



June 2017

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

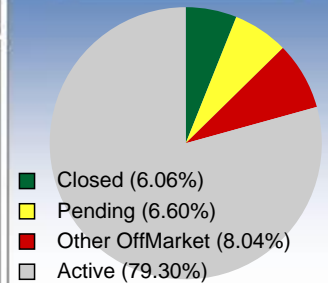


Absorption: Last 12 months, an Average of **81** Sales/Month

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%
Median List Price	109,900	97,000	-11.74%
Median Sale Price	95,000	90,000	-5.26%
Median Percent of List Price to Selling Price	93.47%	94.67%	1.29%
Median Days on Market to Sale	64.50	48.00	-25.58%
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.

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 **5.26%** in June 2017 to \$90,000 versus the previous year at \$95,000.

Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 16.50 days or **25.58%** in June 2017 compared to last year's same month at **64.50** DOM.

Sales Success for June 2017 is Positive

Overall, with Median 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

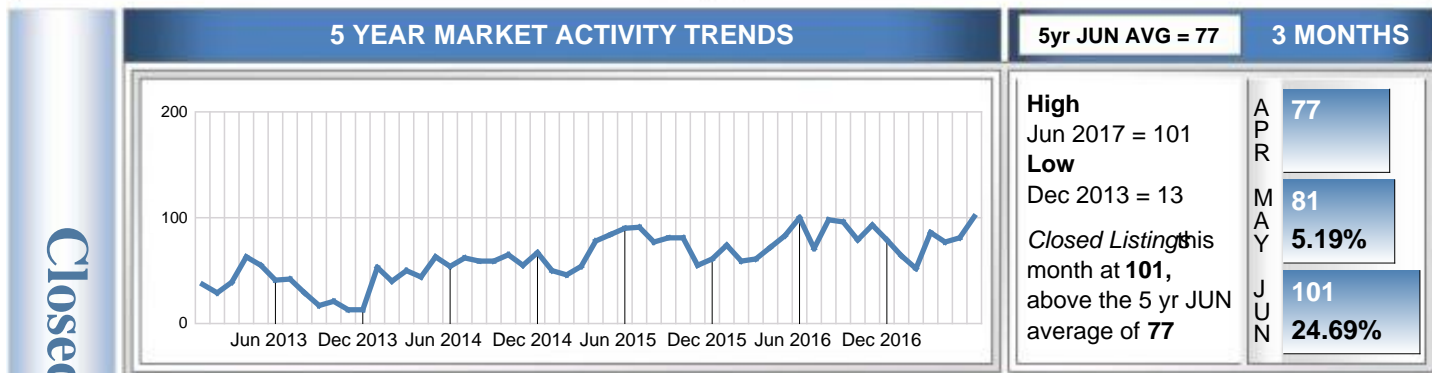
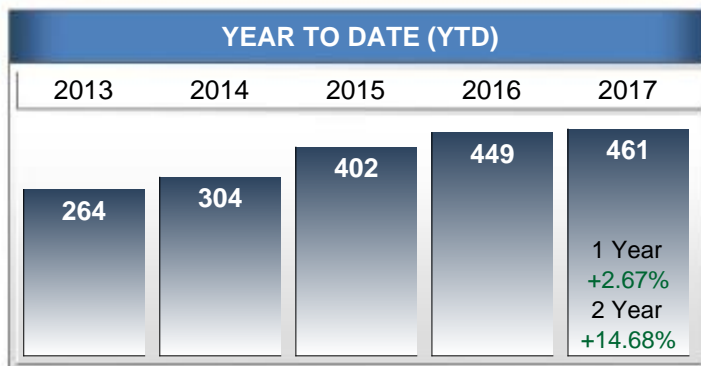
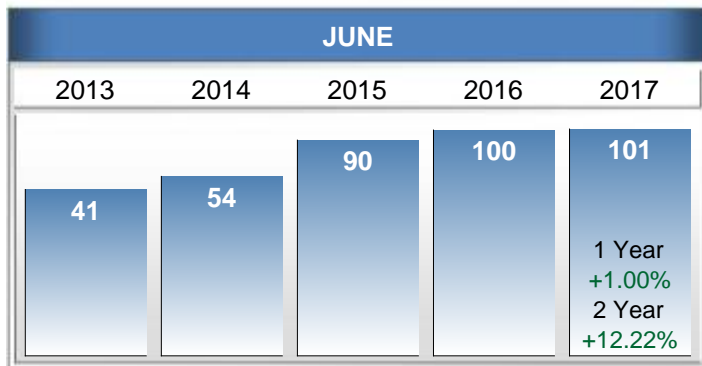
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

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



CLOSED LISTINGS & 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	4.95%	25.0	3	2	0	0
\$20,001 - \$30,000	9	8.91%	24.0	4	4	1	0
\$30,001 - \$60,000	24	23.76%	37.0	12	12	0	0
\$60,001 - \$120,000	26	25.74%	50.5	3	19	4	0
\$120,001 - \$160,000	12	11.88%	94.0	2	8	2	0
\$160,001 - \$270,000	14	13.86%	41.5	1	9	4	0
\$270,001 and up	11	10.89%	55.0	2	5	4	0
Total Closed Units:	101		48.0	27	59	15	0.00B
Total Closed Volume:	11,637,938			2.03M	6.79M	2.81M	\$0
Median Closed Price:	\$90,000			\$40,000	\$96,450	\$169,000	

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

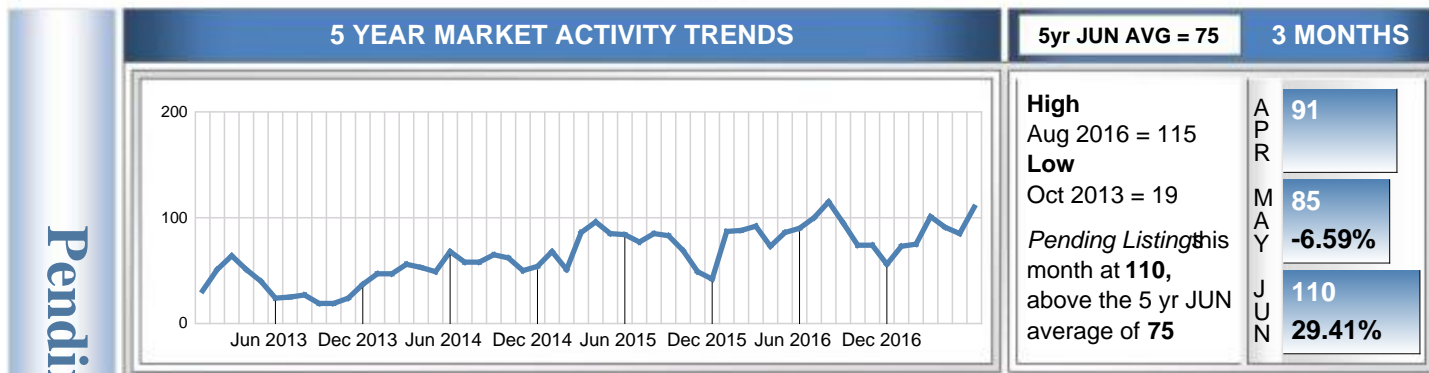
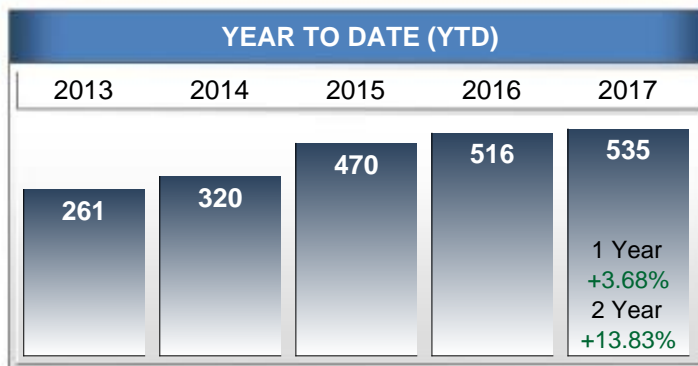
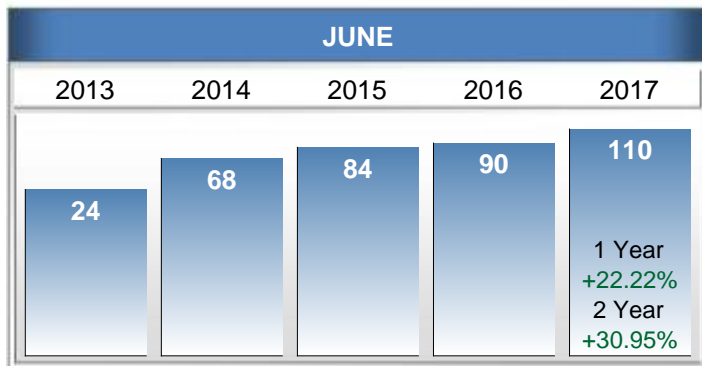
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

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



Pending Listings
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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+
\$20,000 and less	9	8.18%	46.0	9	0	0	0
\$20,001 \$40,000	13	11.82%	68.0	7	6	0	0
\$40,001 \$60,000	14	12.73%	80.0	4	9	1	0
\$60,001 \$130,000	30	27.27%	72.5	9	19	2	0
\$130,001 \$170,000	19	17.27%	76.0	4	9	6	0
\$170,001 \$280,000	14	12.73%	63.5	1	10	3	0
\$280,001 and up	11	10.00%	55.0	0	5	5	1
Total Pending Units:	110		68.5	34	58	17	1
Total Pending Volume:	13,869,075			1.98M	7.91M	3.60M	379.00K
Median Listing Price:	\$97,200			\$45,000	\$122,250	\$159,900	\$379,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

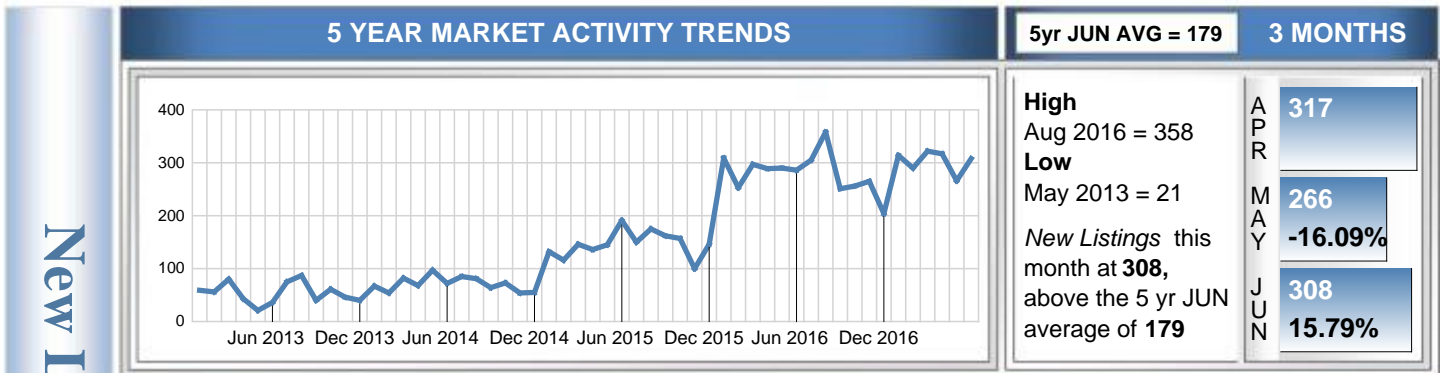
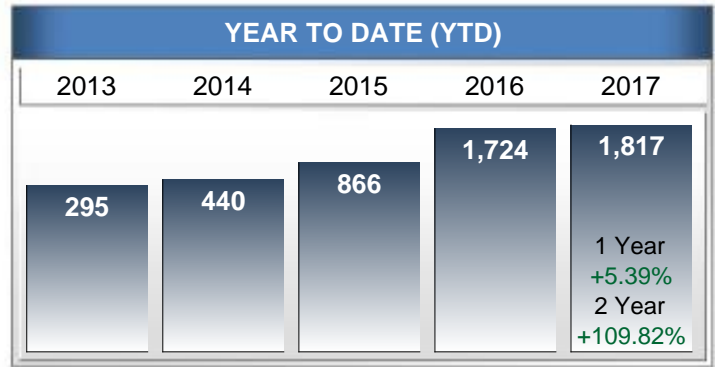
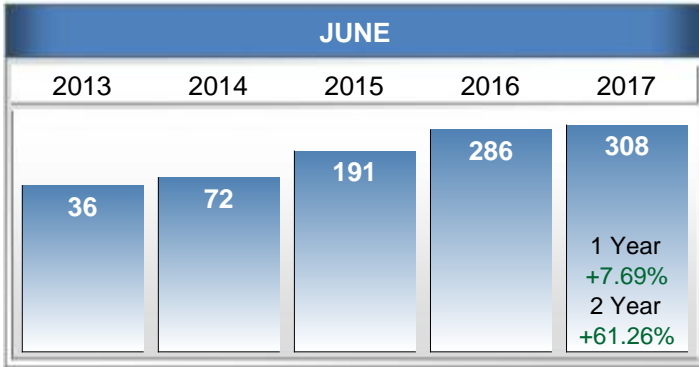
New Listings as of Jul 11, 2017



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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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	8	2.60%	8	0	0	0	
\$10,001 - \$30,000	63	20.45%	60	3	0	0	
\$30,001 - \$50,000	41	13.31%	34	4	3	0	
\$50,001 - \$110,000	76	24.68%	24	44	8	0	
\$110,001 - \$190,000	50	16.23%	7	33	9	1	
\$190,001 - \$320,000	39	12.66%	10	19	7	3	
\$320,001 and up	31	10.06%	6	9	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
Median New Listed Listing Price:			\$79,000	\$37,000	\$125,000	\$185,000	\$355,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

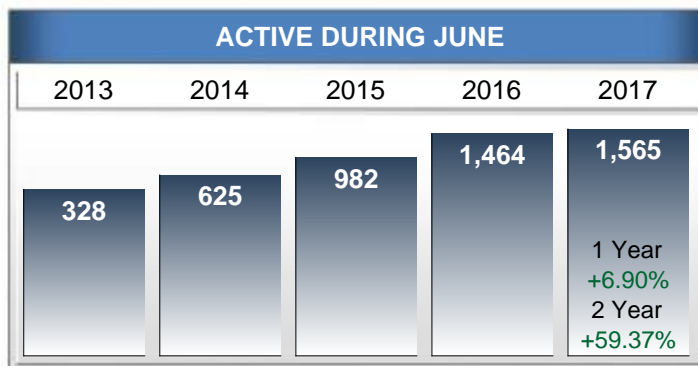
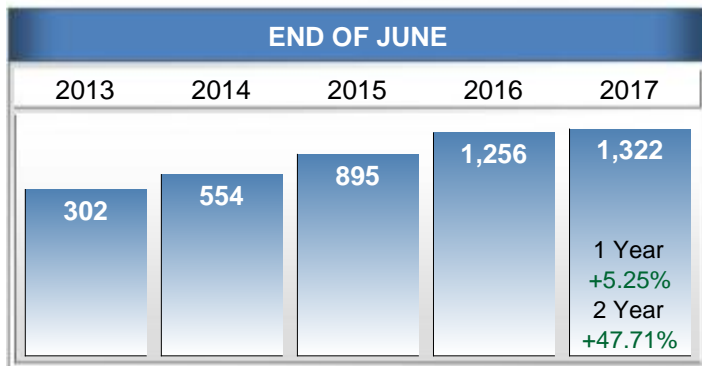
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

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



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	152	11.50%	105.0	148	4	0	0		
\$20,001 \$30,000	118	8.93%	63.0	113	5	0	0		
\$30,001 \$50,000	167	12.63%	78.0	135	22	10	0		
\$50,001 \$120,000	362	27.38%	78.5	154	173	34	1		
\$120,001 \$190,000	224	16.94%	85.5	53	130	37	4		
\$190,001 \$320,000	164	12.41%	86.0	48	69	39	8		
\$320,001 and up	135	10.21%	81.0	34	49	36	16		
Total Active Inventory by Units:				1,322	83.0	685	452	156	29
Total Active Inventory by Volume:				195,647,751		66.37M	80.29M	38.74M	10.25M
Median Active Inventory Listing Price:				\$89,375		\$45,000	\$132,250	\$185,500	\$334,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

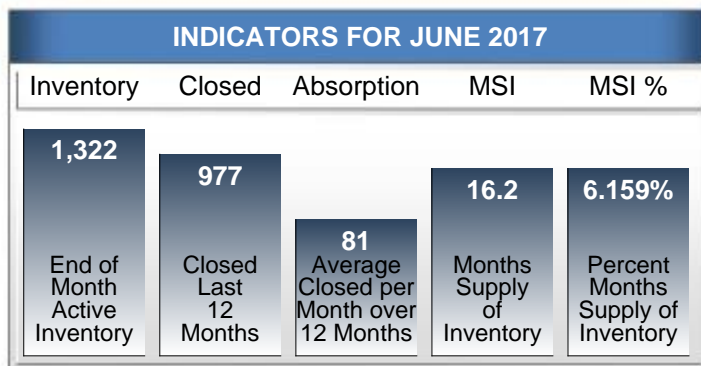
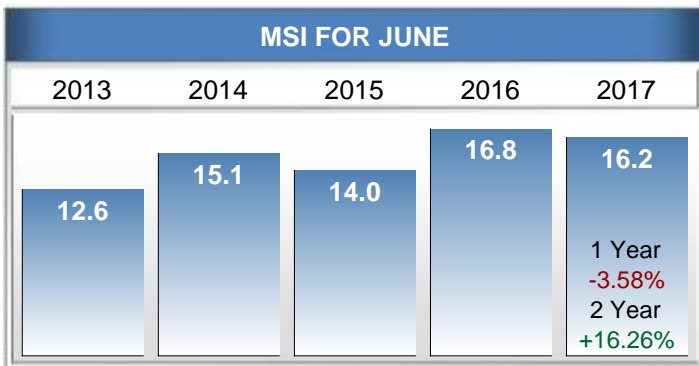
Active Inventory as of Jul 11, 2017



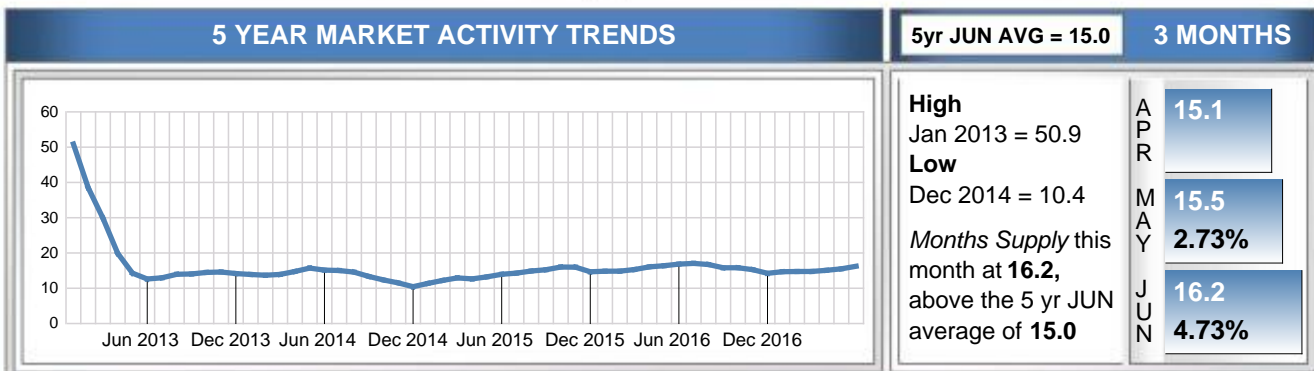
Months Supply of Inventory

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

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June 2017

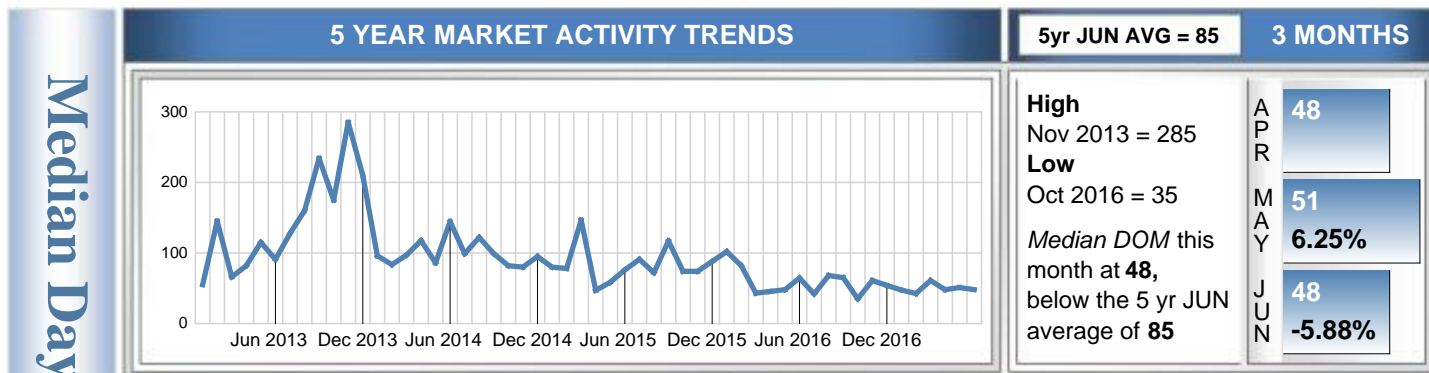
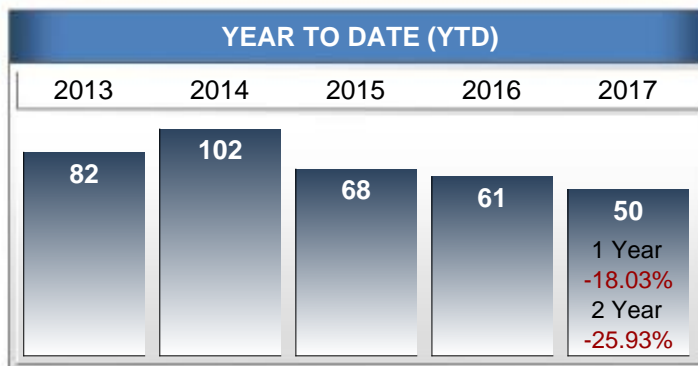
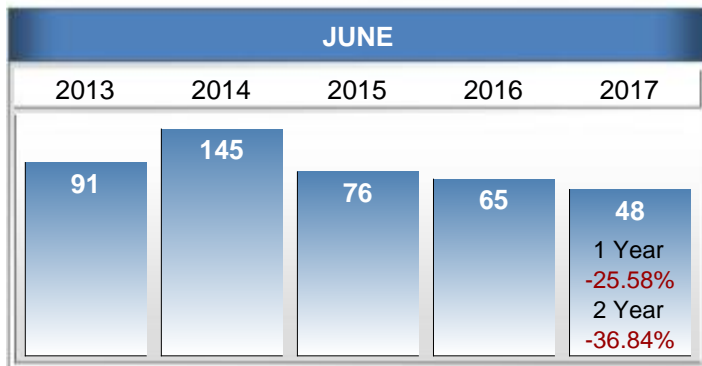
Closed Sales as of Jul 11, 2017



Median Days on Market to Sale

Report Produced on: Jul 11, 2017

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



Median Days on Market

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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	4.95%	25.0	62.0	14.0	0.0	0.0
\$20,001 \$30,000	9	8.91%	24.0	12.5	27.0	45.0	0.0
\$30,001 \$60,000	24	23.76%	37.0	75.5	30.0	0.0	0.0
\$60,001 \$120,000	26	25.74%	50.5	53.0	35.0	88.5	0.0
\$120,001 \$160,000	12	11.88%	94.0	26.0	115.0	105.5	0.0
\$160,001 \$270,000	14	13.86%	41.5	1.0	59.0	13.0	0.0
\$270,001 and up	11	10.89%	55.0	31.5	63.0	55.5	0.0
Median Closed DOM:	48.0			40.0	41.0	56.0	0.0
Total Closed Units:	101			27	59	15	0.0
Total Closed Volume:	11,637,938			2.03M	6.79M	2.81M	0.00B



Monthly Inventory Analysis

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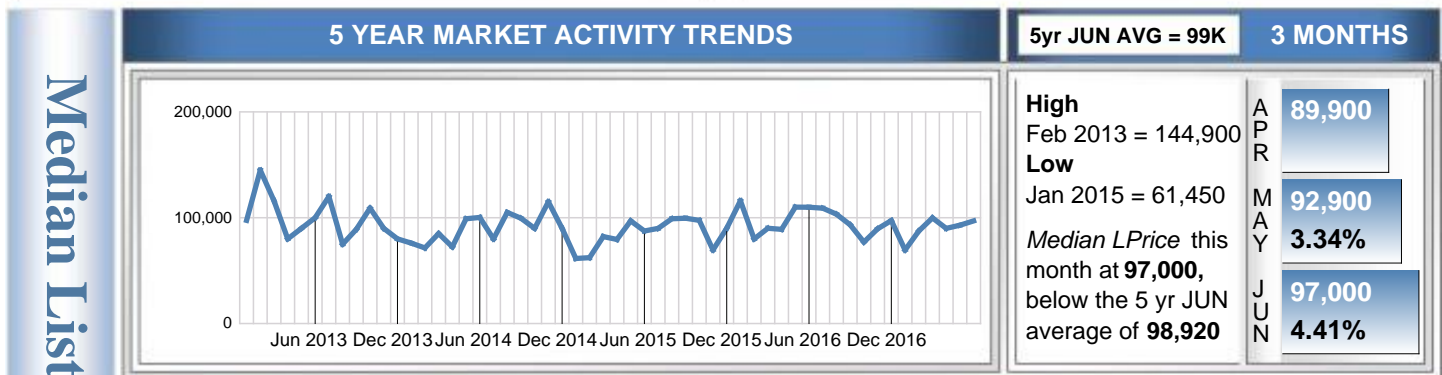
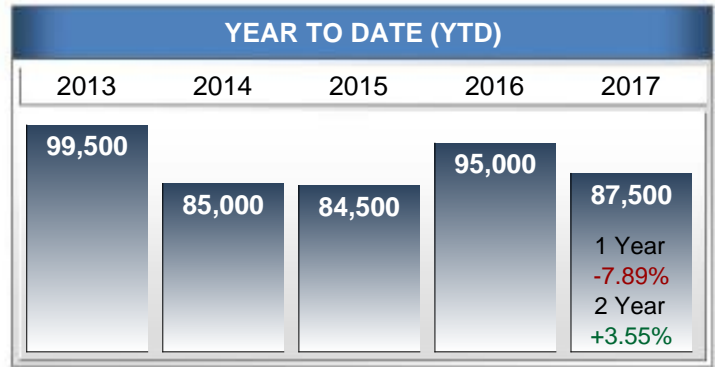
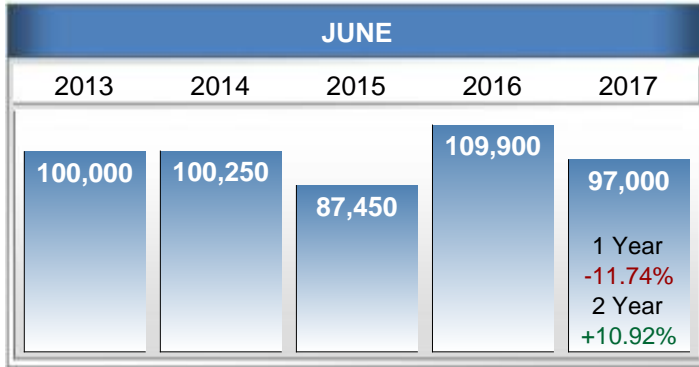
Closed Sales as of Jul 11, 2017



Median List Price at Closing

Report Produced on: Jul 11, 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		4.95%	16,000	16,000	15,500	0	0
\$20,001 \$30,000	8		7.92%	29,200	29,200	25,000	29,900	0
\$30,001 \$60,000	24		23.76%	45,900	45,900	46,225	0	0
\$60,001 \$120,000	25		24.75%	89,900	100,000	83,000	100,000	0
\$120,001 \$160,000	11		10.89%	139,000	142,500	139,000	137,450	0
\$160,001 \$270,000	16		15.84%	199,750	0	210,000	189,500	0
\$270,001 and up	12		11.88%	299,450	299,000	289,000	354,950	0
Median List Price:		\$97,000			\$46,800	\$99,000	\$169,000	\$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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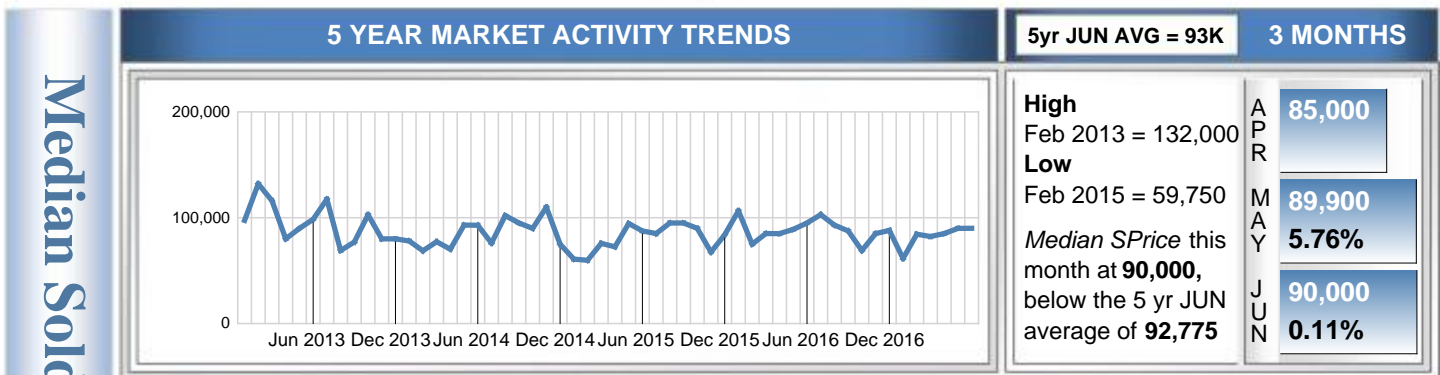
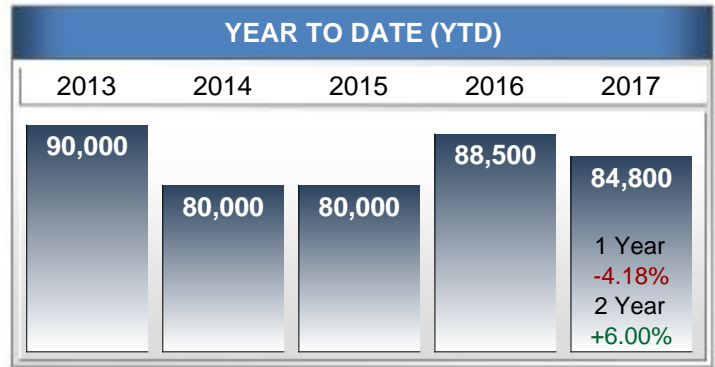
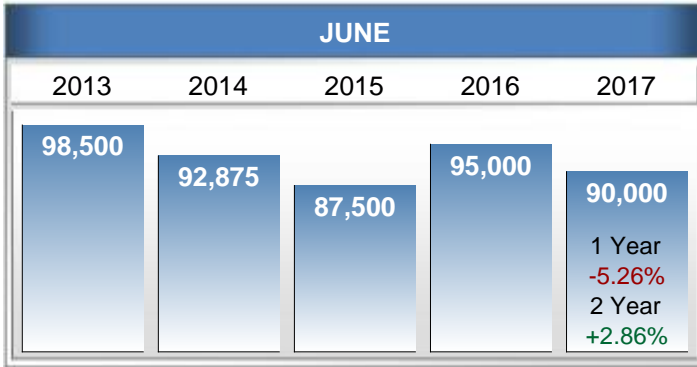
Closed Sales as of Jul 11, 2017



Median Sold Price at Closing

Report Produced on: Jul 11, 2017

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



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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5		4.95%	15,000	15,000	15,850	0	0
\$20,001 - \$30,000	9		8.91%	25,088	27,250	24,294	25,000	0
\$30,001 - \$60,000	24		23.76%	44,100	40,000	48,000	0	0
\$60,001 - \$120,000	26		25.74%	92,500	90,000	86,000	102,500	0
\$120,001 - \$160,000	12		11.88%	141,500	149,500	136,500	146,500	0
\$160,001 - \$270,000	14		13.86%	200,000	250,000	215,000	186,750	0
\$270,001 and up	11		10.89%	298,000	298,500	282,000	339,975	0
Median Closed Price:		\$90,000			\$40,000	\$96,450	\$169,000	\$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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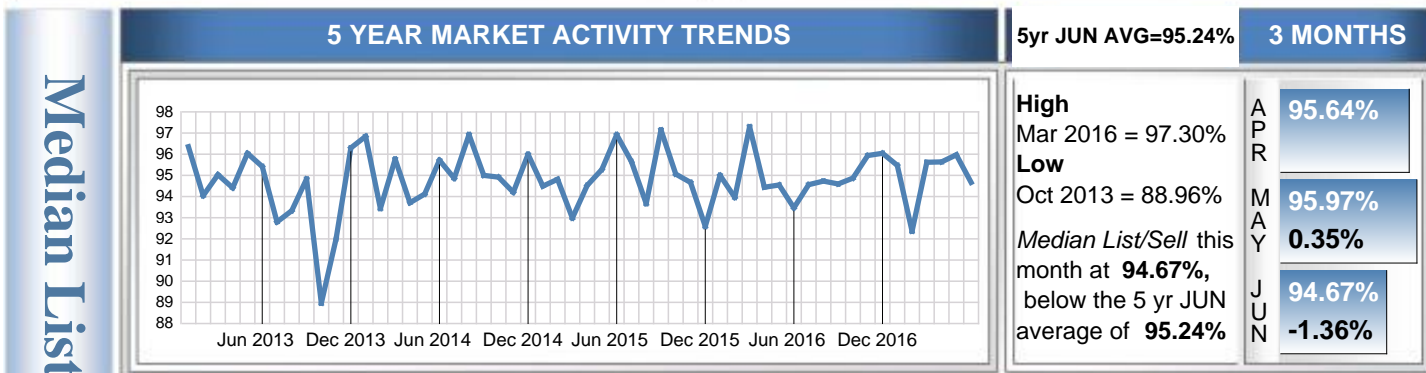
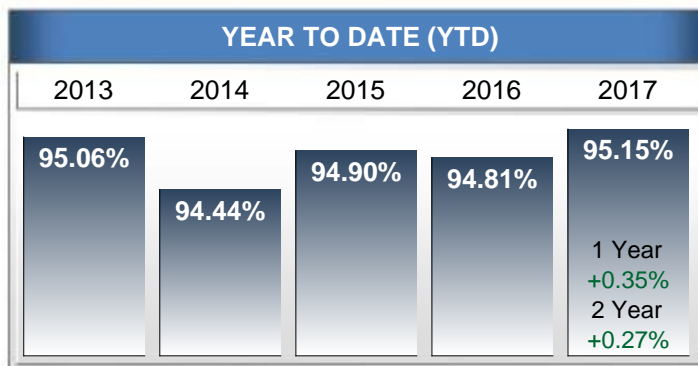
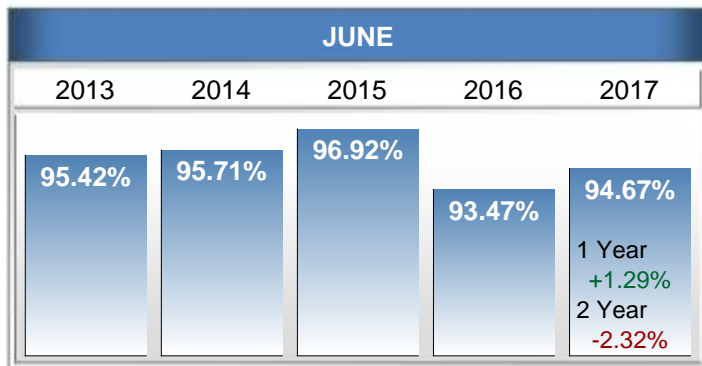
Closed Sales as of Jul 11, 2017



Median Percent of List Price to Selling Price

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	4.95%	95.96%	93.75%	102.69%	0.00%	0.00%
\$20,001 \$30,000	9	8.91%	91.67%	93.20%	87.42%	83.61%	0.00%
\$30,001 \$60,000	24	23.76%	92.21%	91.24%	95.11%	0.00%	0.00%
\$60,001 \$120,000	26	25.74%	95.58%	81.35%	96.22%	96.19%	0.00%
\$120,001 \$160,000	12	11.88%	94.73%	106.38%	94.72%	94.43%	0.00%
\$160,001 \$270,000	14	13.86%	94.81%	86.21%	95.24%	89.51%	0.00%
\$270,001 and up	11	10.89%	97.93%	96.20%	98.11%	95.45%	0.00%
Median List/Sell Ratio:	94.67%			92.31%	96.86%	93.57%	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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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%
Median List Price	109,900	97,000	-11.74%	95,000	87,500	-7.89%
Median Sale Price	95,000	90,000	-5.26%	88,500	84,800	-4.18%
Median Percent of List Price to Selling Price	93.47%	94.67%	1.29%	94.81%	95.15%	0.35%
Median Days on Market to Sale	64.50	48.00	-25.58%	61.00	50.00	-18.03%
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%

