



## October 2017

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

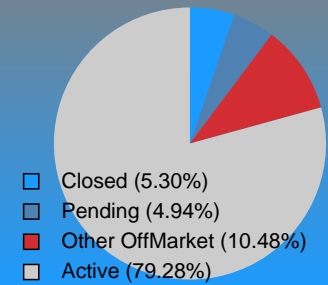


### MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	79	88	11.39%
Pending Listings	74	82	10.81%
New Listings	256	280	9.38%
Average List Price	137,516	119,896	-12.81%
Average Sale Price	129,815	113,414	-12.63%
Average Percent of List Price to Selling Price	93.05%	93.58%	0.57%
Average Days on Market to Sale	54.41	71.01	30.52%
End of Month Inventory	1,197	1,316	9.94%
Months Supply of Inventory	15.80	15.79	-0.06%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of October 31, 2017 = **1,316**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **9.94%** to 1,316 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **15.79** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.63%** in October 2017 to \$113,414 versus the previous year at \$129,815.

##### Average Days on Market Lengthens

The average number of **71.01** days that homes spent on the market before selling increased by 16.61 days or **30.52%** in October 2017 compared to last year's same month at **54.41** DOM.

##### Sales Success for October 2017 is Positive

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

There were 280 New Listings in October 2017, up **9.38%** from last year at 256. Furthermore, there were 88 Closed Listings this month versus last year at 79, a **11.39%** increase.

Closed versus Listed trends yielded a **31.4%** ratio, up from previous year's, October 2016, at **30.9%**, a **1.84%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

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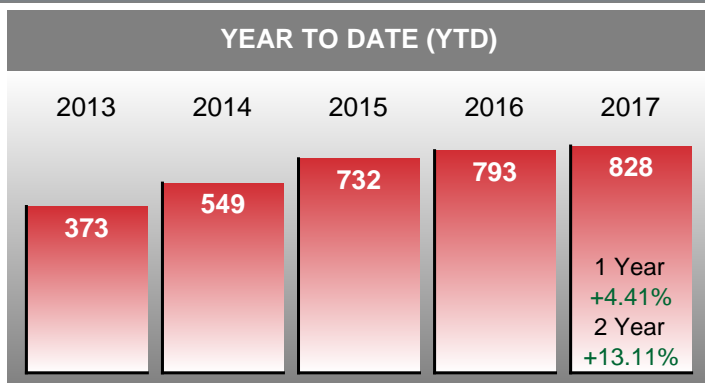
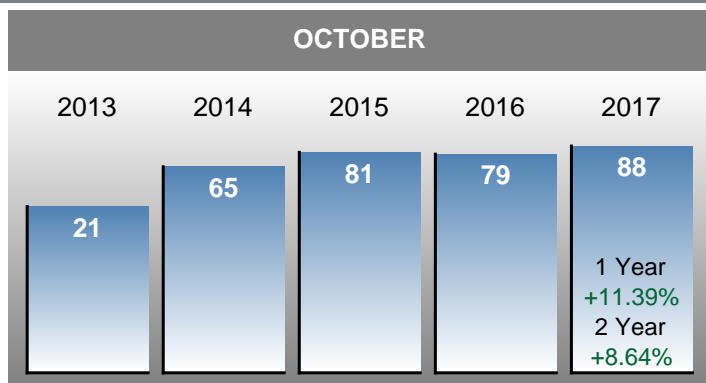
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## CLOSED LISTINGS

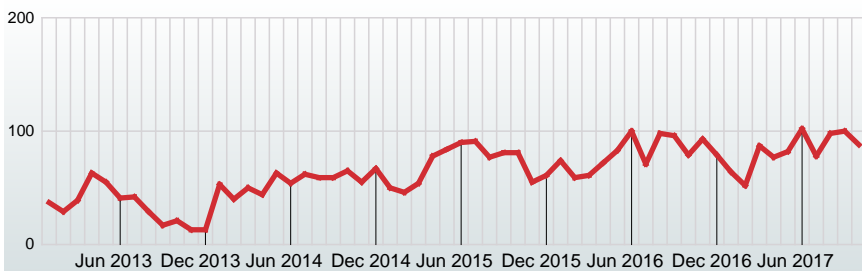
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 67

3 MONTHS



**High**  
Jun 2017 = 102  
**Low**  
Dec 2013 = 13  
*Closed Listings*  
this month at **88**,  
above the 5 yr OCT  
average of **67**

AUG	98
SEP	100 2.04%
OCT	88 -12.00%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.68%	45.2	5	0	0	0
\$20,001 - \$50,000	14	15.91%	60.1	9	5	0	0
\$50,001 - \$70,000	14	15.91%	76.5	4	9	1	0
\$70,001 - \$120,000	20	22.73%	84.9	10	10	0	0
\$120,001 - \$160,000	15	17.05%	71.9	1	10	3	1
\$160,001 - \$210,000	11	12.50%	74.0	2	6	2	1
\$210,001 and up	9	10.23%	57.9	0	7	2	0
<b>Total Closed Units</b>	<b>88</b>			<b>31</b>	<b>47</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,980,399</b>	<b>100%</b>	<b>71.0</b>	<b>1.93M</b>	<b>6.24M</b>	<b>1.47M</b>	<b>337.00K</b>
<b>Average Closed Price</b>	<b>\$113,414</b>			<b>\$62,374</b>	<b>\$132,860</b>	<b>\$183,175</b>	<b>\$168,500</b>

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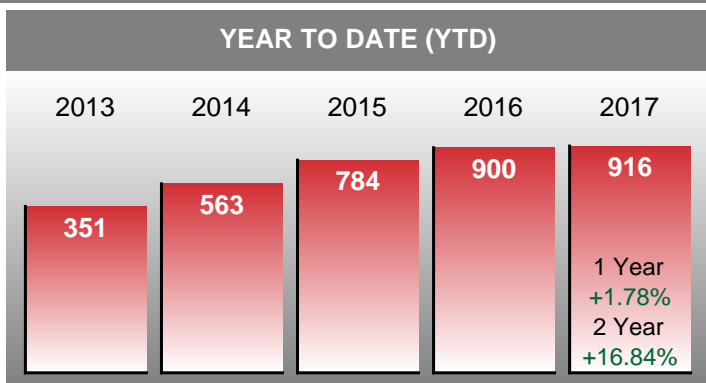
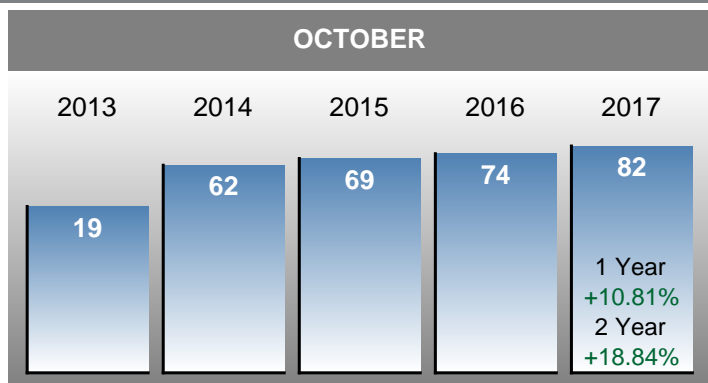
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## PENDING LISTINGS

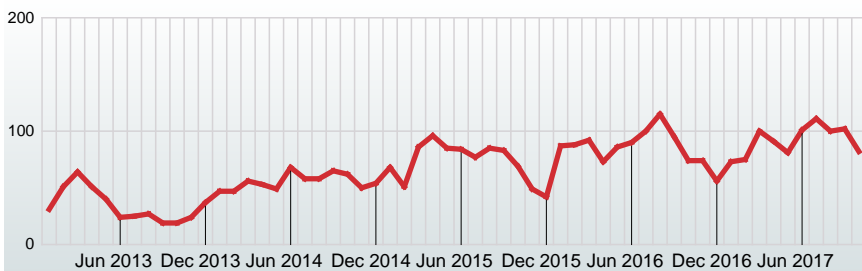
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 61

3 MONTHS



**High**  
Aug 2016 = 115  
**Low**  
Oct 2013 = 19  
*Pending Listings*  
this month at **82**,  
above the 5 yr OCT  
average of **61**

AUG	100
SEP	102 2.00%
OCT	82 -19.61%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.32%	77.3	4	2	0	0
\$25,001 - \$50,000	12	14.63%	68.3	5	4	2	1
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	30	36.59%	94.1	13	14	3	0
\$100,001 - \$150,000	14	17.07%	73.3	3	10	1	0
\$150,001 - \$225,000	11	13.41%	68.5	3	7	1	0
\$225,001 and up	9	10.98%	31.1	2	4	3	0
<b>Total Pending Units</b>	<b>82</b>			<b>30</b>	<b>41</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>14,011,040</b>	<b>100%</b>	<b>83.6</b>	<b>7.08M</b>	<b>5.17M</b>	<b>1.71M</b>	<b>41.34K</b>
<b>Average Listing Price</b>	<b>\$160,600</b>			<b>\$236,160</b>	<b>\$126,134</b>	<b>\$171,340</b>	<b>\$41,340</b>

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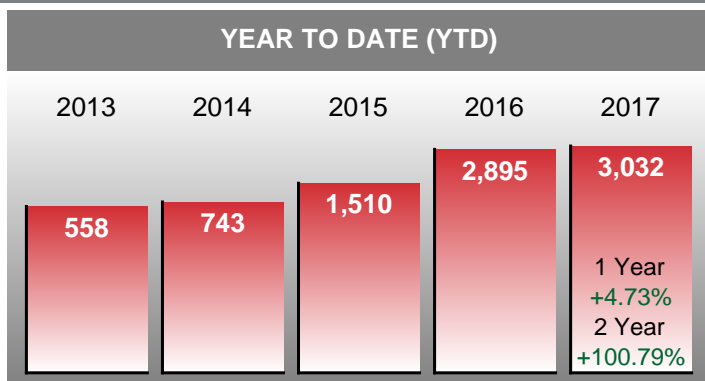
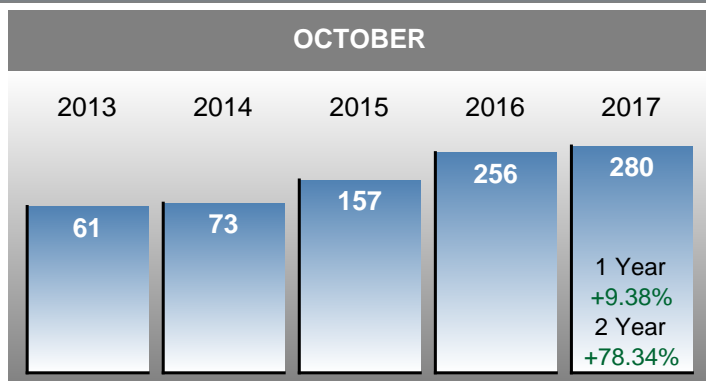
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## NEW LISTINGS

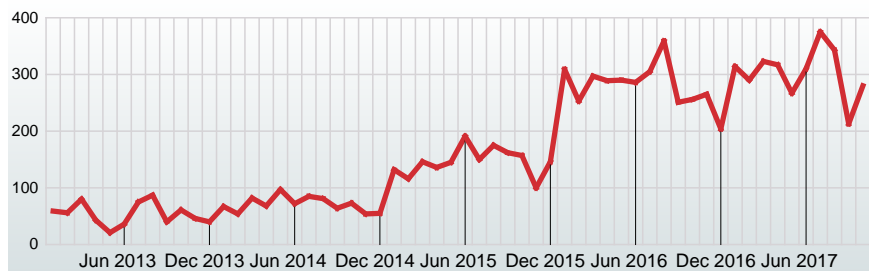
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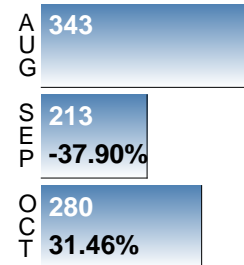
### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 165

3 MONTHS



**High**  
Jul 2017 = 375  
**Low**  
May 2013 = 21  
*New Listings*  
this month at **280**,  
above the 5 yr OCT  
average of **165**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	39	13.93%	34	5	0	0
\$25,001-\$50,000	46	16.43%	34	9	3	0
\$50,001-\$125,000	82	29.29%	31	42	9	0
\$125,001-\$225,000	51	18.21%	9	28	14	0
\$225,001-\$350,000	34	12.14%	8	15	8	3
\$350,001 and up	28	10.00%	8	14	4	2
<b>Total New Listed Units</b>	<b>280</b>		<b>124</b>	<b>113</b>	<b>38</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>51,474,712</b>	<b>100%</b>	<b>21.30M</b>	<b>19.49M</b>	<b>7.79M</b>	<b>2.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$252,500</b>		<b>\$171,735</b>	<b>\$172,513</b>	<b>\$204,939</b>	<b>\$579,580</b>

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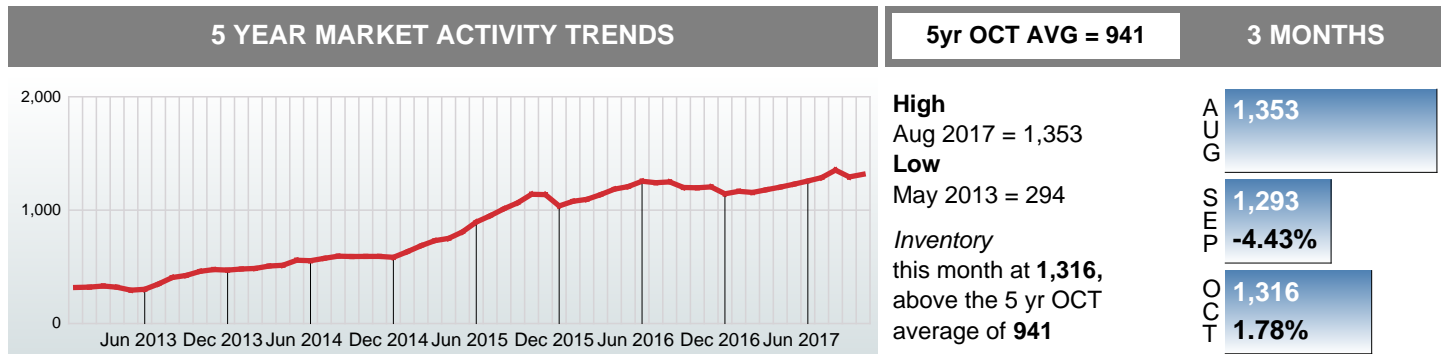
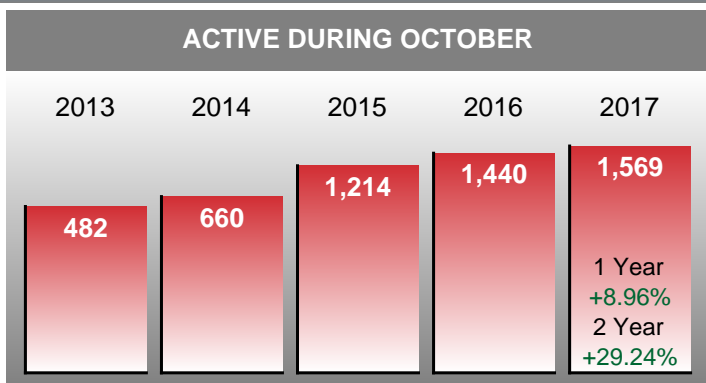
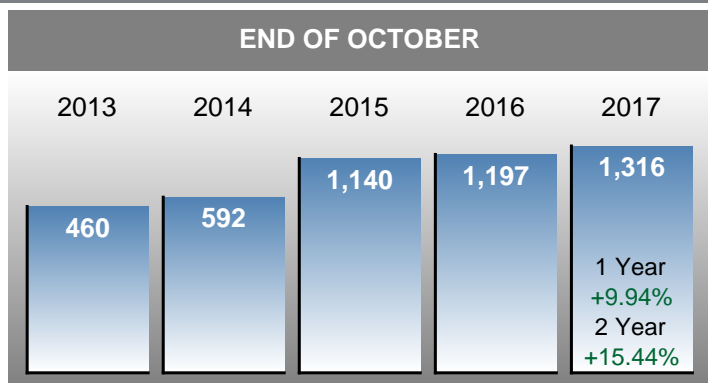
# October 2017

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



## ACTIVE INVENTORY

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### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	221	16.79%	140.4	215	6	0	0
\$25,001-\$50,000	207	15.73%	110.8	169	33	5	0
\$50,001-\$125,000	396	30.09%	118.3	182	177	37	0
\$125,001-\$175,000	152	11.55%	170.4	28	95	27	2
\$175,001-\$325,000	209	15.88%	107.7	45	106	52	6
\$325,001 and up	131	9.95%	119.2	38	56	30	7
<b>Total Active Inventory by Units</b>	<b>1,316</b>			<b>677</b>	<b>473</b>	<b>151</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>203,098,835</b>	<b>100%</b>	<b>125.2</b>	<b>72.20M</b>	<b>86.70M</b>	<b>38.34M</b>	<b>5.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$154,330</b>			<b>\$106,652</b>	<b>\$183,297</b>	<b>\$253,911</b>	<b>\$390,373</b>

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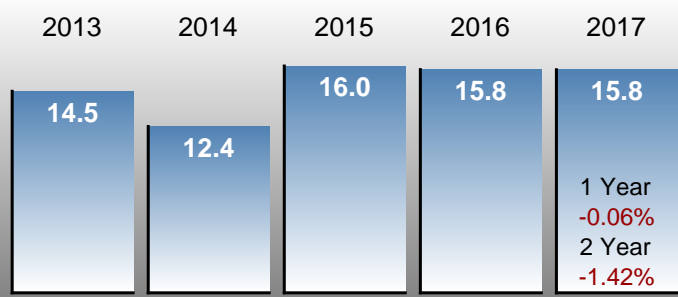
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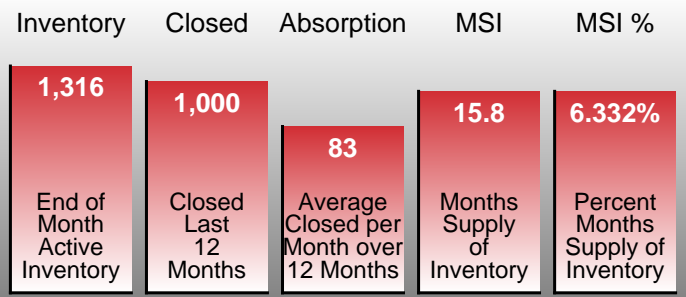
## MONTHS SUPPLY of INVENTORY (MSI)

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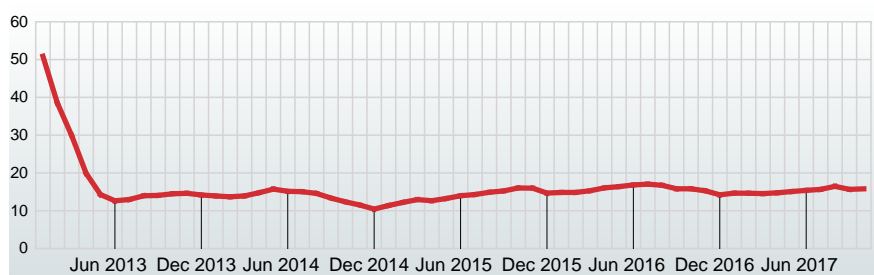
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2017



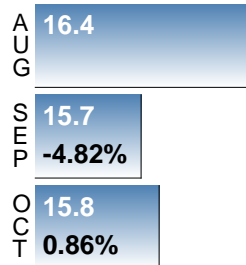
### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 14.9

3 MONTHS

**High**  
Jan 2013 = 50.9  
**Low**  
Dec 2014 = 10.4  
*Months Supply*  
this month at **15.8**,  
above the 5 yr OCT  
average of **14.9**



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	143	10.87%	20.4	26.9	1.3	0.0	0.0
\$20,001 - \$30,000	126	9.57%	18.0	26.2	3.7	0.0	0.0
\$30,001 - \$50,000	159	12.08%	13.3	19.2	6.1	6.7	0.0
\$50,001 - \$120,000	377	28.65%	13.8	19.0	11.1	12.4	0.0
\$120,001 - \$180,000	187	14.21%	13.0	17.1	11.2	17.7	8.0
\$180,001 - \$320,000	187	14.21%	16.6	30.8	15.0	15.3	8.6
\$320,001 and up	137	10.41%	31.0	65.1	44.3	16.0	16.0
Market Supply of Inventory (MSI)	15.8			22.8	11.5	13.8	10.0
Total Active Inventory by Units	1,316	100%	15.8	677	473	151	15

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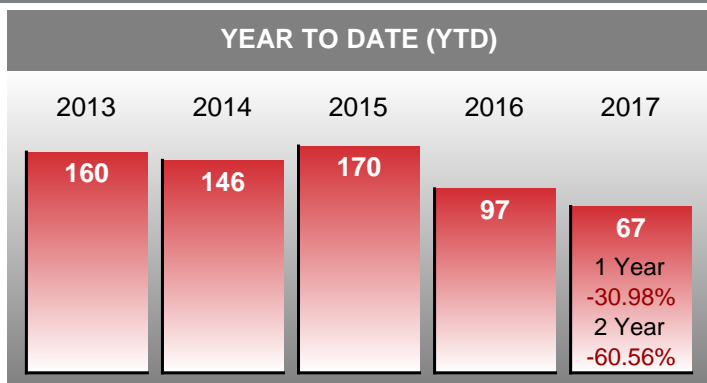
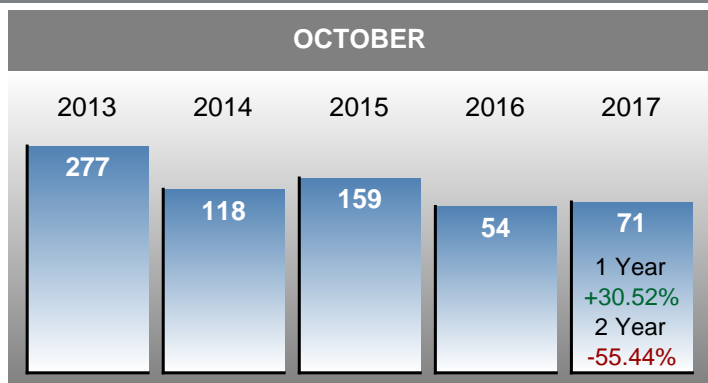
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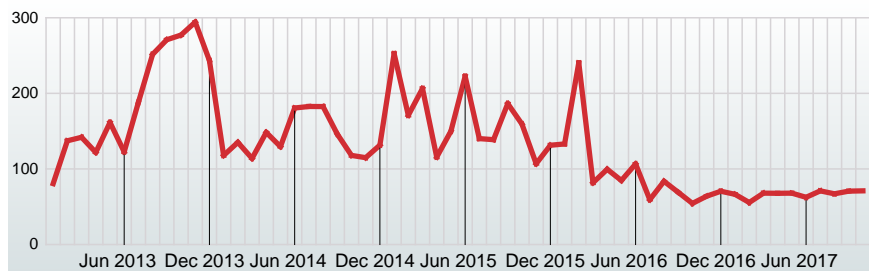


## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr OCT AVG = 136**      **3 MONTHS**

**High**  
Nov 2013 = 294  
**Low**  
Oct 2016 = 54  
*Average Days on Market*  
this month at **71**,  
below the 5 yr OCT  
average of **136**

<b>AUG</b>	67
<b>SEP</b>	71
<b>OCT</b>	71
<b>5.24%</b>	
<b>0.55%</b>	

### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.68%	45.2	45.2	0.0	0.0	0.0
\$20,001 - \$50,000	14	15.91%	60.1	66.4	48.6	0.0	0.0
\$50,001 - \$70,000	14	15.91%	76.5	74.3	72.0	126.0	0.0
\$70,001 - \$120,000	20	22.73%	84.9	62.7	107.1	0.0	0.0
\$120,001 - \$160,000	15	17.05%	71.9	88.0	65.8	82.7	84.0
\$160,001 - \$210,000	11	12.50%	74.0	15.0	84.2	120.5	38.0
\$210,001 and up	9	10.23%	57.9	0.0	71.7	9.5	0.0
<b>Average Closed DOM</b>			71.0	60.2	77.2	79.3	61.0
<b>Total Closed Units</b>		100%	71.0	31	47	8	2
<b>Total Closed Volume</b>			9,980,399	1.93M	6.24M	1.47M	337.00K

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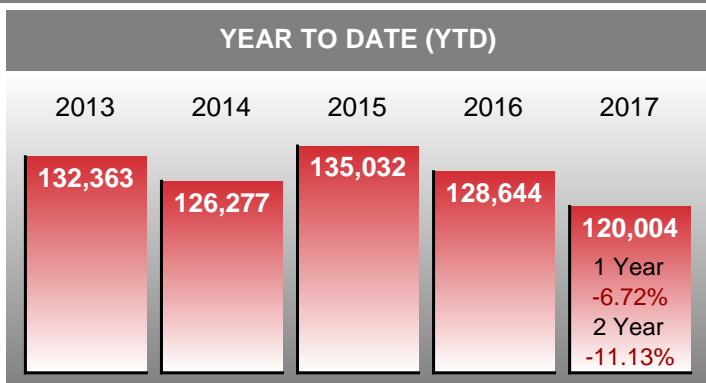
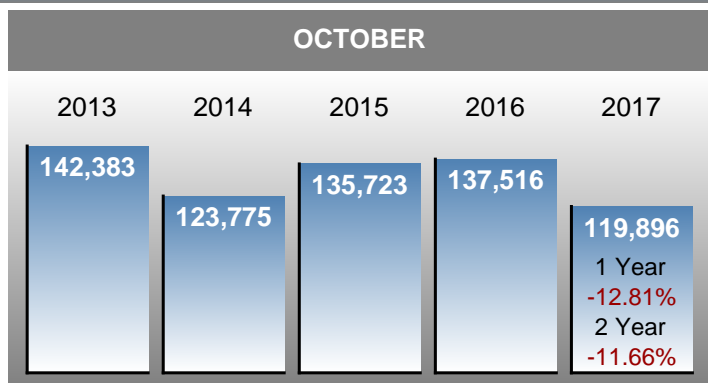
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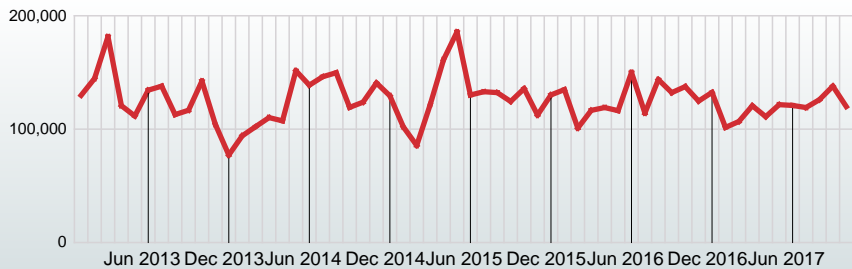
## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 131,859      3 MONTHS



**High**  
May 2015 = 185,723  
**Low**  
Dec 2013 = 77,200  
*Average List Price*  
this month at **119,896**,  
below the 5 yr OCT  
average of **131,859**

AUG	125,993
SEP	137,884
OCT	119,896
<b>9.44%</b>	
<b>-13.05%</b>	

### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	4.55%	14,450	15,760	0	0	0
\$20,001 - \$50,000	14	15.91%	31,773	32,422	37,405	0	0
\$50,001 - \$70,000	11	12.50%	59,609	63,000	67,856	59,500	0
\$70,001 - \$120,000	24	27.27%	91,817	91,180	97,030	0	0
\$120,001 - \$160,000	13	14.77%	141,315	165,000	138,620	161,167	157,000
\$160,001 - \$210,000	12	13.64%	184,483	177,000	187,717	204,450	199,000
\$210,001 and up	10	11.36%	313,800	0	331,429	294,500	0
<b>Average List Price</b>			119,896	66,239	140,437	192,613	178,000
<b>Total Closed Units</b>	88	100%	119,896	31	47	8	2
<b>Total Closed Volume</b>	10,550,824			2.05M	6.60M	1.54M	356.00K

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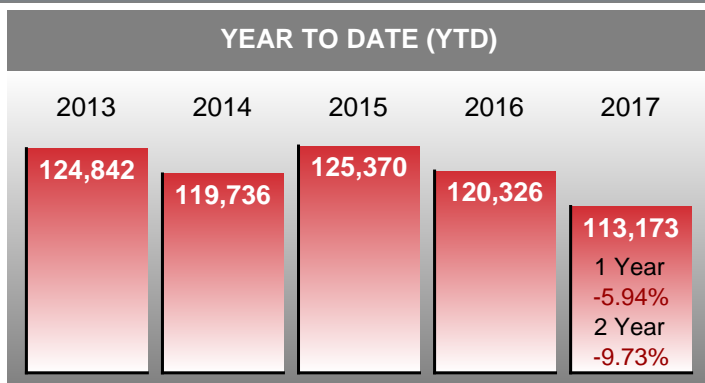
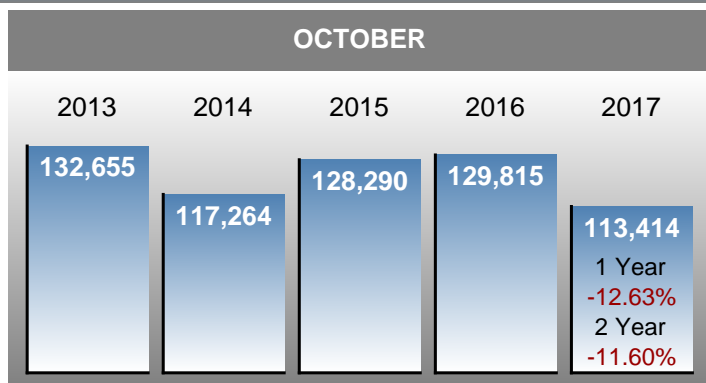
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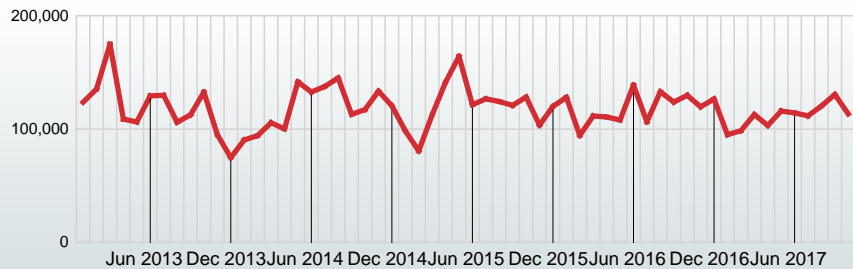
## AVERAGE SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 124,287      3 MONTHS



**High**  
Mar 2013 = 174,874  
**Low**  
Dec 2013 = 74,869  
Average Sold Price this month at **113,414**, below the 5 yr OCT average of **124,287**

AUG	120,394
SEP	130,545
OCT	113,414
8.43%	
-13.12%	

### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.68%	13,240	13,240	0	0	0
\$20,001 - \$50,000	14	15.91%	30,300	28,633	33,300	0	0
\$50,001 - \$70,000	14	15.91%	60,936	56,175	63,211	59,500	0
\$70,001 - \$120,000	20	22.73%	88,645	86,100	91,190	0	0
\$120,001 - \$160,000	15	17.05%	137,267	145,000	133,400	147,333	138,000
\$160,001 - \$210,000	11	12.50%	186,045	189,500	181,600	189,450	199,000
\$210,001 and up	9	10.23%	306,500	0	310,500	292,500	0
<b>Average Sold Price</b>			113,414	62,374	132,860	183,175	168,500
<b>Total Closed Units</b>		100%	113,414	31	47	8	2
<b>Total Closed Volume</b>			9,980,399	1.93M	6.24M	1.47M	337.00K

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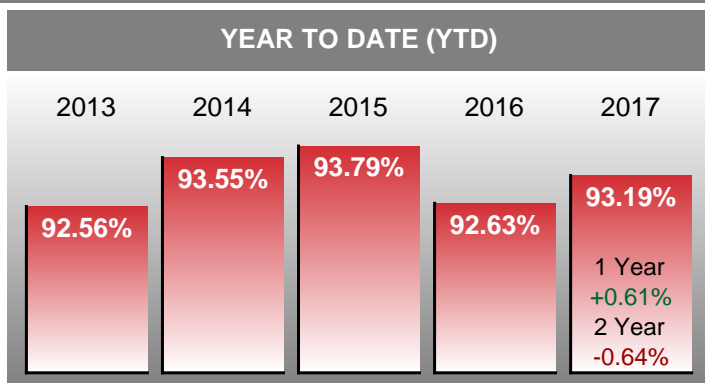
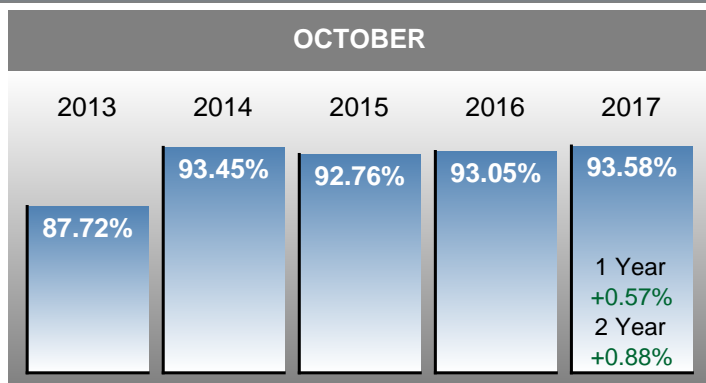
# October 2017

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



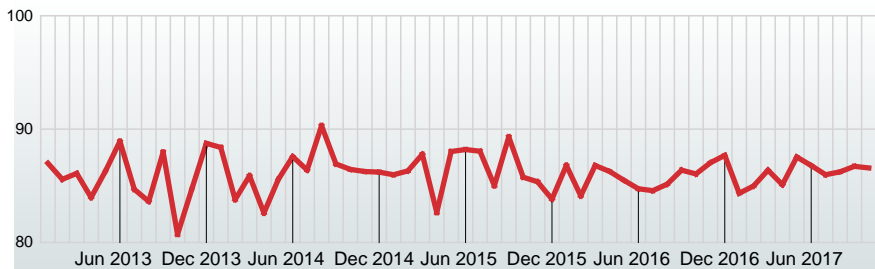
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 92.11%**      **3 MONTHS**



**High**  
Aug 2014 = 97.30%

**Low**  
Oct 2013 = 87.72%

Average Sold/List Ratio this month at **93.58%**, above the 5 yr OCT average of **92.11%**

<b>AUG</b>	93.23%
<b>SEP</b>	93.72%
<b>OCT</b>	93.58%
<b>Change</b>	-0.15%

## AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.68%	81.40%	81.40%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	14	15.91%	90.34%	89.90%	91.12%	0.00%	0.00%
\$50,001 - \$70,000	14	15.91%	93.95%	91.24%	94.48%	100.00%	0.00%
\$70,001 - \$120,000	20	22.73%	94.73%	94.81%	94.66%	0.00%	0.00%
\$120,001 - \$160,000	15	17.05%	94.37%	87.88%	96.42%	91.86%	87.90%
\$160,001 - \$210,000	11	12.50%	98.38%	106.98%	96.88%	93.45%	100.00%
\$210,001 and up	9	10.23%	95.07%	0.00%	93.88%	99.23%	0.00%
<b>Average Sold/List Ratio</b>			93.60%	91.32%	94.79%	95.12%	93.95%
<b>Total Closed Units</b>	88	100%	93.60%	31	47	8	2
<b>Total Closed Volume</b>	9,980,399			1.93M	6.24M	1.47M	337.00K

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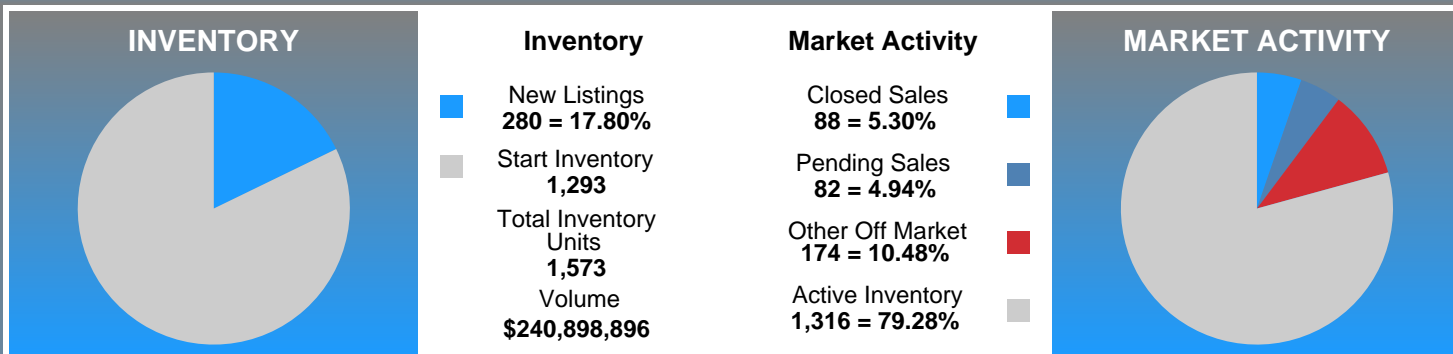
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## MARKET SUMMARY

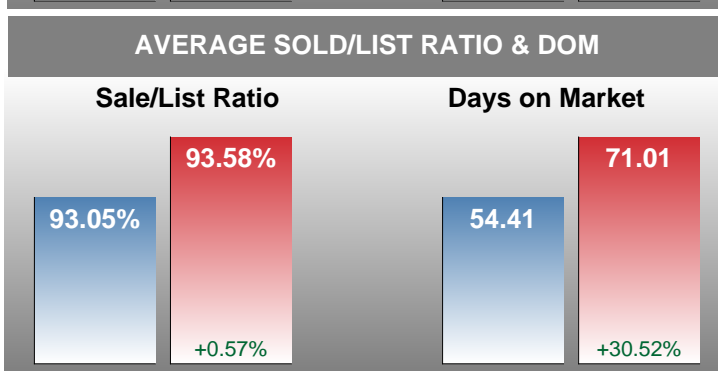
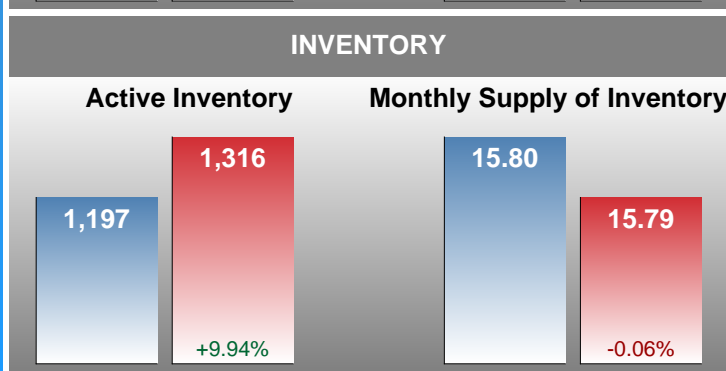
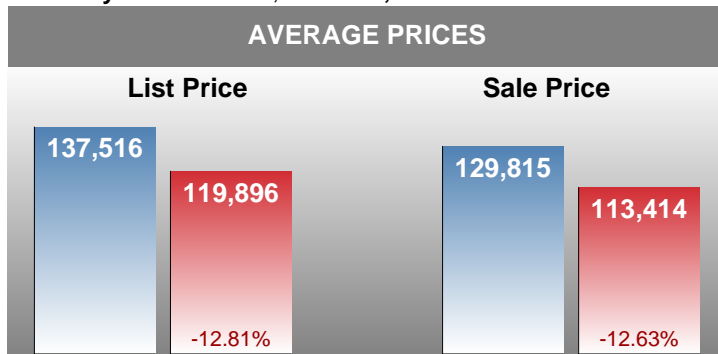
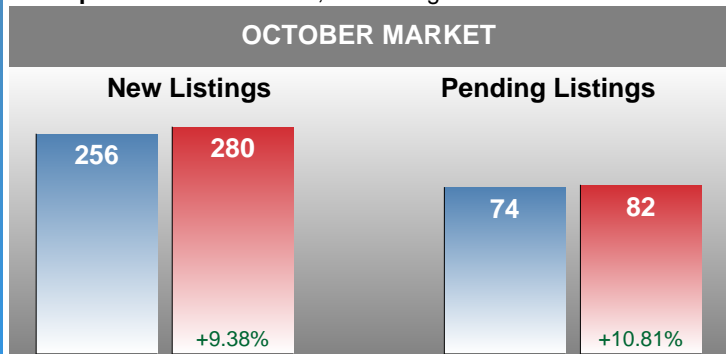
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Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	79	88	11.39%	793	828	4.41%
Pending Sales	74	82	10.81%	900	916	1.78%
New Listings	256	280	9.38%	2,895	3,032	4.73%
Average List Price	137,516	119,896	-12.81%	128,644	120,004	-6.72%
Average Sale Price	129,815	113,414	-12.63%	120,326	113,173	-5.94%
Average Percent of Selling Price to List Price	93.05%	93.58%	0.57%	92.63%	93.19%	0.61%
Average Days on Market to Sale	54.41	71.01	30.52%	97.38	67.21	-30.98%
Monthly Inventory	1,197	1,316	9.94%	1,197	1,316	9.94%
Months Supply of Inventory	15.80	15.79	-0.06%	15.80	15.79	-0.06%

**Absorption:** Last 12 months, an Average of **83** Sales/Month

**Inventory** on October 31, 2017 = **1,316** 2016 2017



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