



June 2017

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

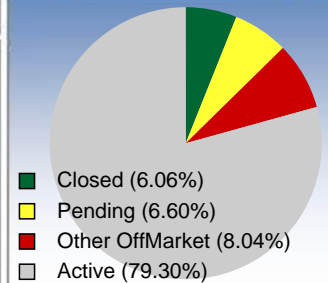


Absorption: Last 12 months, an Average of **81** Sales/Month

Active Inventory as of June 30, 2017 = **1,322**

	JUNE		
	2016	2017	+/- %
Closed Listings	100	101	1.00%
Pending Listings	90	110	22.22%
New Listings	286	308	7.69%
Average List Price	149,984	121,814	-18.78%
Average Sale Price	138,757	115,227	-16.96%
Average Percent of List Price to Selling Price	91.74%	93.90%	2.35%
Average Days on Market to Sale	106.57	62.14	-41.69%
End of Month Inventory	1,255	1,322	5.34%
Months Supply of Inventory	16.83	16.24	-3.50%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2017 rose **5.34%** to 1,322 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 **16.24** 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 **16.96%** in June 2017 to \$115,227 versus the previous year at \$138,757.

Average Days on Market Shortens

The average number of **62.14** days that homes spent on the market before selling decreased by 44.43 days or **41.69%** in June 2017 compared to last year's same month at **106.57** DOM.

Sales Success for June 2017 is Positive

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

There were 308 New Listings in June 2017, up **7.69%** from last year at 286. Furthermore, there were 101 Closed Listings this month versus last year at 100, a **1.00%** increase.

Closed versus Listed trends yielded a **32.8%** ratio, down from last year's June 2017 at **35.0%**, a **6.21%** 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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June 2017

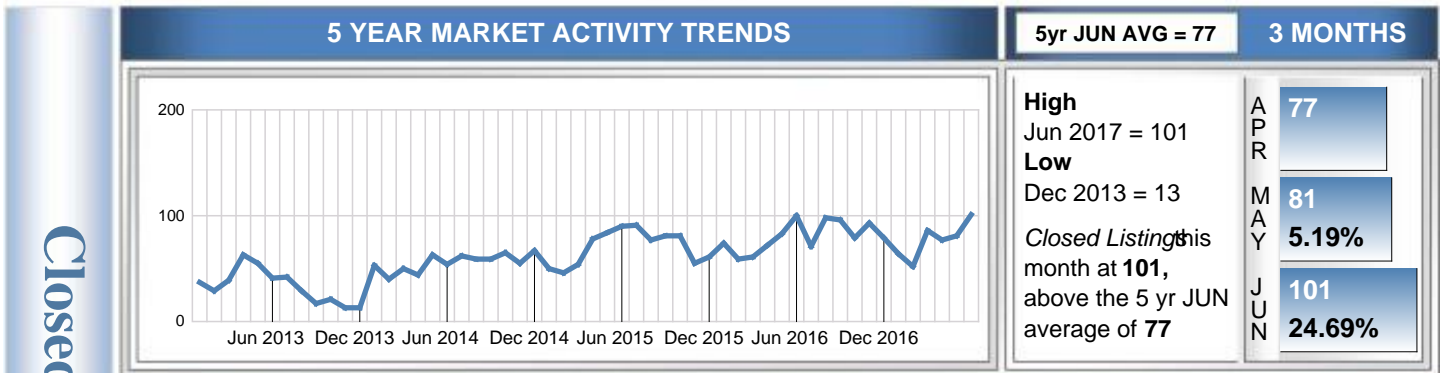
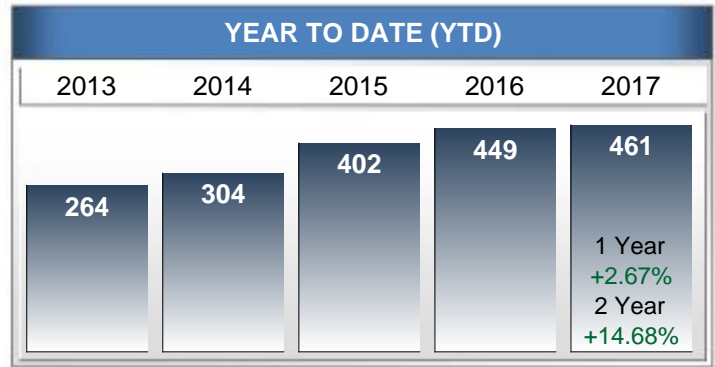
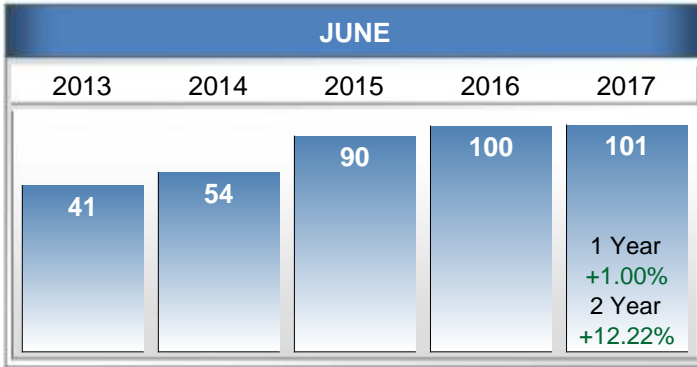
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 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	5	4.95%	58.8	3	2	0	0
\$20,001 - \$30,000	9	8.91%	38.6	4	4	1	0
\$30,001 - \$60,000	24	23.76%	72.0	12	12	0	0
\$60,001 - \$120,000	26	25.74%	56.2	3	19	4	0
\$120,001 - \$160,000	12	11.88%	89.3	2	8	2	0
\$160,001 - \$270,000	14	13.86%	53.4	1	9	4	0
\$270,001 and up	11	10.89%	57.1	2	5	4	0
Total Closed Units:	101		62.1	27	59	15	0.00B
Total Closed Volume:	11,637,938			2.03M	6.79M	2.81M	\$0
Average Closed Price:	\$115,227			\$75,267	\$115,132	\$187,530	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

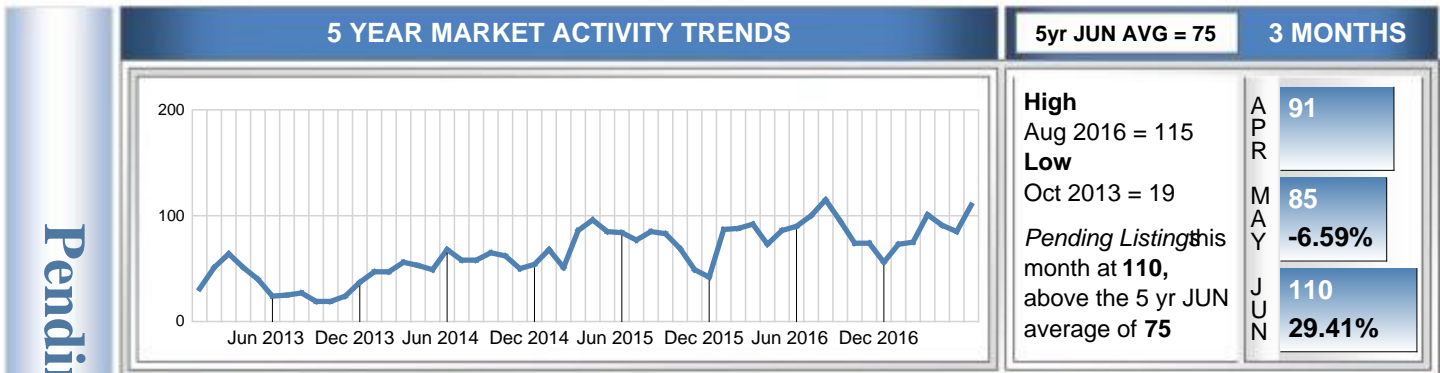
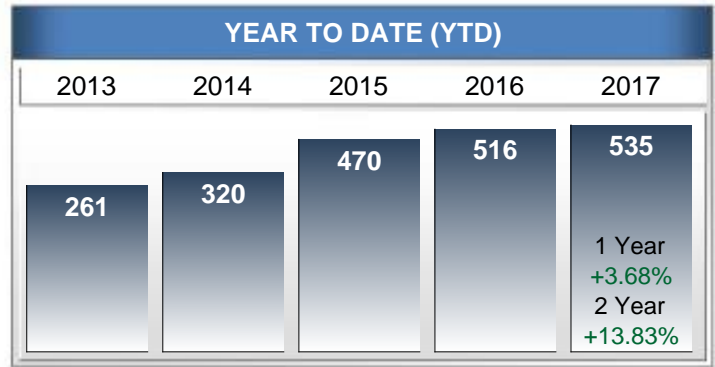
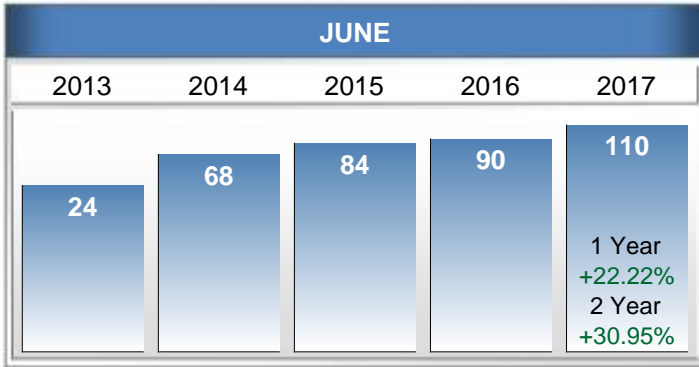
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 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+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	14	12.73%	64.9	11	3	0	0
\$25,001-\$50,000	16	14.55%	79.4	9	6	1	0
\$50,001-\$125,000	32	29.09%	91.9	9	21	2	0
\$125,001-\$175,000	23	20.91%	85.1	4	13	6	0
\$175,001-\$275,000	13	11.82%	67.5	1	9	3	0
\$275,001 and up	12	10.91%	51.8	0	6	5	1
Total Pending Units:				34	58	17	1
Total Pending Volume:				1.98M	7.91M	3.60M	379.00K
Average Listing Price:				\$58,138	\$136,388	\$211,935	\$379,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

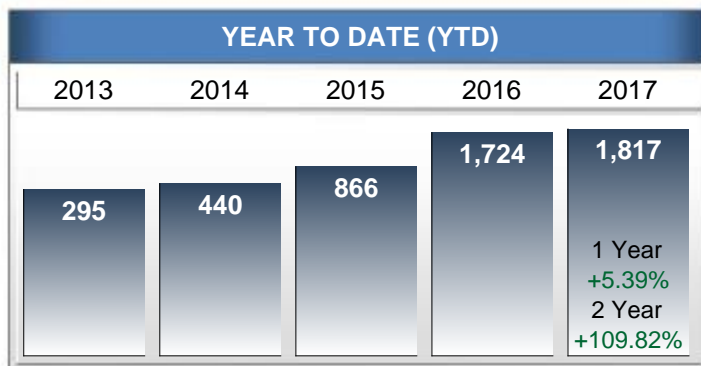
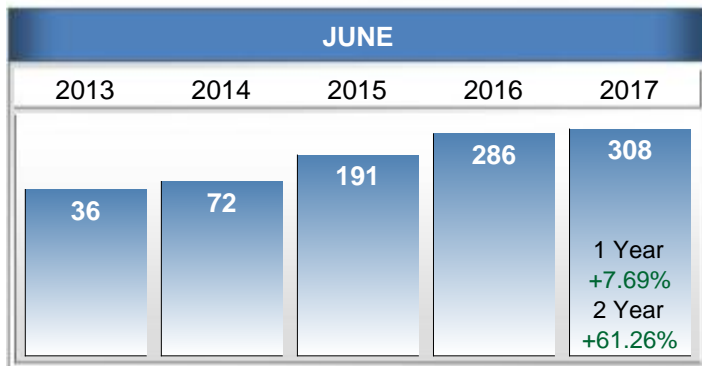
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

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



New Listings
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5yr JUN AVG = 179 **3 MONTHS**

High
Aug 2016 = 358
Low
May 2013 = 21

New Listings this month at **308**, above the 5 yr JUN average of **179**

A	317
P	
R	
M	266
A	-16.09%
Y	
J	308
U	15.79%
N	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	49	15.91%	48	1	0	0
\$25,001-\$50,000	63	20.45%	54	6	3	0
\$50,001-\$100,000	71	23.05%	23	42	6	0
\$100,001-\$175,000	46	14.94%	7	30	8	1
\$175,001-\$325,000	49	15.91%	11	25	10	3
\$325,001 and up	30	9.74%	6	8	10	6
Total New Listed Units:	308		149	112	37	10
Total New Listed Volume:	42,914,367		11.03M	19.30M	9.05M	3.54M
Average New Listed Listing Price:	\$311,950		\$74,044	\$172,297	\$244,542	\$353,660



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

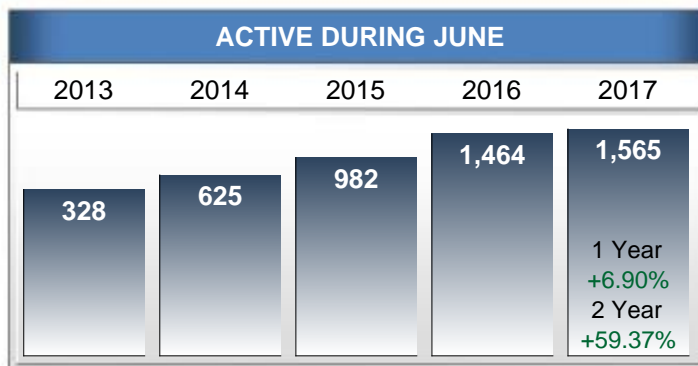
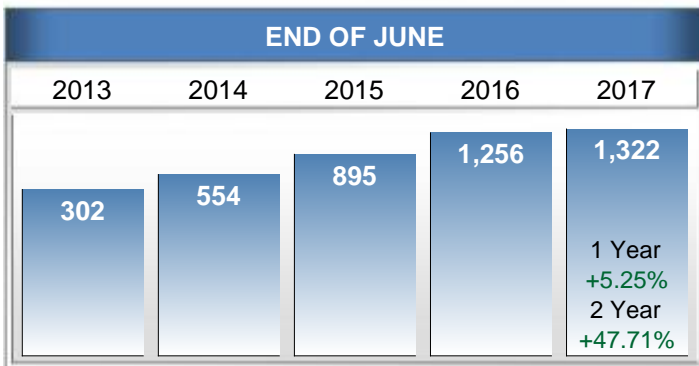
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

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



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr JUN AVG = 866 **3 MONTHS**

High
Jun 2017 = 1,322

Low
May 2013 = 294

Inventory this month at **1,322**, above the 5 yr JUN average of **866**

A P R	1,230
M A Y	1,261
J U N	1,322
2.52%	
4.84%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	152	11.50%	136.2	148	4	0	0		
\$20,001 \$30,000	118	8.93%	95.0	113	5	0	0		
\$30,001 \$50,000	167	12.63%	95.8	135	22	10	0		
\$50,001 \$120,000	362	27.38%	108.7	154	173	34	1		
\$120,001 \$190,000	224	16.94%	135.9	53	130	37	4		
\$190,001 \$320,000	164	12.41%	102.2	48	69	39	8		
\$320,001 and up	135	10.21%	110.4	34	49	36	16		
Total Active Inventory by Units:				1,322	113.0	685	452	156	29
Total Active Inventory by Volume:				195,647,751		66.37M	80.29M	38.74M	10.25M
Average Active Inventory Listing Price:				\$147,994		\$96,891	\$177,632	\$248,342	\$353,324



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

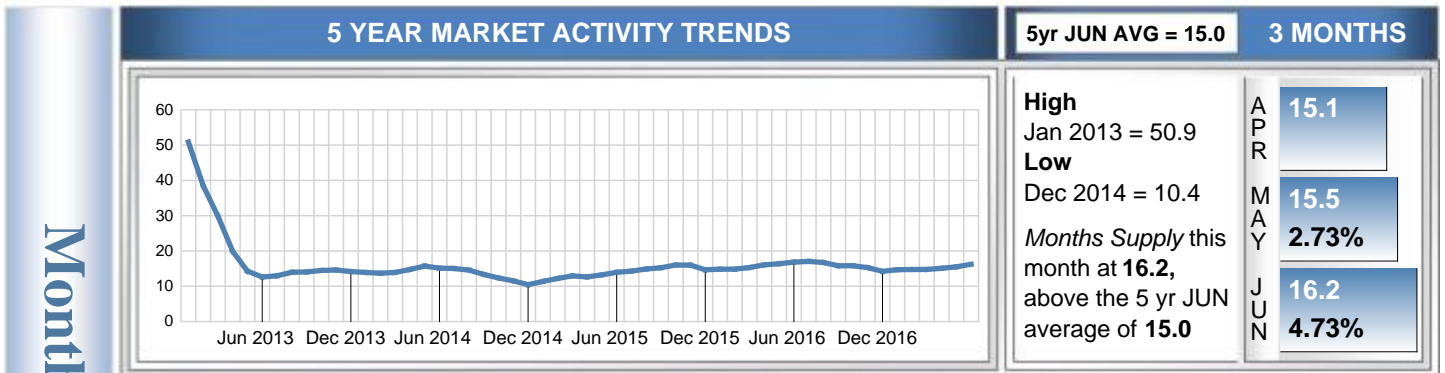
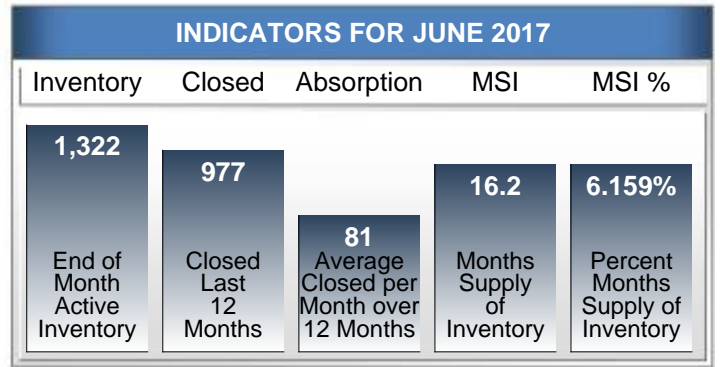
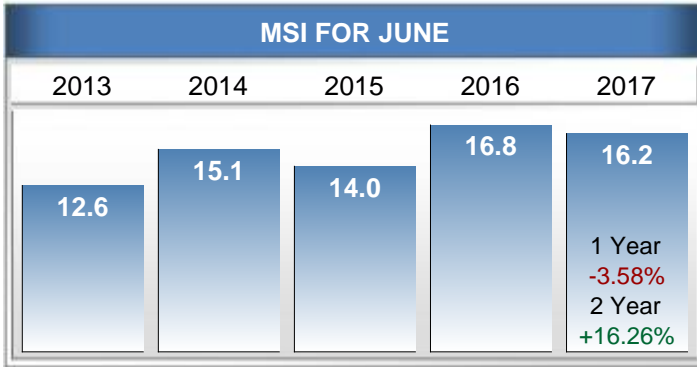
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 2017

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



Months Supply

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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	152		11.50%	22.2	30.1	2.4	0.0	0.0
\$20,001 \$30,000	118		8.93%	18.2	27.1	2.4	0.0	0.0
\$30,001 \$50,000	167		12.63%	13.9	21.6	4.2	20.0	0.0
\$50,001 \$120,000	362		27.38%	13.4	17.6	11.2	13.6	4.0
\$120,001 \$190,000	224		16.94%	14.7	25.4	11.8	17.1	0.0
\$190,001 \$320,000	164		12.41%	16.5	41.1	11.0	18.7	19.2
\$320,001 and up	135		10.21%	33.8	45.3	34.6	25.4	38.4
MSI:		16.2			24.4	10.5	17.0	26.8
Total Active Inventory:		1,322			685	452	156	29



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

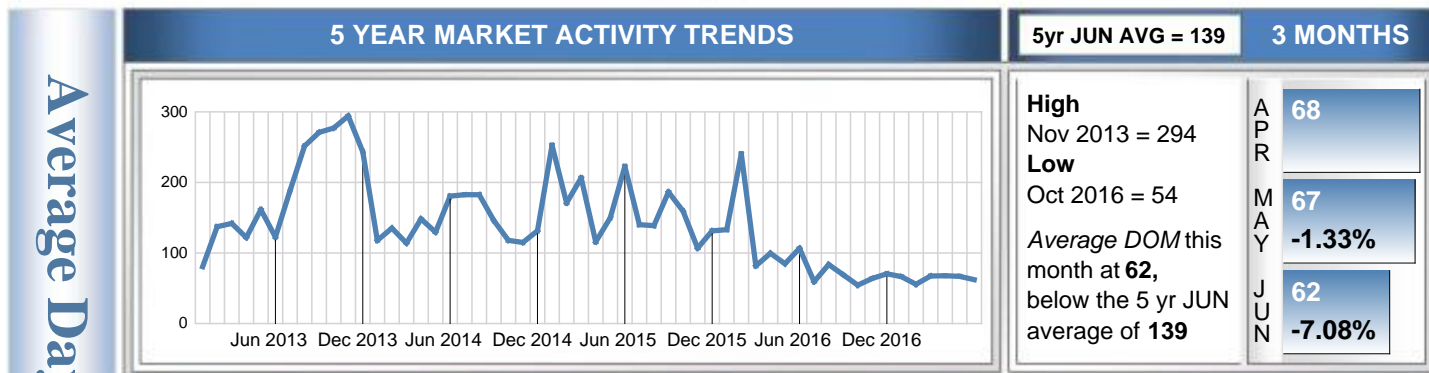
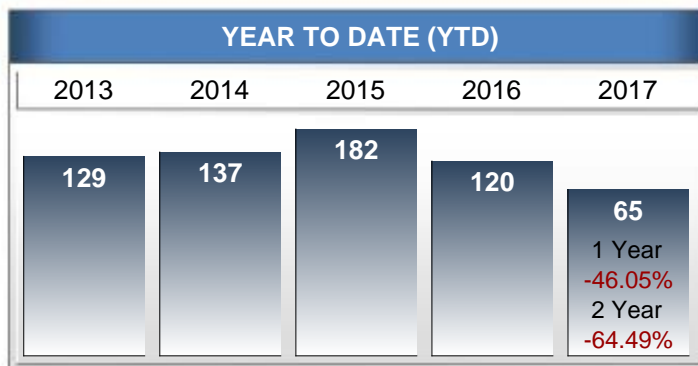
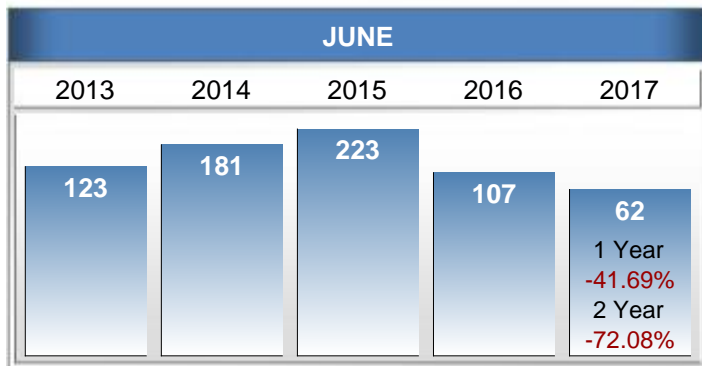
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 11, 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	5	4.95%	58.8	88.7	14.0	0.0	0.0
\$20,001 \$30,000	9	8.91%	38.6	46.8	28.8	45.0	0.0
\$30,001 \$60,000	24	23.76%	72.0	76.9	67.0	0.0	0.0
\$60,001 \$120,000	26	25.74%	56.2	49.0	49.5	93.5	0.0
\$120,001 \$160,000	12	11.88%	89.3	26.0	101.1	105.5	0.0
\$160,001 \$270,000	14	13.86%	53.4	1.0	67.6	34.5	0.0
\$270,001 and up	11	10.89%	57.1	31.5	64.6	60.5	0.0
Average Closed DOM: 62.1				60.7	61.5	67.3	0.0
Total Closed Units: 101				27	59	15	
Total Closed Volume: 11,637,938				2.03M	6.79M	2.81M	0.00B



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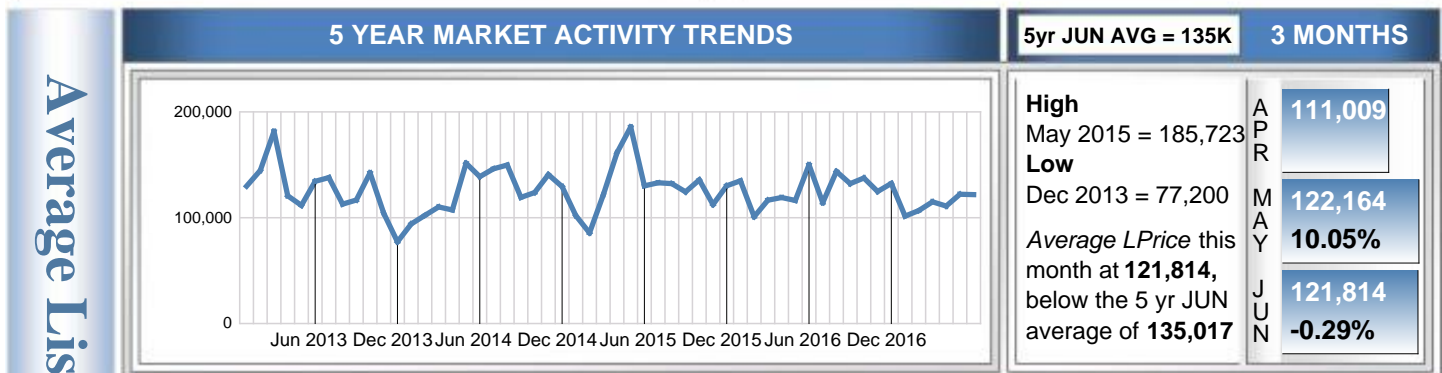
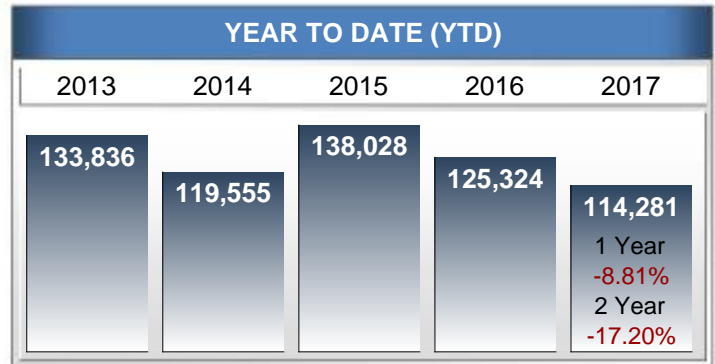
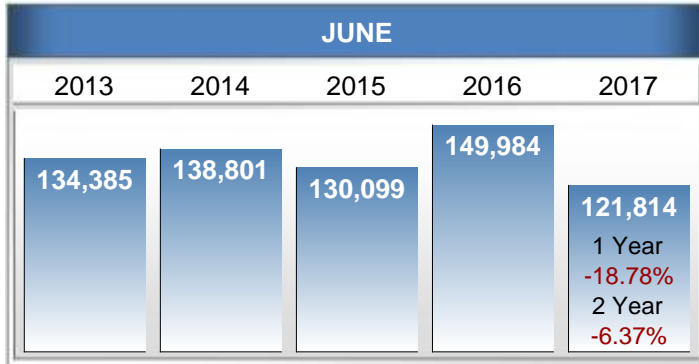
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 2017

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	5	4.95%	14,980	14,633	15,500	0	0
\$20,001 \$30,000	8	7.92%	28,150	29,100	30,975	29,900	0
\$30,001 \$60,000	24	23.76%	47,065	45,775	50,179	0	0
\$60,001 \$120,000	25	24.75%	91,588	97,467	92,774	105,625	0
\$120,001 \$160,000	11	10.89%	139,845	142,500	148,300	155,000	0
\$160,001 \$270,000	16	15.84%	204,600	290,000	216,378	207,075	0
\$270,001 and up	12	11.88%	314,329	310,750	288,130	354,950	0
Average List Price:	\$121,814			\$81,426	\$120,241	\$200,700	\$0
Total Closed Units:	101			27	59	15	
Total List Volume:	12,303,200			2.20M	7.09M	3.01M	0.00B



Monthly Inventory Analysis

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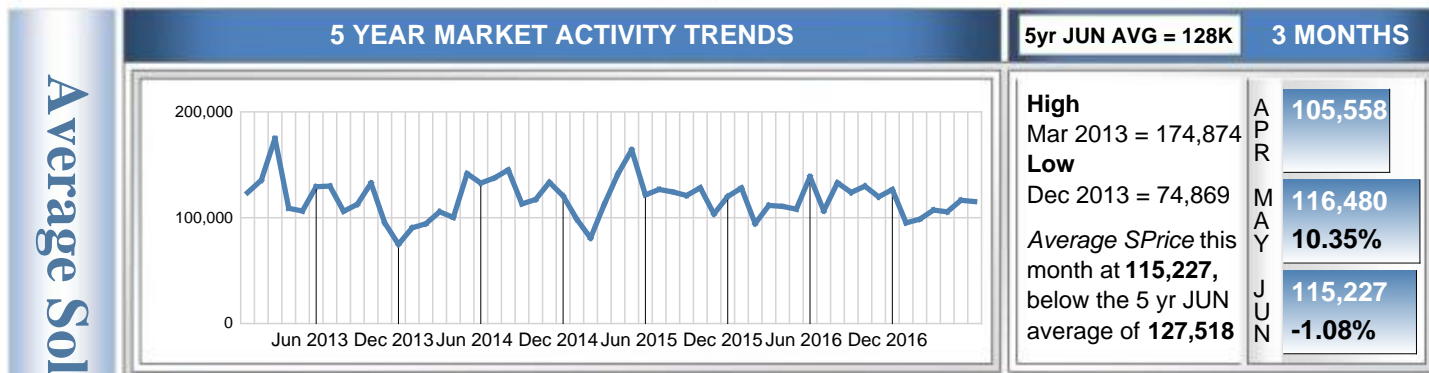
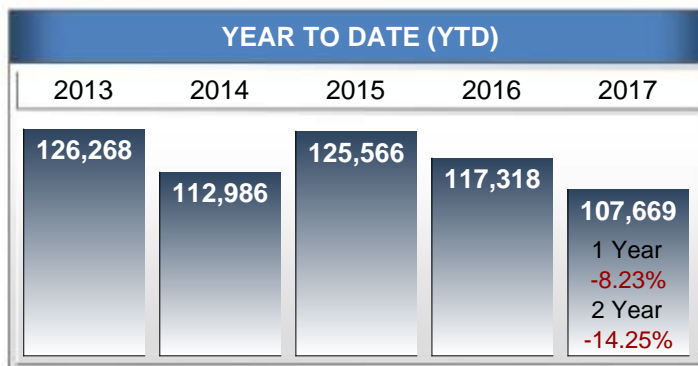
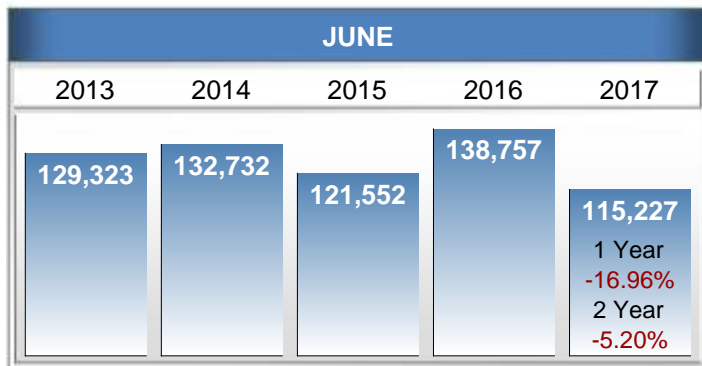
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

Report Produced on: Jul 11, 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	5		4.95%	14,440	13,500	15,850	0	0
\$20,001 \$30,000	9		8.91%	25,676	26,125	25,397	25,000	0
\$30,001 \$60,000	24		23.76%	43,781	40,517	47,046	0	0
\$60,001 \$120,000	26		25.74%	91,056	85,000	89,997	100,625	0
\$120,001 \$160,000	12		11.88%	141,375	149,500	138,063	146,500	0
\$160,001 \$270,000	14		13.86%	204,036	250,000	207,111	185,625	0
\$270,001 and up	11		10.89%	305,768	298,500	283,300	337,488	0
Average Closed Price: \$115,227					\$75,267	\$115,132	\$187,530	\$0
Total Closed Units: 101					27	59	15	
Total Closed Volume: 11,637,938					2.03M	6.79M	2.81M	0.00B



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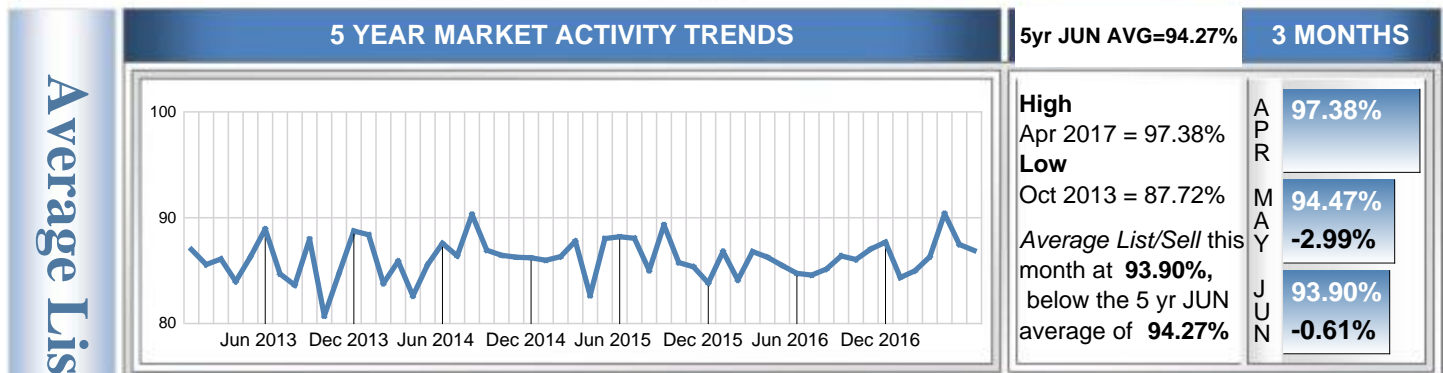
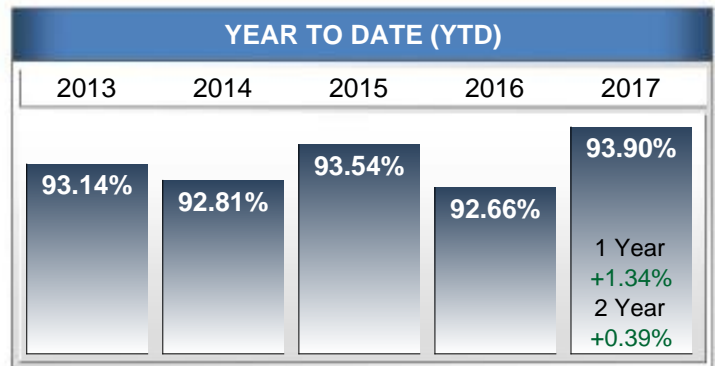
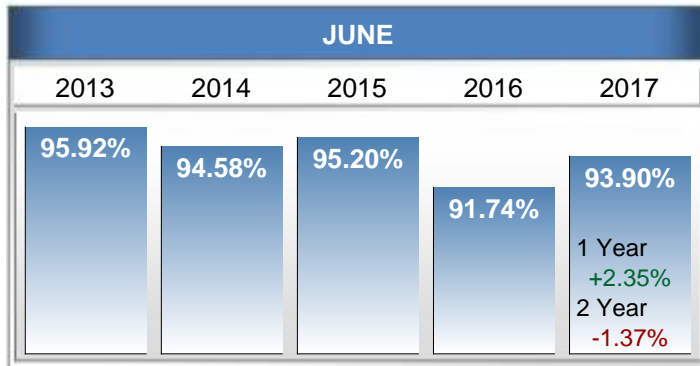
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

Report Produced on: Jul 11, 2017

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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+
\$20,000 and less	5	4.95%	96.80%	92.87%	102.69%	0.00%	0.00%
\$20,001 \$30,000	9	8.91%	87.27%	90.00%	85.46%	83.61%	0.00%
\$30,001 \$60,000	24	23.76%	91.33%	89.36%	93.30%	0.00%	0.00%
\$60,001 \$120,000	26	25.74%	96.13%	87.12%	97.52%	96.25%	0.00%
\$120,001 \$160,000	12	11.88%	95.79%	106.38%	93.48%	94.43%	0.00%
\$160,001 \$270,000	14	13.86%	93.55%	86.21%	95.68%	90.60%	0.00%
\$270,001 and up	11	10.89%	96.75%	96.20%	98.39%	94.98%	0.00%
Average List/Sell Ratio: 93.90%				91.25%	95.26%	93.32%	0.00%
Total Closed Units: 101				27	59	15	
Total Closed Volume: 11,637,938				2.03M	6.79M	2.81M	0.00B



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 11, 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 June 30, 2017 = **1,322**

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	100	101	1.00%	449	461	2.67%
Pending Sales	90	110	22.22%	516	535	3.68%
New Listings	286	308	7.69%	1,724	1,817	5.39%
Average List Price	149,984	121,814	-18.78%	125,324	114,281	-8.81%
Average Sale Price	138,757	115,227	-16.96%	117,318	107,669	-8.23%
Average Percent of List Price to Selling Price	91.74%	93.90%	2.35%	92.66%	93.90%	1.34%
Average Days on Market to Sale	106.57	62.14	-41.69%	119.99	64.74	-46.05%
Monthly Inventory	1,255	1,322	5.34%	1,255	1,322	5.34%
Months Supply of Inventory	16.83	16.24	-3.50%	16.83	16.24	-3.50%

