



# August 2016

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

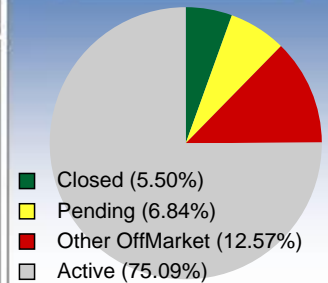


**Absorption:** Last 12 months, an Average of 72 Sales/Month

**Active Inventory** as of August 31, 2016 = **1,296**

	AUGUST		
	2015	2016	+/- %
Closed Listings	75	95	26.67%
Pending Listings	83	118	42.17%
New Listings	173	356	105.78%
Average List Price	132,719	145,870	9.91%
Average Sale Price	124,854	134,929	8.07%
Average Percent of List Price to Selling Price	91.96%	92.26%	0.33%
Average Days on Market to Sale	142.35	85.06	-40.24%
End of Month Inventory	1,010	1,296	28.32%
Months Supply of Inventory	15.48	18.13	17.10%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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 August 2016 rose **28.32%** to 1,296 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **18.13** MSI for this period.

### Average Sale Prices 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 **8.07%** in August 2016 to \$134,929 versus the previous year at \$124,854.

### Average Days on Market Shortens

The average number of **85.06** days that homes spent on the market before selling decreased by 57.28 days or **40.24%** in August 2016 compared to last year's same month at **142.35** DOM.

### Sales Success for August 2016 is Positive

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

There were 356 New Listings in August 2016, up **105.78%** from last year at 173. Furthermore, there were 95 Closed Listings this month versus last year at 75, a **26.67%** increase.

Closed versus Listed trends yielded a **26.7%** ratio, down from last year's August 2016 at **43.4%**, a **38.45%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

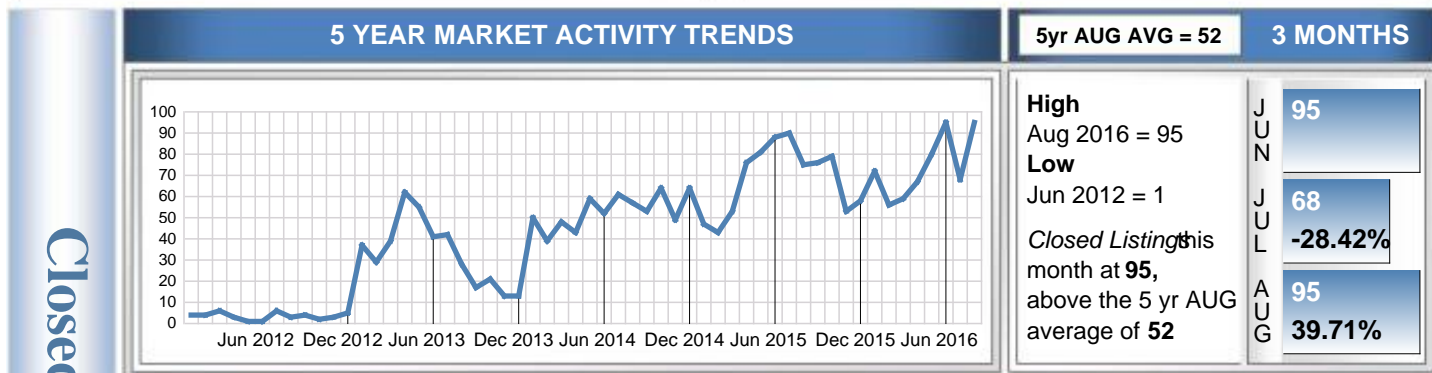
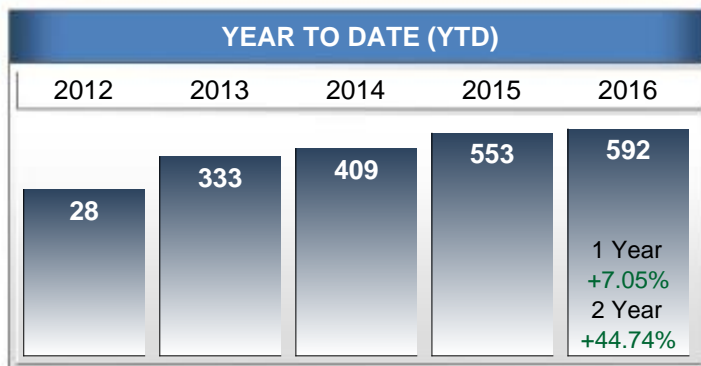
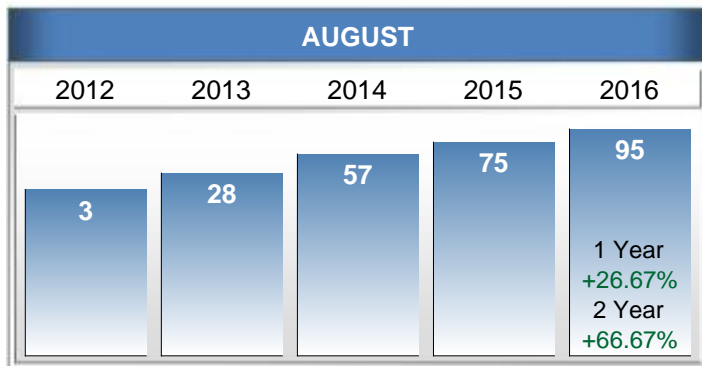
Closed Sales as of Sep 12, 2016



### Closed Listings

Report Produced on: Sep 12, 2016

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	5.26%	48.0	5	0	0	0
\$20,001 \$50,000	16	16.84%	79.8	7	8	1	0
\$50,001 \$70,000	12	12.63%	55.4	5	7	0	0
\$70,001 \$130,000	25	26.32%	73.7	7	14	4	0
\$130,001 \$170,000	13	13.68%	57.0	1	9	3	0
\$170,001 \$290,000	14	14.74%	141.9	0	11	2	1
\$290,001 and up	10	10.53%	132.8	1	8	1	0
Total Closed Units: 95				85.1			
Total Closed Volume: 12,818,290				1.82M 8.83M 1.91M 250.00K			
Average Closed Price: \$134,929				\$70,102 \$154,994 \$173,727 \$250,000			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

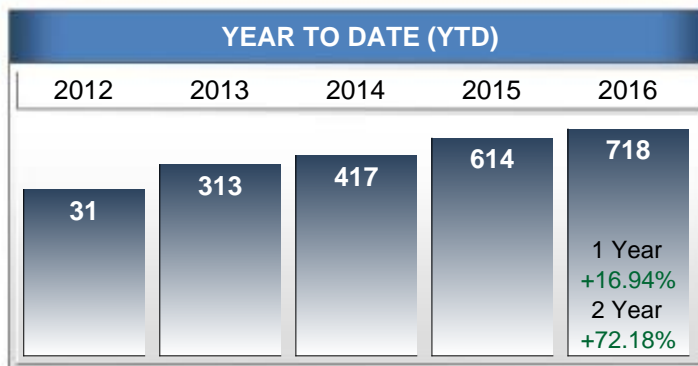
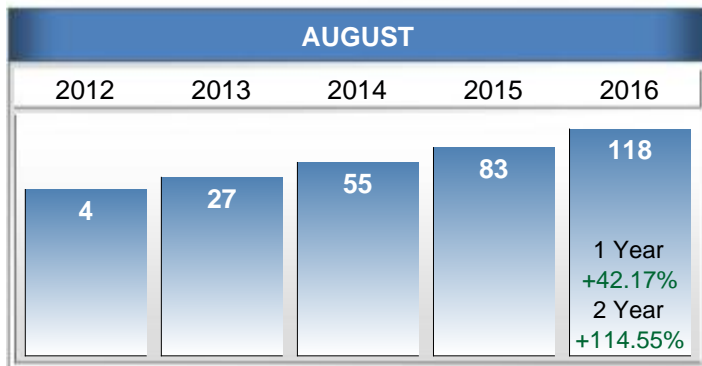
Pending Listings as of Sep 12, 2016



### Pending Listings

Report Produced on: Sep 12, 2016

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



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

**High**  
Aug 2016 = 118

**Low**  
Sep 2012 = 3

Pending Listing this month at **118**, above the 5 yr AUG average of **57**

JUN	88
JUL	102
AUG	118
<b>15.91%</b>	
<b>15.69%</b>	

Pending Listings

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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+
\$20,000 and less	10	8.47%	74.5	9	1	0	0
\$20,001 \$30,000	12	10.17%	53.8	9	3	0	0
\$30,001 \$50,000	14	11.86%	65.8	7	6	1	0
\$50,001 \$110,000	36	30.51%	58.3	10	24	2	0
\$110,001 \$180,000	18	15.25%	54.4	4	12	2	0
\$180,001 \$260,000	16	13.56%	98.2	2	9	5	0
\$260,001 and up	12	10.17%	37.5	1	6	3	2
Total Pending Units: 118				42	61	13	2
Total Pending Volume: 14,376,504				2.73M	8.11M	2.82M	713.90K
Average Listing Price: \$106,331				\$65,086	\$132,903	\$217,073	\$356,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

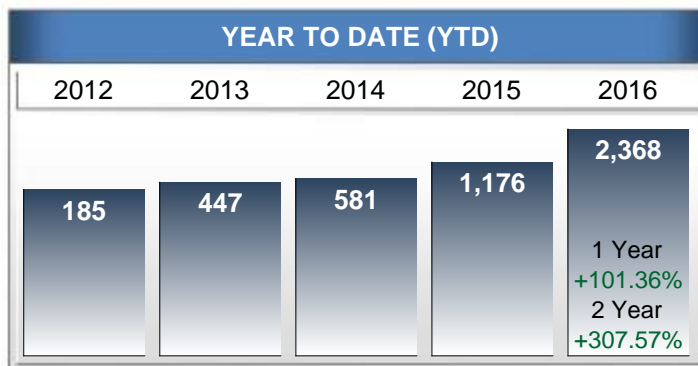
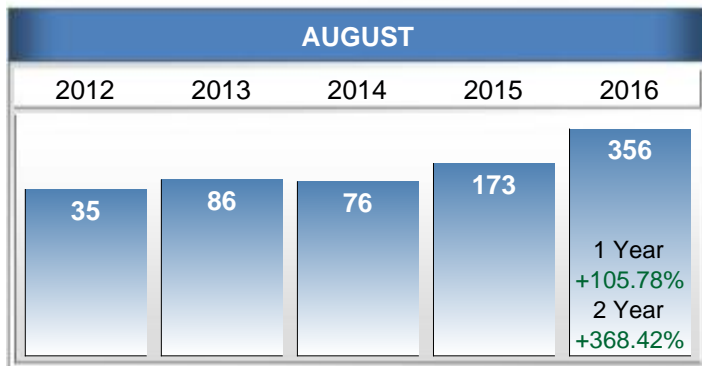
New Listings as of Sep 12, 2016



### New Listings

Report Produced on: Sep 12, 2016

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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	58	16.29%	55	2	1	0
\$25,001-\$50,000	71	19.94%	54	16	1	0
\$50,001-\$100,000	81	22.75%	37	40	4	0
\$100,001-\$175,000	64	17.98%	10	46	7	1
\$175,001-\$275,000	42	11.80%	12	24	6	0
\$275,001 and up	40	11.24%	9	11	13	7
<b>Total New Listed Units:</b>	<b>356</b>		<b>177</b>	<b>139</b>	<b>32</b>	<b>8</b>
<b>Total New Listed Volume:</b>	<b>49,270,621</b>		<b>15.39M</b>	<b>20.37M</b>	<b>10.41M</b>	<b>3.11M</b>
<b>Average New Listed Listing Price:</b>	<b>\$172,667</b>		<b>\$86,948</b>	<b>\$146,514</b>	<b>\$325,169</b>	<b>\$388,738</b>





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

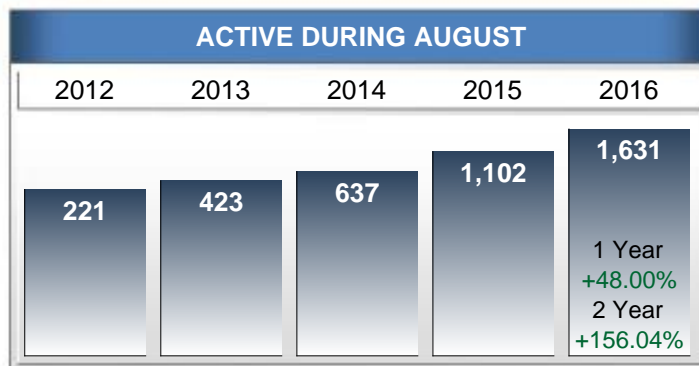
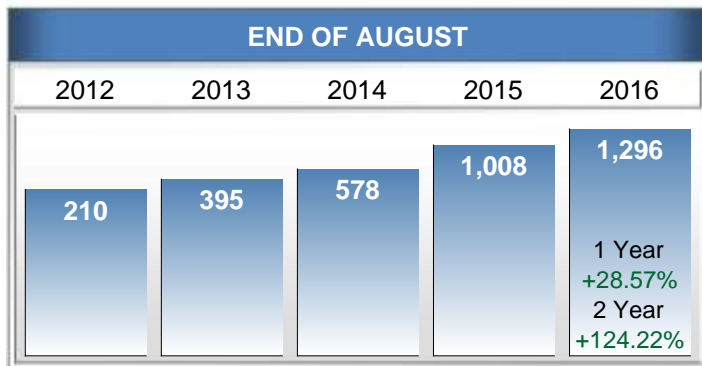
Active Inventory as of Sep 12, 2016



### Active Inventory

Report Produced on: Sep 12, 2016

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



Active Inventory

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**5yr AUG AVG = 697**    **3 MONTHS**

**High**  
Aug 2016 = 1,296

**Low**  
Jan 2012 = 109

*Inventory* this month at **1,296**, above the 5 yr AUG average of **697**

JUN	1,280
JUL	1,278
AUG	1,296
<b>-0.16%</b>	
<b>1.41%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	159	12.27%	111.8	155	3	1	0		
\$20,001 \$30,000	129	9.95%	76.7	121	8	0	0		
\$30,001 \$50,000	161	12.42%	81.4	118	38	5	0		
\$50,001 \$120,000	361	27.85%	96.2	172	162	26	1		
\$120,001 \$180,000	185	14.27%	118.1	36	125	18	6		
\$180,001 \$320,000	170	13.12%	87.4	36	98	29	7		
\$320,001 and up	131	10.11%	107.5	32	46	38	15		
Total Active Inventory by Units:				1,296	97.5	670	480	117	29
Total Active Inventory by Volume:				189,092,978		57.56M	87.32M	31.84M	12.37M
Average Active Inventory Listing Price:				\$145,905		\$85,912	\$181,919	\$272,158	\$426,479



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

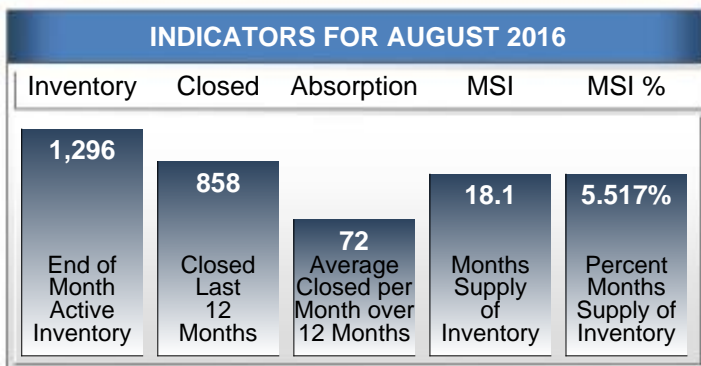
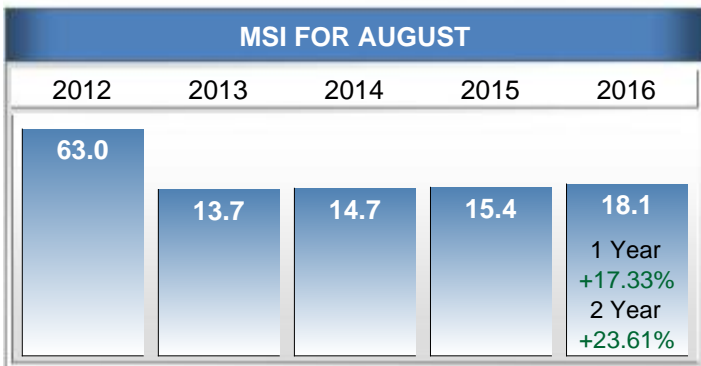
Active Inventory as of Sep 12, 2016



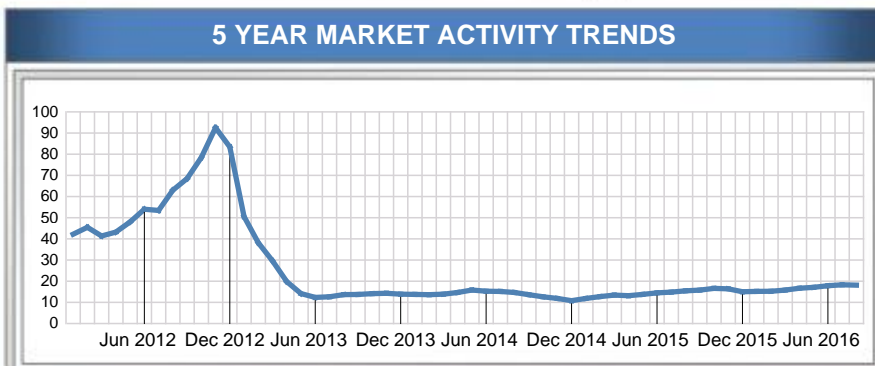
### Months Supply of Inventory

Report Produced on: Sep 12, 2016

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



Months Supply  
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5yr AUG AVG = 25.0	3 MONTHS
<b>High</b> Nov 2012 = 92.5	JUN 17.9
<b>Low</b> Dec 2014 = 10.8	JUL 18.3
Months Supply this month at <b>18.1</b> , below the 5 yr AUG average of <b>25.0</b>	AUG 18.1
	AUG -0.96%

#### 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	159	12.27%	29.8	41.3	2.0	0.0	0.0
\$20,001 \$30,000	129	9.95%	25.8	42.7	4.8	0.0	0.0
\$30,001 \$50,000	161	12.42%	15.5	26.2	7.0	12.0	0.0
\$50,001 \$120,000	361	27.85%	15.4	27.2	11.2	10.8	6.0
\$120,001 \$180,000	185	14.27%	14.0	22.7	12.8	10.8	24.0
\$180,001 \$320,000	170	13.12%	16.6	25.4	16.8	10.5	28.0
\$320,001 and up	131	10.11%	34.2	54.9	23.0	38.0	60.0
MSI:			18.1	31.9	11.8	13.4	26.8
Total Active Inventory:			1,296	670	480	117	29



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

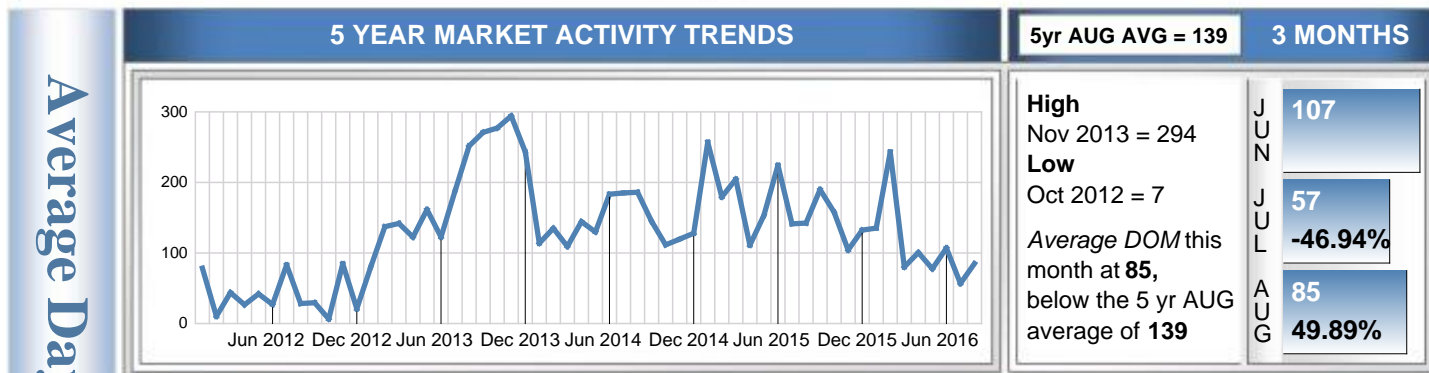
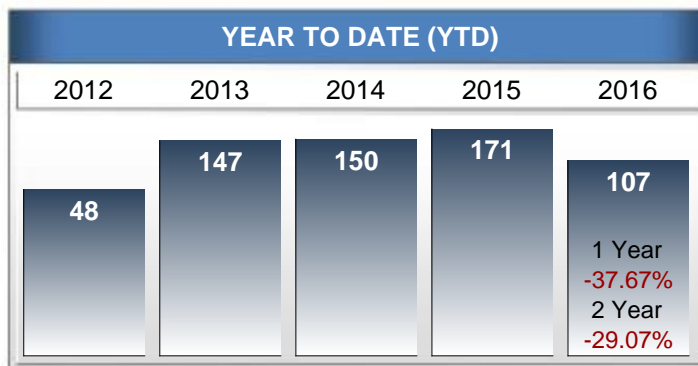
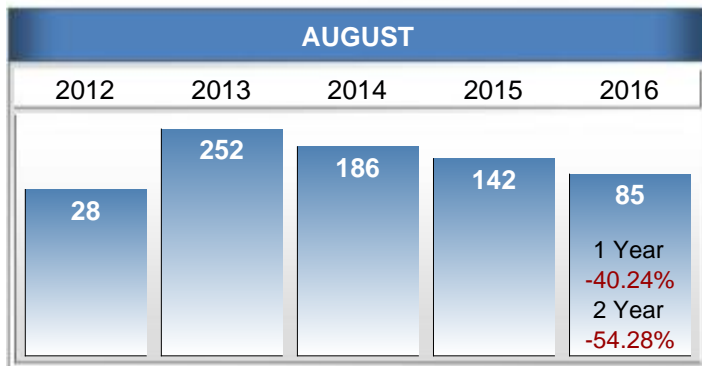
Closed Sales as of Sep 12, 2016



### Average Days on Market to Sale

Report Produced on: Sep 12, 2016

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	5.26%	48.0	48.0	0.0	0.0	0.0
\$20,001 \$50,000	16	16.84%	79.8	100.6	62.5	73.0	0.0
\$50,001 \$70,000	12	12.63%	55.4	79.6	38.1	0.0	0.0
\$70,001 \$130,000	25	26.32%	73.7	68.1	76.9	72.3	0.0
\$130,001 \$170,000	13	13.68%	57.0	15.0	56.9	71.3	0.0
\$170,001 \$290,000	14	14.74%	141.9	0.0	168.0	68.5	2.0
\$290,001 and up	10	10.53%	132.8	26.0	119.5	346.0	0.0
Average Closed DOM: 85.1				71.5	90.5	96.3	2.0
Total Closed Units: 95				26	57	11	1
Total Closed Volume: 12,818,290				1.82M	8.83M	1.91M	250.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

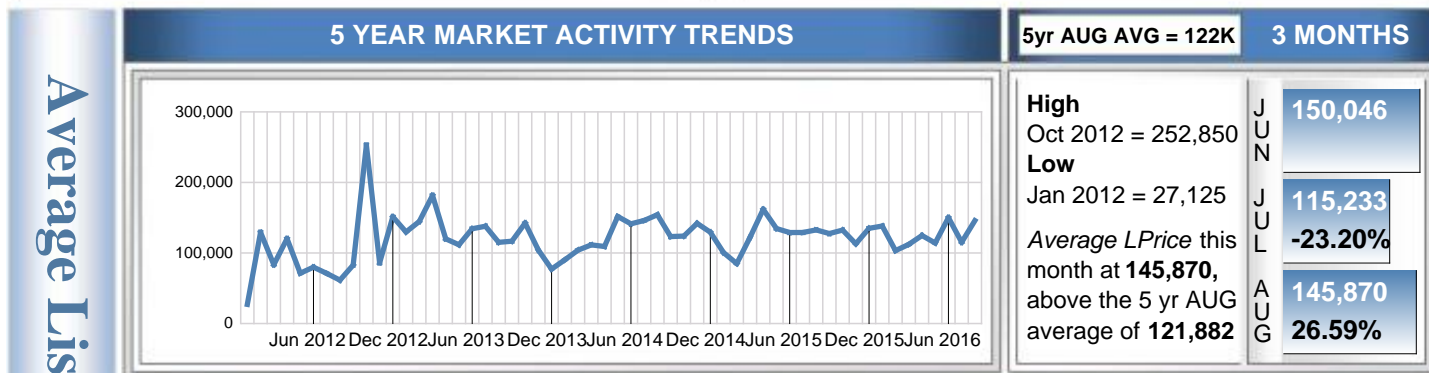
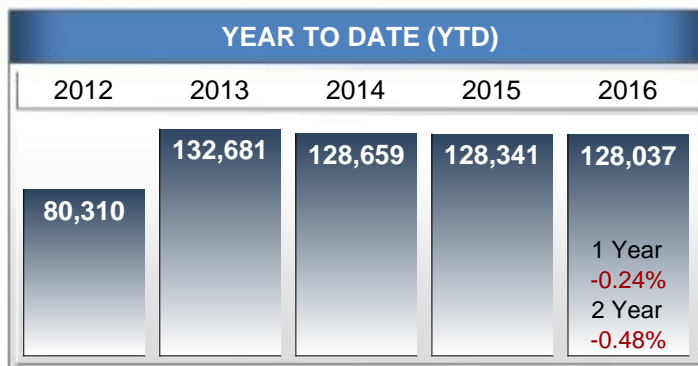
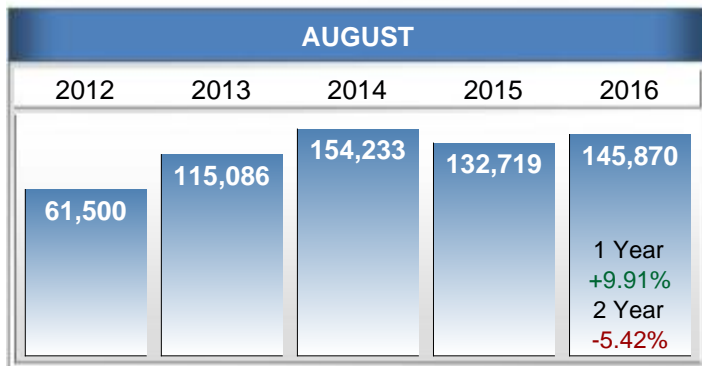
Closed Sales as of Sep 12, 2016



### Average List Price at Closing

Report Produced on: Sep 12, 2016

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	5.26%	13,160	13,160	0	0	0
\$20,001 \$50,000	10	10.53%	36,230	42,286	48,788	32,200	0
\$50,001 \$70,000	15	15.79%	59,089	65,980	78,306	0	0
\$70,001 \$130,000	26	27.37%	97,088	89,586	101,686	113,675	0
\$130,001 \$170,000	13	13.68%	151,738	250,000	152,856	159,467	0
\$170,001 \$290,000	14	14.74%	230,000	0	238,218	234,500	330,000
\$290,001 and up	12	12.63%	402,192	519,000	383,550	579,000	0
Average List Price:	\$145,870			\$80,300	\$165,378	\$183,027	\$330,000
Total Closed Units:	95			26	57	11	1
Total List Volume:	13,857,640			2.09M	9.43M	2.01M	330.00K





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## August 2016

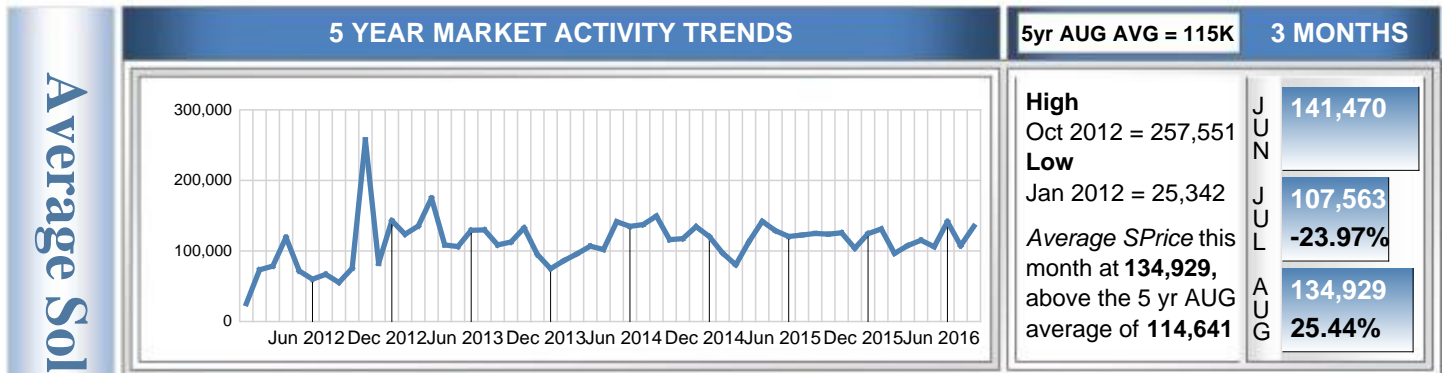
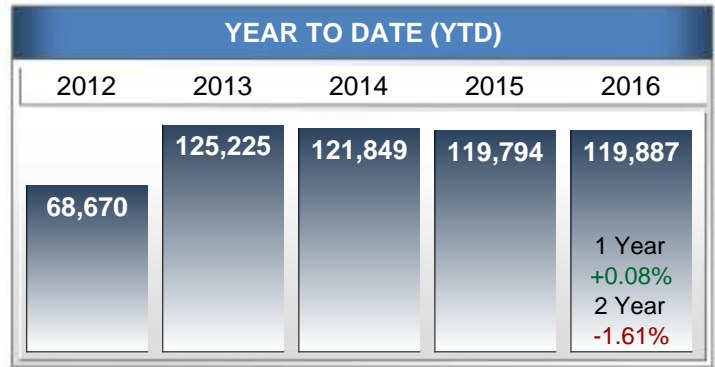
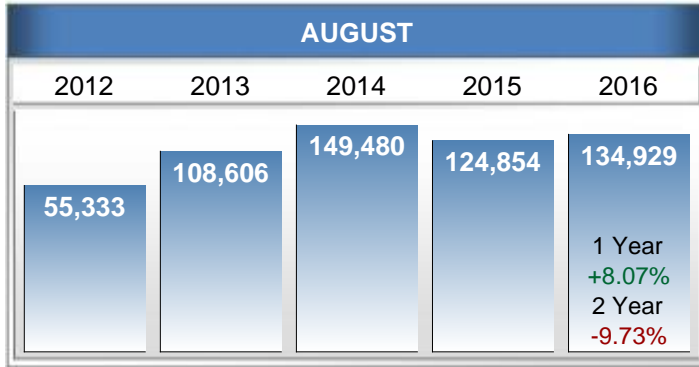
Closed Sales as of Sep 12, 2016



### Average Sold Price at Closing

Report Produced on: Sep 12, 2016

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		5.26%	10,600	10,600	0	0	0
\$20,001 \$50,000	16		16.84%	37,863	37,286	39,600	28,000	0
\$50,001 \$70,000	12		12.63%	60,933	61,550	60,491	0	0
\$70,001 \$130,000	25		26.32%	95,316	87,271	95,643	108,250	0
\$130,001 \$170,000	13		13.68%	146,800	140,000	148,100	145,167	0
\$170,001 \$290,000	14		14.74%	223,714	0	221,091	225,000	250,000
\$290,001 and up	10		10.53%	400,500	450,000	373,813	564,500	0
Average Closed Price:	\$134,929				\$70,102	\$154,994	\$173,727	\$250,000
Total Closed Units:	95				26	57	11	1
Total Closed Volume:	12,818,290				1.82M	8.83M	1.91M	250.00K



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## August 2016

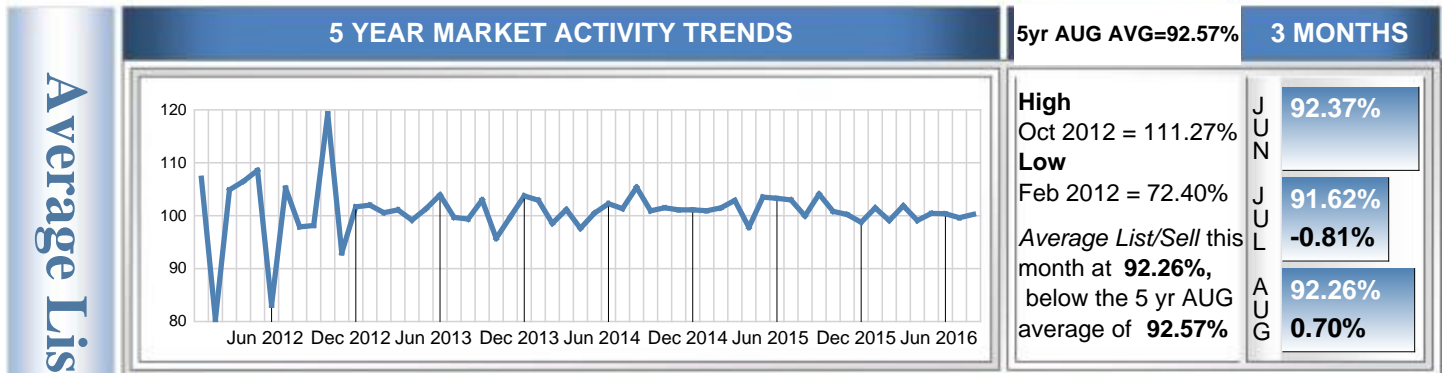
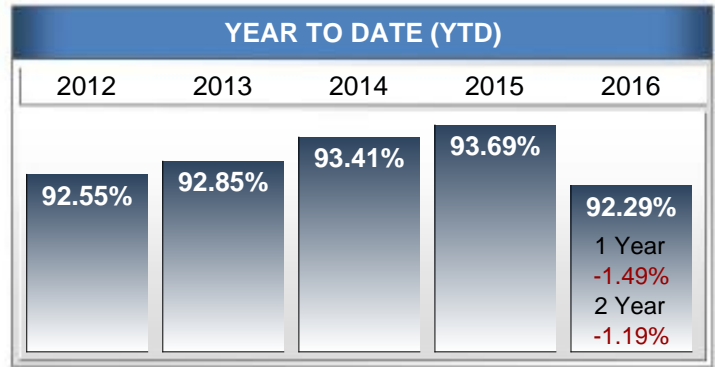
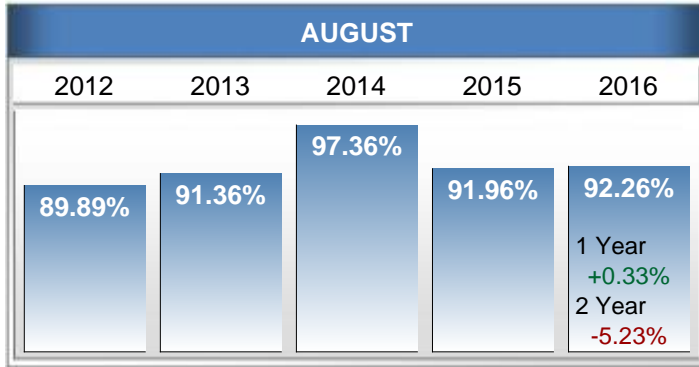
Closed Sales as of Sep 12, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2016

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



Average List/Sell Price

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#### 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	5.26%	83.10%	83.10%	0.00%	0.00%	0.00%
\$20,001 \$50,000	16	16.84%	84.98%	87.49%	82.54%	86.96%	0.00%
\$50,001 \$70,000	12	12.63%	94.86%	93.10%	96.12%	0.00%	0.00%
\$70,001 \$130,000	25	26.32%	95.19%	97.42%	94.04%	95.28%	0.00%
\$130,001 \$170,000	13	13.68%	92.76%	56.00%	97.00%	92.28%	0.00%
\$170,001 \$290,000	14	14.74%	92.89%	0.00%	93.83%	96.29%	75.76%
\$290,001 and up	10	10.53%	96.53%	86.71%	97.64%	97.50%	0.00%
Average List/Sell Ratio: 92.30%				89.16%	93.61%	94.09%	75.76%
Total Closed Units: 95				26	57	11	1
Total Closed Volume: 12,818,290				1.82M	8.83M	1.91M	250.00K



# Monthly Inventory Analysis

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## August 2016

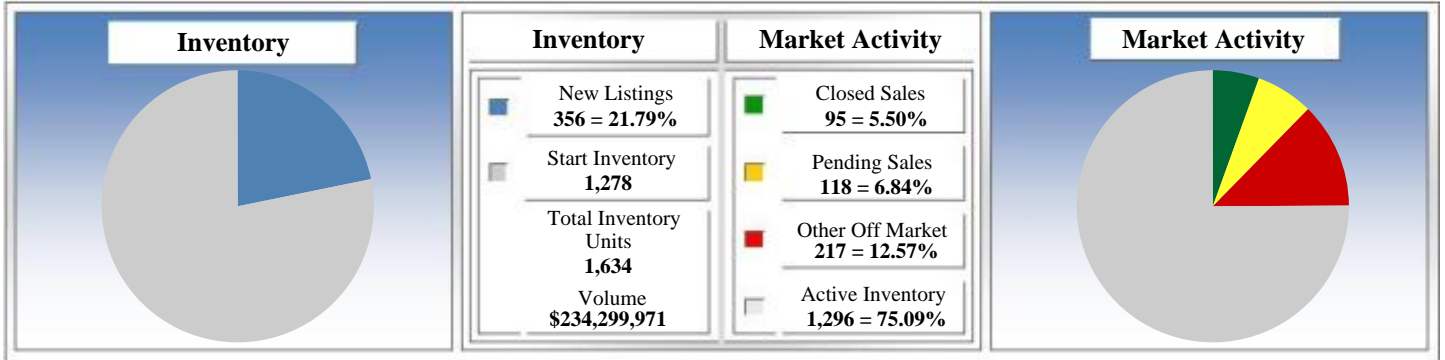
Inventory as of Sep 12, 2016



### Market Summary

Report Produced on: Sep 12, 2016

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



**Absorption:** Last 12 months, an Average of 72 Sales/Month

**Active Inventory** as of August 31, 2016 = 1,296

Closed Sales  
 Pending Sales  
 New Listings  
 Average List Price  
 Average Sale Price  
 Average Percent of List Price to Selling Price  
 Average Days on Market to Sale  
 Monthly Inventory  
 Months Supply of Inventory

	AUGUST			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	75	95	26.67%	553	592	7.05%
Pending Sales	83	118	42.17%	614	718	16.94%
New Listings	173	356	105.78%	1,176	2,368	101.36%
Average List Price	132,719	145,870	9.91%	128,341	128,037	-0.24%
Average Sale Price	124,854	134,929	8.07%	119,794	119,887	0.08%
Average Percent of List Price to Selling Price	91.96%	92.26%	0.33%	93.69%	92.29%	-1.49%
Average Days on Market to Sale	142.35	85.06	-40.24%	171.10	106.64	-37.67%
Monthly Inventory	1,010	1,296	28.32%	1,010	1,296	28.32%
Months Supply of Inventory	15.48	18.13	17.10%	15.48	18.13	17.10%

