April 2017

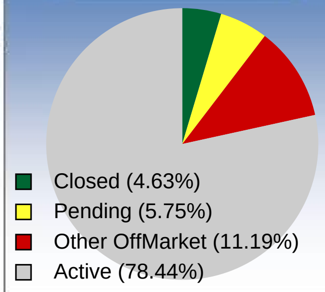
Area Delimited by Counties Of Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

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

Active Inventory as of April 30, 2017 = **1,255**

	APRIL		
	2016	**2017**	**+/-%**
Closed Listings	68	74	8.82%
Pending Listings	71	92	29.58%
New Listings	286	317	10.84%
Median List Price	89,900	89,900	0.00%
Median Sale Price	87,750	85,000	-3.13%
Median Percent of List Price to Selling Price	94.76%	95.68%	0.97%
Median Days on Market to Sale	44.50	47.50	6.74%
End of Month Inventory	1,177	1,255	6.63%
Months Supply of Inventory	16.46	15.80	-4.00%

Market Activity



Report Produced on: May 11, 2017

Monthly Inventory Analysis

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 April 2017 rose **6.63%** to 1,255 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 **15.80** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.13%** in April 2017 to $85,000 versus the previous year at $87,750.

Median Days on Market Lengthens

The median number of **47.50** days that homes spent on the market before selling increased by 3.00 days or **6.74%** in April 2017 compared to last year's same month at **44.50** DOM.

Sales Success for April 2017 is Positive

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

There were 317 New Listings in April 2017, up **10.84%** from last year at 286. Furthermore, there were 74 Closed Listings this month versus last year at 68, a **8.82%** increase.

Closed versus Listed trends yielded a **23.3%** ratio, down from last year's April 2017 at **23.8%**, a **1.82%** downswing. 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

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®**

April 2017

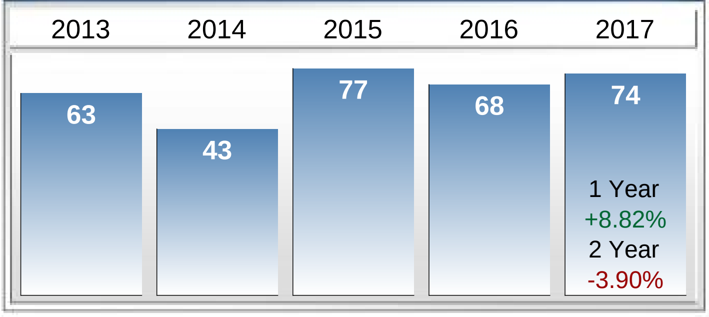
Closed Sales as of May 11, 2017

Closed Listings

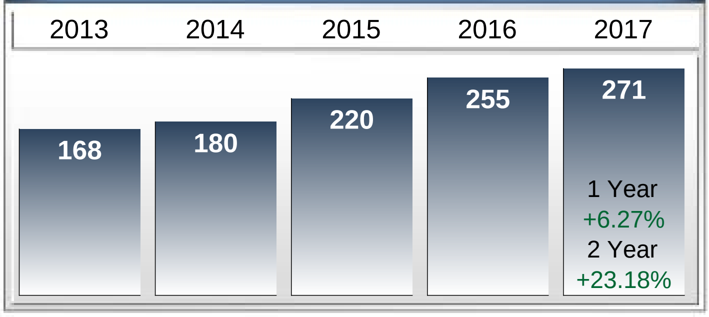
Report Produced on: May 11, 2017

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

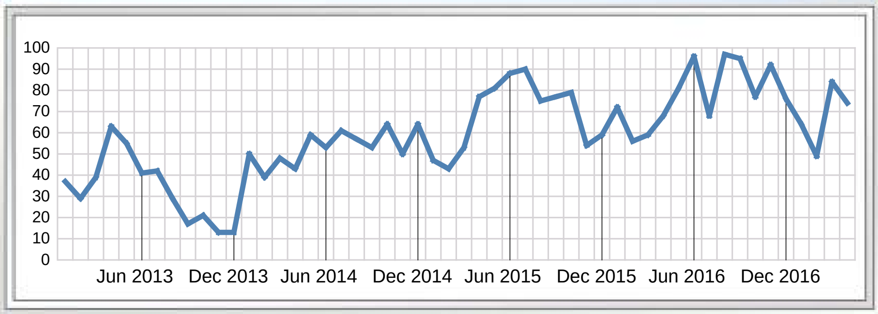
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

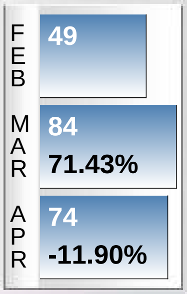


5yr APR AVG = 65

3 MONTHS

High
Aug 2016 = 97
Low
Dec 2013 = 13

Closed Listings this month at **74,** above the 5 yr APR average of **65**



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	8	10.81%	29.5	6	2	0	0
$20,001 $30,000	5	6.76%	45.0	3	1	1	0
$30,001 $60,000	15	20.27%	62.0	9	5	1	0
$60,001 $110,000	18	24.32%	39.5	6	10	2	0
$110,001 $140,000	9	12.16%	37.0	1	7	1	0
$140,001 $230,000	12	16.22%	48.5	2	7	2	1
$230,001 and up	7	9.46%	56.0	3	2	2	0
Total Closed Units:	74		47.5	30	34	9	1
Total Closed Volume:	7,795,950			2.41M	3.76M	1.40M	230.00K
Median Closed Price:	$85,000			$49,250	$100,500	$114,900	$230,000

Closed Listings

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

Monthly Inventory Analysis

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

April 2017

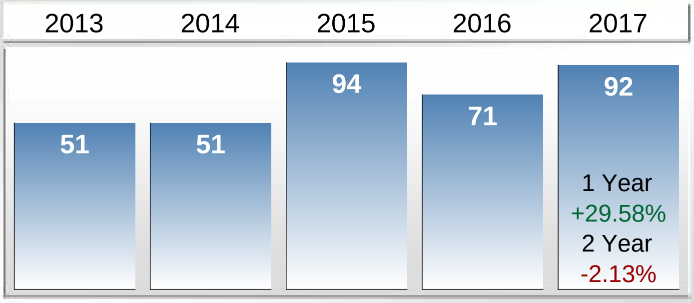
Pending Listings as of May 11, 2017

Pending Listings

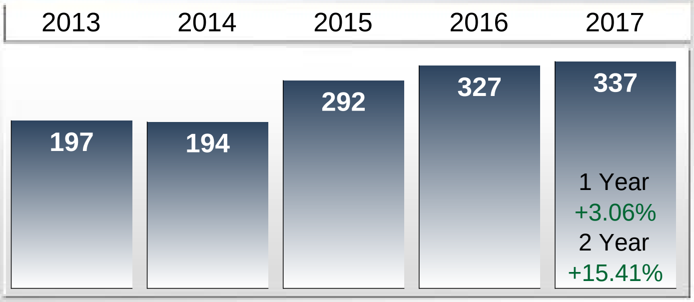
Report Produced on: May 11, 2017

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

APRIL

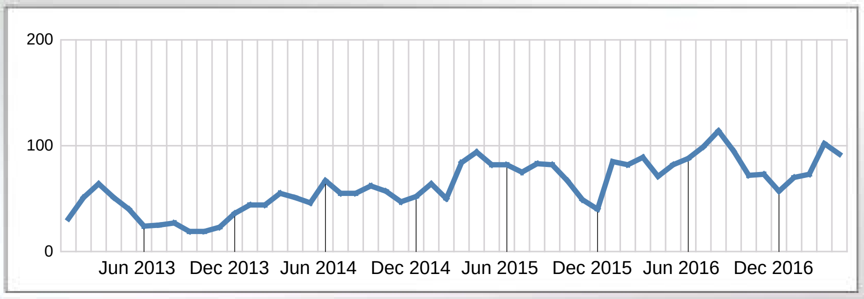


YEAR TO DATE (YTD)



Pending Listings

5 YEAR MARKET ACTIVITY TRENDS

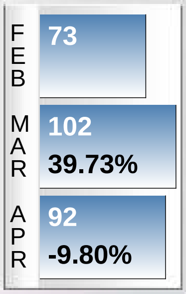


5yr APR AVG = 72

3 MONTHS

High
Aug 2016 = 114
Low
Oct 2013 = 19

Pending Listings this month at **92,** above the 5 yr APR average of **72**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$20,000 and less	7	7.61%	5.0	5	2	0	0
$20,001 $40,000	11	11.96%	30.0	4	7	0	0
$40,001 $50,000	8	8.70%	77.0	5	3	0	0
$50,001 $100,000	32	34.78%	49.5	14	16	2	0
$100,001 $140,000	11	11.96%	113.0	1	8	2	0
$140,001 $220,000	13	14.13%	52.0	1	9	3	0
$220,001 and up	10	10.87%	54.0	1	4	3	2

Total Pending Units:	92	50.0	31	49	10	2
Total Pending Volume:	9,780,844		2.06M	5.24M	1.82M	659.80K
Median Listing Price:	$75,000		$55,000	$83,000	$152,000	$329,900

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

Monthly Inventory Analysis

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

April 2017

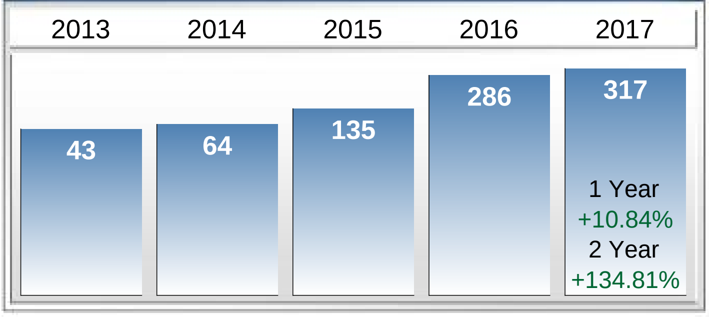
New Listings as of May 11, 2017

New Listings

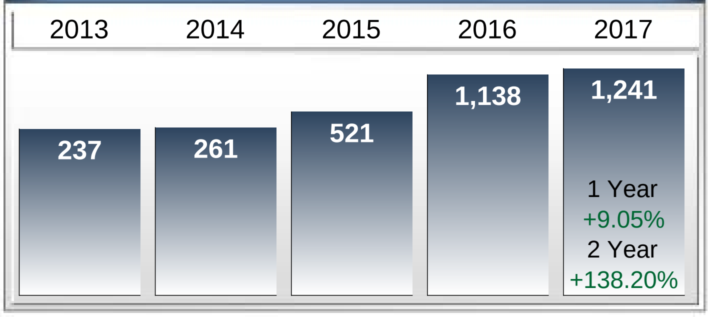
Report Produced on: May 11, 2017

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

APRIL

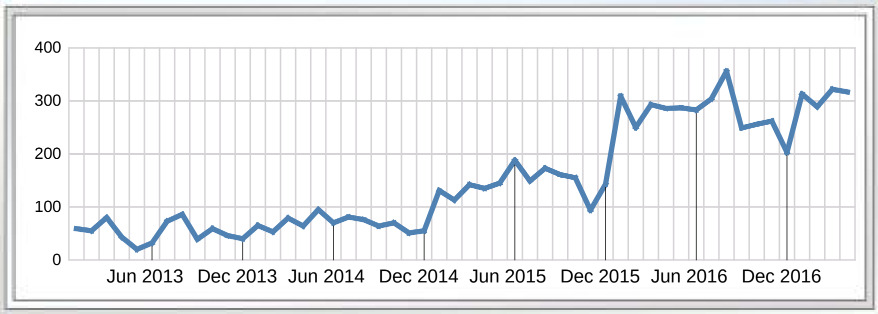


YEAR TO DATE (YTD)



New Listings

5 YEAR MARKET ACTIVITY TRENDS

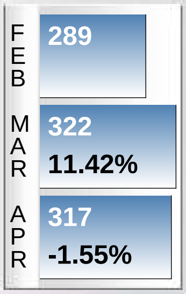


5yr APR AVG = 169

3 MONTHS

High
Aug 2016 = 356
Low
May 2013 = 20

New Listings this month at **317,** above the 5 yr APR average of **169**



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	32	10.09%	30	2	0	0
$20,001 $40,000	40	12.62%	33	6	1	0
$40,001 $60,000	37	11.67%	22	14	1	0
$60,001 $130,000	82	25.87%	34	41	7	0
$130,001 $200,000	55	17.35%	8	33	12	2
$200,001 $310,000	39	12.30%	4	25	8	2
$310,001 and up	32	10.09%	7	13	5	7
Total New Listed Units:	317		138	134	34	11
Total New Listed Volume:	45,152,025		12.29M	21.71M	7.28M	3.87M
Median New Listed Listing Price:	$105,000		$45,000	$139,900	$164,900	$334,900

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

Monthly Inventory Analysis

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

April 2017

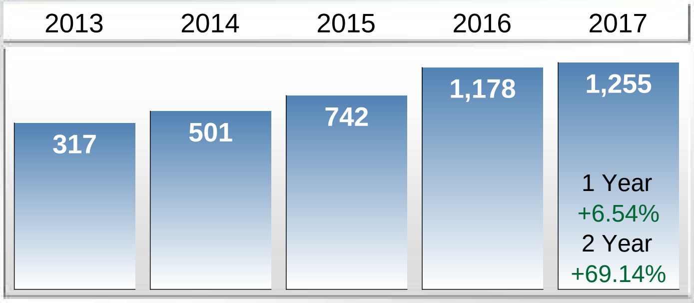
Active Inventory as of May 11, 2017

Active Inventory

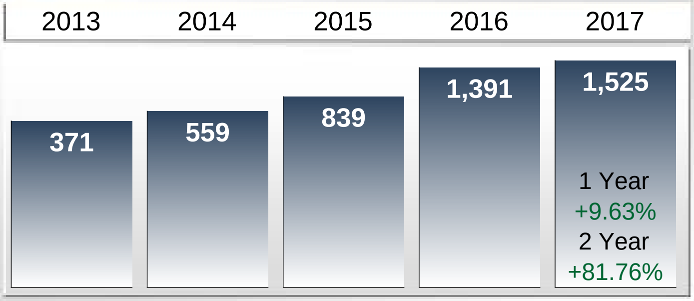
Report Produced on: May 11, 2017

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

END OF APRIL

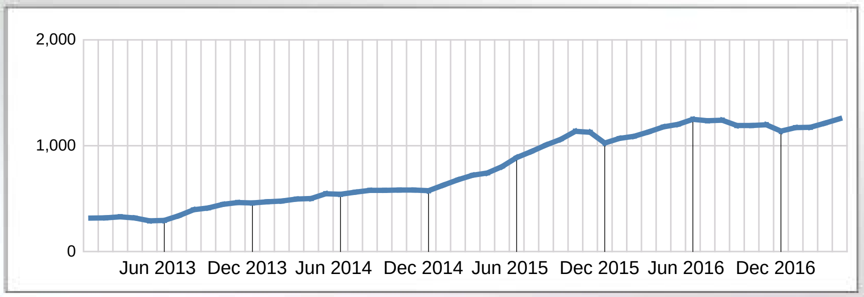


ACTIVE DURING APRIL



Active Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 799

3 MONTHS

High
Apr 2017 = 1,255
Low
May 2013 = 290

Inventory this month at **1,255,** above the 5 yr APR average of **799**

FEB	1,174	
MAR	1,213	3.32%
APR	1,255	3.46%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$10,000 and less	20	1.59%	83.5	20	0	0	0
$10,001 $30,000	244	19.44%	89.0	234	9	1	0
$30,001 $60,000	204	16.25%	79.0	154	42	8	0
$60,001 $130,000	297	23.67%	62.0	123	148	26	0
$130,001 $190,000	190	15.14%	69.0	44	108	34	4
$190,001 $320,000	168	13.39%	60.0	42	81	36	9
$320,001 and up	132	10.52%	76.0	25	49	42	16
Total Active Inventory by Units:	1,255		72.0	642	437	147	29
Total Active Inventory by Volume:	191,072,887			62.00M	78.36M	40.35M	10.37M
Median Active Inventory Listing Price:	$90,000			$44,700	$139,900	$209,000	$334,900

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

Monthly Inventory Analysis

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

April 2017

Active Inventory as of May 11, 2017

Months Supply of Inventory

Report Produced on: May 11, 2017

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

MSI FOR APRIL

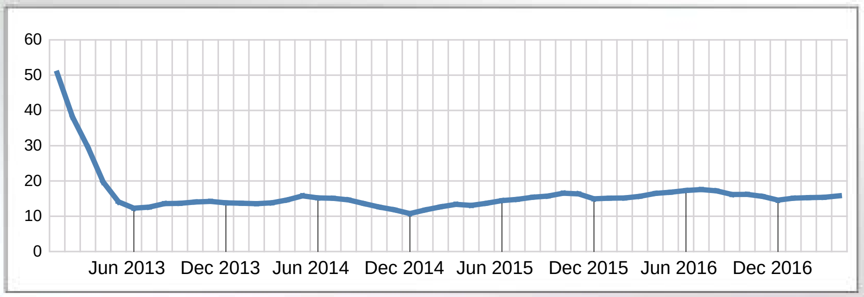
2013	2014	2015	2016	2017
19.7	14.6	13.1	16.5	15.8 1 Year -4.08% 2 Year +20.86%

INDICATORS FOR APRIL 2017

Inventory	Closed	Absorption	MSI	MSI %
1,255 End of Month Active Inventory	953 Closed Last 12 Months	79 Average Closed per Month over 12 Months	15.8 Months Supply of Inventory	6.328% Percent Months Supply of Inventory

Months Supply

5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 15.9

3 MONTHS

High
Jan 2013 = 50.6
Low
Dec 2014 = 10.8

Months Supply this month at **15.8,** below the 5 yr APR average of **15.9**

FEB	15.3
MAR	15.4 0.59%
APR	15.8 2.81%

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	20	1.59%	8.3	10.4	0.0	0.0	0.0
$10,001 $30,000	244	19.44%	24.0	34.7	2.9	3.0	0.0
$30,001 $60,000	204	16.25%	13.3	19.5	6.1	13.7	0.0
$60,001 $130,000	297	23.67%	11.4	16.4	9.4	10.8	0.0
$130,001 $190,000	190	15.14%	15.9	35.2	12.3	18.5	48.0
$190,001 $320,000	168	13.39%	18.0	38.8	14.5	15.4	27.0
$320,001 and up	132	10.52%	31.1	30.0	30.9	31.5	32.0
MSI:	15.8			23.6	10.4	16.6	23.2
Total Active Inventory:	1,255			642	437	147	29

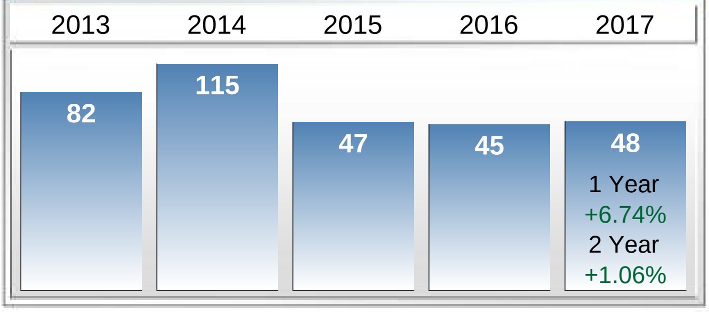
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

Median Days on Market to Sale

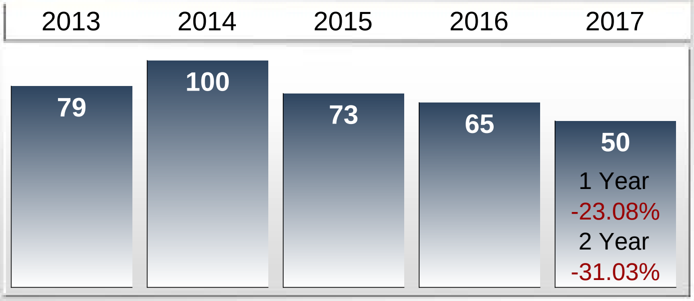
Report Produced on: May 11, 2017

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

APRIL

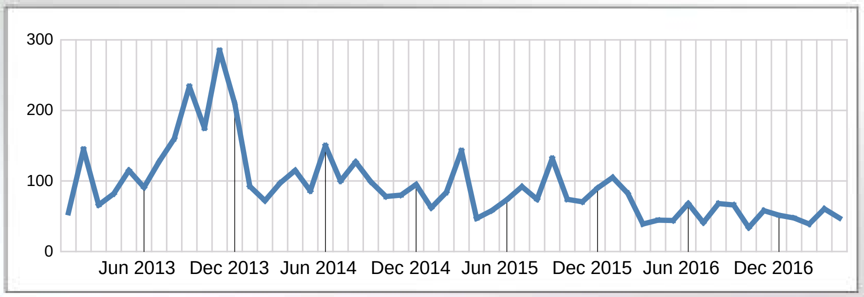


YEAR TO DATE (YTD)



Median Days on Market

5 YEAR MARKET ACTIVITY TRENDS

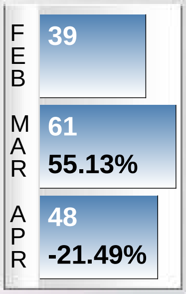


5yr APR AVG = 67

3 MONTHS

High
Nov 2013 = 285
Low
Oct 2016 = 34

Median DOM this month at **48,** below the 5 yr APR average of **67**



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	8	10.81%	29.5	27.5	56.0	0.0	0.0
$20,001 $30,000	5	6.76%	45.0	45.0	74.0	5.0	0.0
$30,001 $60,000	15	20.27%	62.0	12.0	92.0	43.0	0.0
$60,001 $110,000	18	24.32%	39.5	60.5	23.5	119.0	0.0
$110,001 $140,000	9	12.16%	37.0	105.0	37.0	34.0	0.0
$140,001 $230,000	12	16.22%	48.5	36.0	47.0	89.5	131.0
$230,001 and up	7	9.46%	56.0	31.0	68.0	58.0	0.0
Median Closed DOM:	47.5			44.0	50.0	56.0	131.0
Total Closed Units:	74			30	34	9	1
Total Closed Volume:	7,795,950			2.41M	3.76M	1.40M	230.00K

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

Monthly Inventory Analysis

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

April 2017

Closed Sales as of May 11, 2017

Median List Price at Closing

Report Produced on: May 11, 2017

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

APRIL

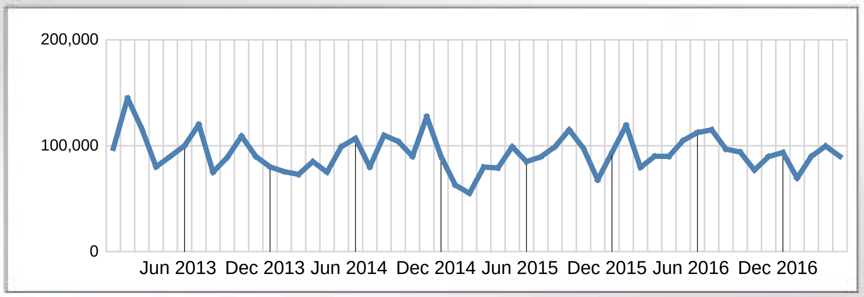
2013	2014	2015	2016	2017
80,000	75,000	79,000	89,900	89,900 1 Year 2 Year +13.80%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
99,500	75,500	73,338	92,000	87,500 1 Year -4.89% 2 Year +19.31%

Median List Price

5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 83K

3 MONTHS

High
Feb 2013 = 144,900
Low
Feb 2015 = 55,000

Median LPrice this month at **89,900,** above the 5 yr APR average of **82,760**

FEB	89,900	
MAR	99,625	10.82%
APR	89,900	-9.76%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	ML$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$20,000 and less	6	8.11%	13,500	12,000	15,950	0	0
$20,001 $30,000	5	6.76%	27,500	28,750	0	26,000	0
$30,001 $60,000	14	18.92%	45,450	49,000	40,000	0	0
$60,001 $110,000	20	27.03%	87,450	75,500	89,900	89,900	0
$110,001 $140,000	9	12.16%	122,500	119,000	124,900	114,900	0
$140,001 $230,000	11	14.86%	169,900	168,000	179,500	183,450	0
$230,001 and up	9	12.16%	272,900	293,500	249,900	345,750	239,900

Median List Price:	$89,900	$54,900	$108,450	$114,900	$239,900
Total Closed Units:	74	30	34	9	1
Total List Volume:	8,383,800	2.73M	3.96M	1.45M	239.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR

Monthly Inventory Analysis

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

April 2017

Closed Sales as of May 11, 2017

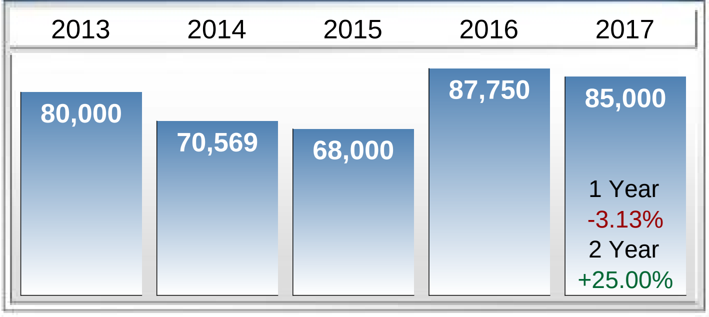
Median Sold Price at Closing

Report Produced on: May 11, 2017

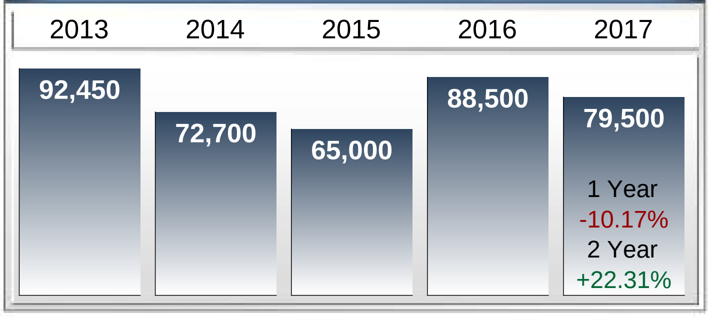
Area Delimited by Counties Of Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

Median Sold Price

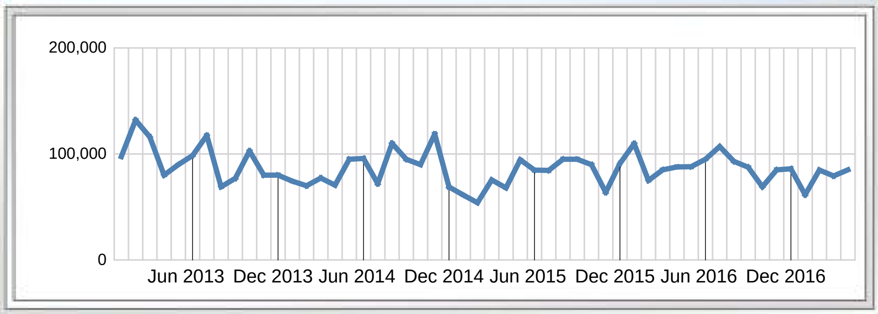
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

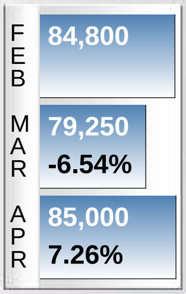


5yr APR AVG = 78K

3 MONTHS

High
Feb 2013 = 132,000
Low
Feb 2015 = 54,000

Median SPrice this month at **85,000,** above the 5 yr APR average of **78,264**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	MS$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$20,000 and less	8	10.81%	13,500	13,000	14,000	0	0
$20,001 $30,000	5	6.76%	25,750	25,750	25,000	26,700	0
$30,001 $60,000	15	20.27%	45,000	45,000	38,500	45,000	0
$60,001 $110,000	18	24.32%	85,000	78,250	86,250	93,000	0
$110,001 $140,000	9	12.16%	125,000	125,000	125,000	114,900	0
$140,001 $230,000	12	16.22%	170,000	152,000	170,000	171,000	230,000
$230,001 and up	7	9.46%	265,000	250,000	250,000	341,000	0

		≤2 Beds	3 Beds	4 Beds	5 Beds+
Median Closed Price:	$85,000	$49,250	$100,500	$114,900	$230,000
Total Closed Units:	74	30	34	9	1
Total Closed Volume:	7,795,950	2.41M	3.76M	1.40M	230.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR

Monthly Inventory Analysis

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

April 2017

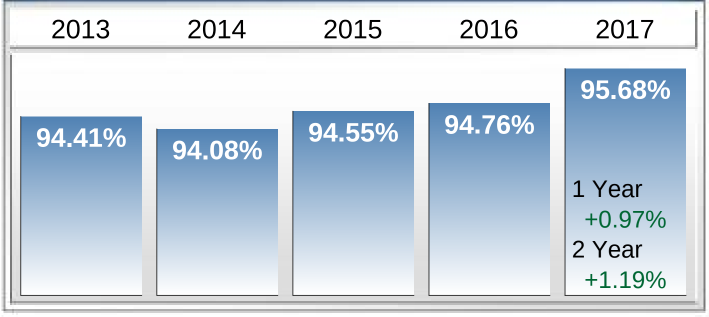
Closed Sales as of May 11, 2017

Median Percent of List Price to Selling Price

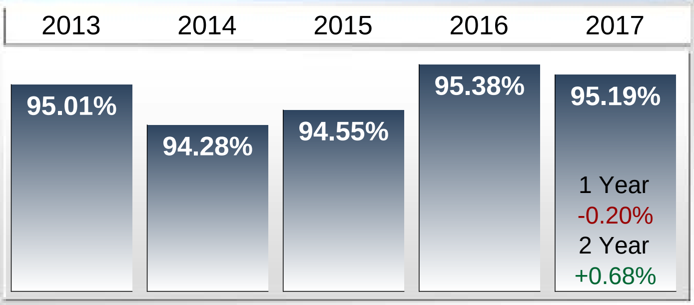
Report Produced on: May 11, 2017

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

APRIL

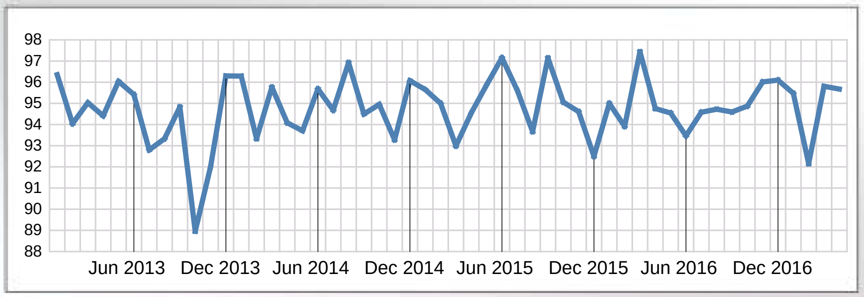


YEAR TO DATE (YTD)



Median List/Sell Price

5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG=94.69%

High
Mar 2016 = 97.44%
Low
Oct 2013 = 88.96%

Median List/Sell this month at **95.68%,** above the 5 yr APR average of **94.69%**

3 MONTHS

FEB	92.15%	
MAR	95.81%	3.97%
APR	95.68%	-0.14%

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	8	10.81%	90.20%	86.67%	90.20%	0.00%	0.00%
$20,001 $30,000	5	6.76%	85.83%	85.83%	73.75%	102.69%	0.00%
$30,001 $60,000	15	20.27%	90.18%	95.64%	81.25%	69.77%	0.00%
$60,001 $110,000	18	24.32%	96.51%	95.51%	98.23%	98.16%	0.00%
$110,001 $140,000	9	12.16%	100.00%	73.57%	100.00%	100.00%	0.00%
$140,001 $230,000	12	16.22%	95.53%	98.21%	94.76%	94.03%	95.87%
$230,001 and up	7	9.46%	98.09%	85.18%	97.72%	98.71%	0.00%
Median List/Sell Ratio:	95.68%			94.49%	95.63%	98.75%	95.87%
Total Closed Units:	74			30	34	9	1
Total Closed Volume:	7,795,950			2.41M	3.76M	1.40M	230.00K

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

NORTHEAST OKLAHOMA
REAL ESTATE SERVICES

Monthly Inventory Analysis

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

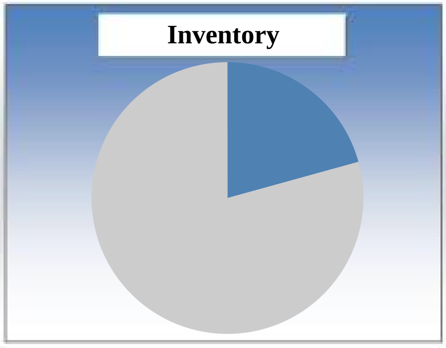
April 2017

Inventory as of May 11, 2017

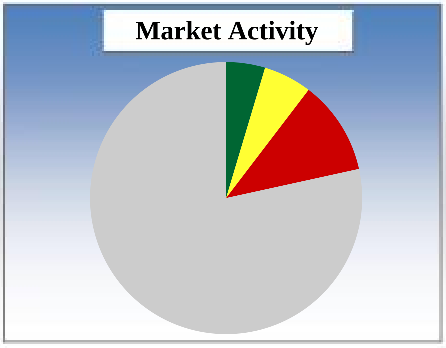
Market Summary

Report Produced on: May 11, 2017

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



Inventory	Market Activity
🟦 New Listings **317 = 20.71%**	🟩 Closed Sales **74 = 4.63%**
▨ Start Inventory **1,214**	🟨 Pending Sales **92 = 5.75%**
Total Inventory Units **1,531**	🟥 Other Off Market **179 = 11.19%**
Volume **$224,915,318**	☐ Active Inventory **1,255 = 78.44%**



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

Active Inventory as of April 30, 2017 = **1,255**

	APRIL			Year To Date		
	2016	**2017**	**+/-%**	**2016**	**2017**	**+/-%**
Closed Sales	68	74	8.82%	255	271	6.27%
Pending Sales	71	92	29.58%	327	337	3.06%
New Listings	286	317	10.84%	1,138	1,241	9.05%
Median List Price	89,900	89,900	0.00%	92,000	87,500	-4.89%
Median Sale Price	87,750	85,000	-3.13%	88,500	79,500	-10.17%
Median Percent of List Price to Selling Price	94.76%	95.68%	0.97%	95.38%	95.19%	-0.20%
Median Days on Market to Sale	44.50	47.50	6.74%	65.00	50.00	-23.08%
Monthly Inventory	1,177	1,255	6.63%	1,177	1,255	6.63%
Months Supply of Inventory	16.46	15.80	-4.00%	16.46	15.80	-4.00%