



March 2017

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

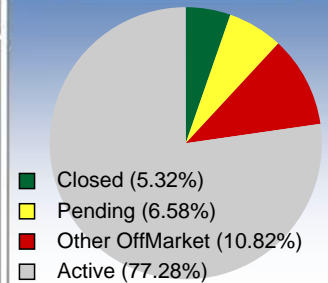


Absorption: Last 12 months, an Average of **79** Sales/Month

Active Inventory as of March 31, 2017 = **1,221**

	MARCH		
	2016	2017	+/- %
Closed Listings	59	84	42.37%
Pending Listings	89	104	16.85%
New Listings	293	322	9.90%
Median List Price	90,000	99,625	10.69%
Median Sale Price	85,000	79,250	-6.76%
Median Percent of List Price to Selling Price	97.44%	95.81%	-1.67%
Median Days on Market to Sale	39.00	60.50	55.13%
End of Month Inventory	1,130	1,221	8.05%
Months Supply of Inventory	15.64	15.47	-1.07%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2017 rose **8.05%** to 1,221 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 **15.47** 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 **6.76%** in March 2017 to \$79,250 versus the previous year at \$85,000.

Median Days on Market Lengthens

The median number of **60.50** days that homes spent on the market before selling increased by 21.50 days or **55.13%** in March 2017 compared to last year's same month at **39.00** DOM.

Sales Success for March 2017 is Positive

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

There were 322 New Listings in March 2017, up **9.90%** from last year at 293. Furthermore, there were 84 Closed Listings this month versus last year at 59, a **42.37%** increase.

Closed versus Listed trends yielded a **26.1%** ratio, up from last year's March 2017 at **20.1%**, a **29.55%** upswing. 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

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March 2017

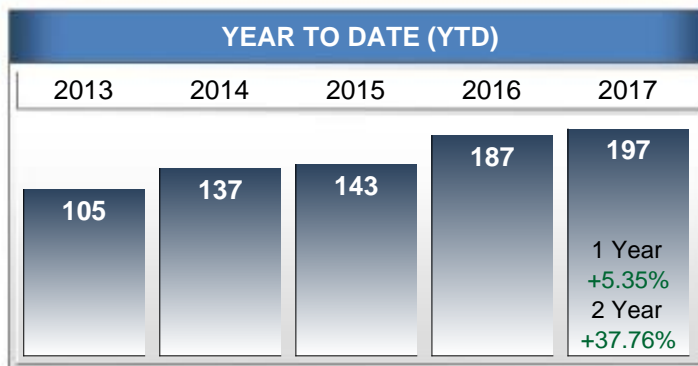
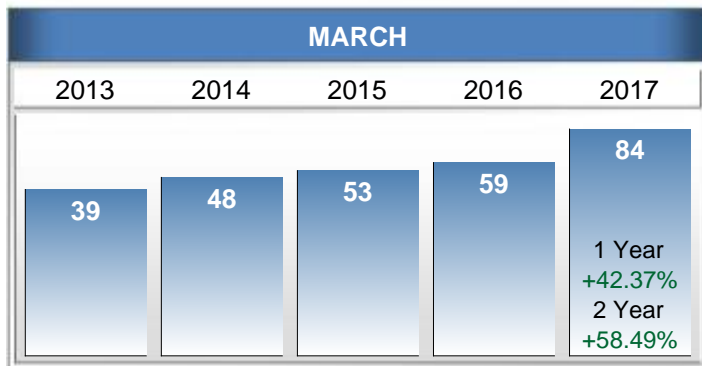
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 2017

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



5yr MAR AVG = 57 **3 MONTHS**

High
Aug 2016 = 97
Low
Dec 2013 = 13

Closed Listing this month at **84**, above the 5 yr MAR average of **57**

JAN	64
FEB	49
MAR	84
-23.44%	

Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	3.57%	69.0	1	2	0	0
\$10,001 - \$30,000	13	15.48%	105.0	6	7	0	0
\$30,001 - \$60,000	14	16.67%	47.0	8	4	2	0
\$60,001 - \$120,000	21	25.00%	60.0	7	11	3	0
\$120,001 - \$150,000	11	13.10%	77.0	1	9	1	0
\$150,001 - \$190,000	13	15.48%	74.0	2	9	2	0
\$190,001 and up	9	10.71%	43.0	0	3	6	0
Total Closed Units:	84		60.5	25	45	14	0.00B
Total Closed Volume:	8,851,176			1.52M	4.80M	2.53M	\$0
Median Closed Price:	\$79,250			\$56,000	\$110,000	\$171,500	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

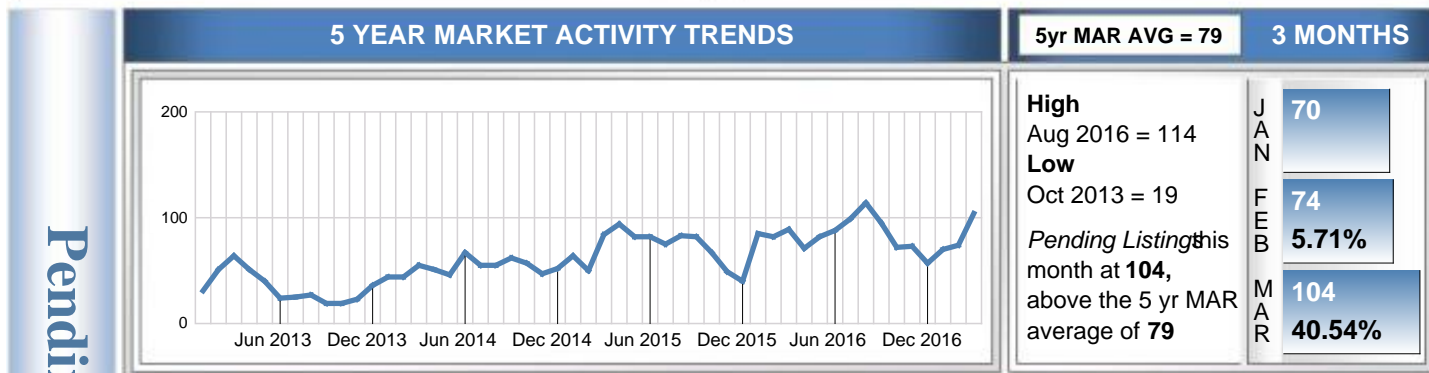
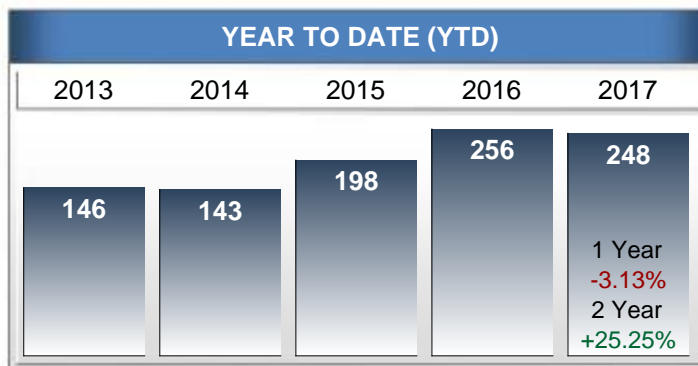
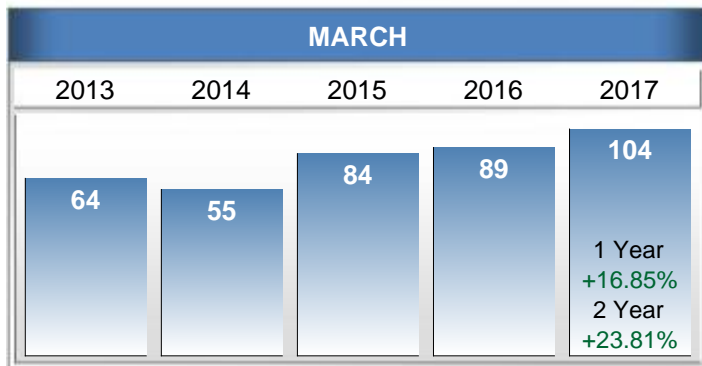
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 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	7	6.73%	54.0	4	2	1	0		
\$20,001 - \$40,000	10	9.62%	76.0	5	3	2	0		
\$40,001 - \$60,000	17	16.35%	79.0	9	8	0	0		
\$60,001 - \$100,000	28	26.92%	61.5	9	16	3	0		
\$100,001 - \$150,000	18	17.31%	41.5	2	14	2	0		
\$150,001 - \$250,000	14	13.46%	48.5	1	9	3	1		
\$250,001 and up	10	9.62%	54.5	3	3	4	0		
Total Pending Units:				104	57.0	33	55	15	1
Total Pending Volume:				12,384,847		3.29M	6.22M	2.64M	239.90K
Median Listing Price:				\$85,450		\$54,500	\$99,500	\$144,999	\$239,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

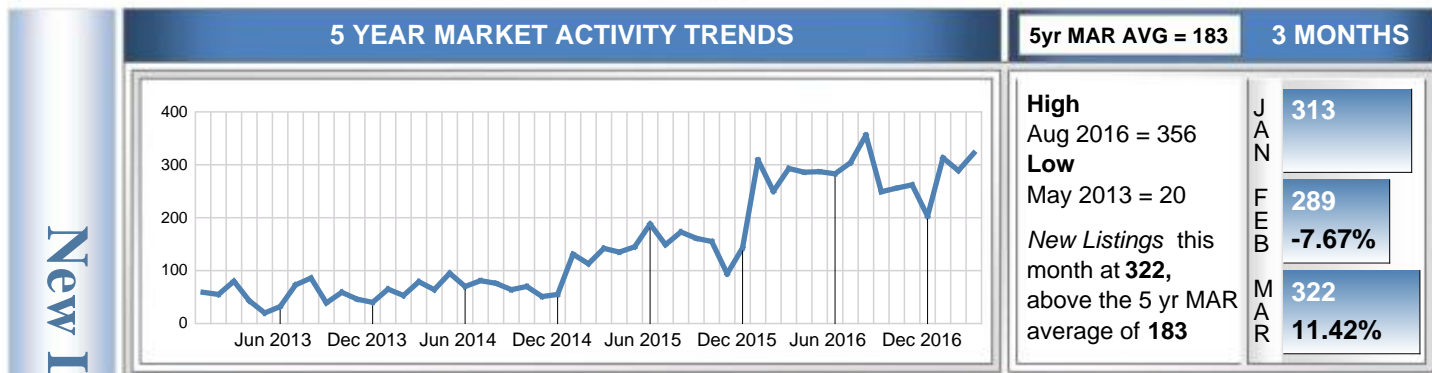
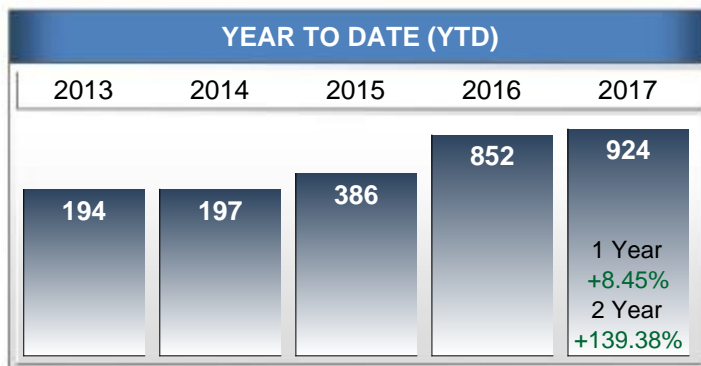
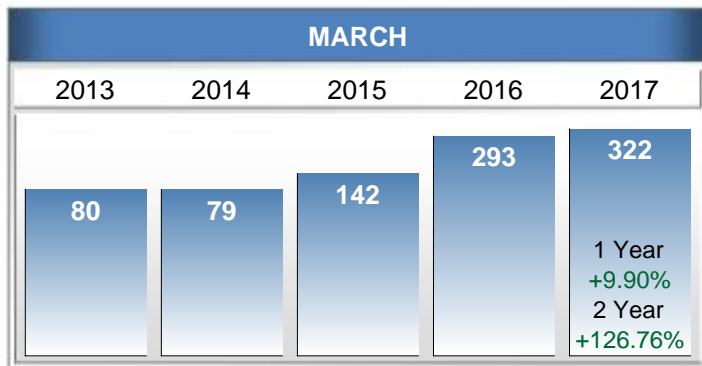
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 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+
\$20,000 and less	31	9.63%	27	3	1	0
\$20,001 - \$40,000	35	10.87%	24	9	2	0
\$40,001 - \$70,000	49	15.22%	33	13	3	0
\$70,001 - \$130,000	74	22.98%	22	42	10	0
\$130,001 - \$210,000	61	18.94%	13	35	12	1
\$210,001 - \$320,000	39	12.11%	5	18	14	2
\$320,001 and up	33	10.25%	5	15	7	6
Total New Listed Units:	322		129	135	49	9
Total New Listed Volume:	46,970,912		10.83M	22.45M	9.82M	3.88M
Median New Listed Listing Price:	\$105,000		\$55,000	\$134,900	\$175,000	\$340,000



Monthly Inventory Analysis

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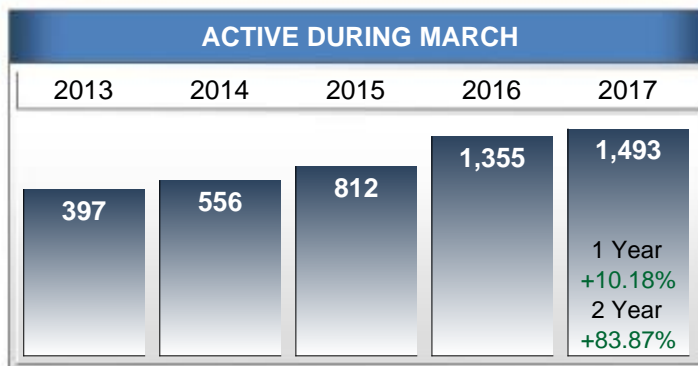
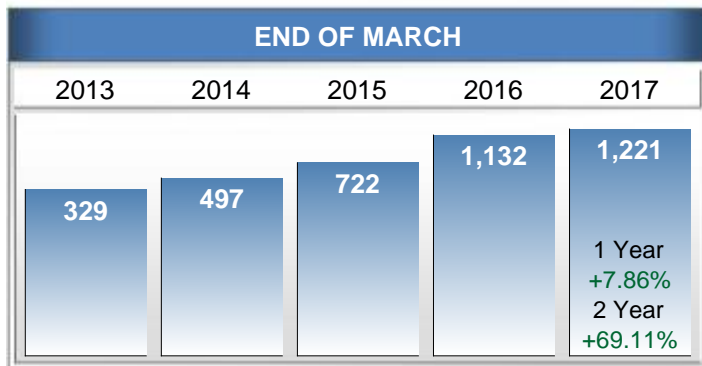
Active Inventory as of Apr 11, 2017



Active Inventory

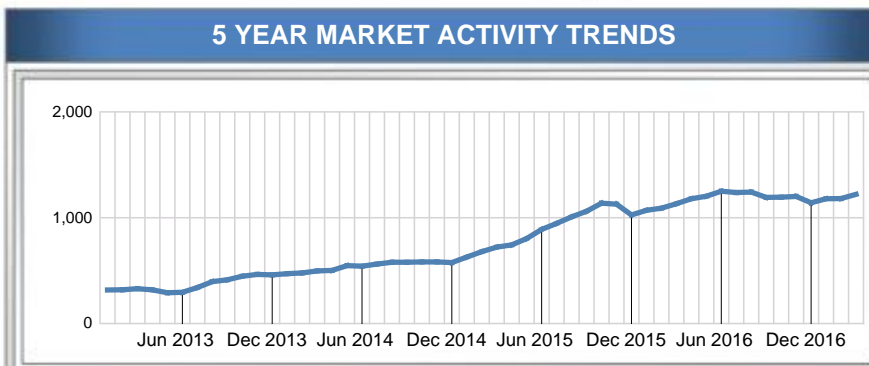
Report Produced on: Apr 11, 2017

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



Active Inventory

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5yr MAR AVG = 780 **3 MONTHS**

High
Jun 2016 = 1,250

Low
May 2013 = 291

Inventory this month at **1,221**, above the 5 yr MAR average of **780**

JAN	1,179
FEB	1,181
MAR	1,221
0.17%	
3.39%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	22	1.80%	116.5	22	0	0	0		
\$10,001 \$30,000	243	19.90%	80.0	234	9	0	0		
\$30,001 \$50,000	142	11.63%	76.0	112	25	5	0		
\$50,001 \$130,000	357	29.24%	59.0	149	179	29	0		
\$130,001 \$190,000	169	13.84%	63.0	44	95	27	3		
\$190,001 \$320,000	159	13.02%	63.0	42	74	35	8		
\$320,001 and up	129	10.57%	73.0	26	48	42	13		
Total Active Inventory by Units:				1,221	65.0	629	430	138	24
Total Active Inventory by Volume:				182,690,236		60.46M	75.23M	38.55M	8.45M
Median Active Inventory Listing Price:				\$86,213		\$45,000	\$134,900	\$225,000	\$326,550



Monthly Inventory Analysis

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March 2017

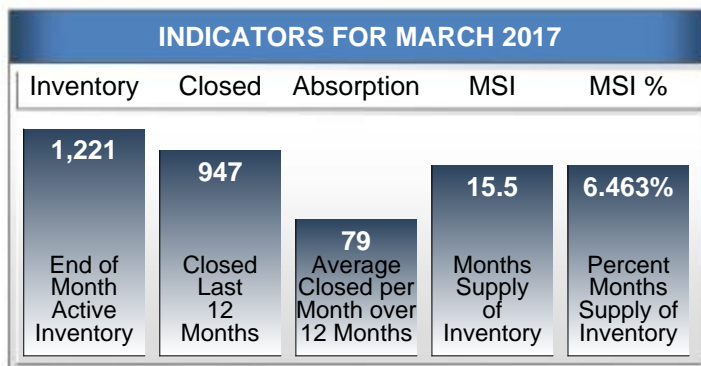
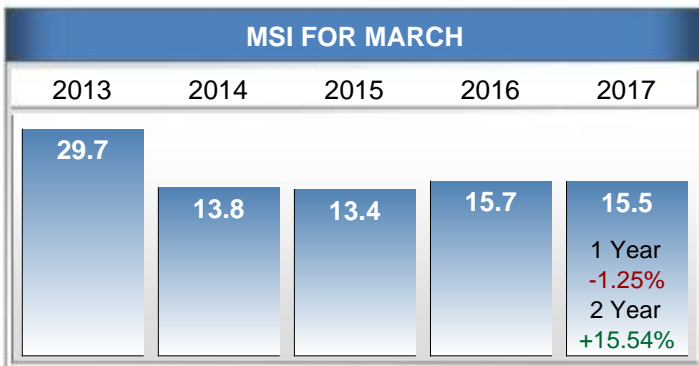
Active Inventory as of Apr 11, 2017



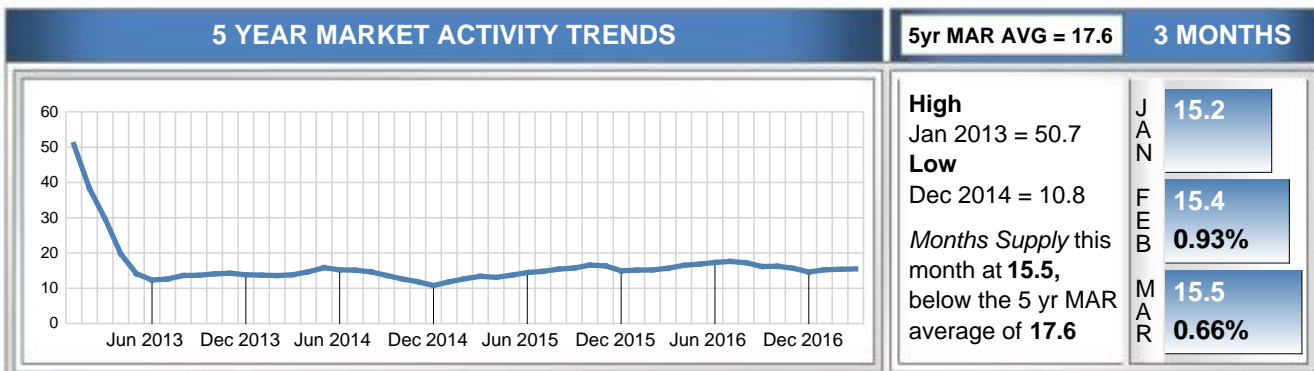
Months Supply of Inventory

Report Produced on: Apr 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+	
\$10,000 and less	22	1.80%	9.4	12.0	0.0	0.0	0.0	
\$10,001 \$30,000	243	19.90%	23.5	33.8	2.9	0.0	0.0	
\$30,001 \$50,000	142	11.63%	12.6	18.9	5.1	12.0	0.0	
\$50,001 \$130,000	357	29.24%	12.0	16.6	10.0	12.0	0.0	
\$130,001 \$190,000	169	13.84%	14.4	37.7	10.9	15.4	36.0	
\$190,001 \$320,000	159	13.02%	17.0	42.0	13.9	13.5	19.2	
\$320,001 and up	129	10.57%	30.4	34.7	27.4	33.6	26.0	
MSI:				15.5	23.7	10.2	15.8	16.9
Total Active Inventory:				1,221	629	430	138	24



Monthly Inventory Analysis

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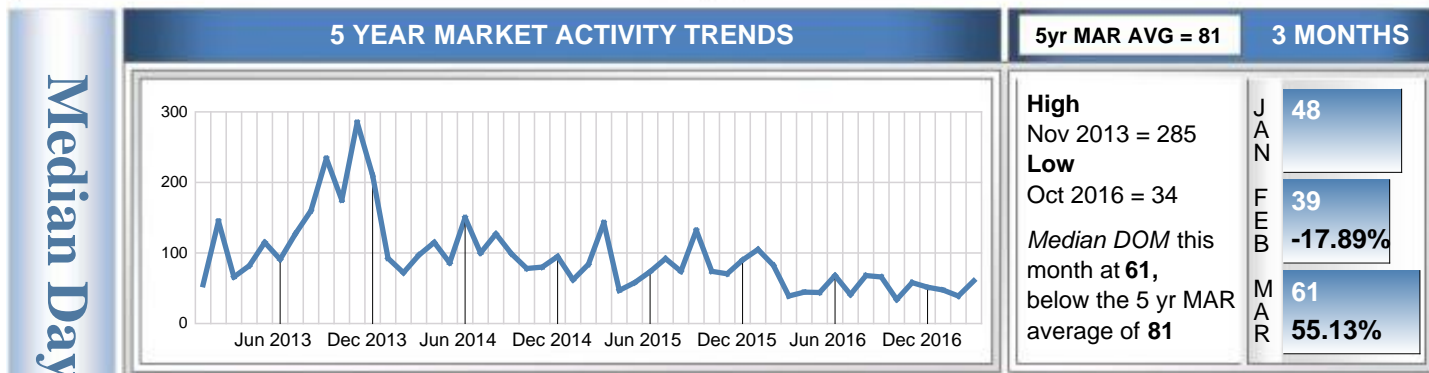
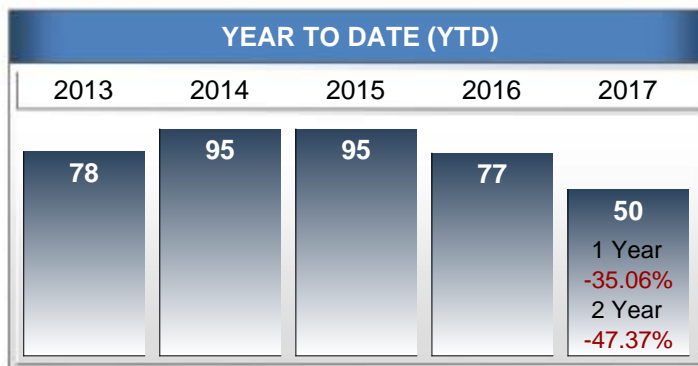
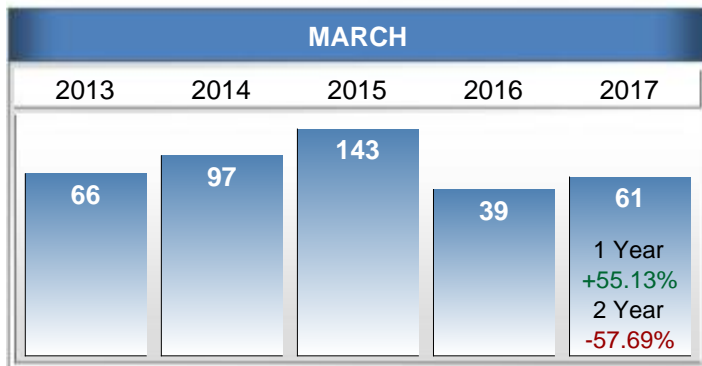
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 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+
\$10,000 and less	3			3.57%	69.0	69.0	57.0	0.0	0.0
\$10,001 \$30,000	13			15.48%	105.0	106.0	42.0	0.0	0.0
\$30,001 \$60,000	14			16.67%	47.0	49.5	46.0	82.5	0.0
\$60,001 \$120,000	21			25.00%	60.0	62.0	42.0	56.0	0.0
\$120,001 \$150,000	11			13.10%	77.0	85.0	77.0	71.0	0.0
\$150,001 \$190,000	13			15.48%	74.0	41.5	80.0	51.0	0.0
\$190,001 and up	9			10.71%	43.0	0.0	35.0	53.0	0.0
Median Closed DOM:					60.5	62.0	55.0	59.5	0.0
Total Closed Units:					84	25	45	14	0.0
Total Closed Volume:					8,851,176	1.52M	4.80M	2.53M	0.00B



Monthly Inventory Analysis

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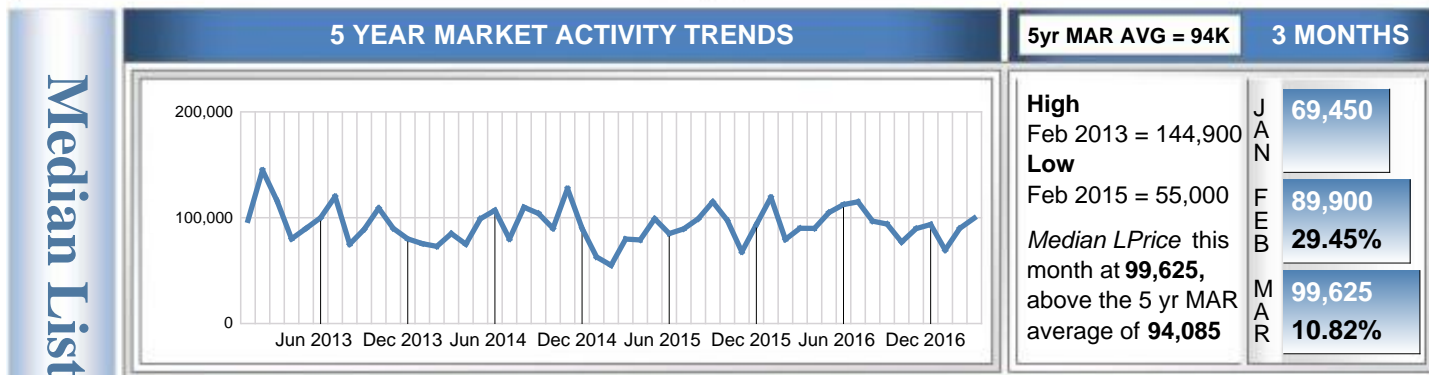
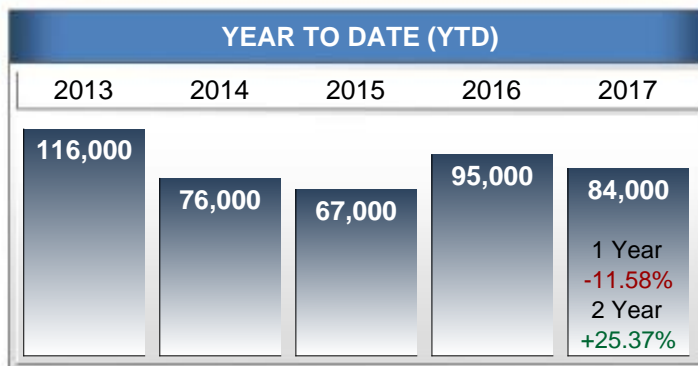
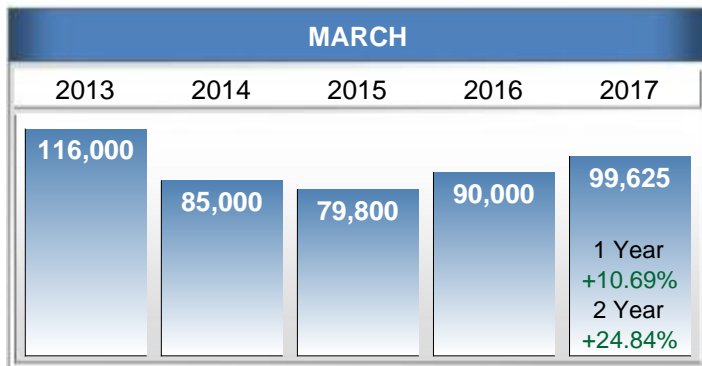
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	4		4.76%	4,580	5,000	4,160	0	0
\$10,001 - \$30,000	11		13.10%	24,000	23,000	25,000	0	0
\$30,001 - \$60,000	9		10.71%	44,000	39,500	49,700	38,500	0
\$60,001 - \$120,000	23		27.38%	75,000	75,000	79,900	75,000	0
\$120,001 - \$150,000	15		17.86%	137,000	130,000	139,748	138,700	0
\$150,001 - \$190,000	13		15.48%	179,000	171,950	163,000	187,500	0
\$190,001 and up	9		10.71%	229,000	0	219,000	254,500	0
Median List Price:		\$99,625			\$68,900	\$109,900	\$187,500	\$0
Total Closed Units:		84			25	45	14	
Total List Volume:		9,483,253			1.79M	4.99M	2.71M	0.00B



Monthly Inventory Analysis

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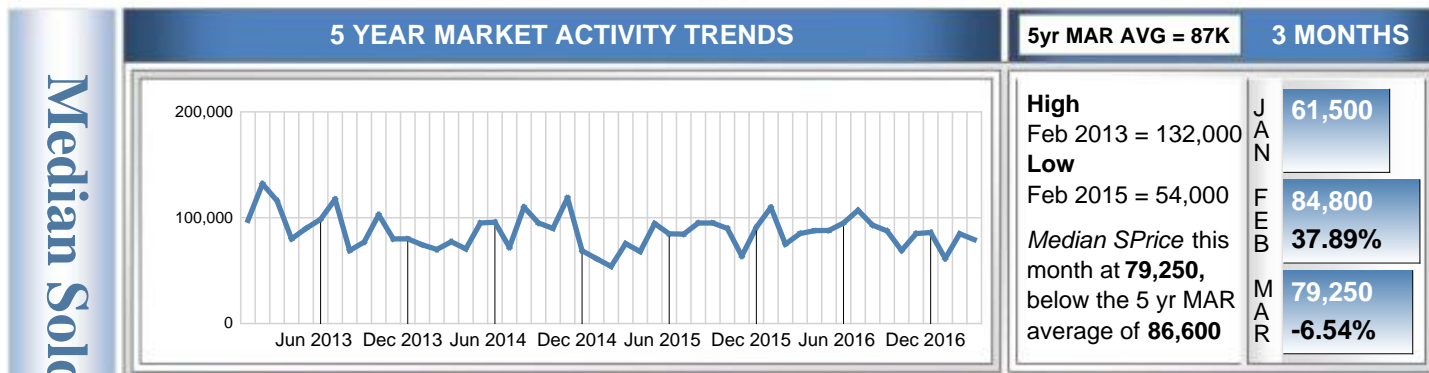
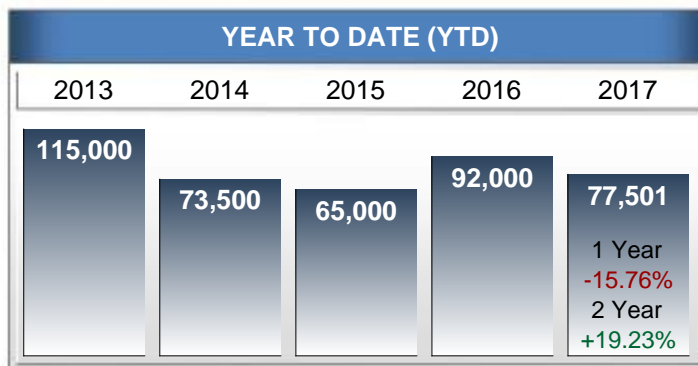
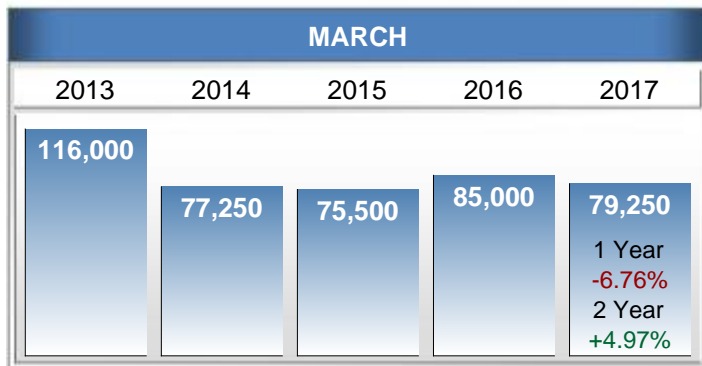
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

Report Produced on: Apr 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\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3		3.57%	3,500	3,500	5,250	0	0
\$10,001 \$30,000	13		15.48%	22,250	19,500	22,250	0	0
\$30,001 \$60,000	14		16.67%	43,600	44,500	43,600	48,755	0
\$60,001 \$120,000	21		25.00%	77,500	75,000	77,500	79,500	0
\$120,001 \$150,000	11		13.10%	139,000	126,625	139,000	146,500	0
\$150,001 \$190,000	13		15.48%	166,000	161,750	167,500	171,500	0
\$190,001 and up	9		10.71%	215,000	0	212,000	245,000	0
Median Closed Price:		\$79,250			\$56,000	\$110,000	\$171,500	\$0
Total Closed Units:		84			25	45	14	
Total Closed Volume:		8,851,176			1.52M	4.80M	2.53M	0.00B



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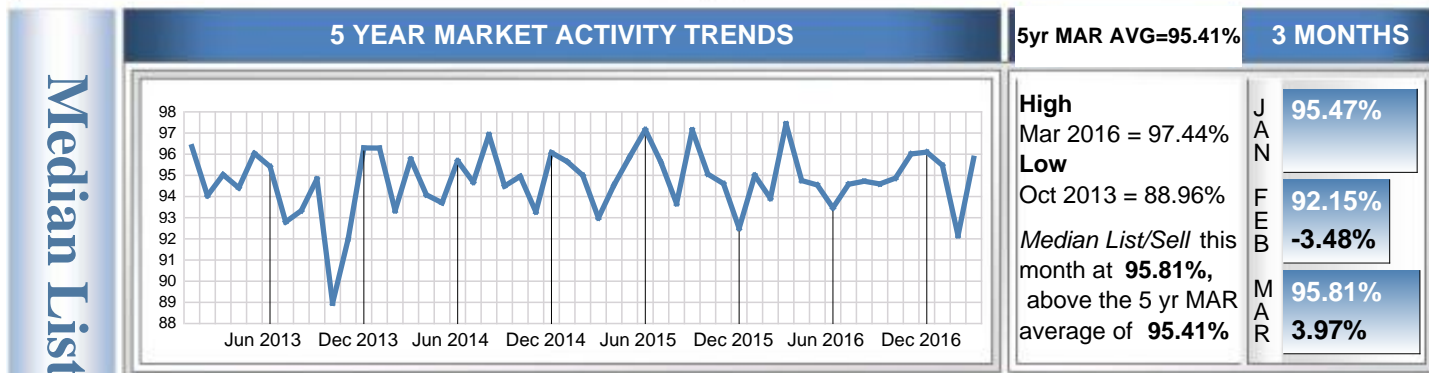
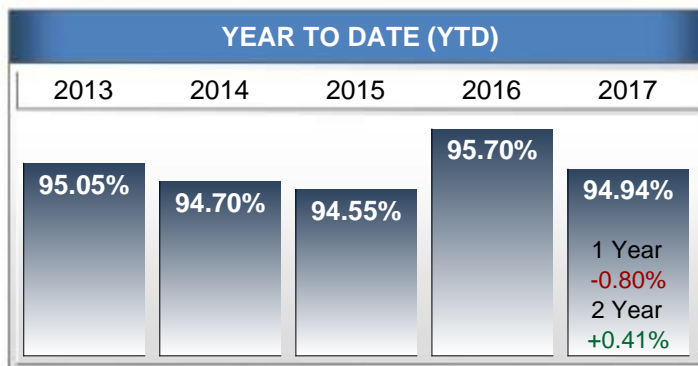
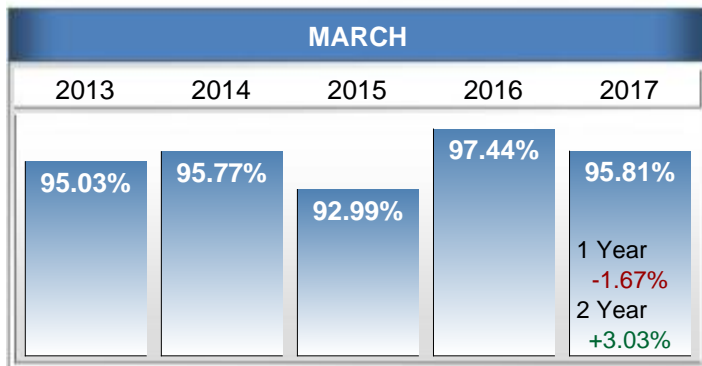
Closed Sales as of Apr 11, 2017



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+
\$10,000 and less	3	3.57%	80.00%	70.00%	90.00%	0.00%	0.00%
\$10,001 \$30,000	13	15.48%	89.00%	88.12%	89.00%	0.00%	0.00%
\$30,001 \$60,000	14	16.67%	80.40%	77.33%	85.19%	89.35%	0.00%
\$60,001 \$120,000	21	25.00%	94.94%	92.31%	98.87%	95.78%	0.00%
\$120,001 \$150,000	11	13.10%	99.64%	93.28%	99.93%	99.32%	0.00%
\$150,001 \$190,000	13	15.48%	97.28%	94.17%	97.37%	91.37%	0.00%
\$190,001 and up	9	10.71%	94.00%	0.00%	96.80%	93.94%	0.00%
Median List/Sell Ratio:	95.81%			91.62%	97.37%	94.89%	0.00%
Total Closed Units:	84			25	45	14	
Total Closed Volume:	8,851,176			1.52M	4.80M	2.53M	0.00B



Monthly Inventory Analysis

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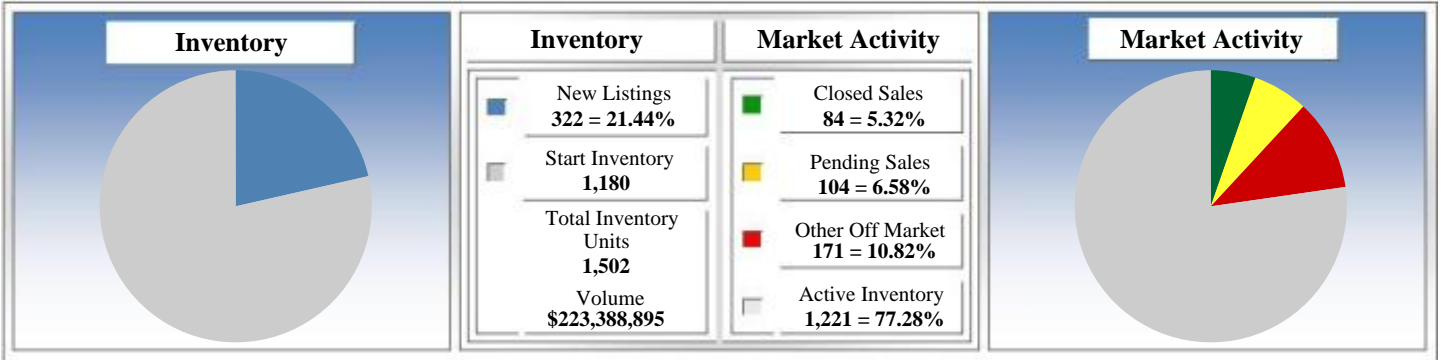
Inventory as of Apr 11, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 1,221

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	59	84	42.37%	187	197	5.35%
Pending Sales	89	104	16.85%	256	248	-3.13%
New Listings	293	322	9.90%	852	924	8.45%
Median List Price	90,000	99,625	10.69%	95,000	84,000	-11.58%
Median Sale Price	85,000	79,250	-6.76%	92,000	77,501	-15.76%
Median Percent of List Price to Selling Price	97.44%	95.81%	-1.67%	95.70%	94.94%	-0.80%
Median Days on Market to Sale	39.00	60.50	55.13%	77.00	50.00	-35.06%
Monthly Inventory	1,130	1,221	8.05%	1,130	1,221	8.05%
Months Supply of Inventory	15.64	15.47	-1.07%	15.64	15.47	-1.07%

