October 2017

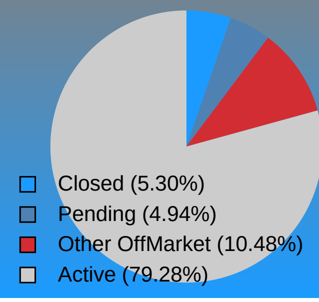
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared	October		
Metrics	2016	2017	+/-%
Closed Listings	79	88	11.39%
Pending Listings	74	82	10.81%
New Listings	256	280	9.38%
Median List Price	76,950	97,250	26.38%
Median Sale Price	69,000	93,500	35.51%
Median Percent of List Price to Selling Price	94.87%	95.43%	0.58%
Median Days on Market to Sale	35.00	64.50	84.29%
End of Month Inventory	1,197	1,316	9.94%
Months Supply of Inventory	15.80	15.79	-0.06%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of October 31, 2017 = **1,316**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **9.94%** to 1,316 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **15.79** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **35.51%** in October 2017 to $93,500 versus the previous year at $69,000.

Median Days on Market Lengthens

The median number of **64.50** days that homes spent on the market before selling increased by 29.50 days or **84.29%** in October 2017 compared to last year's same month at **35.00** DOM.

Sales Success for October 2017 is Positive

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

There were 280 New Listings in October 2017, up **9.38%** from last year at 256. Furthermore, there were 88 Closed Listings this month versus last year at 79, a **11.39%** increase.

Closed versus Listed trends yielded a **31.4%** ratio, up from previous year's, October 2016, at **30.9%**, a **1.84%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

October 2017

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

CLOSED LISTINGS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

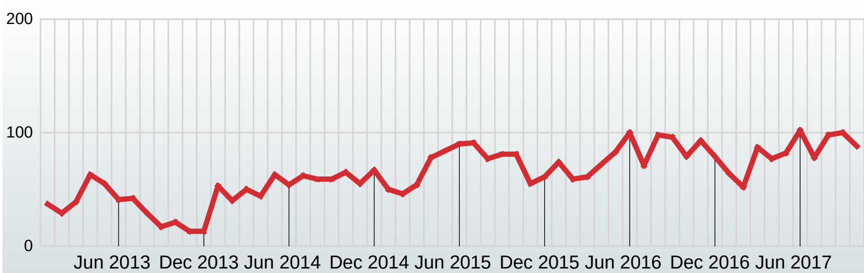
OCTOBER

2013	2014	2015	2016	2017
21	65	81	79	88
				1 Year +11.39%
				2 Year +8.64%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
373	549	732	793	828
				1 Year +4.41%
				2 Year +13.11%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 67

High
Jun 2017 = 102
Low
Dec 2013 = 13

Closed Listings this month at **88,** above the 5 yr OCT average of **67**

3 MONTHS

Month	Count	Change
AUG	98	
SEP	100	2.04%
OCT	88	-12.00%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	5.68%	14.0	5	0	0	0
$20,001 $50,000	14	15.91%	34.0	9	5	0	0
$50,001 $70,000	14	15.91%	81.5	4	9	1	0
$70,001 $120,000	20	22.73%	100.5	10	10	0	0
$120,001 $160,000	15	17.05%	51.0	1	10	3	1
$160,001 $210,000	11	12.50%	76.0	2	6	2	1
$210,001 and up	9	10.23%	49.0	0	7	2	0
Total Closed Units	88	100%	64.5	31	47	8	2
Total Closed Volume	9,980,399			1.93M	6.24M	1.47M	337.00K
Median Closed Price	$93,500			$56,000	$102,000	$169,950	$168,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

October 2017

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

PENDING LISTINGS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

OCTOBER

2013	2014	2015	2016	2017
19	62	69	74	82

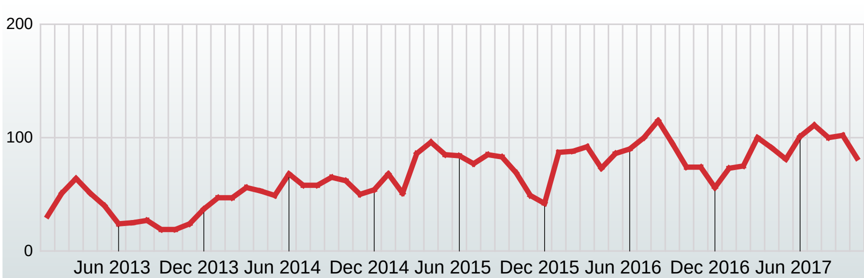
1 Year +10.81%
2 Year +18.84%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
351	563	784	900	916

1 Year +1.78%
2 Year +16.84%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 61

High
Aug 2016 = 115
Low
Oct 2013 = 19

Pending Listings this month at **82,** above the 5 yr OCT average of **61**

3 MONTHS

AUG	100	
SEP	102	2.00%
OCT	82	-19.61%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$30,000 and less	6	7.32%	76.5	4	2	0	0
$30,001 $50,000	12	14.63%	78.5	5	4	2	1
$50,001 $70,000	13	15.85%	100.0	6	6	1	0
$70,001 $110,000	21	25.61%	88.0	8	11	2	0
$110,001 $150,000	10	12.20%	52.0	2	7	1	0
$150,001 $230,000	11	13.41%	47.0	3	7	1	0
$230,001 and up	9	10.98%	10.0	2	4	3	0
Total Pending Units	82	100%	73.5	30	41	10	1
Total Pending Volume	14,011,040			7.08M	5.17M	1.71M	41.34K
Median Listing Price	$82,450			$70,750	$105,000	$102,250	$41,340

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

October 2017

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

NEW LISTINGS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

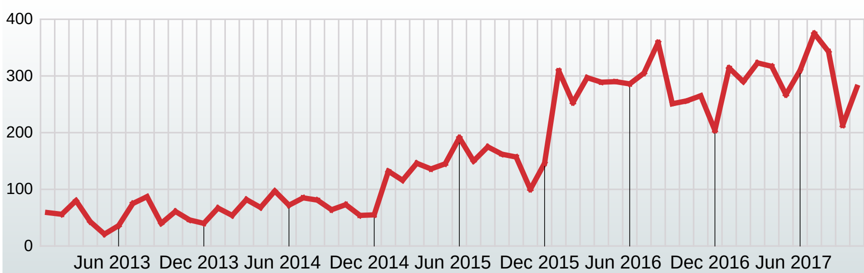
OCTOBER

2013	2014	2015	2016	2017
61	73	157	256	280
				1 Year +9.38%
				2 Year +78.34%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
558	743	1,510	2,895	3,032
				1 Year +4.73%
				2 Year +100.79%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 165

High
Jul 2017 = 375
Low
May 2013 = 21

New Listings this month at **280,** above the 5 yr OCT average of **165**

3 MONTHS

Month	New Listings	Change
AUG	343	
SEP	213	-37.90%
OCT	280	31.46%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	24	8.57%	22	2	0	0
$20,001 $30,000	27	9.64%	22	5	0	0
$30,001 $60,000	43	15.36%	30	10	3	0
$60,001 $130,000	74	26.43%	25	40	9	0
$130,001 $220,000	48	17.14%	9	26	13	0
$220,001 $350,000	36	12.86%	8	16	9	3
$350,001 and up	28	10.00%	8	14	4	2
Total New Listed Units	280	100%	124	113	38	5
Total New Listed Volume	51,474,712		21.30M	19.49M	7.79M	2.90M
Median New Listed Listing Price	$94,500		$49,000	$127,500	$179,900	$340,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

RE STATS

October 2017

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

MLS technology INC

ACTIVE INVENTORY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

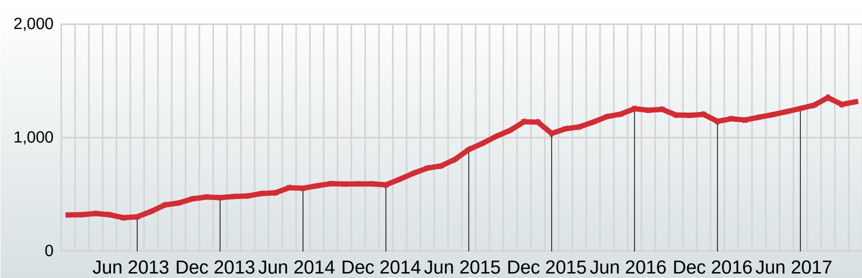
END OF OCTOBER

2013	2014	2015	2016	2017
460	592	1,140	1,197	1,316
				1 Year +9.94%
				2 Year +15.44%

ACTIVE DURING OCTOBER

2013	2014	2015	2016	2017
482	660	1,214	1,440	1,569
				1 Year +8.96%
				2 Year +29.24%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 941

High
Aug 2017 = 1,353
Low
May 2013 = 294

Inventory
this month at **1,316,** above the 5 yr OCT average of **941**

3 MONTHS

Month	Inventory	Change
AUG	1,353	
SEP	1,293	-4.43%
OCT	1,316	1.78%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	143	10.87%	105.0	141	2	0	0
$20,001 $30,000	126	9.57%	79.0	118	8	0	0
$30,001 $50,000	159	12.08%	103.0	125	29	5	0
$50,001 $120,000	377	28.65%	89.0	174	169	34	0
$120,001 $180,000	187	14.21%	85.0	40	111	34	2
$180,001 $320,000	187	14.21%	82.0	41	95	46	5
$320,001 and up	137	10.41%	86.0	38	59	32	8
Total Active Inventory by Units	1,316	100%	91.0	677	473	151	15
Total Active Inventory by Volume	203,098,835			72.20M	86.70M	38.34M	5.86M
Median Active Inventory Listing Price	$89,500			$45,000	$137,000	$185,000	$324,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

October 2017

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

MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

MSI FOR OCTOBER

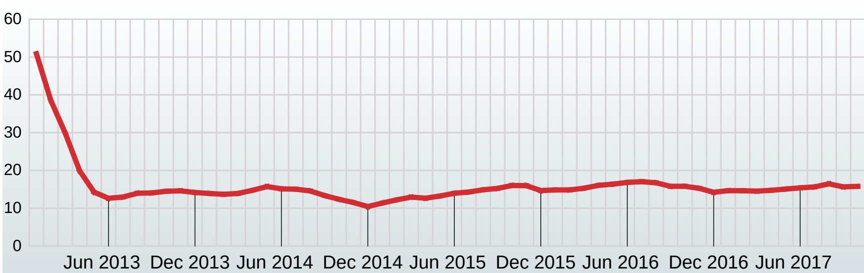
2013	2014	2015	2016	2017
14.5	12.4	16.0	15.8	15.8

1 Year -0.06%
2 Year -1.42%

INDICATORS FOR OCTOBER 2017

Inventory	Closed	Absorption	MSI	MSI %
1,316	1,000	83	15.8	6.332%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 14.9

High
Jan 2013 = 50.9
Low
Dec 2014 = 10.4

Months Supply this month at **15.8**, above the 5 yr OCT average of **14.9**

3 MONTHS

AUG	16.4	
SEP	15.7	-4.82%
OCT	15.8	0.86%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	143	10.87%	20.4	26.9	1.3	0.0	0.0
$20,001 $30,000	126	9.57%	18.0	26.2	3.7	0.0	0.0
$30,001 $50,000	159	12.08%	13.3	19.2	6.1	6.7	0.0
$50,001 $120,000	377	28.65%	13.8	19.0	11.1	12.4	0.0
$120,001 $180,000	187	14.21%	13.0	17.1	11.2	17.7	8.0
$180,001 $320,000	187	14.21%	16.6	30.8	15.0	15.3	8.6
$320,001 and up	137	10.41%	31.0	65.1	44.3	16.0	16.0
Market Supply of Inventory (MSI)	15.8	100%	15.8	22.8	11.5	13.8	10.0
Total Active Inventory by Units	1,316			677	473	151	15

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

October 2017

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

MEDIAN DAYS ON MARKET TO SALE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

OCTOBER

2013	2014	2015	2016	2017
175	82	74	35	65

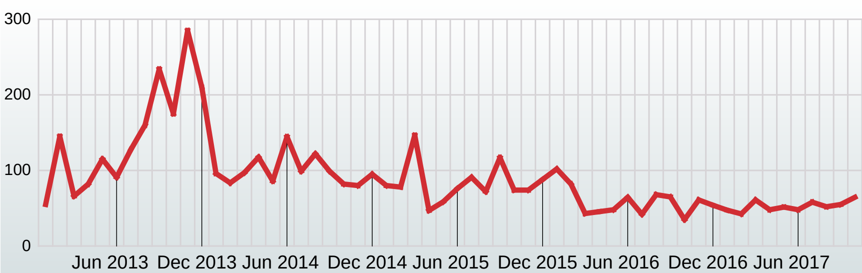
1 Year +84.29%
2 Year -12.84%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
113	100	78	56	54

1 Year -3.57%
2 Year -30.77%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 86

High
Nov 2013 = 285
Low
Oct 2016 = 35

Median Days on Market this month at **65,** below the 5 yr OCT average of **86**

3 MONTHS

AUG	52	
SEP	55	5.77%
OCT	65	17.27%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	5.68%	14.0	14.0	0.0	0.0	0.0
$20,001 $50,000	14	15.91%	34.0	47.0	24.0	0.0	0.0
$50,001 $70,000	14	15.91%	81.5	54.5	76.0	126.0	0.0
$70,001 $120,000	20	22.73%	100.5	58.5	104.5	0.0	0.0
$120,001 $160,000	15	17.05%	51.0	88.0	48.5	47.0	84.0
$160,001 $210,000	11	12.50%	76.0	15.0	111.0	120.5	38.0
$210,001 and up	9	10.23%	49.0	0.0	61.0	9.5	0.0
Median Closed DOM	64.5	100%	64.5	29.0	76.0	61.5	61.0
Total Closed Units	88			31	47	8	2
Total Closed Volume	9,980,399			1.93M	6.24M	1.47M	337.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

RE STATS

October 2017

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

MLS technology INC

MEDIAN LIST PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

OCTOBER

2013	2014	2015	2016	2017
109,000	89,900	97,500	76,950	97,250

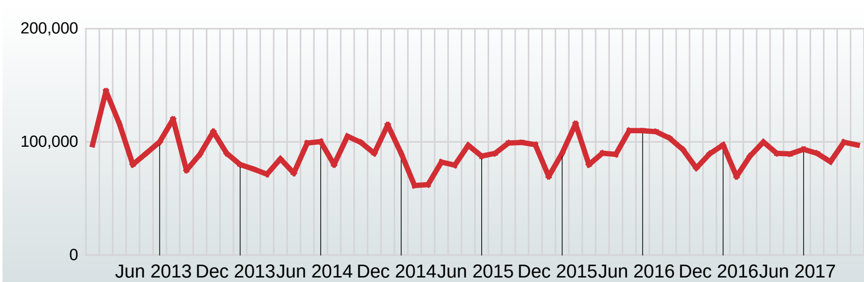
1 Year +26.38%
2 Year -0.26%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
99,500	89,000	89,000	96,900	89,900

1 Year -7.22%
2 Year +1.01%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 94,120

High
Feb 2013 = 144,900
Low
Jan 2015 = 61,450

Median List Price this month at **97,250,** above the 5 yr OCT average of **94,120**

3 MONTHS

AUG	82,500	
SEP	99,750	20.91%
OCT	97,250	-2.51%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	4	4.55%	13,950	13,950	0	0	0
$20,001 $50,000	14	15.91%	30,950	30,950	33,313	0	0
$50,001 $70,000	11	12.50%	55,000	55,000	55,000	59,500	0
$70,001 $120,000	24	27.27%	89,900	89,900	89,900	0	0
$120,001 $160,000	13	14.77%	142,400	0	138,700	146,950	157,000
$160,001 $210,000	12	13.64%	181,200	175,000	186,200	184,750	199,000
$210,001 and up	10	11.36%	271,500	0	275,000	259,000	0
Median List Price	97,250	100%	97,250	55,000	119,000	184,750	178,000
Total Closed Units	88			31	47	8	2
Total Closed Volume	10,550,824			2.05M	6.60M	1.54M	356.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

RE STATS

October 2017

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

MLS technology INC

MEDIAN SOLD PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

OCTOBER

2013	2014	2015	2016	2017
102,750	89,900	89,900	69,000	93,500

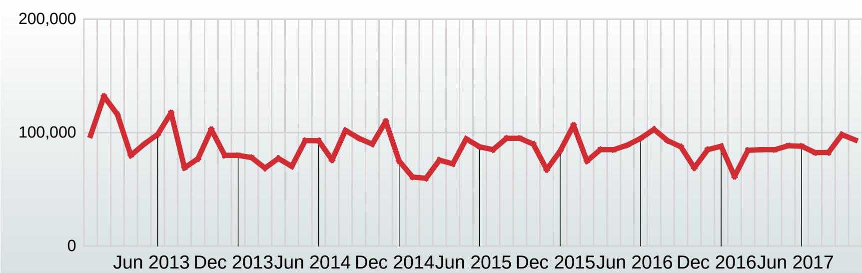
1 Year +35.51%
2 Year +4.00%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
90,000	84,000	83,750	90,000	85,000

1 Year -5.56%
2 Year +1.49%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 89,010

High
Feb 2013 = 132,000
Low
Feb 2015 = 59,750

Median Sold Price this month at **93,500,** above the 5 yr OCT average of **89,010**

3 MONTHS

AUG	82,500	
SEP	98,250	19.09%
OCT	93,500	-4.83%

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	5.68%	10,000	10,000	0	0	0
$20,001 $50,000	14	15.91%	27,250	26,500	37,000	0	0
$50,001 $70,000	14	15.91%	57,500	56,350	65,000	59,500	0
$70,001 $120,000	20	22.73%	90,950	80,500	95,250	0	0
$120,001 $160,000	15	17.05%	138,000	145,000	129,500	159,000	138,000
$160,001 $210,000	11	12.50%	187,500	189,500	183,750	189,450	199,000
$210,001 and up	9	10.23%	262,500	0	262,500	292,500	0
Median Sold Price	93,500	100%	93,500	56,000	102,000	169,950	168,500
Total Closed Units	88			31	47	8	2
Total Closed Volume	9,980,399			1.93M	6.24M	1.47M	337.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

RE STATS

October 2017

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

MLS technology INC

MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

OCTOBER

2013	2014	2015	2016	2017
88.96%	94.92%	95.06%	94.87%	95.43%

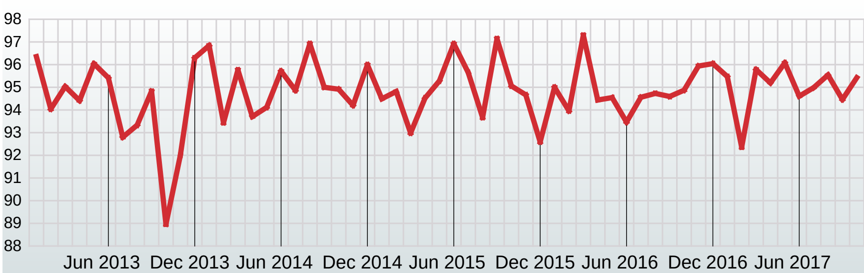
1 Year +0.58%
2 Year +0.38%

YEAR TO DATE (YTD)

2013	2014	2015	2016	2017
94.41%	95.00%	95.31%	94.74%	95.09%

1 Year +0.38%
2 Year -0.23%

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 93.85%

High
Mar 2016 = 97.30%
Low
Oct 2013 = 88.96%

Median Sold/List Ratio this month at **95.43%,** above the 5 yr OCT average of **93.85%**

3 MONTHS

AUG	95.54%	
SEP	94.46%	-1.13%
OCT	95.43%	1.02%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	5	5.68%	76.92%	76.92%	0.00%	0.00%	0.00%
$20,001 $50,000	14	15.91%	92.78%	91.67%	93.89%	0.00%	0.00%
$50,001 $70,000	14	15.91%	94.59%	95.24%	90.32%	100.00%	0.00%
$70,001 $120,000	20	22.73%	97.46%	99.44%	96.38%	0.00%	0.00%
$120,001 $160,000	15	17.05%	95.40%	87.88%	98.46%	91.18%	87.90%
$160,001 $210,000	11	12.50%	99.58%	106.98%	97.32%	93.45%	100.00%
$210,001 and up	9	10.23%	95.45%	0.00%	95.22%	99.23%	0.00%
Median Sold/List Ratio	95.43%	100%	95.43%	95.00%	95.45%	99.23%	93.95%
Total Closed Units	88			31	47	8	2
Total Closed Volume	9,980,399			1.93M	6.24M	1.47M	337.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

October 2017

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

MARKET SUMMARY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

INVENTORY

Inventory

New Listings
280 = 17.80%

Start Inventory
1,293

Total Inventory Units
1,573

Volume
$240,898,896

Market Activity

Closed Sales
88 = 5.30%

Pending Sales
82 = 4.94%

Other Off Market
174 = 10.48%

Active Inventory
1,316 = 79.28%

MARKET ACTIVITY

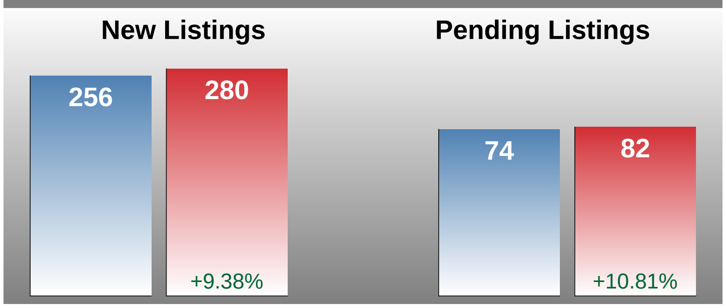
Compared	October			Year to Date		
Metrics	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	79	88	11.39%	793	828	4.41%
Pending Sales	74	82	10.81%	900	916	1.78%
New Listings	256	280	9.38%	2,895	3,032	4.73%
Median List Price	76,950	97,250	26.38%	96,900	89,900	-7.22%
Median Sale Price	69,000	93,500	35.51%	90,000	85,000	-5.56%
Median Percent of Selling Price to List Price	94.87%	95.43%	0.58%	94.74%	95.09%	0.38%
Median Days on Market to Sale	35.00	64.50	84.29%	56.00	54.00	-3.57%
Monthly Inventory	1,197	1,316	9.94%	1,197	1,316	9.94%
Months Supply of Inventory	15.80	15.79	-0.06%	15.80	15.79	-0.06%

Absorption: Last 12 months, an Average of **83** Sales/Month

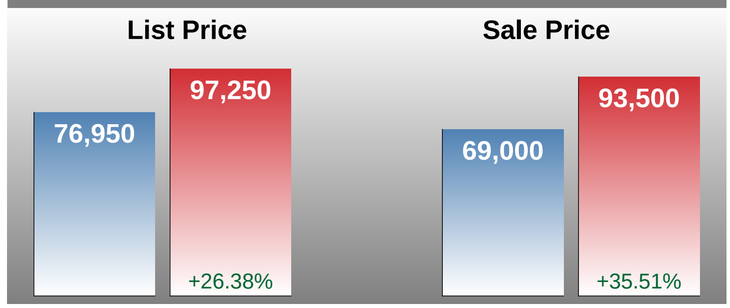
Inventory on October 31, 2017 = **1,316**

2016 2017

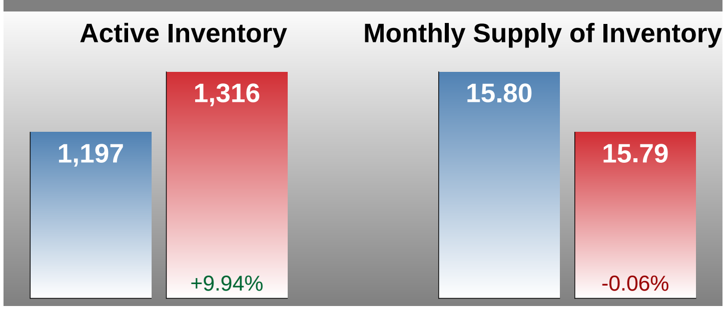
OCTOBER MARKET



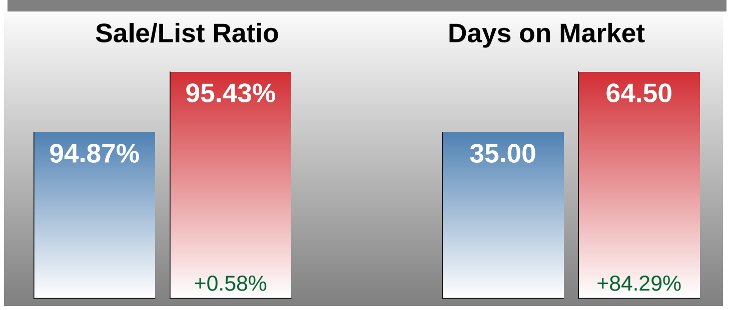
MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com