



July 2017

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

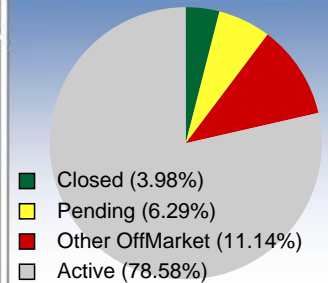


Absorption: Last 12 months, an Average of **81** Sales/Month

Active Inventory as of July 30, 2017 = **1,361**

	JULY		
	2016	2017	+/- %
Closed Listings	71	69	-2.82%
Pending Listings	99	109	10.10%
New Listings	304	354	16.45%
Average List Price	114,166	117,158	2.62%
Average Sale Price	106,483	109,892	3.20%
Average Percent of List Price to Selling Price	91.58%	92.83%	1.37%
Average Days on Market to Sale	59.32	67.01	12.96%
End of Month Inventory	1,254	1,361	8.53%
Months Supply of Inventory	17.02	16.73	-1.70%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **8.53%** to 1,361 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **16.73** 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 **3.20%** in July 2017 to \$109,892 versus the previous year at \$106,483.

Average Days on Market Lengthens

The average number of **67.01** days that homes spent on the market before selling increased by 7.69 days or **12.96%** in July 2017 compared to last year's same month at **59.32** DOM.

Sales Success for July 2017 is Positive

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

There were 354 New Listings in July 2017, up **16.45%** from last year at 304. Furthermore, there were 69 Closed Listings this month versus last year at 71, a **-2.82%** decrease.

Closed versus Listed trends yielded a **19.5%** ratio, down from last year's July 2017 at **23.4%**, a **16.54%** 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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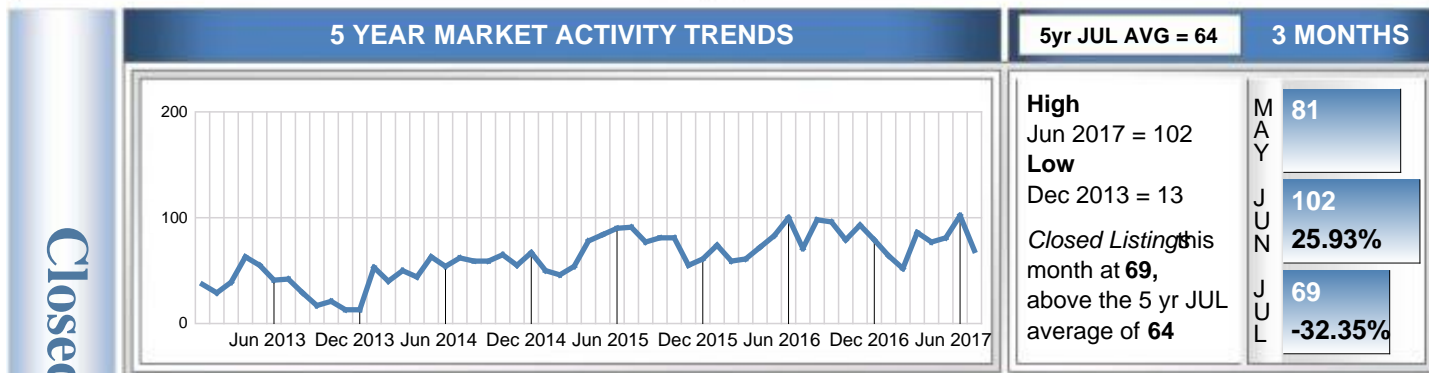
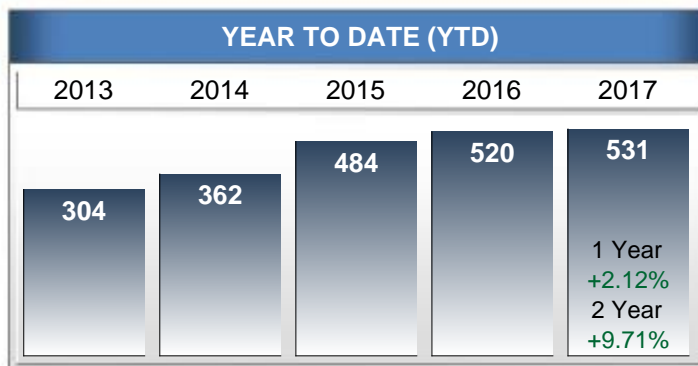
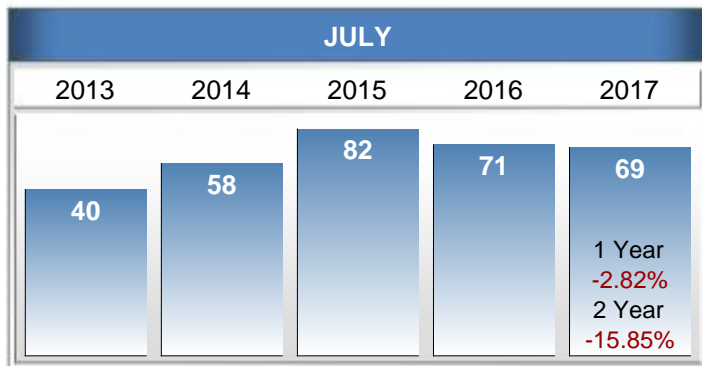
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

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+
\$20,000 and less	4	5.80%	135.8	3	1	0	0
\$20,001 \$30,000	6	8.70%	80.2	4	1	1	0
\$30,001 \$70,000	15	21.74%	64.8	7	7	1	0
\$70,001 \$120,000	18	26.09%	53.8	6	11	1	0
\$120,001 \$140,000	9	13.04%	75.8	1	7	1	0
\$140,001 \$190,000	10	14.49%	61.3	1	7	2	0
\$190,001 and up	7	10.14%	52.0	0	4	3	0
Total Closed Units: 69				67.0			
Total Closed Volume: 7,582,550				1.23M 4.41M 1.94M 0.00B			
Average Closed Price: \$109,892				\$55,995 \$116,138 \$215,267 \$0			



Monthly Inventory Analysis

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July 2017

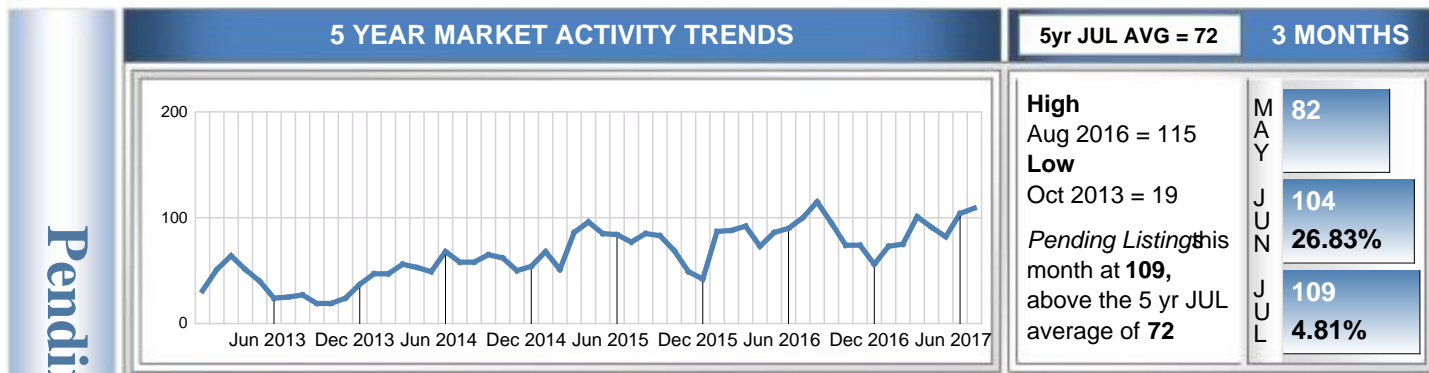
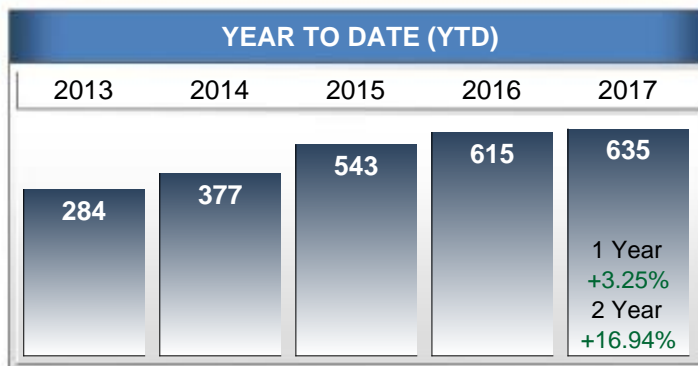
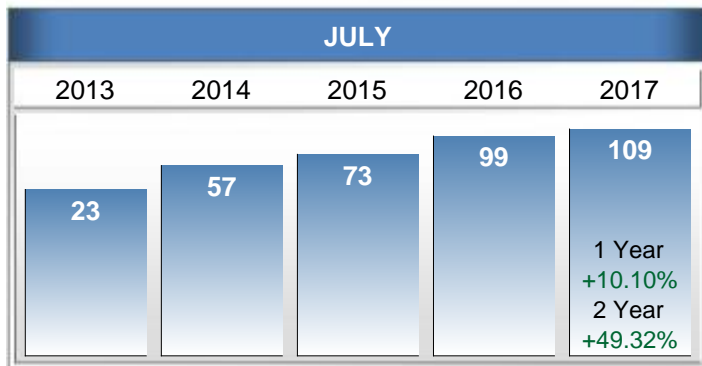
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

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



Pending Listings
 Ready to Buy or Sell Real Estate?
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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	6.42%	93.7	6	1	0	0	
\$20,001 \$30,000	9	8.26%	43.8	9	0	0	0	
\$30,001 \$60,000	25	22.94%	60.0	12	8	5	0	
\$60,001 \$130,000	26	23.85%	51.4	5	20	1	0	
\$130,001 \$170,000	17	15.60%	65.1	1	13	2	1	
\$170,001 \$260,000	15	13.76%	54.1	3	7	5	0	
\$260,001 and up	10	9.17%	73.8	2	4	1	3	
Total Pending Units: 109				65.7	38	53	14	4
Total Pending Volume: 13,738,916					2.95M	7.23M	2.13M	1.42M
Average Listing Price: \$92,850					\$77,649	\$136,429	\$152,411	\$355,950



Monthly Inventory Analysis

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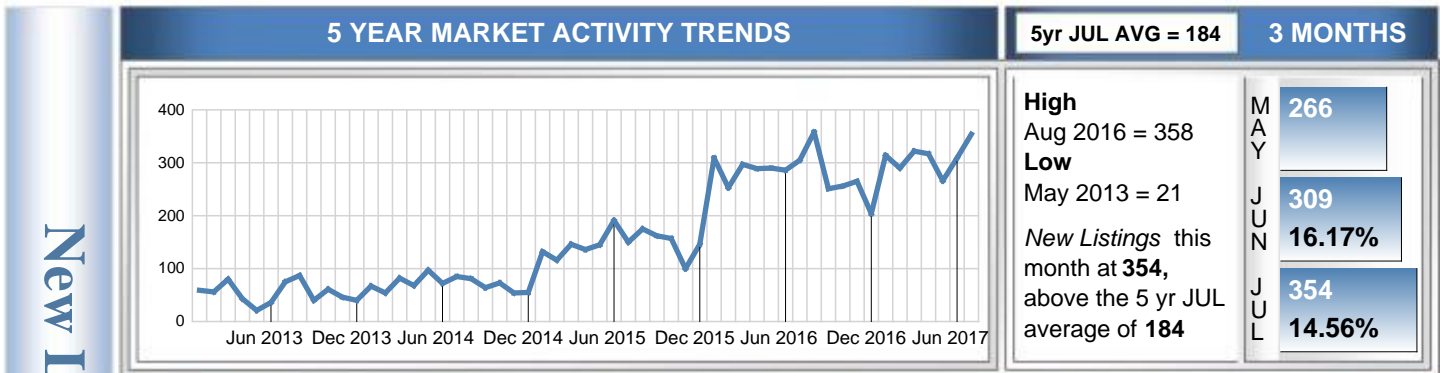
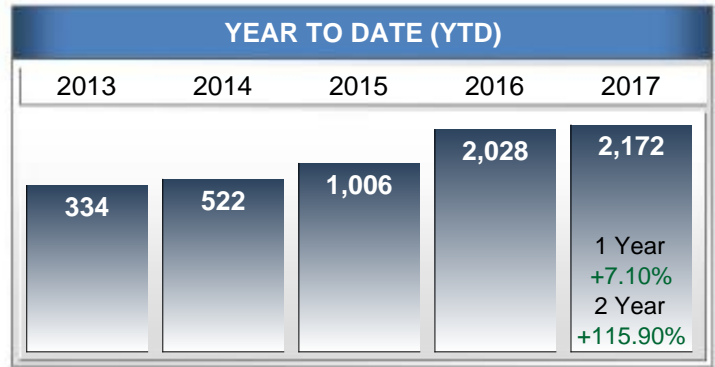
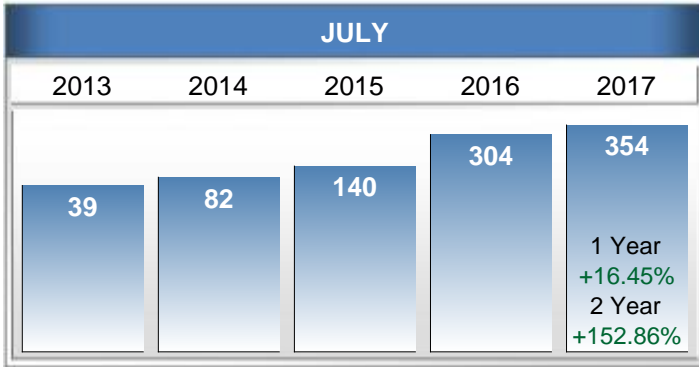
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 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	41	11.58%	41	0	0	0	
\$20,001 \$30,000	33	9.32%	31	2	0	0	
\$30,001 \$50,000	46	12.99%	41	5	0	0	
\$50,001 \$120,000	99	27.97%	49	40	10	0	
\$120,001 \$180,000	53	14.97%	10	36	7	0	
\$180,001 \$300,000	47	13.28%	6	30	9	2	
\$300,001 and up	35	9.89%	13	13	8	1	
Total New Listed Units:			354	191	126	34	3
Total New Listed Volume:			50,843,716	21.39M	20.82M	7.89M	742.00K
Average New Listed Listing Price:			\$135,000	\$111,986	\$165,271	\$232,006	\$247,333



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

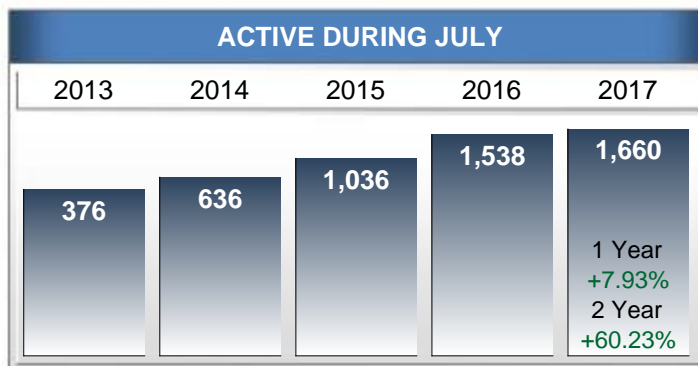
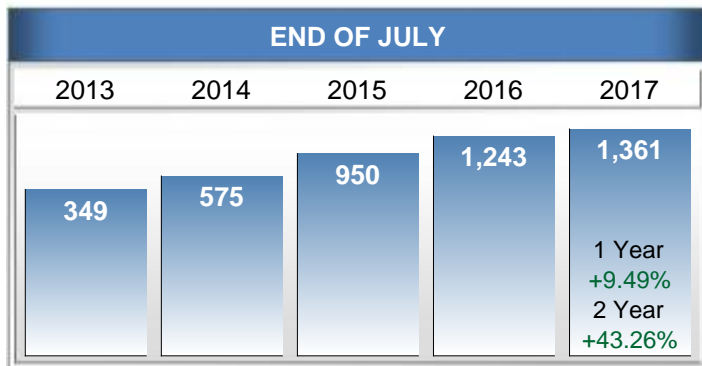
Active Inventory as of Aug 14, 2017



Active Inventory

Report Produced on: Aug 14, 2017

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



Active Inventory

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5yr JUL AVG = 896 **3 MONTHS**

High
Jul 2017 = 1,361

Low
May 2013 = 294

Inventory this month at **1,361**, above the 5 yr JUL average of **896**

MAY	1,249
JUN	1,317
JUL	5.44%
JUL	1,361
JUL	3.34%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	28	2.06%	206.5	28	0	0	0		
\$10,001 \$30,000	255	18.74%	99.5	242	12	1	0		
\$30,001 \$50,000	164	12.05%	97.7	140	20	4	0		
\$50,001 \$120,000	387	28.43%	109.5	171	176	39	1		
\$120,001 \$180,000	199	14.62%	135.9	50	112	34	3		
\$180,001 \$310,000	187	13.74%	103.7	38	102	41	6		
\$310,001 and up	141	10.36%	104.4	39	54	32	16		
Total Active Inventory by Units:				1,361	110.8	708	476	151	26
Total Active Inventory by Volume:				199,505,242		71.06M	81.62M	37.41M	9.42M
Average Active Inventory Listing Price:				\$146,587		\$100,361	\$171,480	\$247,725	\$362,254



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

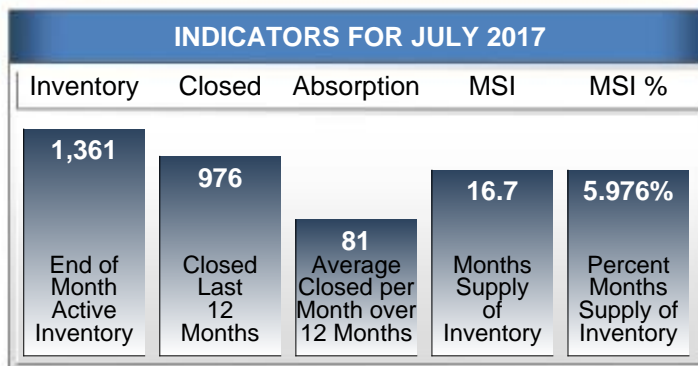
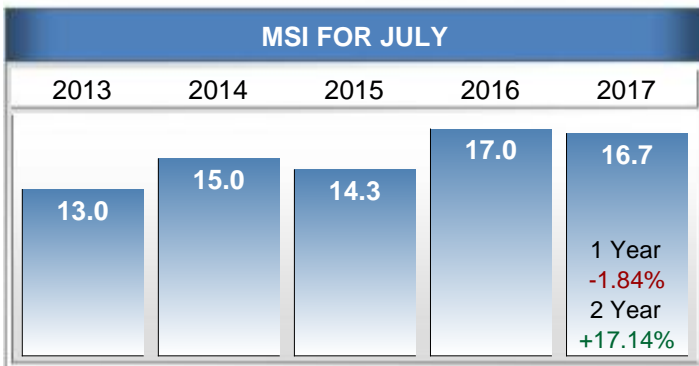
Active Inventory as of Aug 14, 2017



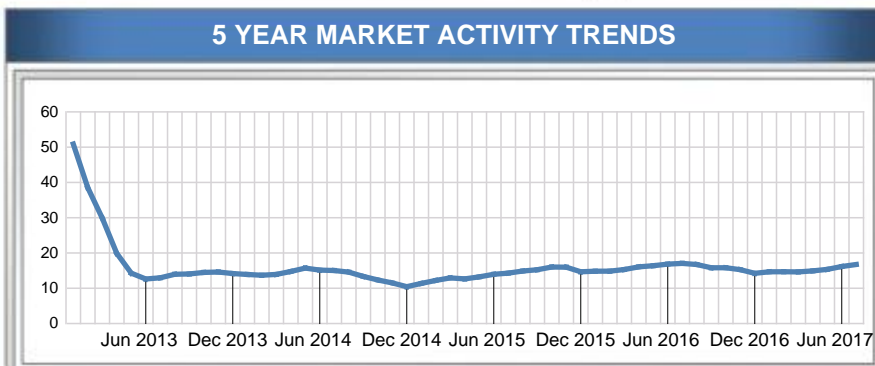
Months Supply of Inventory

Report Produced on: Aug 14, 2017

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



Months Supply
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5yr JUL AVG = 15.2	3 MONTHS
High Jan 2013 = 50.9 Low Dec 2014 = 10.4 <i>Months Supply</i> this month at 16.7 , above the 5 yr JUL average of 15.2	M A Y 15.4 J U N 16.2 5.23% J U L 16.7 3.55%

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	28	2.06%	13.4	16.0	0.0	0.0	0.0
\$10,001 \$30,000	255	18.74%	22.7	33.4	3.5	1.7	0.0
\$30,001 \$50,000	164	12.05%	13.3	21.8	3.8	6.9	0.0
\$50,001 \$120,000	387	28.43%	14.6	19.4	11.9	15.6	4.0
\$120,001 \$180,000	199	14.62%	14.2	25.0	11.2	17.0	0.0
\$180,001 \$310,000	187	13.74%	17.0	35.1	14.1	18.2	14.4
\$310,001 and up	141	10.36%	33.2	46.8	40.5	19.2	38.4
MSI:			16.7	25.1	11.2	15.8	24.0
Total Active Inventory:			1,361	708	476	151	26



Monthly Inventory Analysis

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July 2017

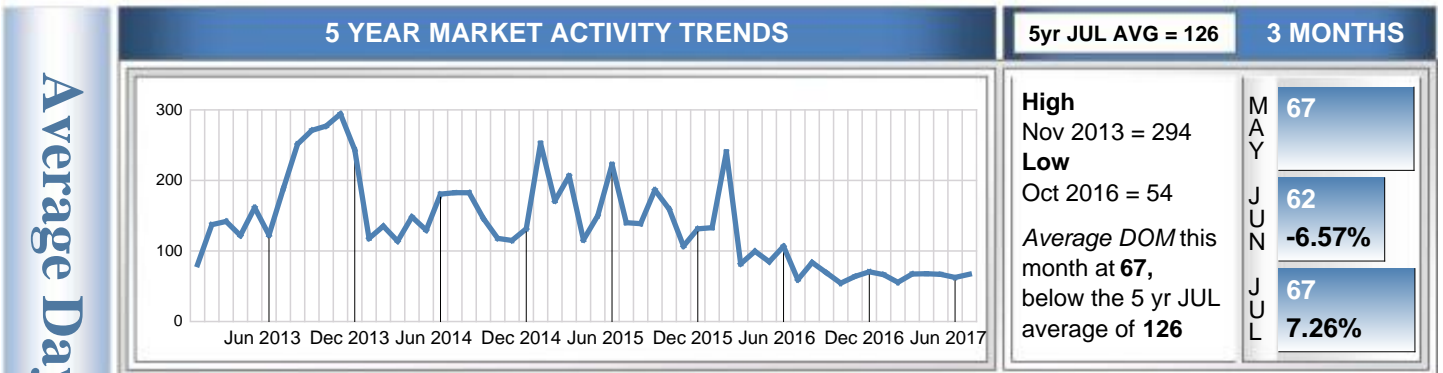
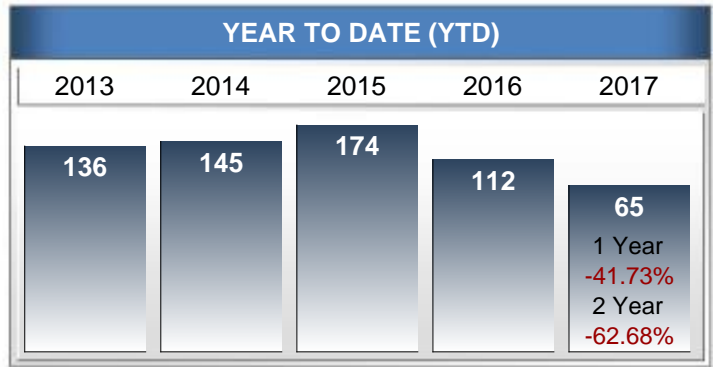
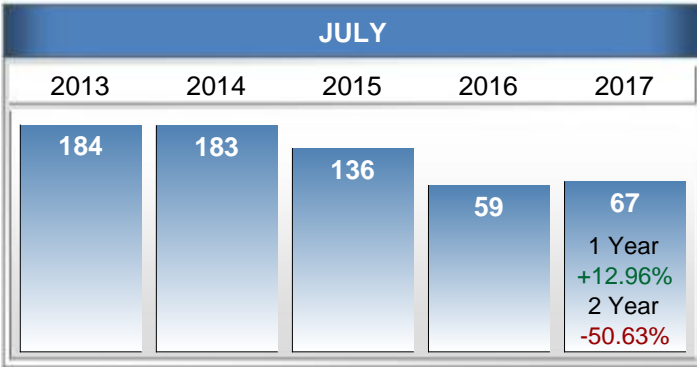
Closed Sales as of Aug 14, 2017



Average Days on Market to Sale

Report Produced on: Aug 14, 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+	
\$20,000 and less	4	5.80%	135.8	139.3	125.0	0.0	0.0	
\$20,001 \$30,000	6	8.70%	80.2	82.5	23.0	128.0	0.0	
\$30,001 \$70,000	15	21.74%	64.8	68.0	52.7	127.0	0.0	
\$70,001 \$120,000	18	26.09%	53.8	56.7	54.8	26.0	0.0	
\$120,001 \$140,000	9	13.04%	75.8	128.0	68.6	74.0	0.0	
\$140,001 \$190,000	10	14.49%	61.3	115.0	56.0	53.0	0.0	
\$190,001 and up	7	10.14%	52.0	0.0	56.0	46.7	0.0	
Average Closed DOM:				67.0	82.1	58.3	66.8	0.0
Total Closed Units:				69	22	38	9	0.0
Total Closed Volume:				7,582,550	1.23M	4.41M	1.94M	0.00B



Monthly Inventory Analysis

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July 2017

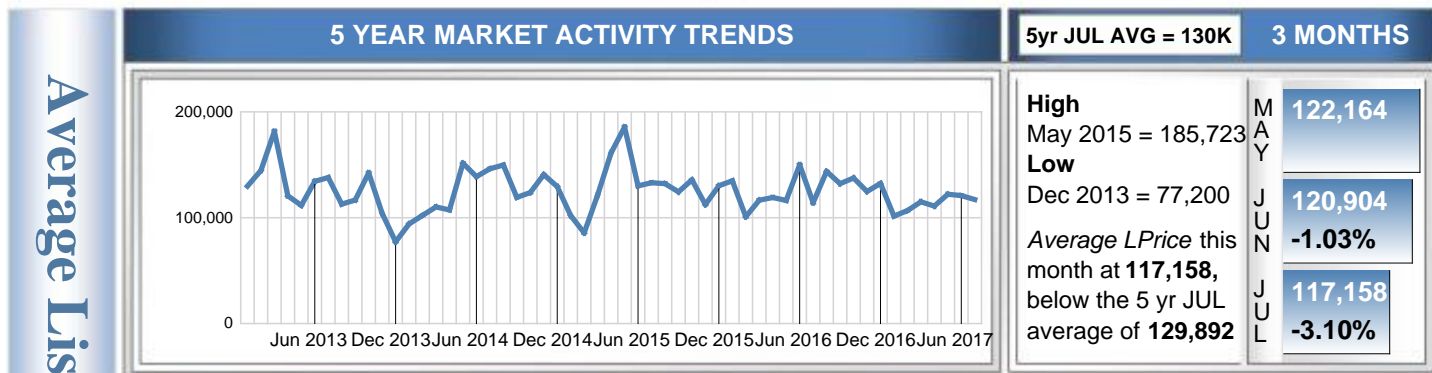
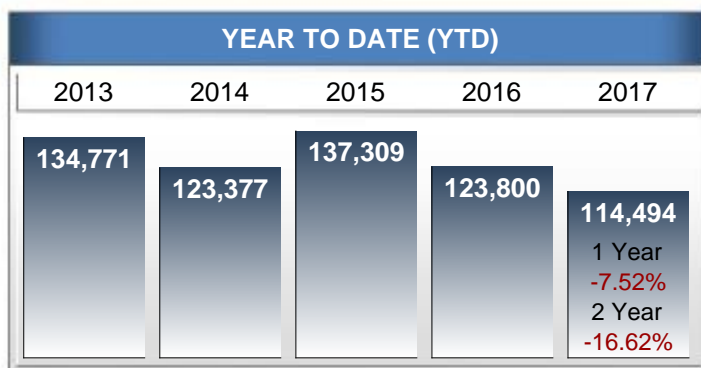
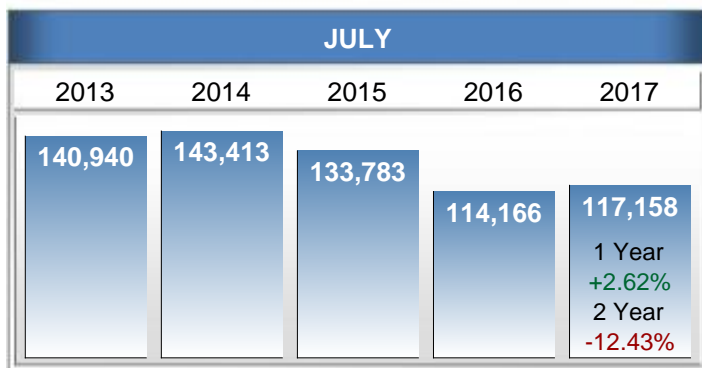
Closed Sales as of Aug 14, 2017



Average List Price at Closing

Report Produced on: Aug 14, 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	3	4.35%	15,333	15,333	35,000	0	0
\$20,001 \$30,000	5	7.25%	27,430	27,313	27,900	32,900	0
\$30,001 \$70,000	17	24.64%	51,082	51,129	56,814	44,900	0
\$70,001 \$120,000	17	24.64%	87,332	80,525	95,600	84,900	0
\$120,001 \$140,000	10	14.49%	133,220	132,000	132,871	138,000	0
\$140,001 \$190,000	8	11.59%	159,887	200,000	166,628	154,900	0
\$190,001 and up	9	13.04%	326,267	0	270,625	484,633	0
Average List Price:	\$117,158			\$60,377	\$123,453	\$229,378	\$0
Total Closed Units:	69			22	38	9	
Total List Volume:	8,083,896			1.33M	4.69M	2.06M	0.00B



Monthly Inventory Analysis

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July 2017

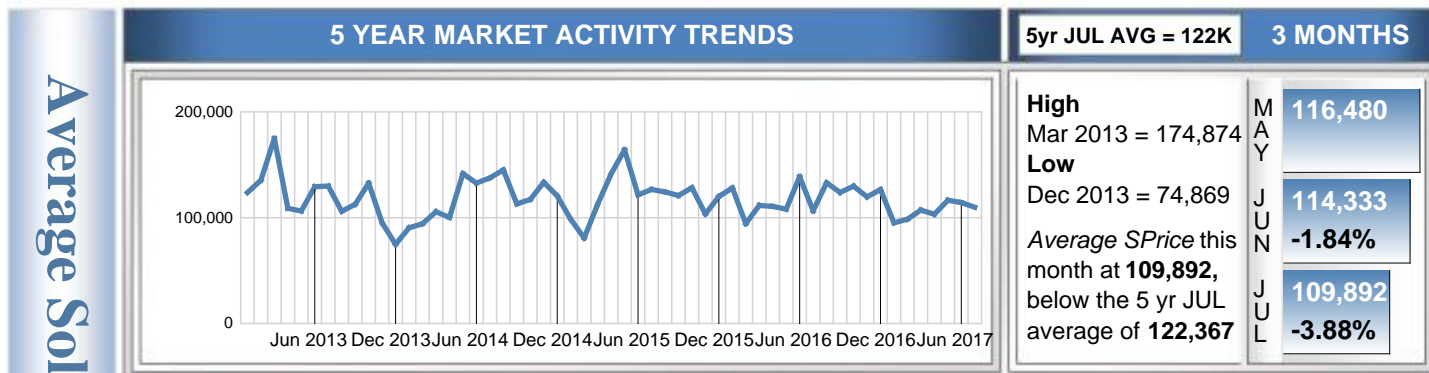
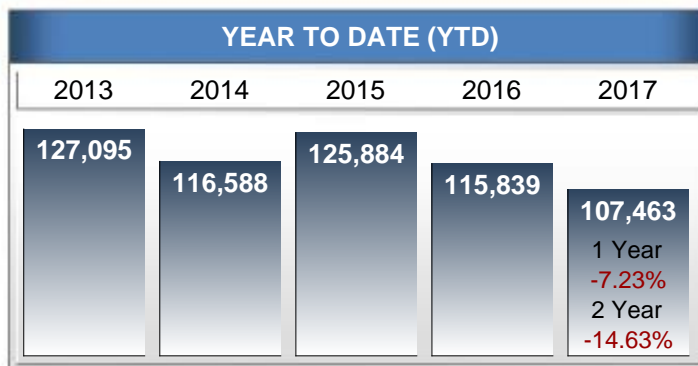
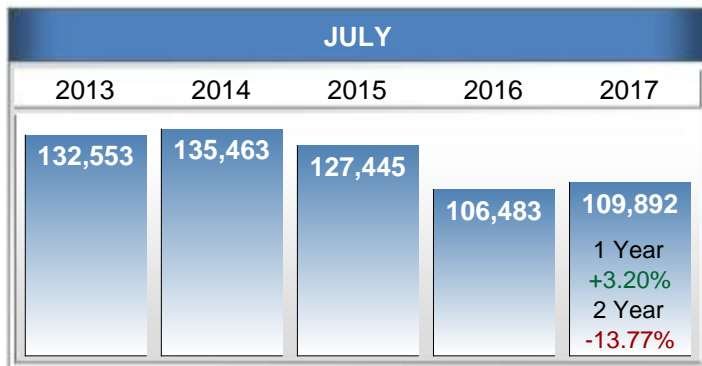
Closed Sales as of Aug 14, 2017



Average Sold Price at Closing

Report Produced on: Aug 14, 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	4	5.80%	14,125	12,167	20,000	0	0
\$20,001 \$30,000	6	8.70%	25,417	24,375	25,000	30,000	0
\$30,001 \$70,000	15	21.74%	49,720	47,557	53,629	37,500	0
\$70,001 \$120,000	18	26.09%	84,864	76,000	90,141	80,000	0
\$120,001 \$140,000	9	13.04%	129,533	129,000	130,257	125,000	0
\$140,001 \$190,000	10	14.49%	155,340	180,000	152,643	152,450	0
\$190,001 and up	7	10.14%	340,143	0	255,250	453,333	0
Average Closed Price:	\$109,892			\$55,995	\$116,138	\$215,267	\$0
Total Closed Units:	69			22	38	9	
Total Closed Volume:	7,582,550			1.23M	4.41M	1.94M	0.00B



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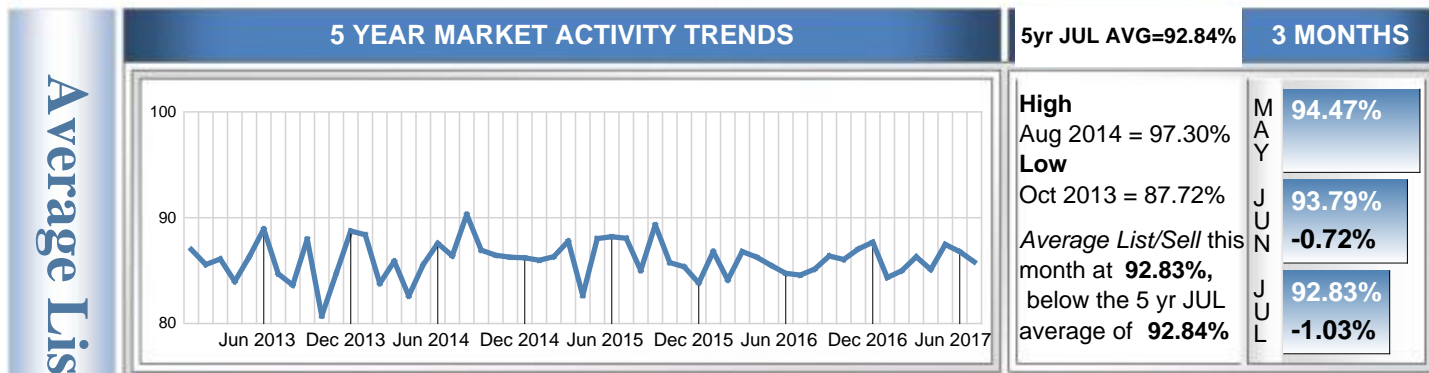
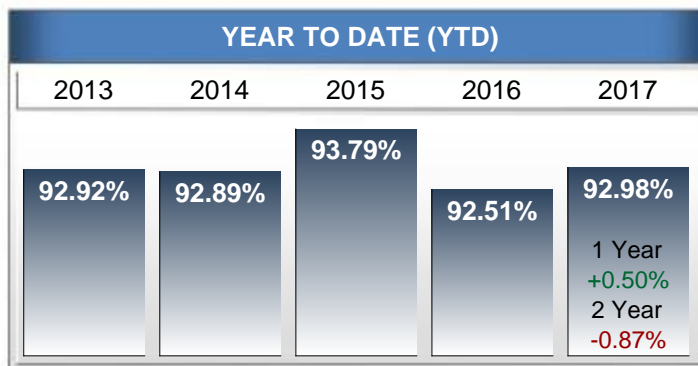
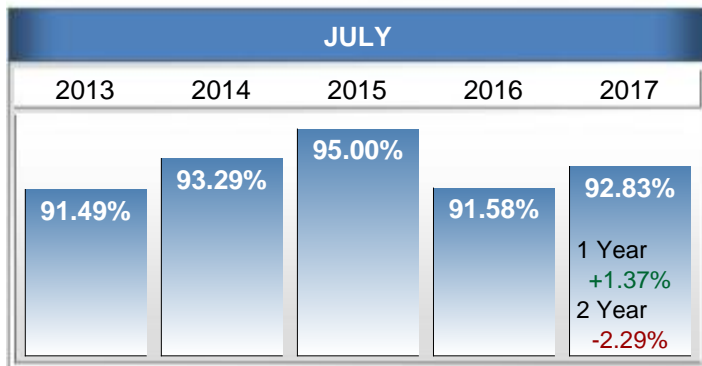
Closed Sales as of Aug 14, 2017



Average Percent of List Price to Selling Price

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Average List/Sell 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	4	5.80%	73.77%	79.32%	57.14%	0.00%	0.00%	
\$20,001 \$30,000	6	8.70%	89.49%	89.04%	89.61%	91.19%	0.00%	
\$30,001 \$70,000	15	21.74%	93.20%	93.68%	94.11%	83.52%	0.00%	
\$70,001 \$120,000	18	26.09%	94.66%	94.78%	94.63%	94.23%	0.00%	
\$120,001 \$140,000	9	13.04%	97.25%	97.73%	98.14%	90.58%	0.00%	
\$140,001 \$190,000	10	14.49%	93.48%	90.00%	92.58%	98.37%	0.00%	
\$190,001 and up	7	10.14%	94.45%	0.00%	94.69%	94.13%	0.00%	
Average List/Sell Ratio:				92.80%	91.19%	93.69%	93.18%	0.00%
Total Closed Units:				69	22	38	9	
Total Closed Volume:				7,582,550	1.23M	4.41M	1.94M	0.00B



Monthly Inventory Analysis

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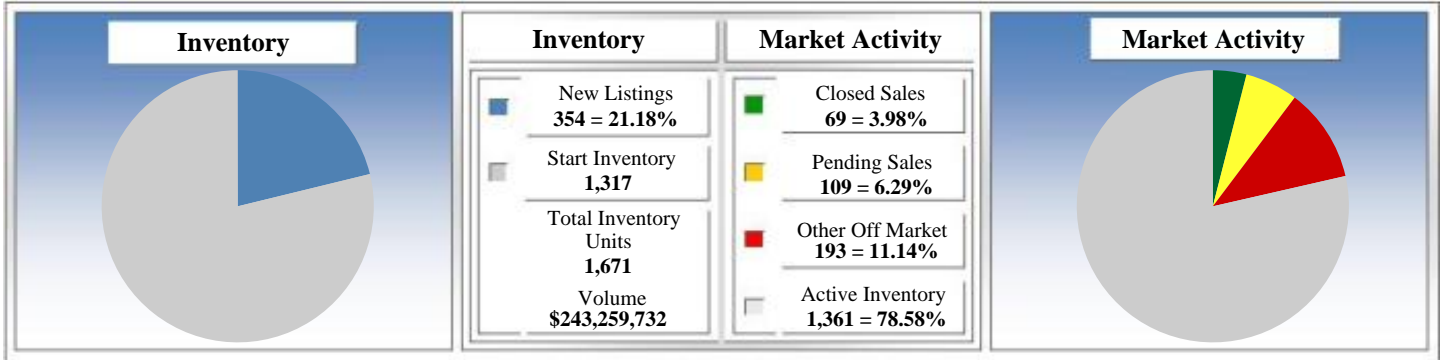
Inventory as of Aug 14, 2017



Market Summary

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



Absorption: Last 12 months, an Average of **81** Sales/Month

Active Inventory as of July 30, 2017 = **1,361**

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	71	69	-2.82%	520	531	2.12%
Pending Sales	99	109	10.10%	615	635	3.25%
New Listings	304	354	16.45%	2,028	2,172	7.10%
Average List Price	114,166	117,158	2.62%	123,800	114,494	-7.52%
Average Sale Price	106,483	109,892	3.20%	115,839	107,463	-7.23%
Average Percent of List Price to Selling Price	91.58%	92.83%	1.37%	92.51%	92.98%	0.50%
Average Days on Market to Sale	59.32	67.01	12.96%	111.71	65.09	-41.73%
Monthly Inventory	1,254	1,361	8.53%	1,254	1,361	8.53%
Months Supply of Inventory	17.02	16.73	-1.70%	17.02	16.73	-1.70%

