



May 2017

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

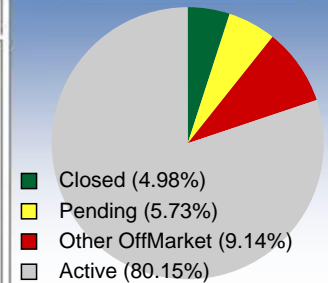


Absorption: Last 12 months, an Average of **79** Sales/Month

Active Inventory as of May 31, 2017 = **1,272**

	MAY		
	2016	2017	+/- %
Closed Listings	81	79	-2.47%
Pending Listings	82	91	10.98%
New Listings	287	266	-7.32%
Average List Price	115,227	122,700	6.49%
Average Sale Price	107,159	117,011	9.19%
Average Percent of List Price to Selling Price	92.53%	94.47%	2.10%
Average Days on Market to Sale	77.07	66.68	-13.48%
End of Month Inventory	1,201	1,272	5.91%
Months Supply of Inventory	16.80	16.03	-4.55%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **5.91%** to 1,272 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 **16.03** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **9.19%** in May 2017 to \$117,011 versus the previous year at \$107,159.

Average Days on Market Shortens

The average number of **66.68** days that homes spent on the market before selling decreased by 10.39 days or **13.48%** in May 2017 compared to last year's same month at **77.07** DOM.

Sales Success for May 2017 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 266 New Listings in May 2017, down **7.32%** from last year at 287. Furthermore, there were 79 Closed Listings this month versus last year at 81, a **-2.47%** decrease.

Closed versus Listed trends yielded a **29.7%** ratio, up from previous year's, May 2016, at **28.2%**, a **5.23%** 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

Data from the Greater Tulsa Association of REALTORS®

May 2017

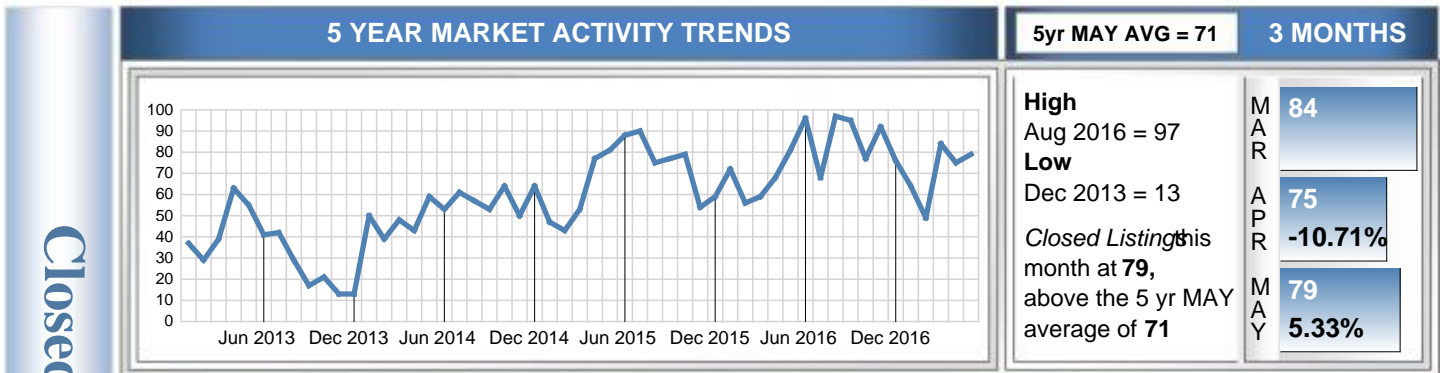
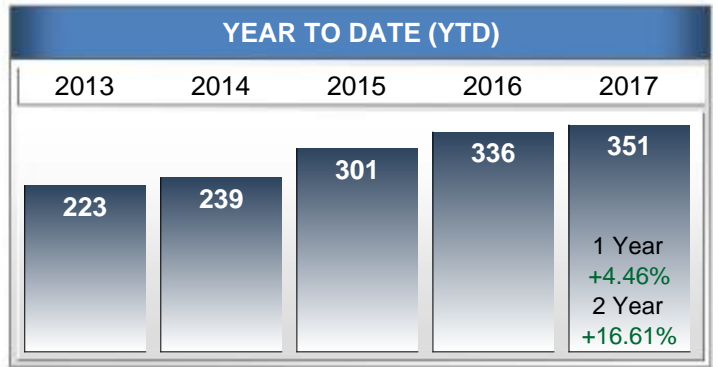
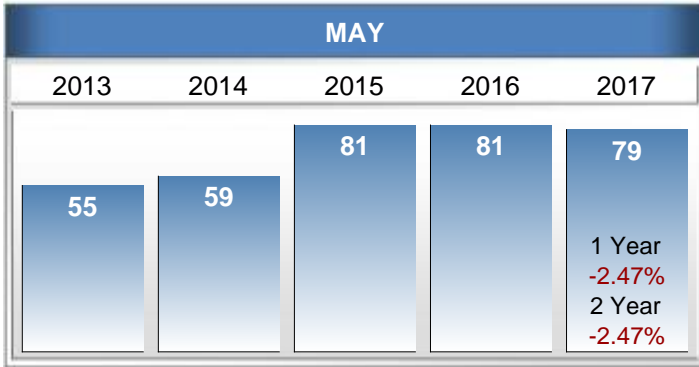
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	6.33%	32.2	4	0	1	0
\$20,001 \$40,000	13	16.46%	71.5	6	7	0	0
\$40,001 \$60,000	9	11.39%	72.2	3	5	1	0
\$60,001 \$110,000	20	25.32%	72.3	7	10	3	0
\$110,001 \$150,000	13	16.46%	76.2	2	10	1	0
\$150,001 \$280,000	12	15.19%	55.3	0	10	2	0
\$280,001 and up	7	8.86%	60.9	1	2	2	2
Total Closed Units: 79				23	44	10	2
Total Closed Volume: 9,243,874				1.46M	5.36M	1.77M	659.00K
Average Closed Price: \$117,011				\$63,471	\$121,799	\$176,590	\$329,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

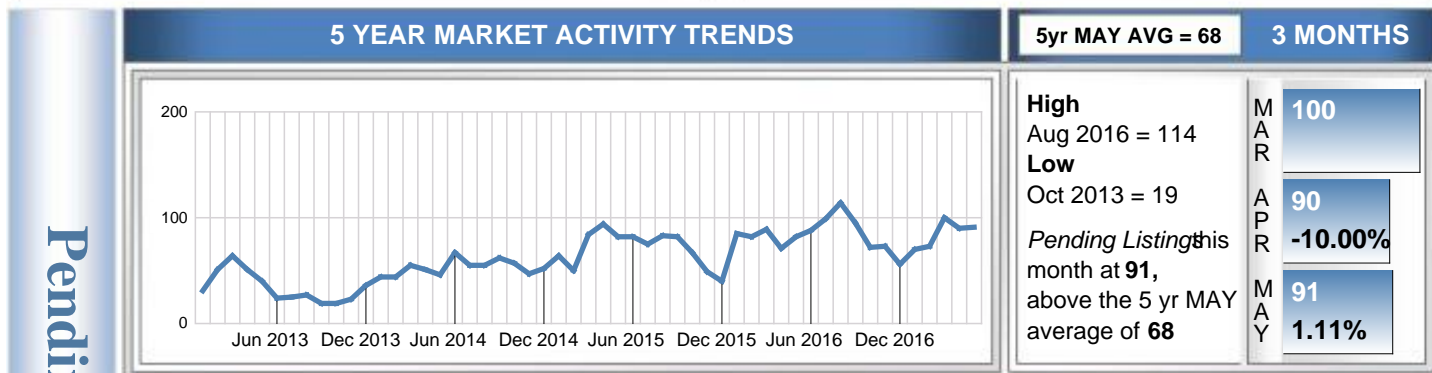
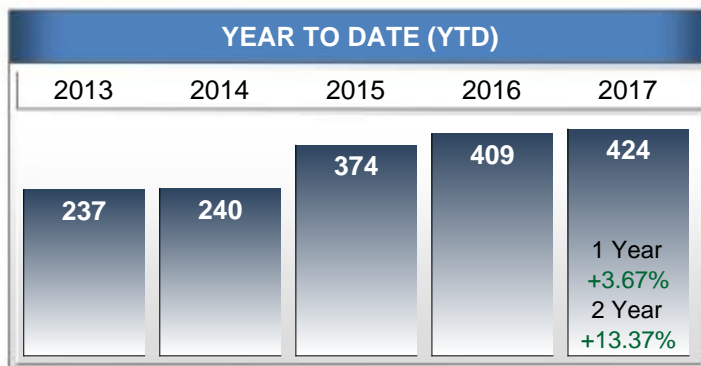
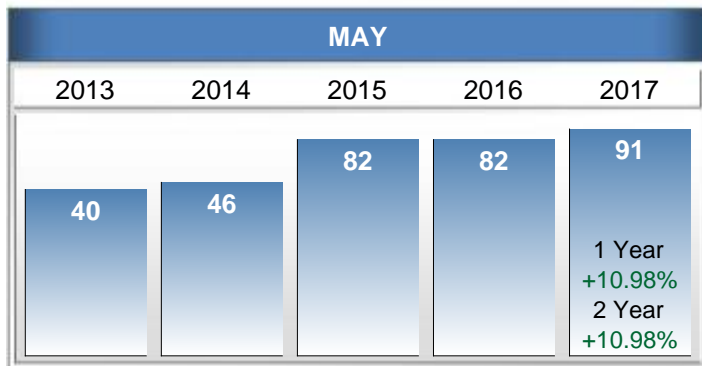
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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+
\$25,000 and less	5	5.49%	61.8	4	1	0	0
\$25,001 - \$50,000	10	10.99%	23.0	6	3	1	0
\$50,001 - \$75,000	16	17.58%	85.3	7	9	0	0
\$75,001 - \$125,000	19	20.88%	47.8	4	15	0	0
\$125,001 - \$175,000	18	19.78%	68.4	4	12	1	1
\$175,001 - \$275,000	11	12.09%	37.5	0	9	2	0
\$275,001 and up	12	13.19%	95.8	3	3	5	1
Total Pending Units: 91				28	52	9	2
Total Pending Volume: 14,142,100				2.55M	6.99M	4.09M	518.90K
Average Listing Price: \$267,117				\$91,046	\$134,333	\$454,289	\$259,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

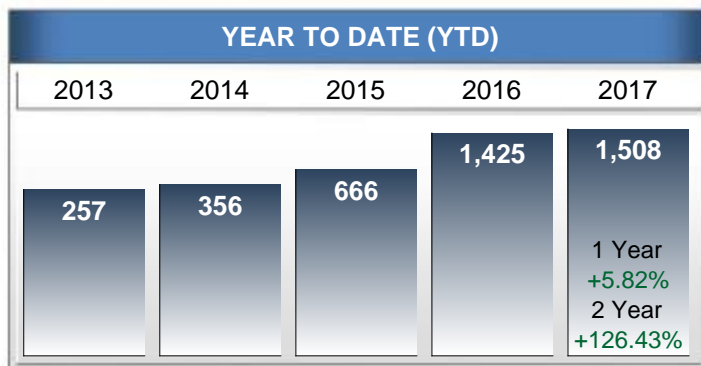
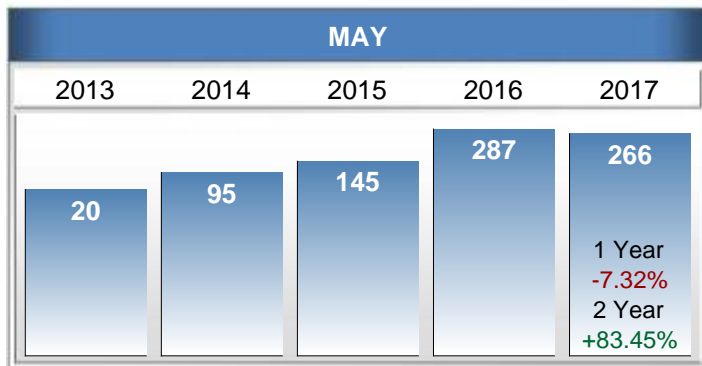
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

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



New Listings
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5yr MAY AVG = 163 **3 MONTHS**

High
Aug 2016 = 356

Low
May 2013 = 20

New Listings this month at **266**, above the 5 yr MAY average of **163**

MAR	322
APR	318
MAY	266
-1.24%	
-16.35%	

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	21	7.89%	21	0	0	0
\$20,001 \$40,000	35	13.16%	29	6	0	0
\$40,001 \$70,000	43	16.17%	27	13	3	0
\$70,001 \$120,000	66	24.81%	22	35	8	1
\$120,001 \$170,000	38	14.29%	8	22	6	2
\$170,001 \$320,000	36	13.53%	11	18	7	0
\$320,001 and up	27	10.15%	9	10	7	1
Total New Listed Units:			127	104	31	4
Total New Listed Volume:			17.73M	19.91M	6.62M	803.00K
Average New Listed Listing Price:			\$139,607	\$191,450	\$213,643	\$200,750



Monthly Inventory Analysis

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May 2017

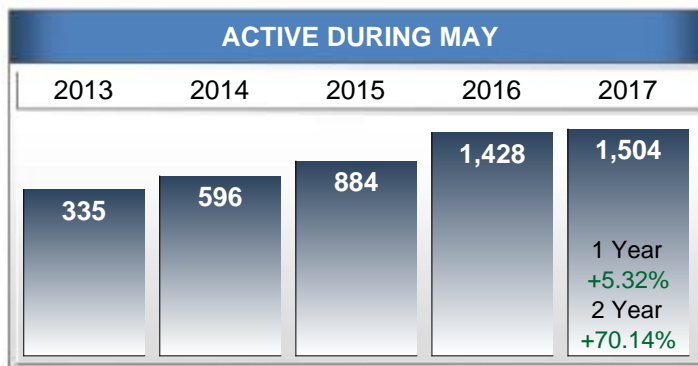
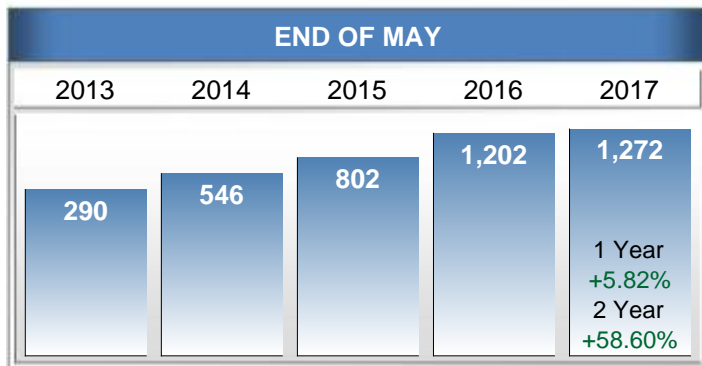
Active Inventory as of Jun 12, 2017



Active Inventory

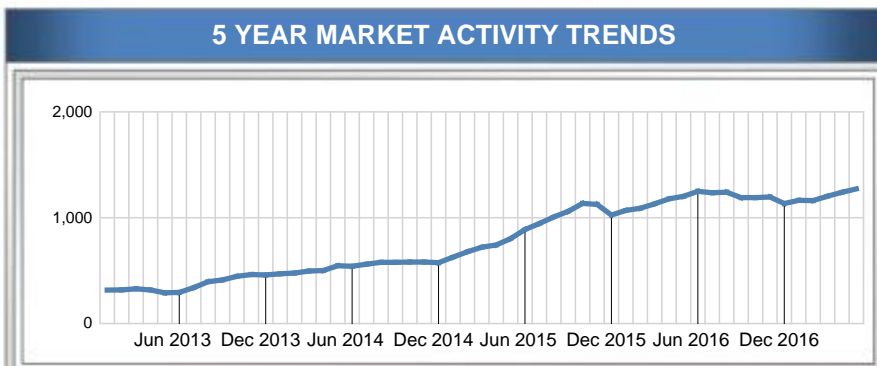
Report Produced on: Jun 12, 2017

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



Active Inventory

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5yr MAY AVG = 822 **3 MONTHS**

High
May 2017 = 1,272

Low
May 2013 = 290

Inventory this month at **1,272**, above the 5 yr MAY average of **822**

M A R	1,203
A P R	1,240
M A Y	1,272
3.08%	
2.58%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	23	1.81%	204.3	23	0	0	0		
\$10,001 \$30,000	244	19.18%	118.4	233	11	0	0		
\$30,001 \$60,000	205	16.12%	99.7	152	44	9	0		
\$60,001 \$130,000	315	24.76%	103.7	128	155	31	1		
\$130,001 \$190,000	193	15.17%	132.0	44	108	38	3		
\$190,001 \$320,000	159	12.50%	95.6	40	75	36	8		
\$320,001 and up	133	10.46%	107.6	31	51	37	14		
Total Active Inventory by Units:				1,272	111.4	651	444	151	26
Total Active Inventory by Volume:				190,554,975		65.32M	78.84M	37.19M	9.20M
Average Active Inventory Listing Price:				\$149,807		\$100,343	\$177,563	\$246,290	\$354,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

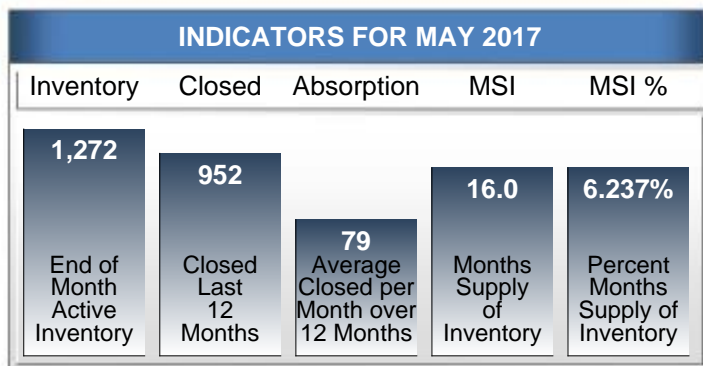
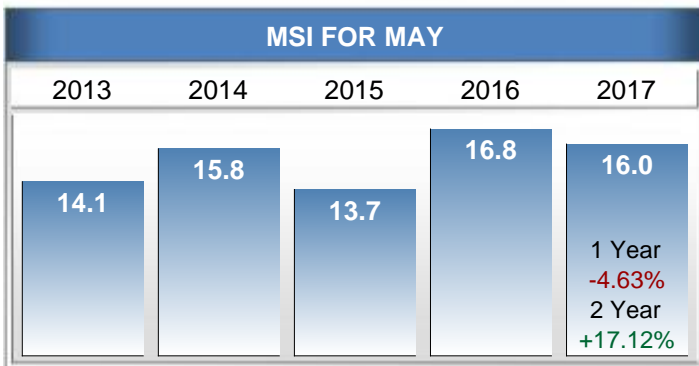
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

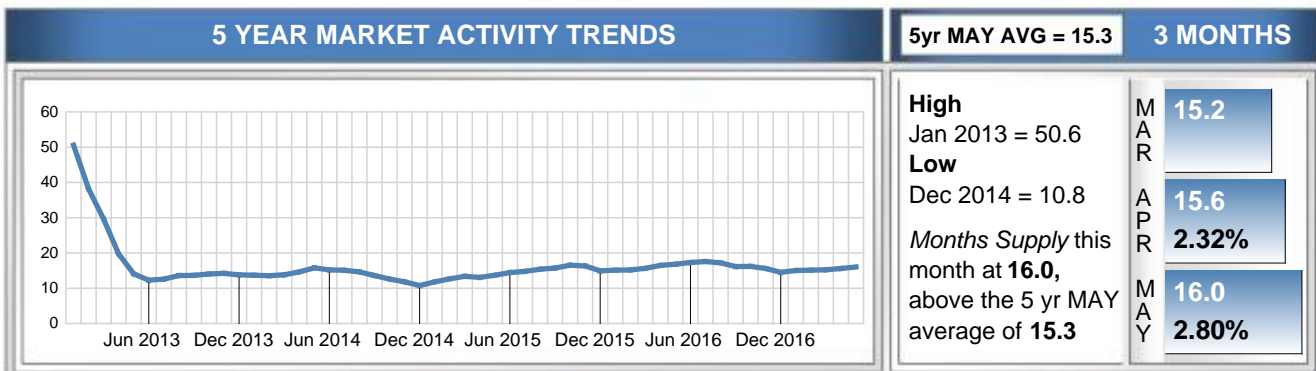
Report Produced on: Jun 12, 2017

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	23	1.81%	9.9	12.5	0.0	0.0	0.0
\$10,001 \$30,000	244	19.18%	24.2	34.5	3.8	0.0	0.0
\$30,001 \$60,000	205	16.12%	13.1	19.4	6.1	13.5	0.0
\$60,001 \$130,000	315	24.76%	12.2	16.9	9.9	12.8	3.0
\$130,001 \$190,000	193	15.17%	16.7	37.7	12.7	19.8	0.0
\$190,001 \$320,000	159	12.50%	17.2	36.9	13.0	18.0	19.2
\$320,001 and up	133	10.46%	29.6	37.2	32.2	24.7	24.0
MSI:			16.0	24.0	10.6	16.9	19.5
Total Active Inventory:			1,272	651	444	151	26



Monthly Inventory Analysis

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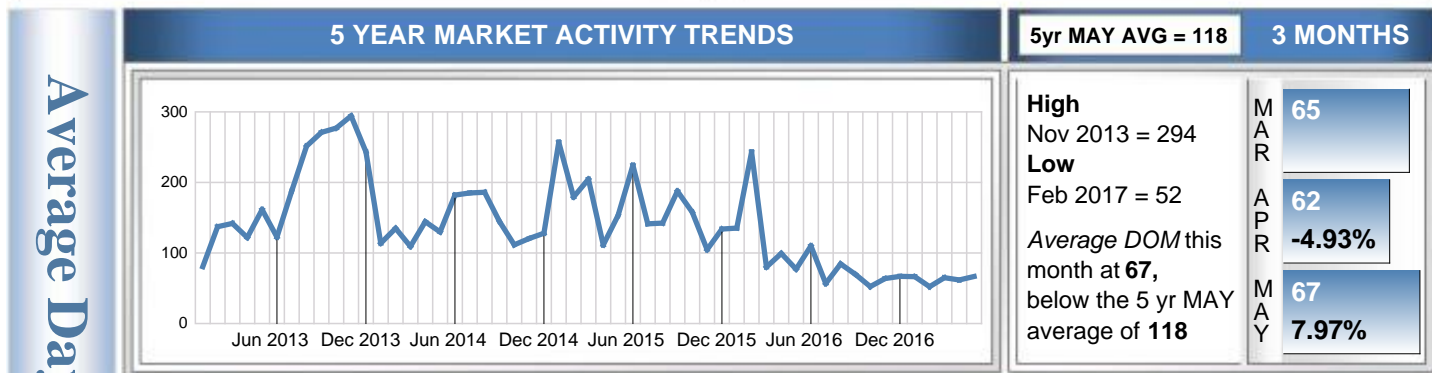
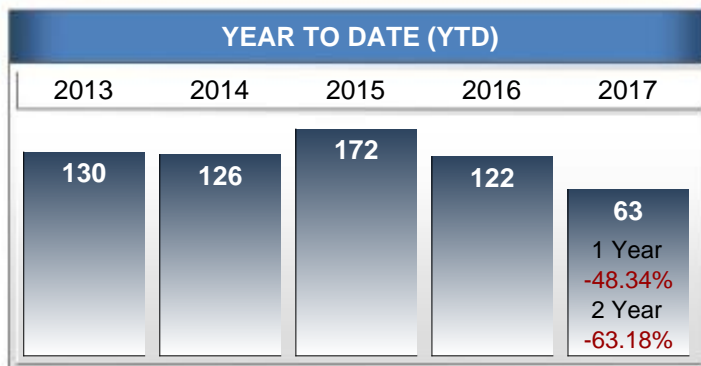
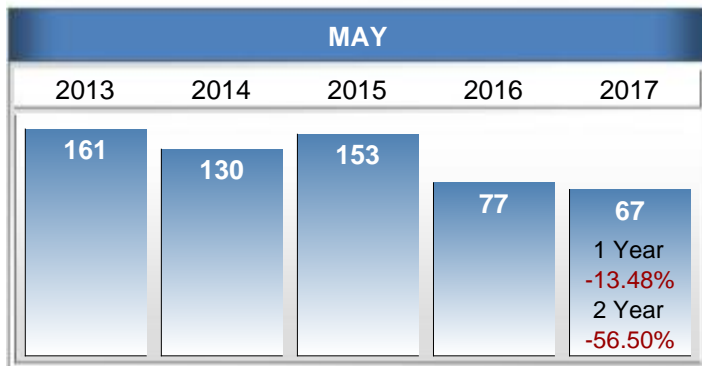
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 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	6.33%	32.2	39.8	0.0	2.0	0.0
\$20,001 \$40,000	13	16.46%	71.5	72.5	70.7	0.0	0.0
\$40,001 \$60,000	9	11.39%	72.2	50.7	73.0	133.0	0.0
\$60,001 \$110,000	20	25.32%	72.3	59.6	83.5	64.7	0.0
\$110,001 \$150,000	13	16.46%	76.2	107.5	72.6	50.0	0.0
\$150,001 \$280,000	12	15.19%	55.3	0.0	58.0	42.0	0.0
\$280,001 and up	7	8.86%	60.9	124.0	5.5	26.0	119.5
Average Closed DOM: 66.7				65.3	68.5	51.5	119.5
Total Closed Units: 79				23	44	10	2
Total Closed Volume: 9,243,874				1.46M	5.36M	1.77M	659.00K



Monthly Inventory Analysis

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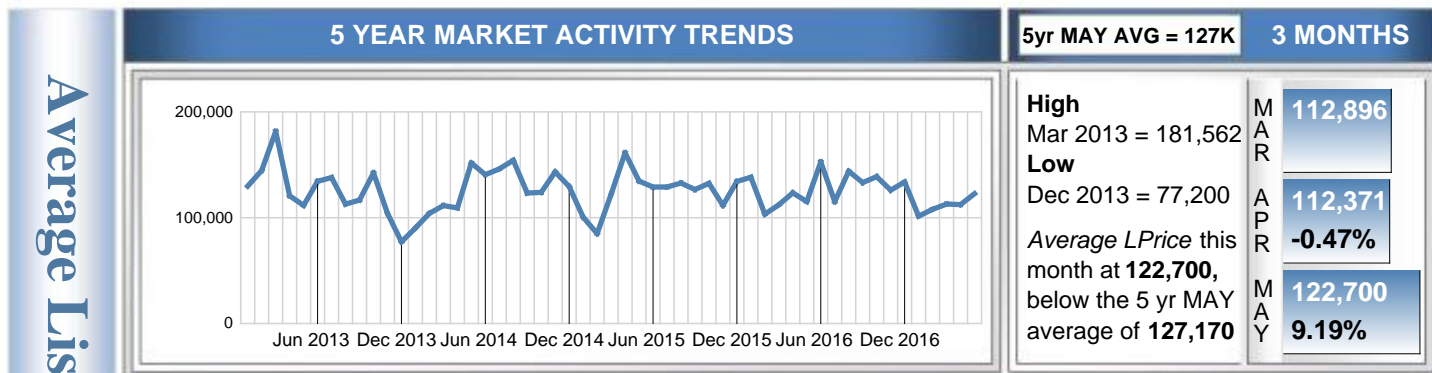
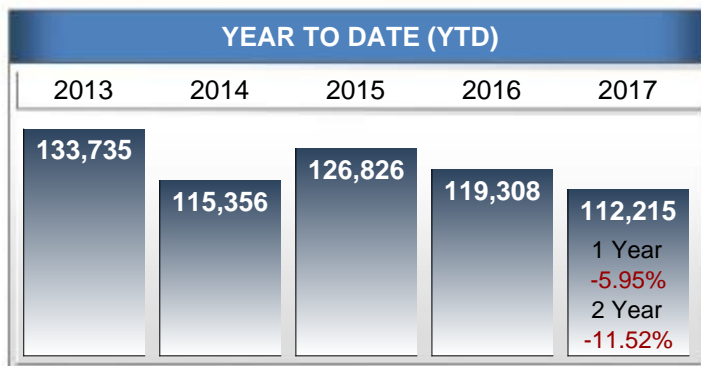
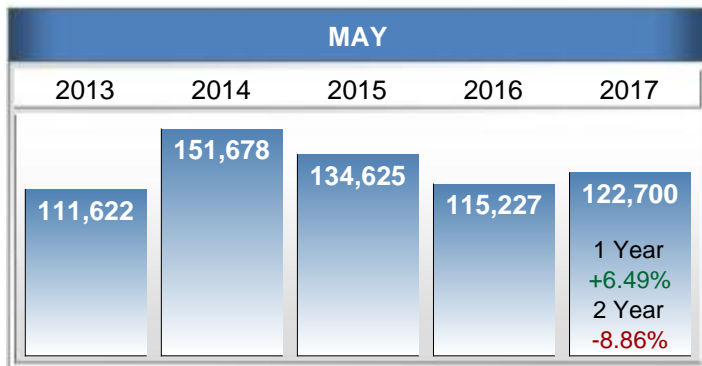
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 2017

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



Average List Price

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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		6.33%	12,500	11,375	0	17,000	0
\$20,001 \$40,000	7		8.86%	30,029	41,583	32,486	0	0
\$40,001 \$60,000	12		15.19%	48,725	63,633	52,399	65,000	0
\$60,001 \$110,000	23		29.11%	83,061	84,600	85,090	89,133	0
\$110,001 \$150,000	11		13.92%	132,418	132,000	137,650	144,999	0
\$150,001 \$280,000	13		16.46%	204,862	0	226,130	186,450	0
\$280,001 and up	8		10.13%	350,713	299,000	292,500	471,450	339,450
Average List Price:		\$122,700			\$71,352	\$126,434	\$181,020	\$339,450
Total Closed Units:		79			23	44	10	2
Total List Volume:		9,693,293			1.64M	5.56M	1.81M	678.90K



Monthly Inventory Analysis

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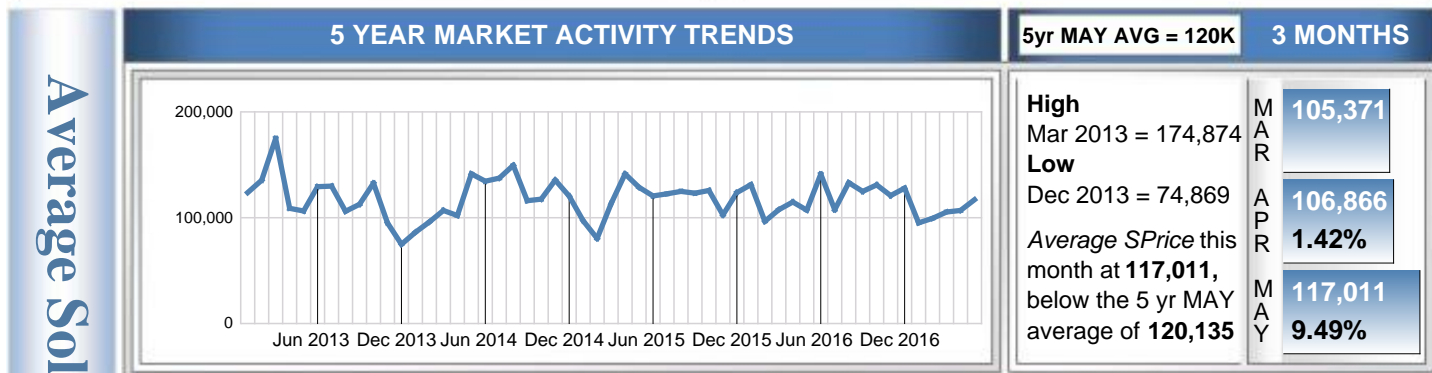
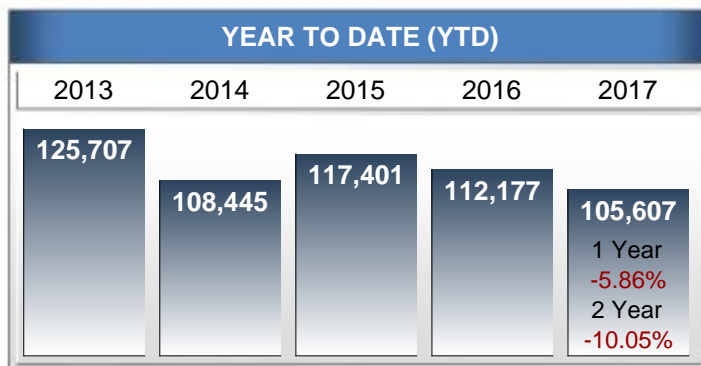
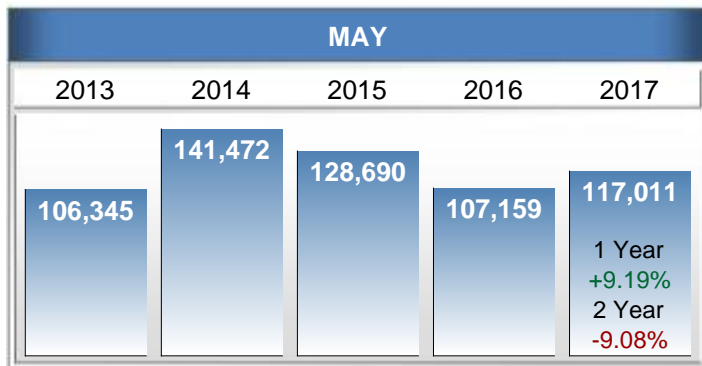
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

Report Produced on: Jun 12, 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		6.33%	12,345	11,181	0	17,000	0
\$20,001 \$40,000	13		16.46%	31,885	32,000	31,786	0	0
\$40,001 \$60,000	9		11.39%	52,378	57,333	48,080	59,000	0
\$60,001 \$110,000	20		25.32%	81,298	76,664	82,800	87,100	0
\$110,001 \$150,000	13		16.46%	129,288	113,750	130,825	144,999	0
\$150,001 \$280,000	12		15.19%	211,967	0	218,300	180,300	0
\$280,001 and up	7		8.86%	349,421	286,950	288,500	461,500	329,500
Average Closed Price:	\$117,011				\$63,471	\$121,799	\$176,590	\$329,500
Total Closed Units:	79				23	44	10	2
Total Closed Volume:	9,243,874				1.46M	5.36M	1.77M	659.00K



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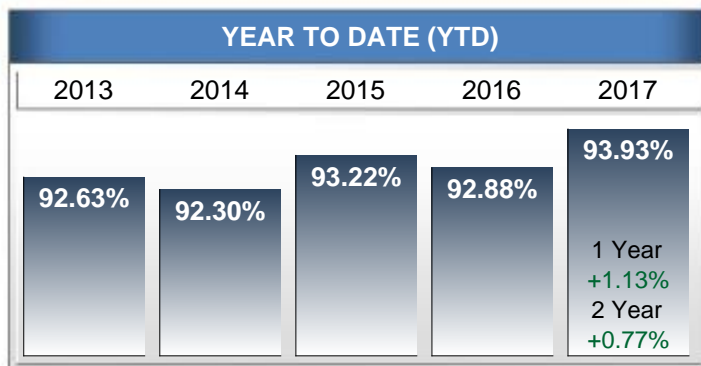
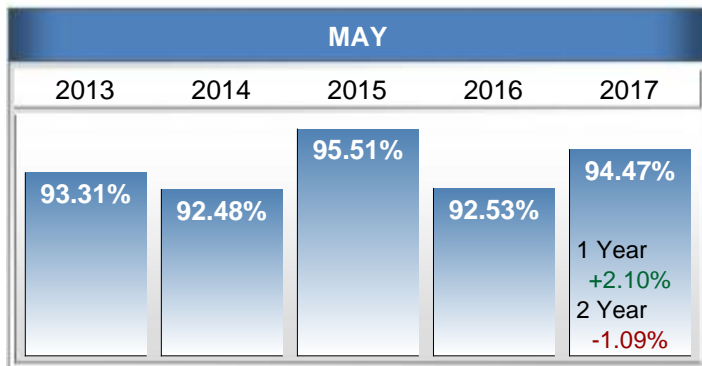
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR



5yr MAY AVG=93.66% **3 MONTHS**

High
Apr 2017 = 97.47%

Low
Oct 2013 = 87.72%

Average List/Sell this month at **94.47%**, above the 5 yr MAY average of **93.66%**

MAR	93.41%
APR	97.47%
MAY	94.47%
YTD	-3.08%
4.35%	

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	6.33%	98.08%	97.60%	0.00%	100.00%	0.00%
\$20,001 \$40,000	13	16.46%	89.64%	76.79%	100.65%	0.00%	0.00%
\$40,001 \$60,000	9	11.39%	91.47%	90.33%	92.29%	90.77%	0.00%
\$60,001 \$110,000	20	25.32%	95.68%	91.79%	97.71%	97.97%	0.00%
\$110,001 \$150,000	13	16.46%	94.35%	86.37%	95.38%	100.00%	0.00%
\$150,001 \$280,000	12	15.19%	96.72%	0.00%	96.77%	96.48%	0.00%
\$280,001 and up	7	8.86%	97.69%	95.97%	98.67%	98.28%	96.98%
Average List/Sell Ratio: 94.50%				88.41%	96.86%	97.42%	96.98%
Total Closed Units: 79				23	44	10	2
Total Closed Volume: 9,243,874				1.46M	5.36M	1.77M	659.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

Inventory as of Jun 12, 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 79 Sales/Month

Active Inventory as of May 31, 2017 = 1,272

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	81	79	-2.47%	336	351	4.46%
Pending Sales	82	91	10.98%	409	424	3.67%
New Listings	287	266	-7.32%	1,425	1,508	5.82%
Average List Price	115,227	122,700	6.49%	119,308	112,215	-5.95%
Average Sale Price	107,159	117,011	9.19%	112,177	105,607	-5.86%
Average Percent of List Price to Selling Price	92.53%	94.47%	2.10%	92.88%	93.93%	1.13%
Average Days on Market to Sale	77.07	66.68	-13.48%	122.26	63.16	-48.34%
Monthly Inventory	1,201	1,272	5.91%	1,201	1,272	5.91%
Months Supply of Inventory	16.80	16.03	-4.55%	16.80	16.03	-4.55%

