



May 2017

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

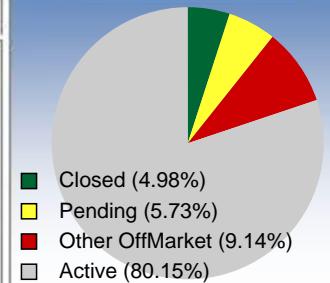


Absorption: Last 12 months, an Average of **79** Sales/Month

Active Inventory as of May 31, 2017 = **1,272**

| | MAY | | |
|---|---------|--------|---------|
| | 2016 | 2017 | +/- % |
| Closed Listings | 81 | 79 | -2.47% |
| Pending Listings | 82 | 91 | 10.98% |
| New Listings | 287 | 266 | -7.32% |
| Median List Price | 104,900 | 85,900 | -18.11% |
| Median Sale Price | 88,000 | 87,000 | -1.14% |
| Median Percent of List Price to Selling Price | 94.55% | 96.19% | 1.74% |
| Median Days on Market to Sale | 44.00 | 51.00 | 15.91% |
| End of Month Inventory | 1,201 | 1,272 | 5.91% |
| Months Supply of Inventory | 16.80 | 16.03 | -4.55% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **5.91%** to 1,272 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **16.03** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.14%** in May 2017 to \$87,000 versus the previous year at \$88,000.

Median Days on Market Lengthens

The median number of **51.00** days that homes spent on the market before selling increased by 7.00 days or **15.91%** in May 2017 compared to last year's same month at **44.00** DOM.

Sales Success for May 2017 is Positive

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

There were 266 New Listings in May 2017, down **7.32%** from last year at 287. Furthermore, there were 79 Closed Listings this month versus last year at 81, a **-2.47%** decrease.

Closed versus Listed trends yielded a **29.7%** ratio, up from previous year's, May 2016, at **28.2%**, a **5.23%** upswing. 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

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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

Data from the **Greater Tulsa Association of REALTORS®**

May 2017

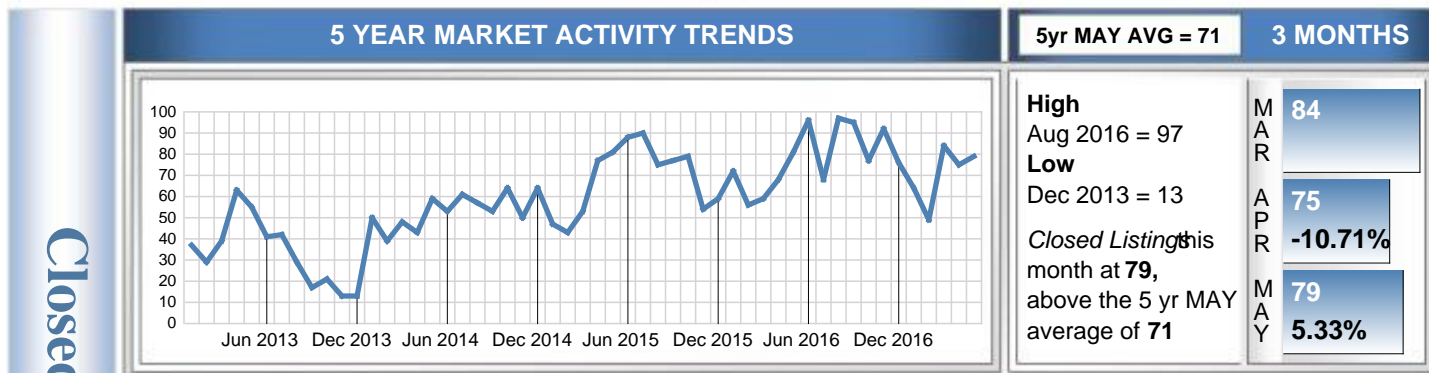
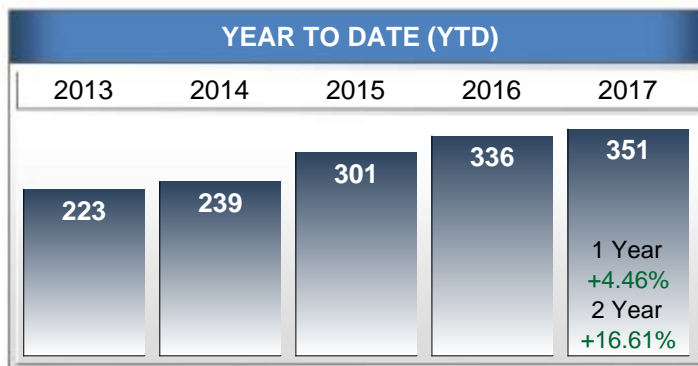
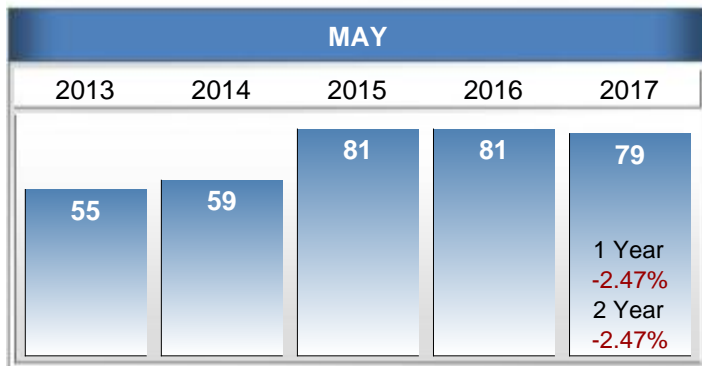
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|----|--------|------|--|--------|--------|---------|
| \$20,000 and less | 5 | 6.33% | 12.0 | 4 | 0 | 1 | 0 |
| \$20,001 - \$40,000 | 13 | 16.46% | 44.0 | 6 | 7 | 0 | 0 |
| \$40,001 - \$60,000 | 9 | 11.39% | 68.0 | 3 | 5 | 1 | 0 |
| \$60,001 - \$110,000 | 20 | 25.32% | 66.5 | 7 | 10 | 3 | 0 |
| \$110,001 - \$150,000 | 13 | 16.46% | 50.0 | 2 | 10 | 1 | 0 |
| \$150,001 - \$280,000 | 12 | 15.19% | 58.0 | 0 | 10 | 2 | 0 |
| \$280,001 and up | 7 | 8.86% | 51.0 | 1 | 2 | 2 | 2 |
| Total Closed Units: 79 | | | | 51.0 | | | |
| Total Closed Volume: 9,243,874 | | | | 23 44 10 2 | | | |
| Median Closed Price: \$87,000 | | | | 1.46M 5.36M 1.77M 659.00K | | | |
| | | | | \$60,000 \$106,500 \$117,500 \$329,500 | | | |

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

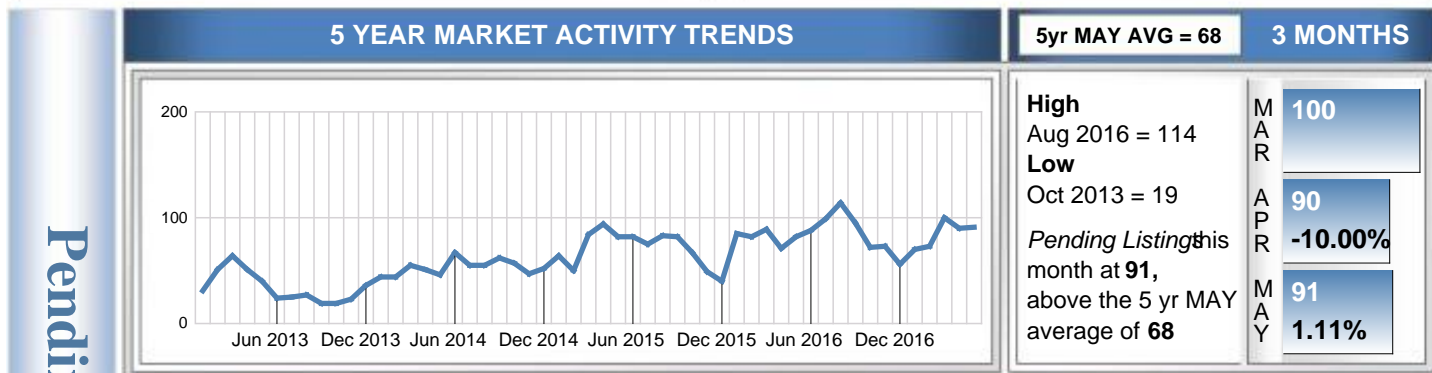
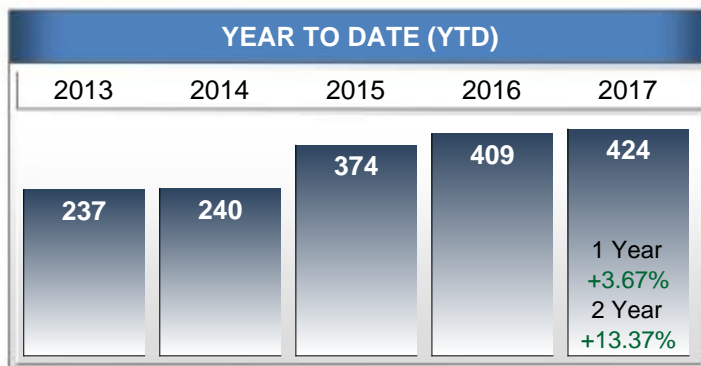
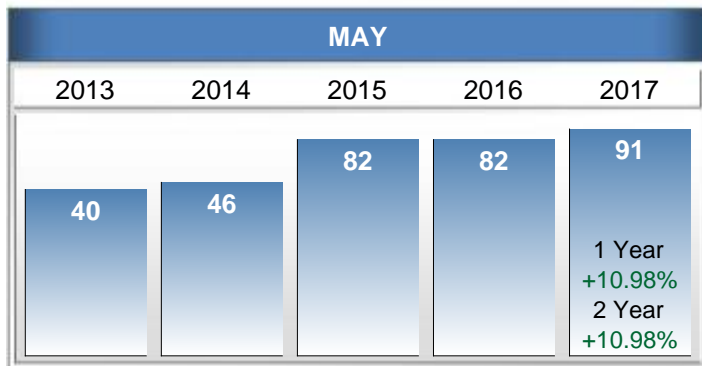
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|---|----|--------|------|------------|--------|----------|-----------|-----------|-----------|
| \$30,000 and less | 7 | 7.69% | 45.0 | 5 | 1 | 1 | 0 | | |
| \$30,001 - \$60,000 | 14 | 15.38% | 40.5 | 9 | 5 | 0 | 0 | | |
| \$60,001 - \$80,000 | 13 | 14.29% | 48.0 | 4 | 9 | 0 | 0 | | |
| \$80,001 - \$130,000 | 18 | 19.78% | 37.5 | 4 | 14 | 0 | 0 | | |
| \$130,001 - \$180,000 | 17 | 18.68% | 60.0 | 3 | 12 | 1 | 1 | | |
| \$180,001 - \$290,000 | 11 | 12.09% | 34.0 | 1 | 8 | 2 | 0 | | |
| \$290,001 and up | 11 | 12.09% | 97.0 | 2 | 3 | 5 | 1 | | |
| Total Pending Units: | | | | 91 | 48.0 | 28 | 52 | 9 | 2 |
| Total Pending Volume: | | | | 14,142,100 | | 2.55M | 6.99M | 4.09M | 518.90K |
| Median Listing Price: | | | | \$114,900 | | \$66,250 | \$119,400 | \$375,000 | \$259,450 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

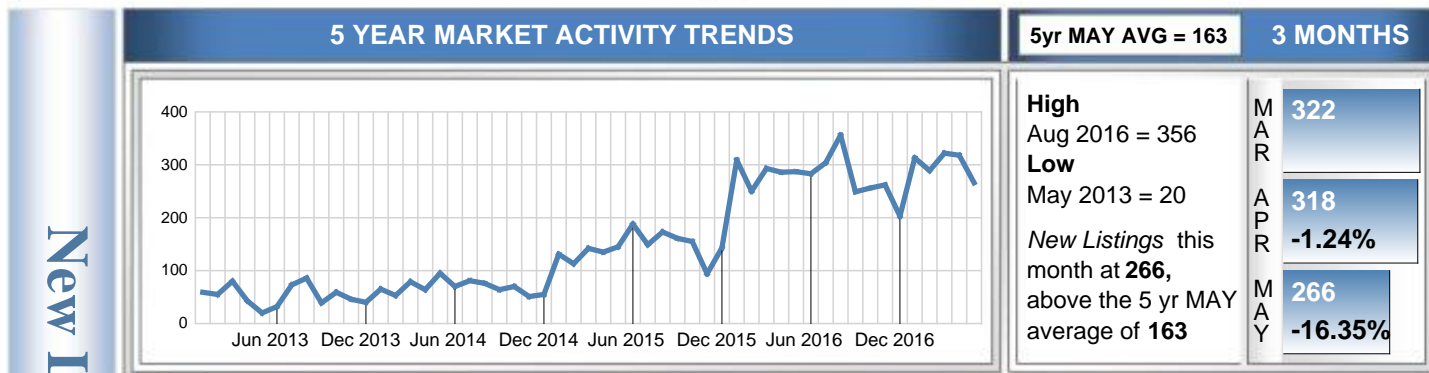
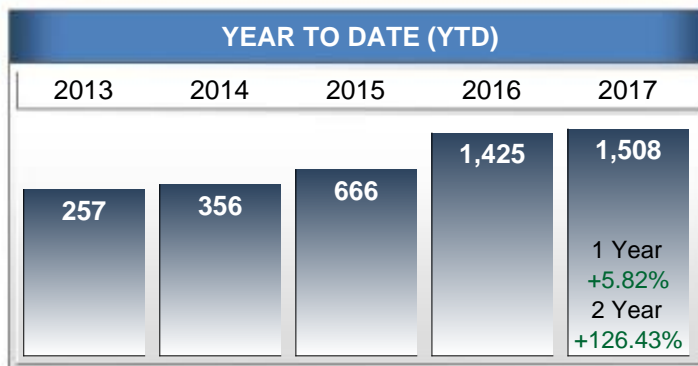
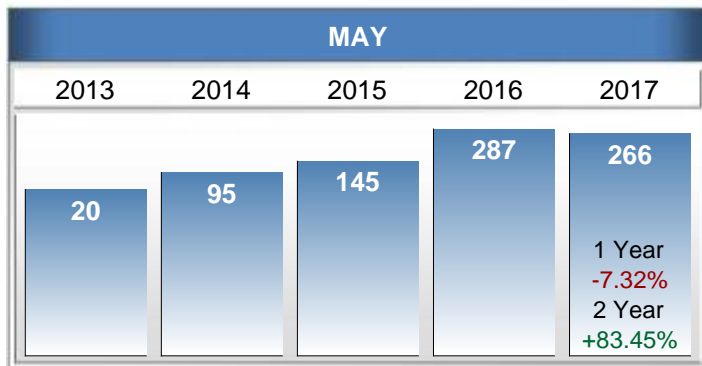
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

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



New Listings

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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 | 7.89% | 21 | 0 | 0 | 0 |
| \$20,001 \$40,000 | 35 | 13.16% | 29 | 6 | 0 | 0 |
| \$40,001 \$70,000 | 43 | 16.17% | 27 | 13 | 3 | 0 |
| \$70,001 \$120,000 | 66 | 24.81% | 22 | 35 | 8 | 1 |
| \$120,001 \$170,000 | 38 | 14.29% | 8 | 22 | 6 | 2 |
| \$170,001 \$320,000 | 36 | 13.53% | 11 | 18 | 7 | 0 |
| \$320,001 and up | 27 | 10.15% | 9 | 10 | 7 | 1 |
| Total New Listed Units: | | | 127 | 104 | 31 | 4 |
| Total New Listed Volume: | | | 45,066,722 | 17.73M | 19.91M | 6.62M 803.00K |
| Median New Listed Listing Price: | | | \$98,890 | \$49,000 | \$118,950 | \$159,900 \$158,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

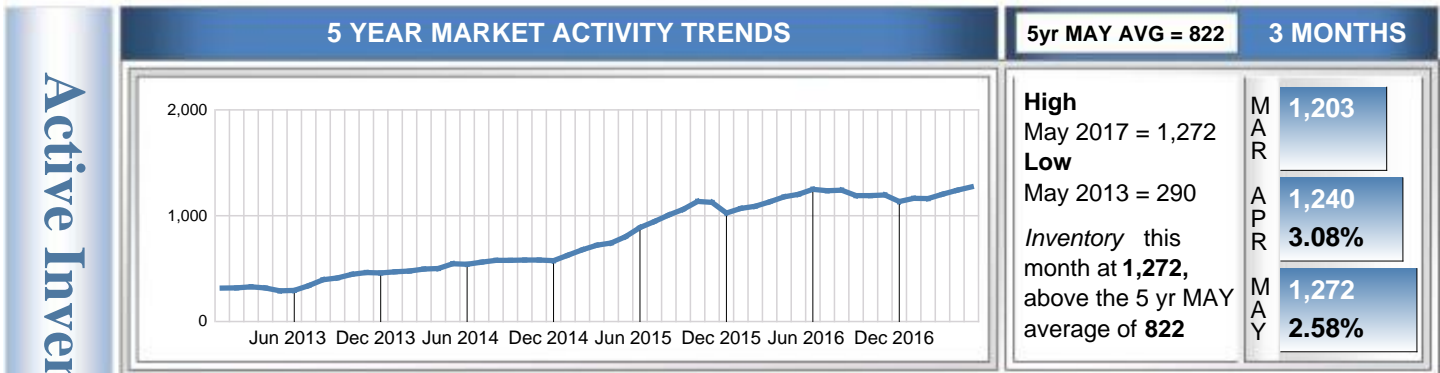
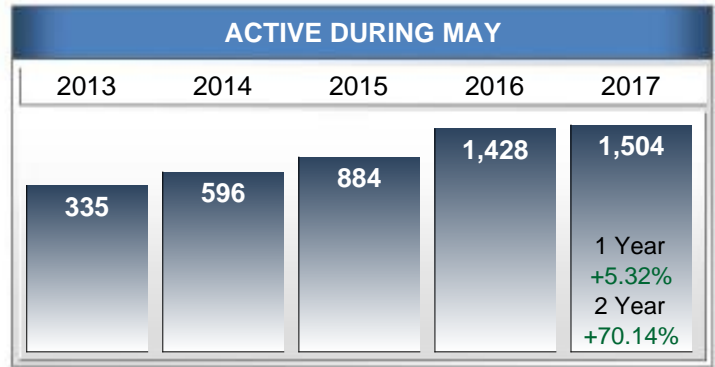
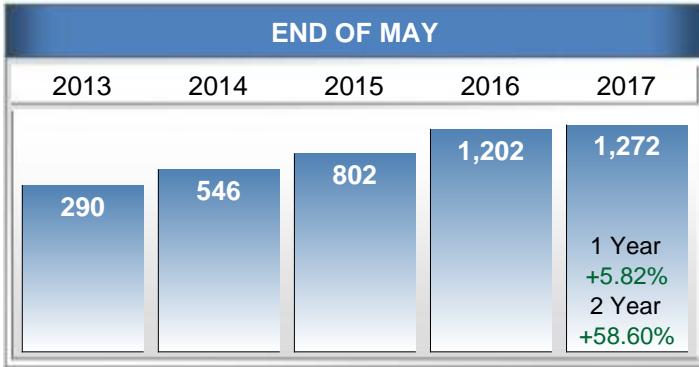
Active Inventory as of Jun 12, 2017



Active Inventory

Report Produced on: Jun 12, 2017

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-----|--------|-------|-------------|--------|----------|-----------|-----------|-----------|
| \$10,000 and less | 23 | 1.81% | 96.0 | 23 | 0 | 0 | 0 | | |
| \$10,001 - \$30,000 | 244 | 19.18% | 103.0 | 233 | 11 | 0 | 0 | | |
| \$30,001 - \$60,000 | 205 | 16.12% | 81.0 | 152 | 44 | 9 | 0 | | |
| \$60,001 - \$130,000 | 315 | 24.76% | 75.0 | 128 | 155 | 31 | 1 | | |
| \$130,001 - \$190,000 | 193 | 15.17% | 77.0 | 44 | 108 | 38 | 3 | | |
| \$190,001 - \$320,000 | 159 | 12.50% | 76.0 | 40 | 75 | 36 | 8 | | |
| \$320,001 and up | 133 | 10.46% | 77.0 | 31 | 51 | 37 | 14 | | |
| Total Active Inventory by Units: | | | | 1,272 | 80.0 | 651 | 444 | 151 | 26 |
| Total Active Inventory by Volume: | | | | 190,554,975 | | 65.32M | 78.84M | 37.19M | 9.20M |
| Median Active Inventory Listing Price: | | | | \$89,950 | | \$44,000 | \$139,000 | \$186,000 | \$329,050 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

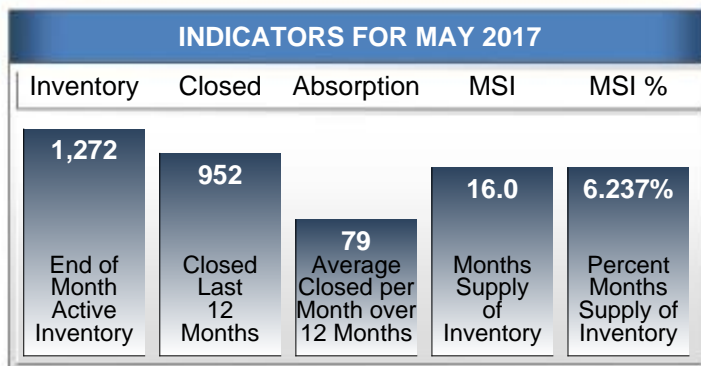
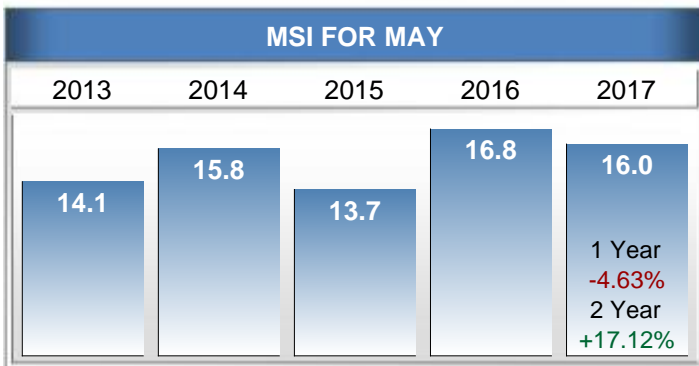
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

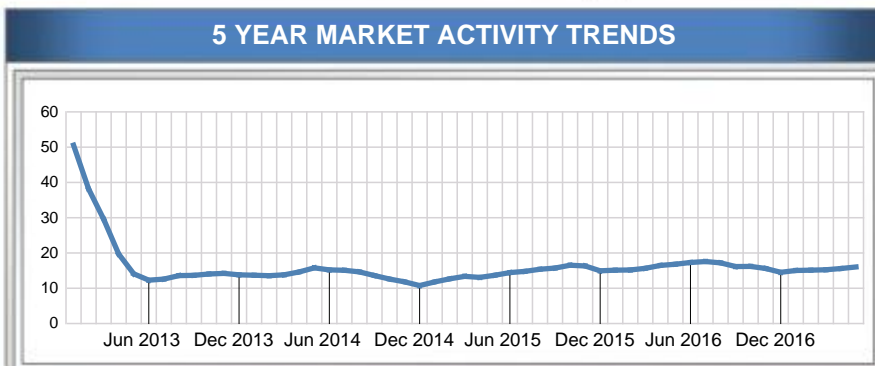
Report Produced on: Jun 12, 2017

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Months Supply

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5yr MAY AVG = 15.3 **3 MONTHS**

High
Jan 2013 = 50.6

Low
Dec 2014 = 10.8

Months Supply this month at **16.0**, above the 5 yr MAY average of **15.3**

| | |
|-------|-------|
| M A R | 15.2 |
| A P R | 15.6 |
| M A Y | 16.0 |
| | 2.32% |
| | 2.80% |

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 | 23 | 1.81% | 9.9 | 12.5 | 0.0 | 0.0 | 0.0 |
| \$10,001 \$30,000 | 244 | 19.18% | 24.2 | 34.5 | 3.8 | 0.0 | 0.0 |
| \$30,001 \$60,000 | 205 | 16.12% | 13.1 | 19.4 | 6.1 | 13.5 | 0.0 |
| \$60,001 \$130,000 | 315 | 24.76% | 12.2 | 16.9 | 9.9 | 12.8 | 3.0 |
| \$130,001 \$190,000 | 193 | 15.17% | 16.7 | 37.7 | 12.7 | 19.8 | 0.0 |
| \$190,001 \$320,000 | 159 | 12.50% | 17.2 | 36.9 | 13.0 | 18.0 | 19.2 |
| \$320,001 and up | 133 | 10.46% | 29.6 | 37.2 | 32.2 | 24.7 | 24.0 |
| MSI: | | | 16.0 | 24.0 | 10.6 | 16.9 | 19.5 |
| Total Active Inventory: | | | 1,272 | 651 | 444 | 151 | 26 |



Monthly Inventory Analysis

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May 2017

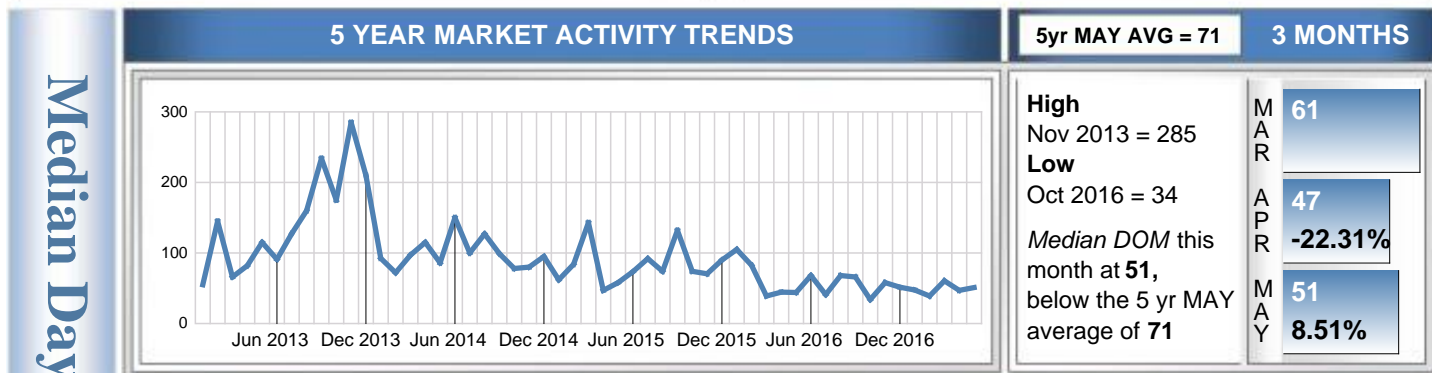
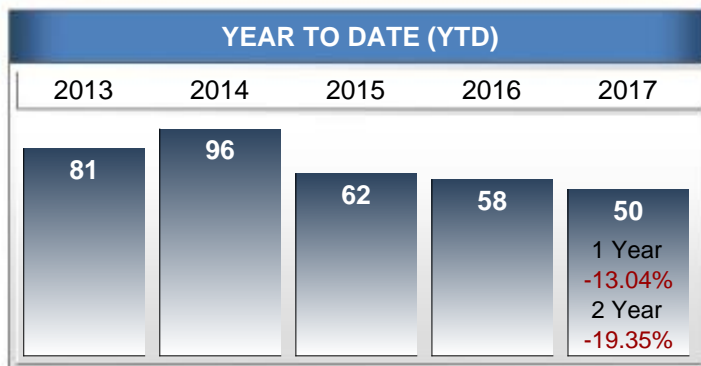
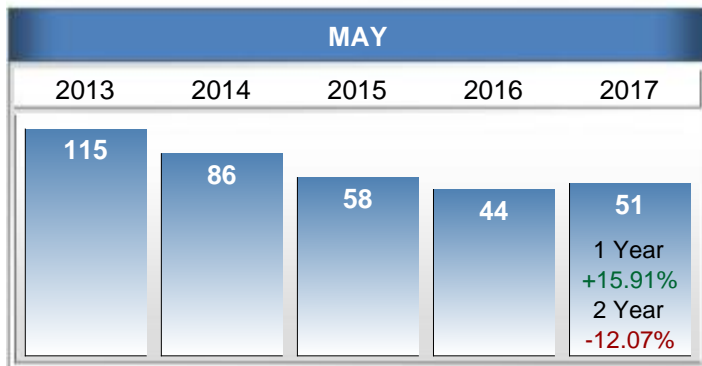
Closed Sales as of Jun 12, 2017



Median Days on Market to Sale

Report Produced on: Jun 12, 2017

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



Median Days on Market

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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 | 5 | | 6.33% | 12.0 | 16.5 | 0.0 | 2.0 | 0.0 |
| \$20,001 \$40,000 | 13 | | 16.46% | 44.0 | 78.5 | 44.0 | 0.0 | 0.0 |
| \$40,001 \$60,000 | 9 | | 11.39% | 68.0 | 29.0 | 68.0 | 133.0 | 0.0 |
| \$60,001 \$110,000 | 20 | | 25.32% | 66.5 | 39.0 | 86.5 | 50.0 | 0.0 |
| \$110,001 \$150,000 | 13 | | 16.46% | 50.0 | 107.5 | 57.5 | 50.0 | 0.0 |
| \$150,001 \$280,000 | 12 | | 15.19% | 58.0 | 0.0 | 64.0 | 42.0 | 0.0 |
| \$280,001 and up | 7 | | 8.86% | 51.0 | 124.0 | 5.5 | 26.0 | 119.5 |
| Median Closed DOM: | 51.0 | | | | 39.0 | 64.5 | 47.0 | 119.5 |
| Total Closed Units: | 79 | | | | 23 | 44 | 10 | 2 |
| Total Closed Volume: | 9,243,874 | | | | 1.46M | 5.36M | 1.77M | 659.00K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

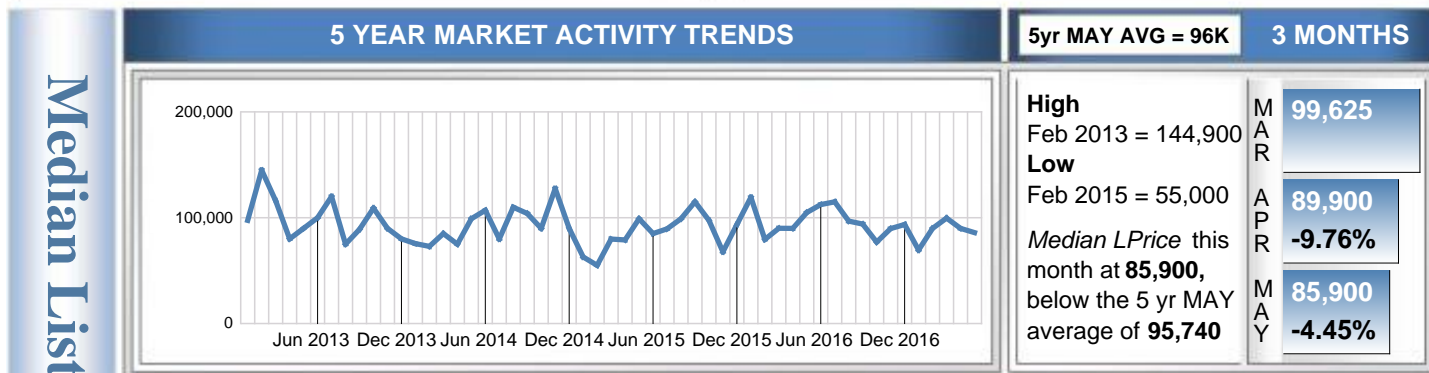
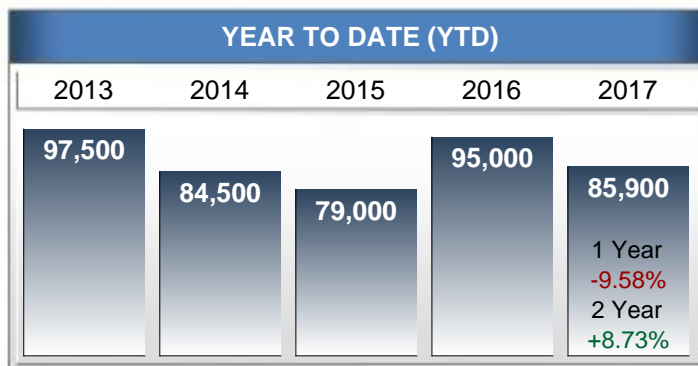
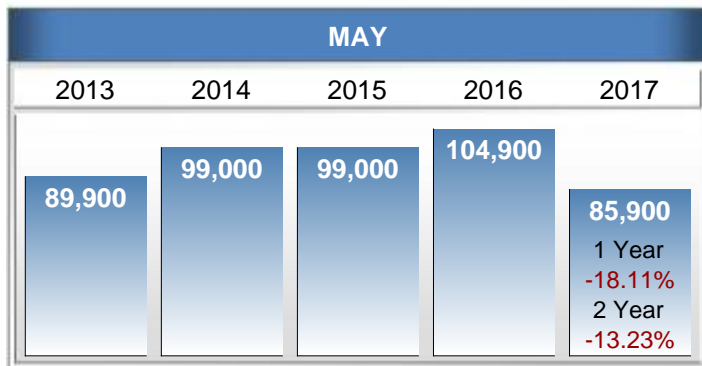
Closed Sales as of Jun 12, 2017



Median List Price at Closing

Report Produced on: Jun 12, 2017

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



Median List Price

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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 | 5 | | 6.33% | 16,000 | 12,500 | 0 | 17,000 | 0 |
| \$20,001 - \$40,000 | 7 | | 8.86% | 32,500 | 33,750 | 24,000 | 0 | 0 |
| \$40,001 - \$60,000 | 12 | | 15.19% | 47,750 | 47,000 | 50,000 | 0 | 0 |
| \$60,001 - \$110,000 | 23 | | 29.11% | 79,900 | 75,000 | 82,800 | 86,200 | 0 |
| \$110,001 - \$150,000 | 11 | | 13.92% | 129,900 | 132,000 | 129,450 | 144,999 | 0 |
| \$150,001 - \$280,000 | 13 | | 16.46% | 213,900 | 0 | 215,000 | 186,450 | 0 |
| \$280,001 and up | 8 | | 10.13% | 314,950 | 299,000 | 299,900 | 471,450 | 339,450 |
| Median List Price: | | \$85,900 | | | \$65,000 | \$113,000 | \$120,000 | \$339,450 |
| Total Closed Units: | | 79 | | | 23 | 44 | 10 | 2 |
| Total List Volume: | | 9,693,293 | | | 1.64M | 5.56M | 1.81M | 678.90K |



Monthly Inventory Analysis

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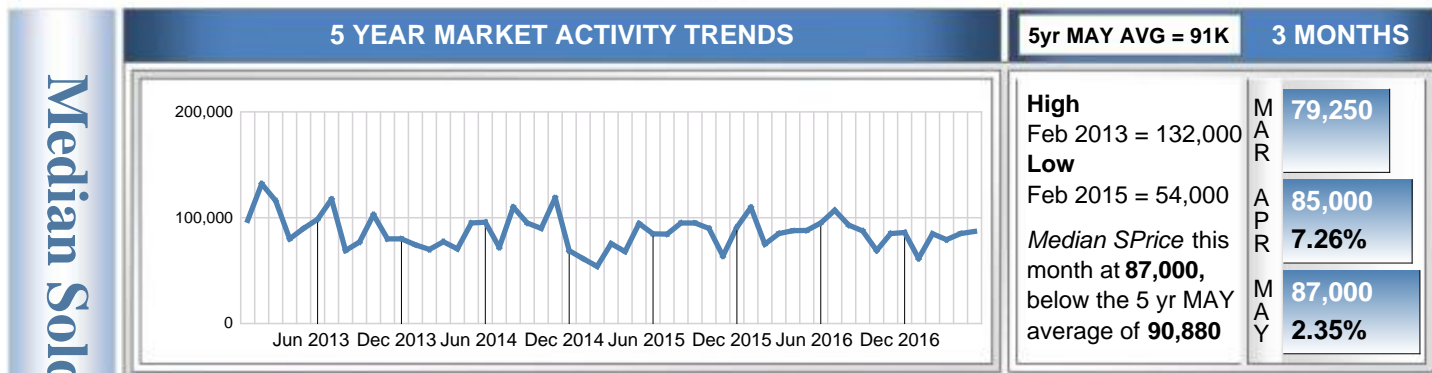
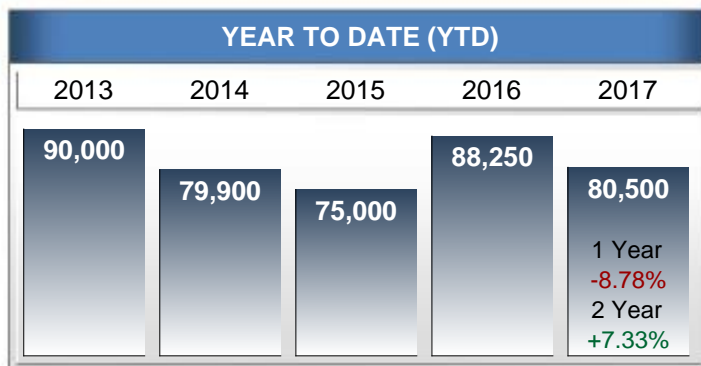
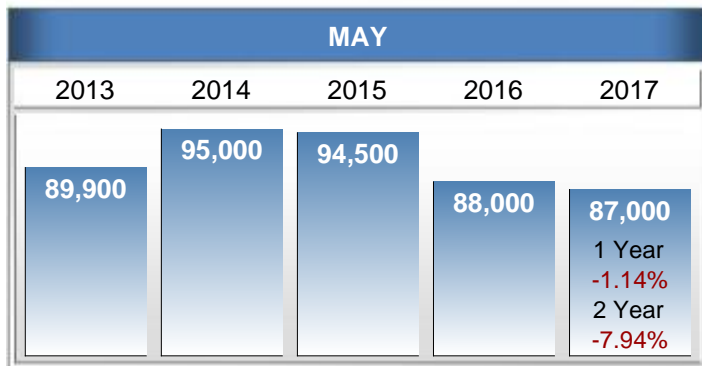
Closed Sales as of Jun 12, 2017



Median Sold Price at Closing

Report Produced on: Jun 12, 2017

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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 | 5 | | 6.33% | 15,000 | 11,600 | 0 | 17,000 | 0 |
| \$20,001 \$40,000 | 13 | | 16.46% | 31,500 | 32,000 | 31,500 | 0 | 0 |
| \$40,001 \$60,000 | 9 | | 11.39% | 51,500 | 60,000 | 48,900 | 59,000 | 0 |
| \$60,001 \$110,000 | 20 | | 25.32% | 79,950 | 76,000 | 83,450 | 89,900 | 0 |
| \$110,001 \$150,000 | 13 | | 16.46% | 129,000 | 113,750 | 130,250 | 144,999 | 0 |
| \$150,001 \$280,000 | 12 | | 15.19% | 211,500 | 0 | 216,000 | 180,300 | 0 |
| \$280,001 and up | 7 | | 8.86% | 310,000 | 286,950 | 288,500 | 461,500 | 329,500 |
| Median Closed Price: | \$87,000 | | | | \$60,000 | \$106,500 | \$117,500 | \$329,500 |
| Total Closed Units: | 79 | | | | 23 | 44 | 10 | 2 |
| Total Closed Volume: | 9,243,874 | | | | 1.46M | 5.36M | 1.77M | 659.00K |



Monthly Inventory Analysis

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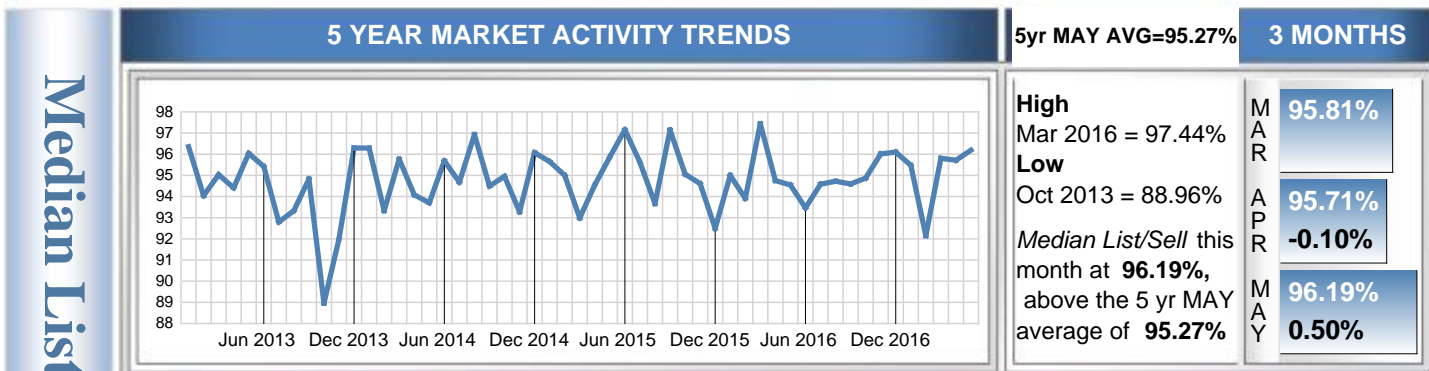
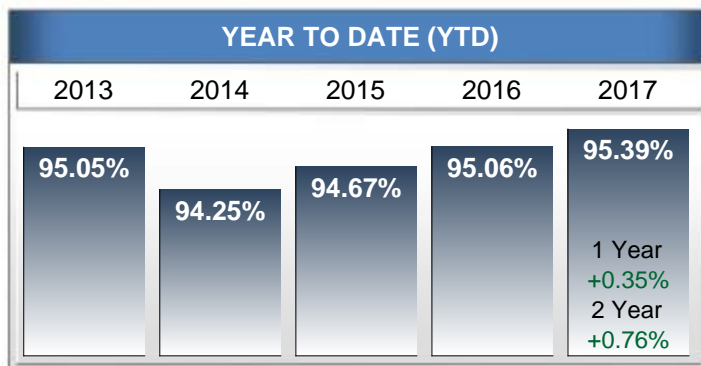
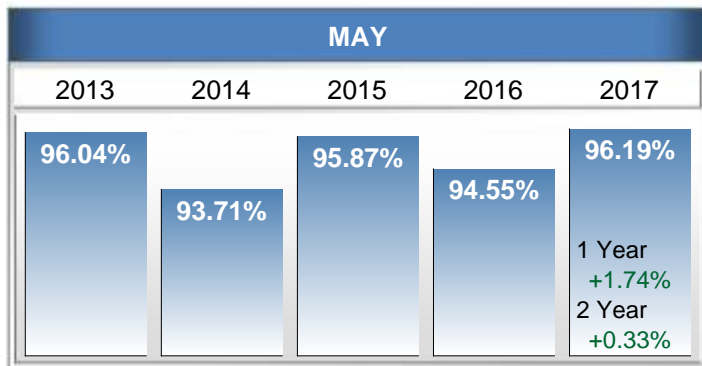
Closed Sales as of Jun 12, 2017



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 | 5 | 6.33% | 100.00% | 96.88% | 0.00% | 100.00% | 0.00% |
| \$20,001 \$40,000 | 13 | 16.46% | 89.89% | 73.23% | 97.69% | 0.00% | 0.00% |
| \$40,001 \$60,000 | 9 | 11.39% | 90.77% | 92.31% | 86.54% | 90.77% | 0.00% |
| \$60,001 \$110,000 | 20 | 25.32% | 96.71% | 92.68% | 99.05% | 96.77% | 0.00% |
| \$110,001 \$150,000 | 13 | 16.46% | 95.24% | 86.37% | 95.58% | 100.00% | 0.00% |
| \$150,001 \$280,000 | 12 | 15.19% | 97.29% | 0.00% | 97.29% | 96.48% | 0.00% |
| \$280,001 and up | 7 | 8.86% | 97.33% | 95.97% | 98.67% | 98.28% | 96.98% |
| Median List/Sell Ratio: | 96.19% | | | 91.11% | 97.12% | 97.38% | 96.98% |
| Total Closed Units: | 79 | | | 23 | 44 | 10 | 2 |
| Total Closed Volume: | 9,243,874 | | | 1.46M | 5.36M | 1.77M | 659.00K |



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Data from the Greater Tulsa Association of REALTORS®

May 2017

Inventory as of Jun 12, 2017



Market Summary

Report Produced on: Jun 12, 2017

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



Absorption: Last 12 months, an Average of 79 Sales/Month

Active Inventory as of May 31, 2017 = 1,272

| | MAY | | | Year To Date | | |
|---|---------|--------|---------|--------------|--------|---------|
| | 2016 | 2017 | +/-% | 2016 | 2017 | +/-% |
| Closed Sales | 81 | 79 | -2.47% | 336 | 351 | 4.46% |
| Pending Sales | 82 | 91 | 10.98% | 409 | 424 | 3.67% |
| New Listings | 287 | 266 | -7.32% | 1,425 | 1,508 | 5.82% |
| Median List Price | 104,900 | 85,900 | -18.11% | 95,000 | 85,900 | -9.58% |
| Median Sale Price | 88,000 | 87,000 | -1.14% | 88,250 | 80,500 | -8.78% |
| Median Percent of List Price to Selling Price | 94.55% | 96.19% | 1.74% | 95.06% | 95.39% | 0.35% |
| Median Days on Market to Sale | 44.00 | 51.00 | 15.91% | 57.50 | 50.00 | -13.04% |
| Monthly Inventory | 1,201 | 1,272 | 5.91% | 1,201 | 1,272 | 5.91% |
| Months Supply of Inventory | 16.80 | 16.03 | -4.55% | 16.80 | 16.03 | -4.55% |

