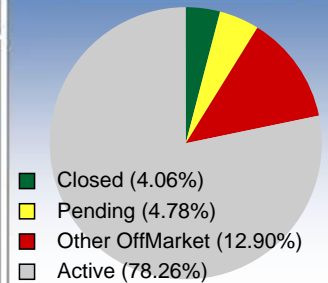


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of January 31, 2017 = **1,195**

	JANUARY		
	2016	2017	+/- %
Closed Listings	72	62	-13.89%
Pending Listings	85	73	-14.12%
New Listings	309	313	1.29%
Average List Price	138,207	103,054	-25.44%
Average Sale Price	131,214	96,876	-26.17%
Average Percent of List Price to Selling Price	93.47%	92.01%	-1.57%
Average Days on Market to Sale	135.26	65.92	-51.27%
End of Month Inventory	1,069	1,195	11.79%
Months Supply of Inventory	15.13	15.49	2.37%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 rose **11.79%** to 1,195 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 **15.49** 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 **26.17%** in January 2017 to \$96,876 versus the previous year at \$131,214.

Average Days on Market Shortens

The average number of **65.92** days that homes spent on the market before selling decreased by 69.34 days or **51.27%** in January 2017 compared to last year's same month at **135.26** DOM.

Sales Success for January 2017 is Positive

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

There were 313 New Listings in January 2017, up **1.29%** from last year at 309. Furthermore, there were 62 Closed Listings this month versus last year at 72, a **-13.89%** decrease.

Closed versus Listed trends yielded a **19.8%** ratio, down from last year's January 2017 at **23.3%**, a **14.99%** 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.

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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January 2017

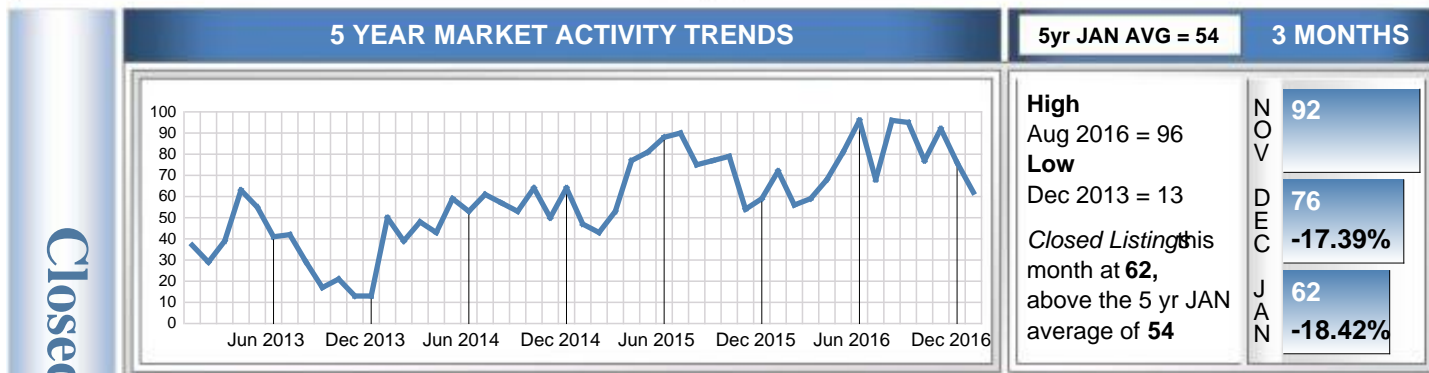
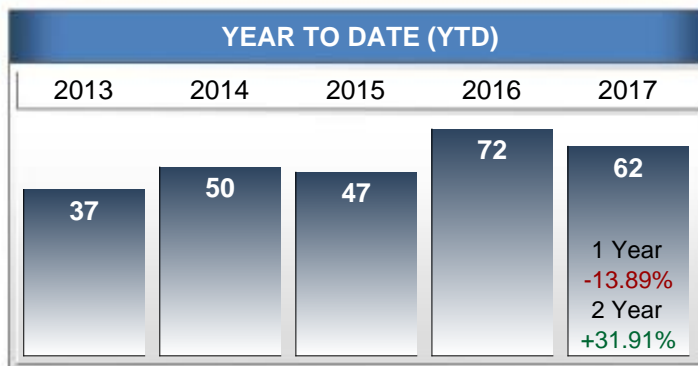
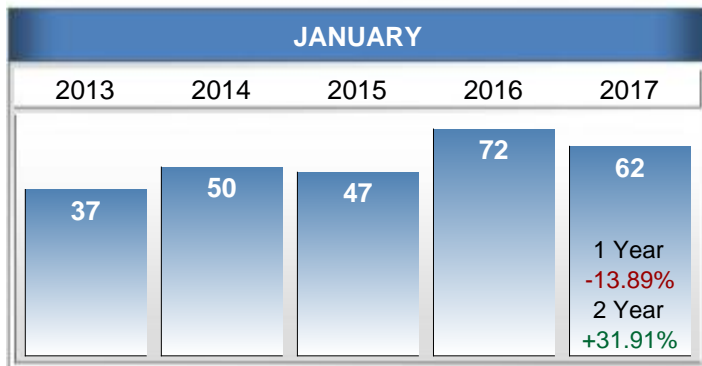
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$10,000 and less	2	3.23%	50.5	2	0	0	0
\$10,001 \$30,000	9	14.52%	18.6	8	1	0	0
\$30,001 \$40,000	12	19.35%	104.7	9	2	1	0
\$40,001 \$90,000	16	25.81%	51.9	6	8	1	1
\$90,001 \$120,000	9	14.52%	67.9	2	5	2	0
\$120,001 \$210,000	7	11.29%	62.4	3	4	0	0
\$210,001 and up	7	11.29%	97.7	0	5	1	1
Total Closed Units:	62		65.9	30	25	5	2
Total Closed Volume:	6,006,311			1.48M	3.64M	577.90K	307.50K
Average Closed Price:	\$96,876			\$49,275	\$145,706	\$115,580	\$153,751

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

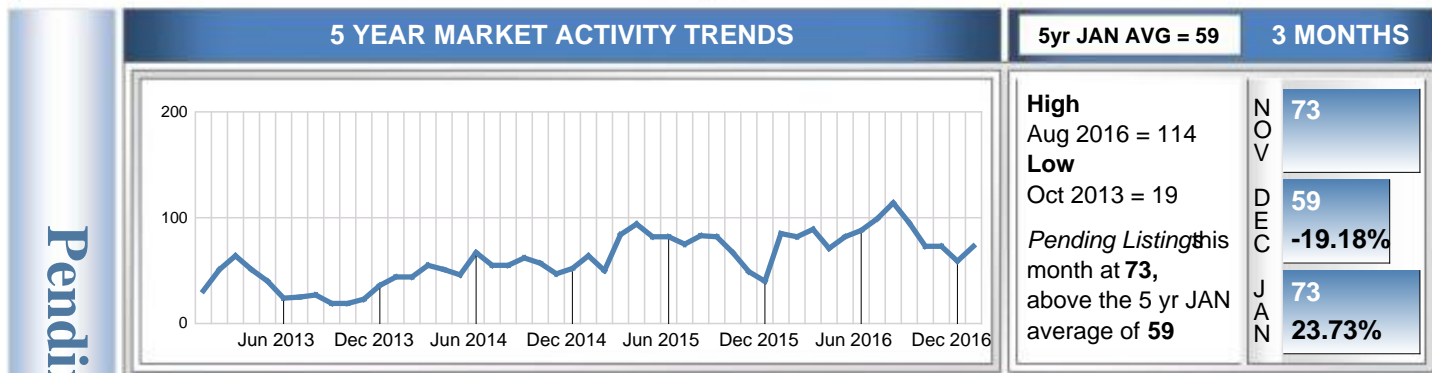
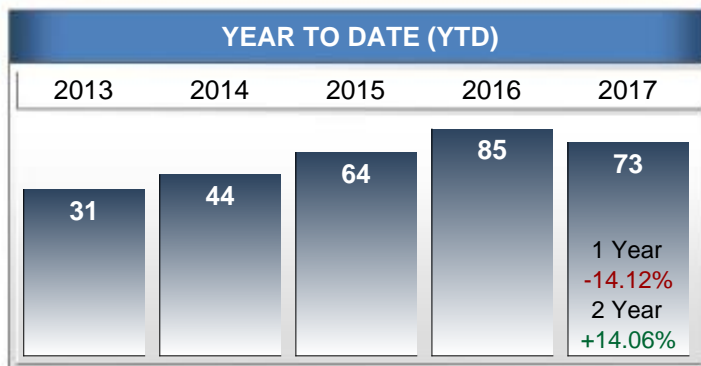
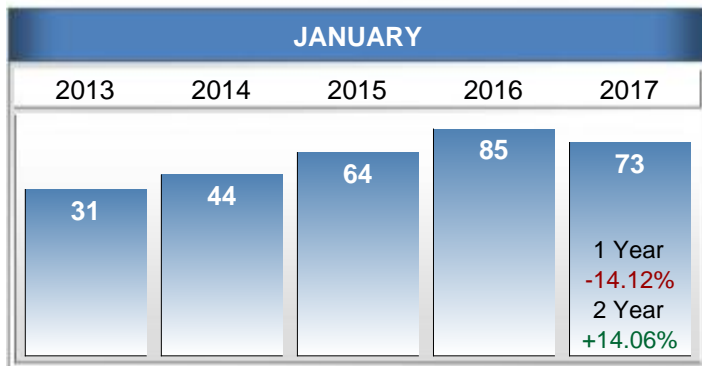
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 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	7	9.59%	92.3	5	2	0	0
\$20,001 \$40,000	9	12.33%	99.7	5	4	0	0
\$40,001 \$70,000	9	12.33%	84.0	2	6	1	0
\$70,001 \$140,000	18	24.66%	61.8	6	11	1	0
\$140,001 \$160,000	11	15.07%	71.2	2	8	1	0
\$160,001 \$210,000	11	15.07%	42.7	3	7	1	0
\$210,001 and up	8	10.96%	69.6	1	4	3	0
Total Pending Units: 73				24	42	7	
Total Pending Volume: 8,714,291				2.16M	5.16M	1.40M	0.00B
Average Listing Price: \$87,114				\$89,798	\$122,741	\$200,571	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

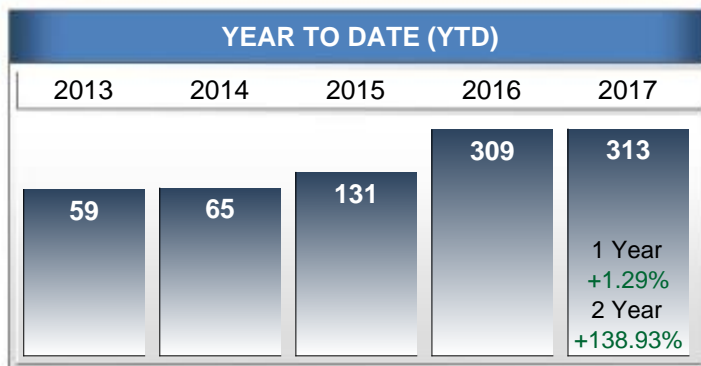
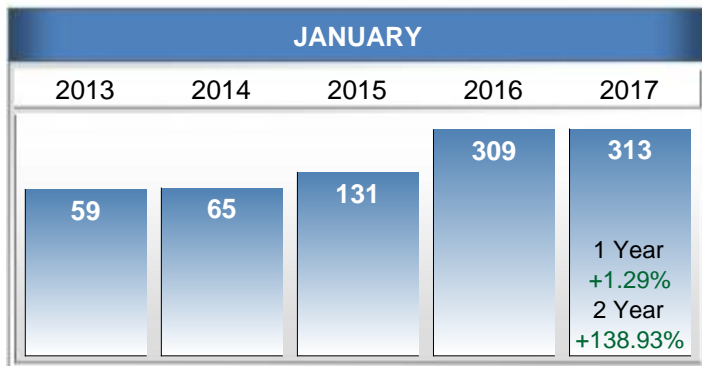
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 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	35	11.18%	34	1	0	0
\$20,001 - \$30,000	33	10.54%	30	3	0	0
\$30,001 - \$60,000	41	13.10%	36	4	1	0
\$60,001 - \$140,000	85	27.16%	31	47	7	0
\$140,001 - \$220,000	45	14.38%	14	21	9	1
\$220,001 - \$380,000	43	13.74%	16	16	11	0
\$380,001 and up	31	9.90%	7	9	13	2
Total New Listed Units:	313		168	101	41	3
Total New Listed Volume:	53,113,275		17.09M	22.53M	12.19M	1.30M
Average New Listed Listing Price:	\$150,000		\$101,754	\$223,086	\$297,271	\$432,933



Monthly Inventory Analysis

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January 2017

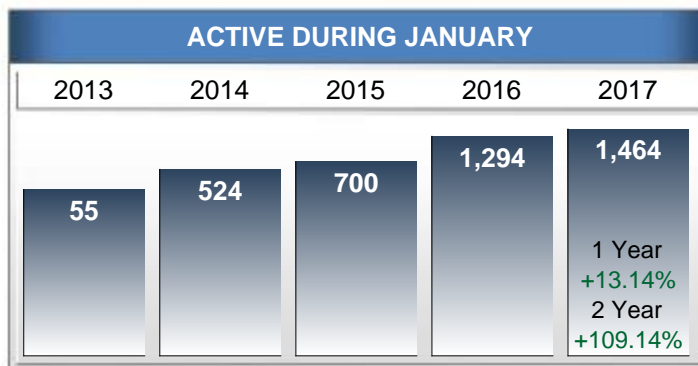
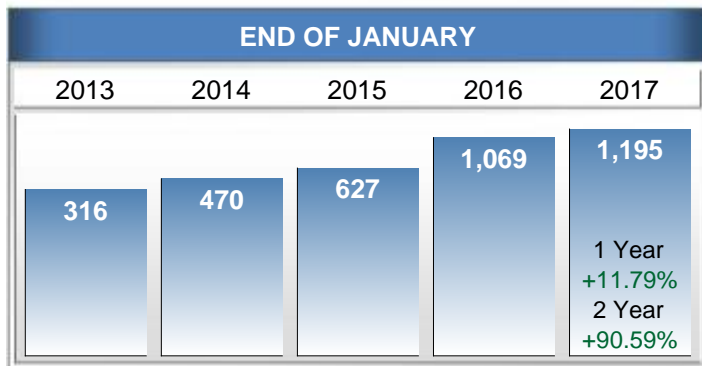
Active Inventory as of Feb 16, 2017



Active Inventory

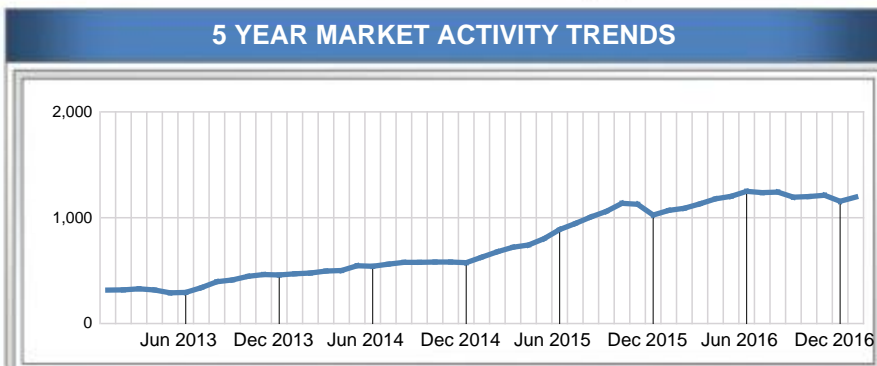
Report Produced on: Feb 16, 2017

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



Active Inventory

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5yr JAN AVG = 735 **3 MONTHS**

High
Jun 2016 = 1,249

Low
May 2013 = 290

Inventory this month at **1,195**, above the 5 yr JAN average of **735**

N	1,212
O	
V	
D	1,155
E	-4.70%
C	
J	1,195
A	3.46%
N	

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	209	17.49%	107.1	200	8	1	0		
\$25,001-\$50,000	209	17.49%	98.2	174	31	4	0		
\$50,001-\$100,000	259	21.67%	112.9	114	118	26	1		
\$100,001-\$175,000	224	18.74%	130.5	61	135	25	3		
\$175,001-\$325,000	168	14.06%	103.2	51	78	31	8		
\$325,001 and up	126	10.54%	110.4	30	44	37	15		
Total Active Inventory by Units:				1,195	111.0	630	414	124	27
Total Active Inventory by Volume:				179,441,936		63.43M	72.30M	33.14M	10.56M
Average Active Inventory Listing Price:				\$150,161		\$100,688	\$174,642	\$267,275	\$391,287



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

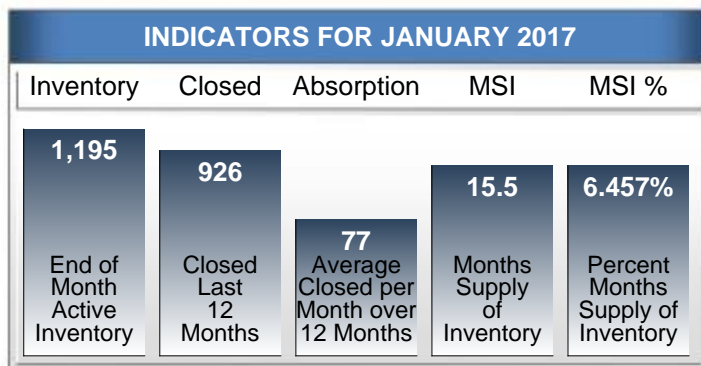
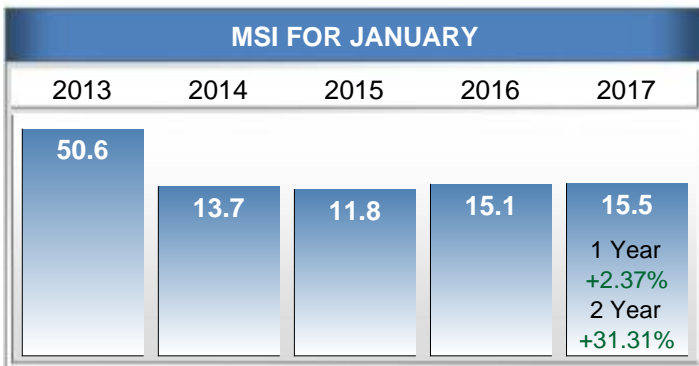
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 2017

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



Months Supply

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5yr JAN AVG = 21.3		3 MONTHS	
High	Jan 2013 = 50.6	N O V	15.8
Low	Dec 2014 = 10.8	D E C	14.8
<i>Months Supply</i> this month at 15.5 , below the 5 yr JAN average of 21.3		J A N	15.5
			4.58%

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	136	11.38%	21.2	29.0	1.9	0.0	0.0
\$20,001 \$30,000	130	10.88%	22.0	29.4	5.7	4.0	0.0
\$30,001 \$50,000	152	12.72%	13.0	20.5	5.1	9.6	0.0
\$50,001 \$120,000	320	26.78%	13.0	18.1	10.5	15.0	3.0
\$120,001 \$190,000	183	15.31%	12.3	28.6	9.5	13.6	18.0
\$190,001 \$330,000	151	12.64%	15.1	34.5	11.8	11.2	24.0
\$330,001 and up	123	10.29%	32.8	38.7	28.0	40.4	25.7
MSI:			15.5	24.5	9.9	15.5	18.0
Total Active Inventory:			1,195	630	414	124	27



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

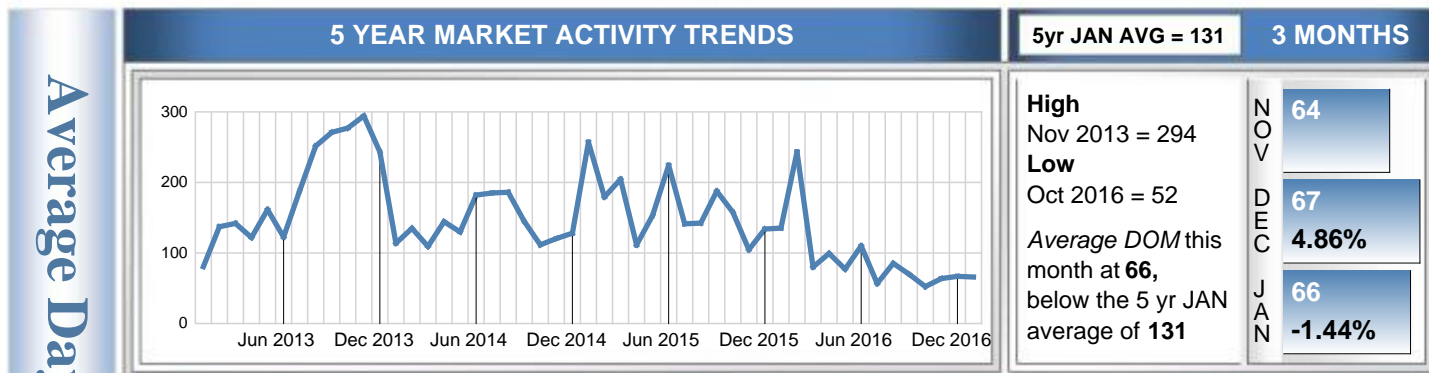
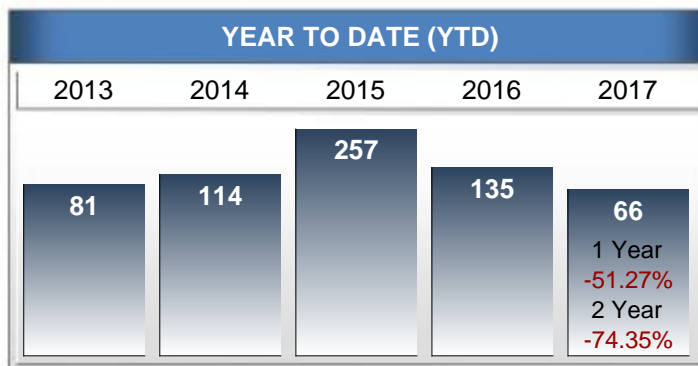
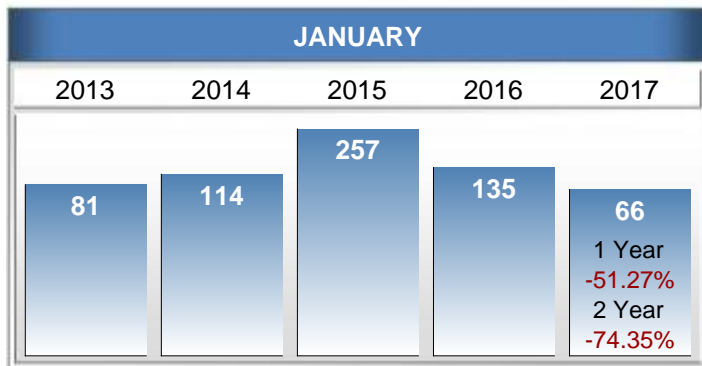
Closed Sales as of Feb 16, 2017



Average Days on Market to Sale

Report Produced on: Feb 16, 2017

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	2	3.23%	50.5	50.5	0.0	0.0	0.0
\$10,001 \$30,000	9	14.52%	18.6	17.5	27.0	0.0	0.0
\$30,001 \$40,000	12	19.35%	104.7	110.8	66.5	126.0	0.0
\$40,001 \$90,000	16	25.81%	51.9	45.8	57.4	43.0	54.0
\$90,001 \$120,000	9	14.52%	67.9	121.5	64.6	22.5	0.0
\$120,001 \$210,000	7	11.29%	62.4	49.0	72.5	0.0	0.0
\$210,001 and up	7	11.29%	97.7	0.0	83.4	98.0	169.0
Average Closed DOM: 65.9				63.4	66.0	62.4	111.5
Total Closed Units: 62				30	25	5	2
Total Closed Volume: 6,006,311				1.48M	3.64M	577.90K	307.50K



Monthly Inventory Analysis

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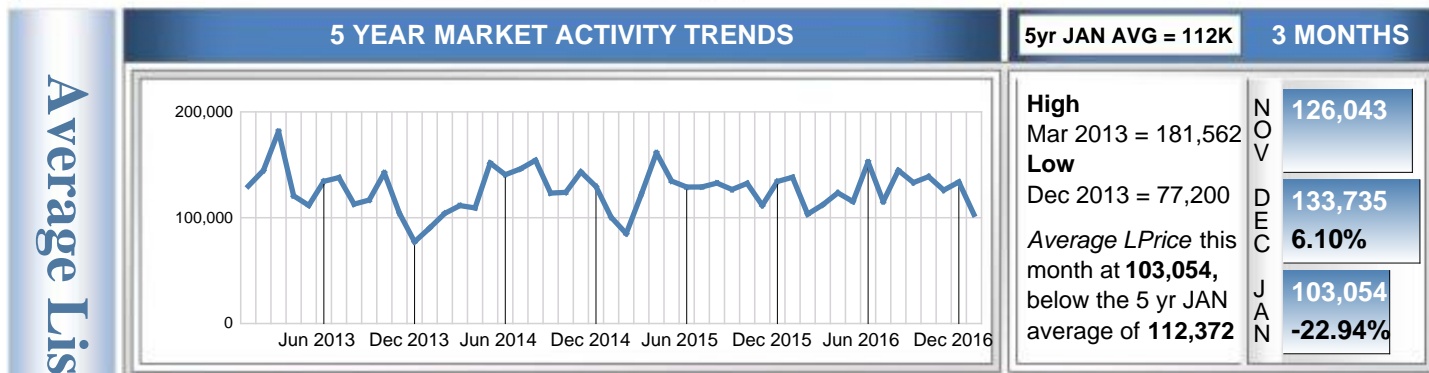
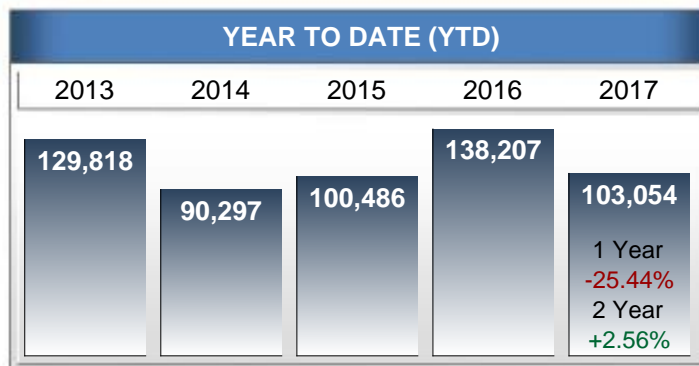
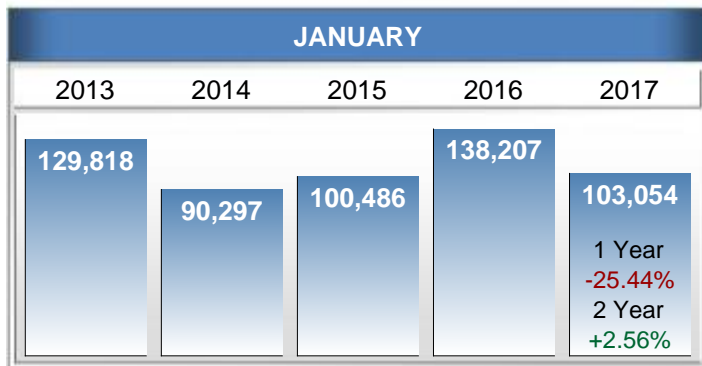
Closed Sales as of Feb 16, 2017



Average List Price at Closing

Report Produced on: Feb 16, 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+
\$10,000 and less	2	3.23%	6,250	6,250	0	0	0
\$10,001 - \$30,000	8	12.90%	19,678	22,793	15,000	0	0
\$30,001 - \$40,000	9	14.52%	38,258	40,489	46,500	56,000	0
\$40,001 - \$90,000	16	25.81%	61,675	67,717	74,925	115,000	87,500
\$90,001 - \$120,000	12	19.35%	106,092	112,450	109,060	101,200	0
\$120,001 - \$210,000	7	11.29%	148,471	136,667	178,575	0	0
\$210,001 and up	8	12.90%	321,988	0	371,500	269,000	234,500
Average List Price:	\$103,054			\$53,348	\$152,980	\$128,480	\$161,000
Total Closed Units:	62			30	25	5	2
Total List Volume:	6,389,339			1.60M	3.82M	642.40K	322.00K



Monthly Inventory Analysis

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January 2017

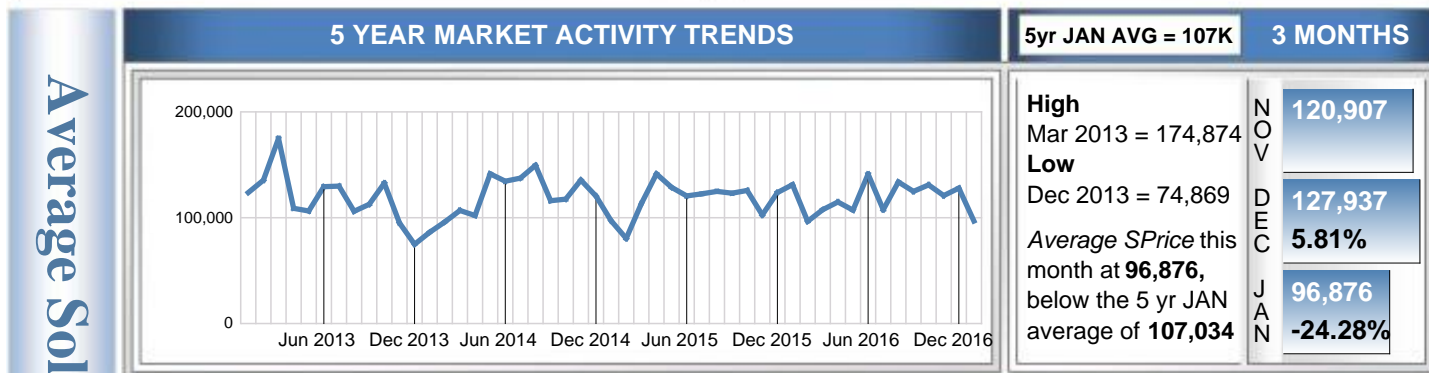
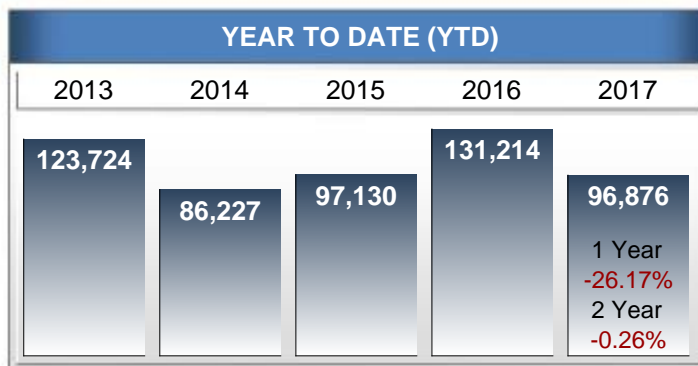
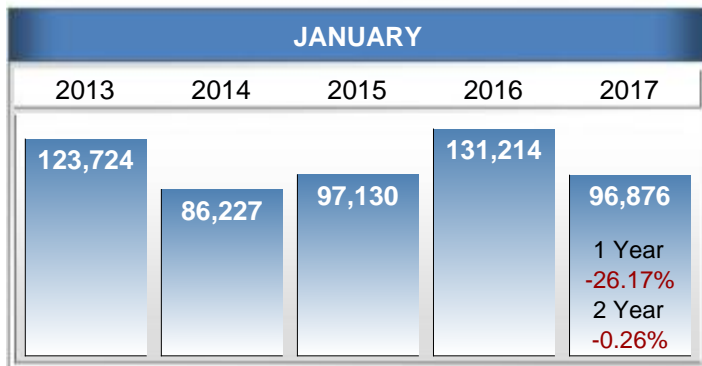
Closed Sales as of Feb 16, 2017



Average Sold Price at Closing

Report Produced on: Feb 16, 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+
\$10,000 and less	2		3.23%	4,500	4,500	0	0	0
\$10,001 \$30,000	9		14.52%	20,218	20,870	15,000	0	0
\$30,001 \$40,000	12		19.35%	35,192	35,033	36,000	35,000	0
\$40,001 \$90,000	16		25.81%	66,188	62,250	65,375	85,000	77,501
\$90,001 \$120,000	9		14.52%	105,533	103,750	107,280	102,950	0
\$120,001 \$210,000	7		11.29%	155,429	135,333	170,500	0	0
\$210,001 and up	7		11.29%	328,036	0	362,850	252,000	230,000
Average Closed Price:	\$96,876				\$49,275	\$145,706	\$115,580	\$153,751
Total Closed Units:	62				30	25	5	2
Total Closed Volume:	6,006,311				1.48M	3.64M	577.90K	307.50K



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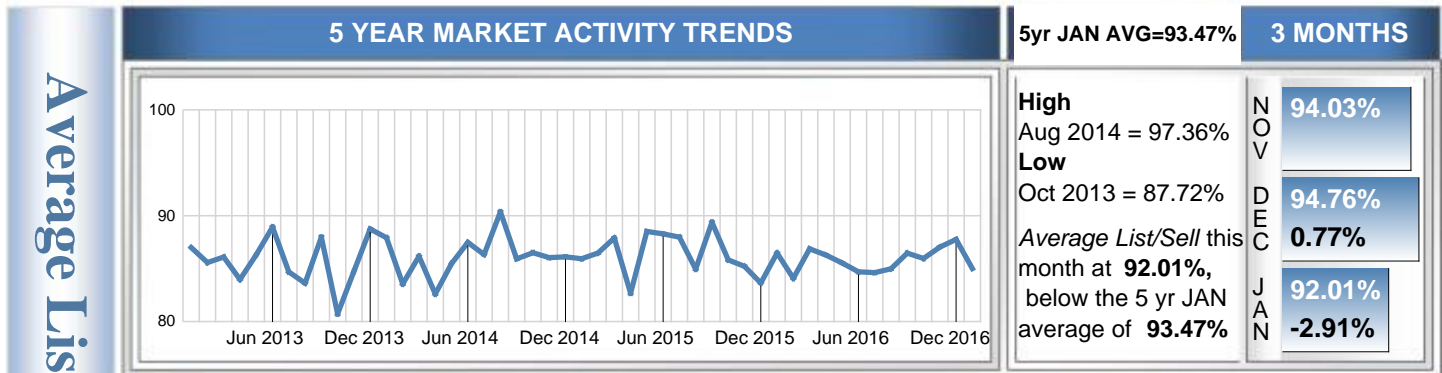
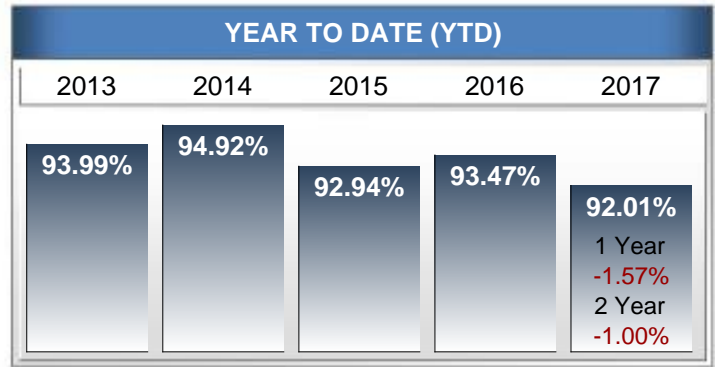
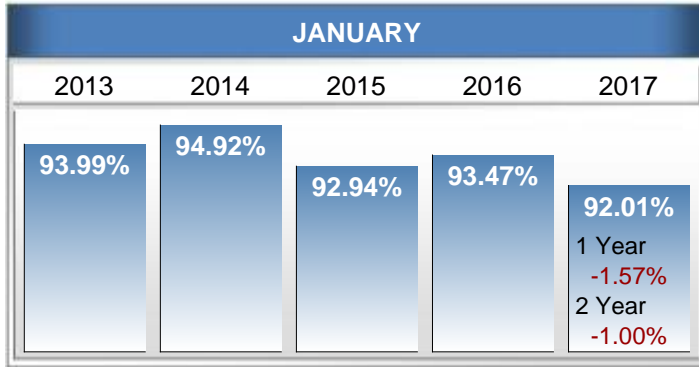
Closed Sales as of Feb 16, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR

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	2	3.23%	82.50%	82.50%	0.00%	0.00%	0.00%	
\$10,001 \$30,000	9	14.52%	94.75%	94.09%	100.00%	0.00%	0.00%	
\$30,001 \$40,000	12	19.35%	84.04%	87.95%	77.21%	62.50%	0.00%	
\$40,001 \$90,000	16	25.81%	89.86%	93.21%	89.51%	73.91%	88.57%	
\$90,001 \$120,000	9	14.52%	97.96%	93.30%	98.21%	102.00%	0.00%	
\$120,001 \$210,000	7	11.29%	97.06%	98.97%	95.63%	0.00%	0.00%	
\$210,001 and up	7	11.29%	97.03%	0.00%	97.49%	93.68%	98.08%	
Average List/Sell Ratio:				92.00%	91.73%	93.26%	86.82%	93.33%
Total Closed Units:				62	30	25	5	2
Total Closed Volume:				6,006,311	1.48M	3.64M	577.90K	307.50K



Monthly Inventory Analysis

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January 2017

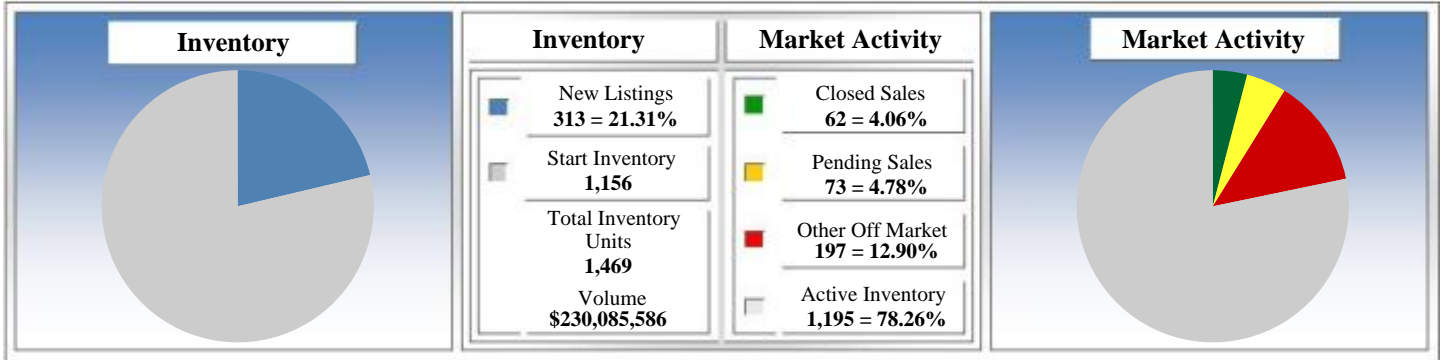
Inventory as of Feb 16, 2017



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 January 31, 2017 = 1,195

	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	72	62	-13.89%	72	62	-13.89%
Pending Sales	85	73	-14.12%	85	73	-14.12%
New Listings	309	313	1.29%	309	313	1.29%
Average List Price	138,207	103,054	-25.44%	138,207	103,054	-25.44%
Average Sale Price	131,214	96,876	-26.17%	131,214	96,876	-26.17%
Average Percent of List Price to Selling Price	93.47%	92.01%	-1.57%	93.47%	92.01%	-1.57%
Average Days on Market to Sale	135.26	65.92	-51.27%	135.26	65.92	-51.27%
Monthly Inventory	1,069	1,195	11.79%	1,069	1,195	11.79%
Months Supply of Inventory	15.13	15.49	2.37%	15.13	15.49	2.37%

