



August 2016

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

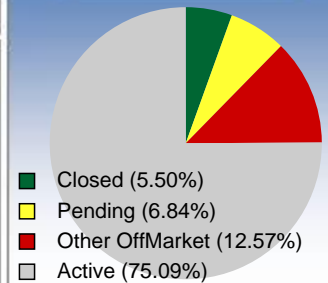


Absorption: Last 12 months, an Average of 72 Sales/Month

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%
Median List Price	99,000	109,900	11.01%
Median Sale Price	95,000	93,000	-2.11%
Median Percent of List Price to Selling Price	93.67%	94.72%	1.13%
Median Days on Market to Sale	74.00	68.00	-8.11%
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.

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 **2.11%** in August 2016 to \$93,000 versus the previous year at \$95,000.

Median Days on Market Shortens

The median number of **68.00** days that homes spent on the market before selling decreased by 6.00 days or **8.11%** in August 2016 compared to last year's same month at **74.00** DOM.

Sales Success for August 2016 is Positive

Overall, with Median Prices falling 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

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

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.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

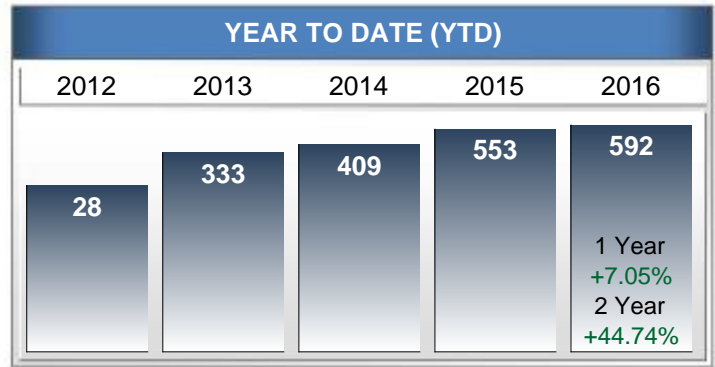
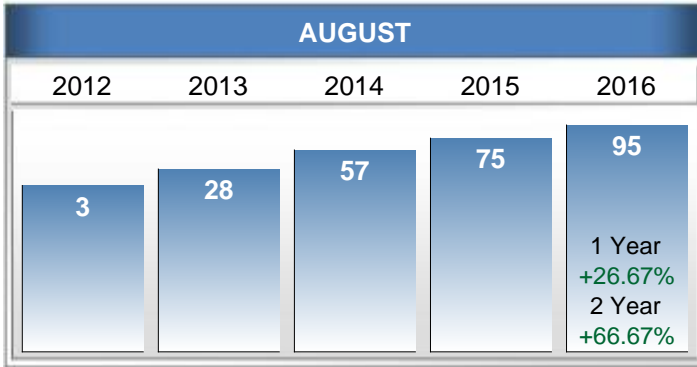
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 12, 2016

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



5yr AUG AVG = 52

3 MONTHS

High
Aug 2016 = 95
Low
Jun 2012 = 1
Closed Listing this month at **95**, above the 5 yr AUG average of **52**

JUN	95
JUL	68
-28.42%	
AUG	95
39.71%	

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+
\$20,000 and less	5	5.26%	37.0	5	0	0	0
\$20,001 \$50,000	16	16.84%	86.5	7	8	1	0
\$50,001 \$70,000	12	12.63%	47.0	5	7	0	0
\$70,001 \$130,000	25	26.32%	49.0	7	14	4	0
\$130,001 \$170,000	13	13.68%	56.0	1	9	3	0
\$170,001 \$290,000	14	14.74%	84.0	0	11	2	1
\$290,001 and up	10	10.53%	104.5	1	8	1	0
Total Closed Units: 95				68.0			
Total Closed Volume: 12,818,290				1.82M 8.83M 1.91M 250.00K			
Median Closed Price: \$93,000				\$53,750 \$128,500 \$139,000 \$250,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

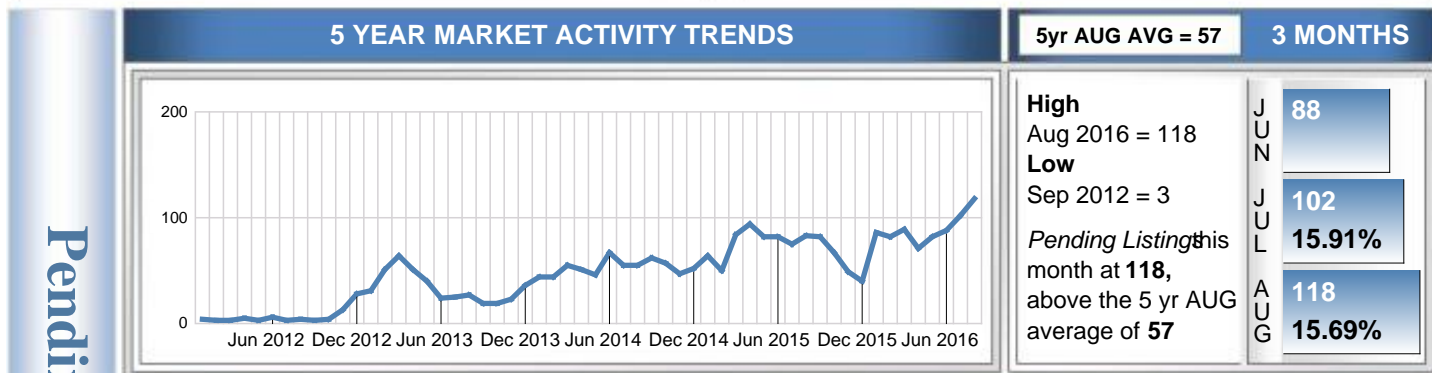
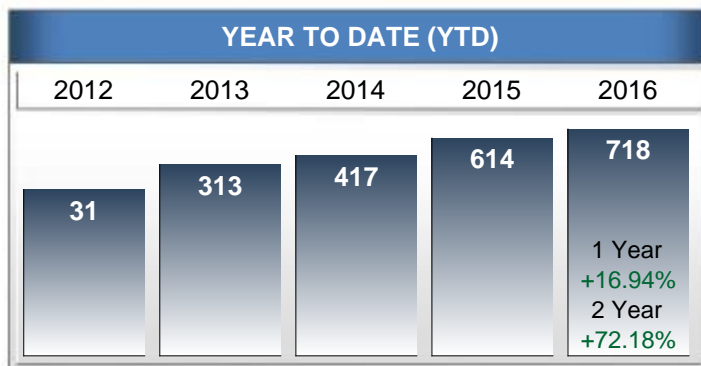
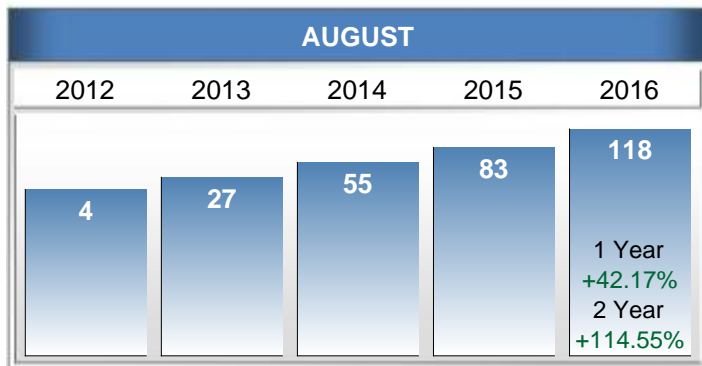
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 2016

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



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	10	8.47%	71.5	9	1	0	0
\$20,001 \$30,000	12	10.17%	25.0	9	3	0	0
\$30,001 \$50,000	14	11.86%	72.0	7	6	1	0
\$50,001 \$110,000	36	30.51%	48.0	10	24	2	0
\$110,001 \$180,000	18	15.25%	26.5	4	12	2	0
\$180,001 \$260,000	16	13.56%	99.5	2	9	5	0
\$260,001 and up	12	10.17%	16.0	1	6	3	2
Total Pending Units:				42	61	13	2
Total Pending Volume:				2.73M	8.11M	2.82M	713.90K
Median Listing Price:				\$37,000	\$99,900	\$205,000	\$356,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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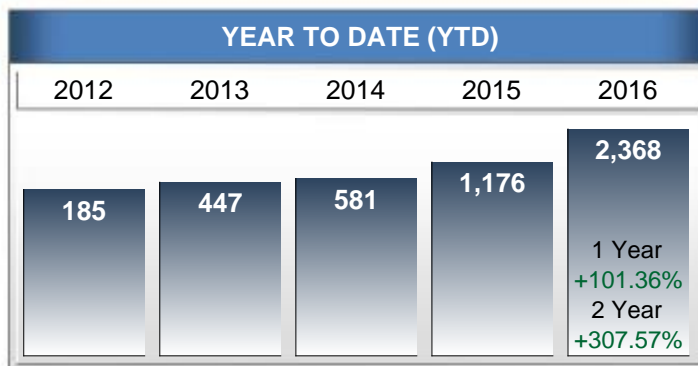
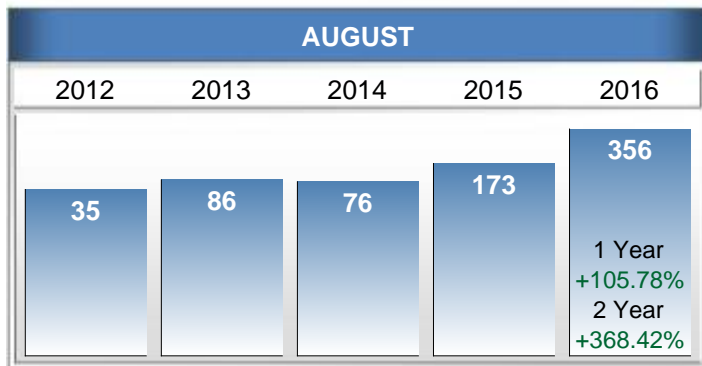
New Listings as of Sep 12, 2016



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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5yr AUG AVG = 145 **3 MONTHS**

High
Aug 2016 = 356

Low
May 2012 = 13

New Listings this month at **356**, above the 5 yr AUG average of **145**

JUN	283
JUL	304
AUG	356
7.42%	
17.11%	

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	33	9.27%	31	1	1	0
\$20,001 \$30,000	45	12.64%	40	5	0	0
\$30,001 \$50,000	51	14.33%	38	12	1	0
\$50,001 \$110,000	88	24.72%	37	46	5	0
\$110,001 \$170,000	53	14.89%	9	38	6	0
\$170,001 \$290,000	50	14.04%	14	28	7	1
\$290,001 and up	36	10.11%	8	9	12	7
Total New Listed Units:			177	139	32	8
Total New Listed Volume:			15.39M	20.37M	10.41M	3.11M
Median New Listed Listing Price:			\$39,900	\$118,000	\$207,500	\$349,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

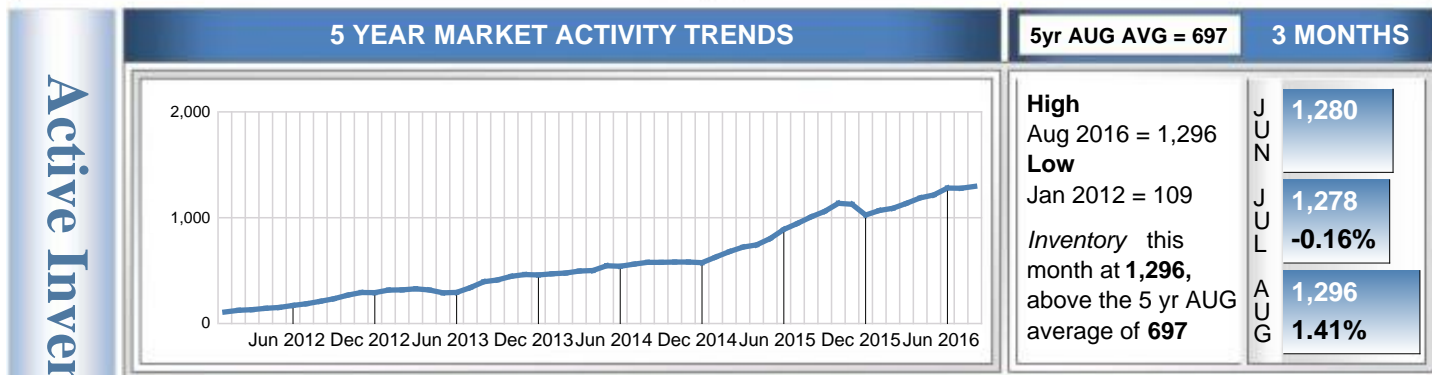
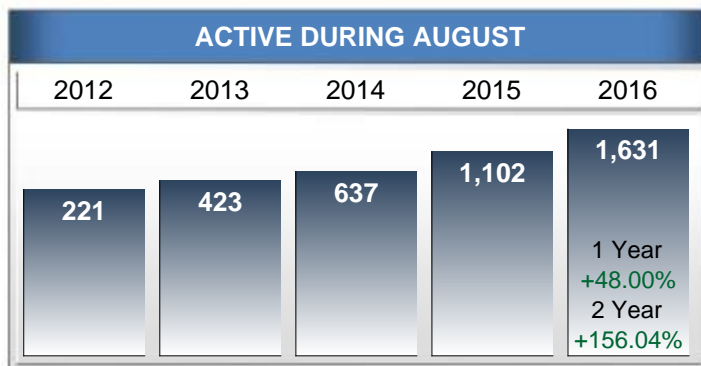
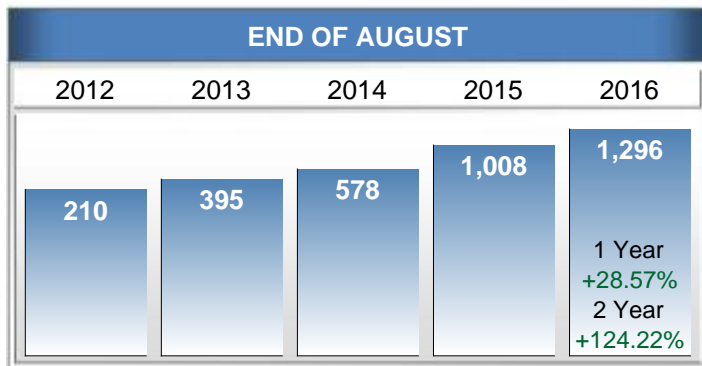
Active Inventory as of Sep 12, 2016



Active Inventory

Report Produced on: Sep 12, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	159	12.27%	79.0	155	3	1	0		
\$20,001 \$30,000	129	9.95%	79.0	121	8	0	0		
\$30,001 \$50,000	161	12.42%	74.0	118	38	5	0		
\$50,001 \$120,000	361	27.85%	74.0	172	162	26	1		
\$120,001 \$180,000	185	14.27%	79.0	36	125	18	6		
\$180,001 \$320,000	170	13.12%	71.0	36	98	29	7		
\$320,001 and up	131	10.11%	78.0	32	46	38	15		
Total Active Inventory by Units:				1,296	77.0	670	480	117	29
Total Active Inventory by Volume:				189,092,978		57.56M	87.32M	31.84M	12.37M
Median Active Inventory Listing Price:				\$80,000		\$41,250	\$134,900	\$226,599	\$349,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

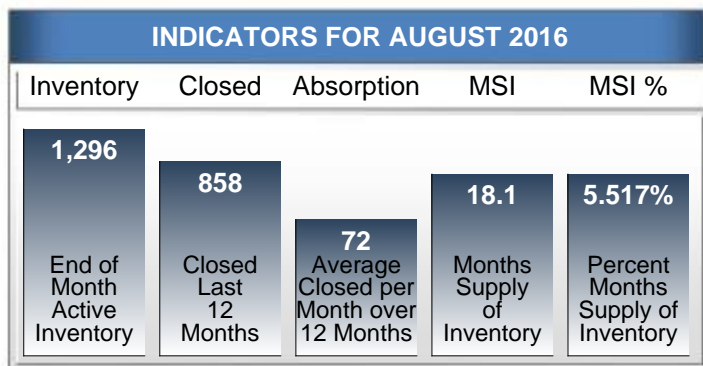
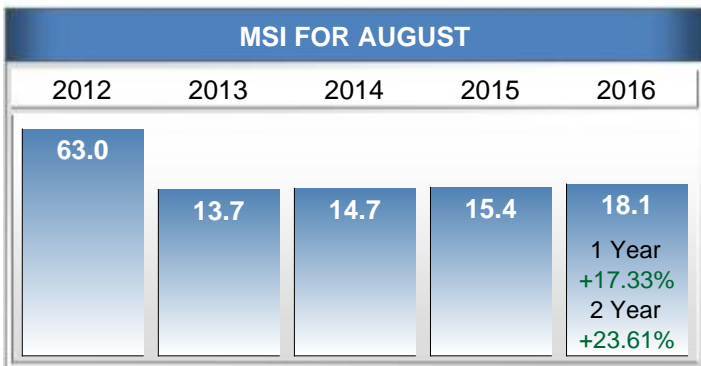
Active Inventory as of Sep 12, 2016



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
High Nov 2012 = 92.5	JUN 17.9
Low Dec 2014 = 10.8	JUL 18.3
Months Supply this month at 18.1 , below the 5 yr AUG average of 25.0	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

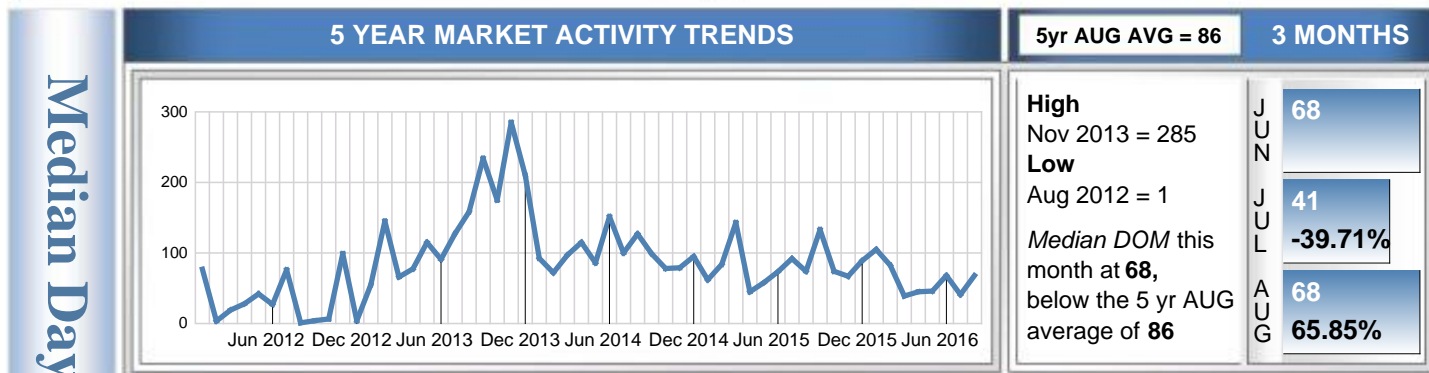
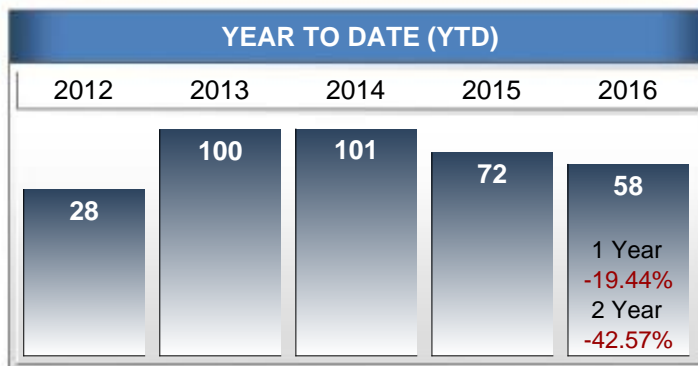
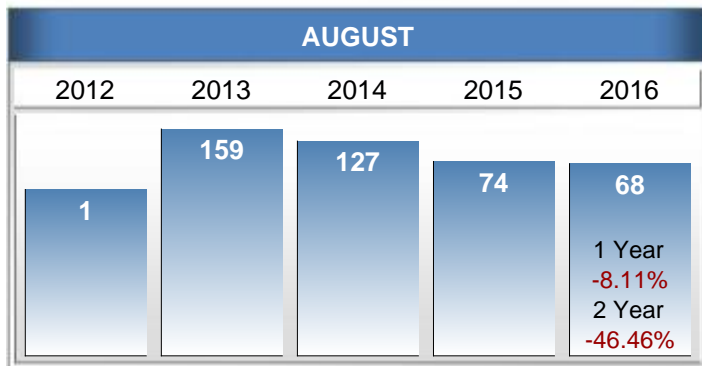
Closed Sales as of Sep 12, 2016



Median Days on Market to Sale

Report Produced on: Sep 12, 2016

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			5.26%	37.0	37.0	0.0	0.0	0.0
\$20,001 \$50,000	16			16.84%	86.5	89.0	77.5	73.0	0.0
\$50,001 \$70,000	12			12.63%	47.0	82.0	42.0	0.0	0.0
\$70,001 \$130,000	25			26.32%	49.0	40.0	53.5	78.5	0.0
\$130,001 \$170,000	13			13.68%	56.0	15.0	56.0	78.0	0.0
\$170,001 \$290,000	14			14.74%	84.0	0.0	102.0	68.5	2.0
\$290,001 and up	10			10.53%	104.5	26.0	104.5	346.0	0.0
Median Closed DOM:	68.0					75.0	66.0	78.0	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

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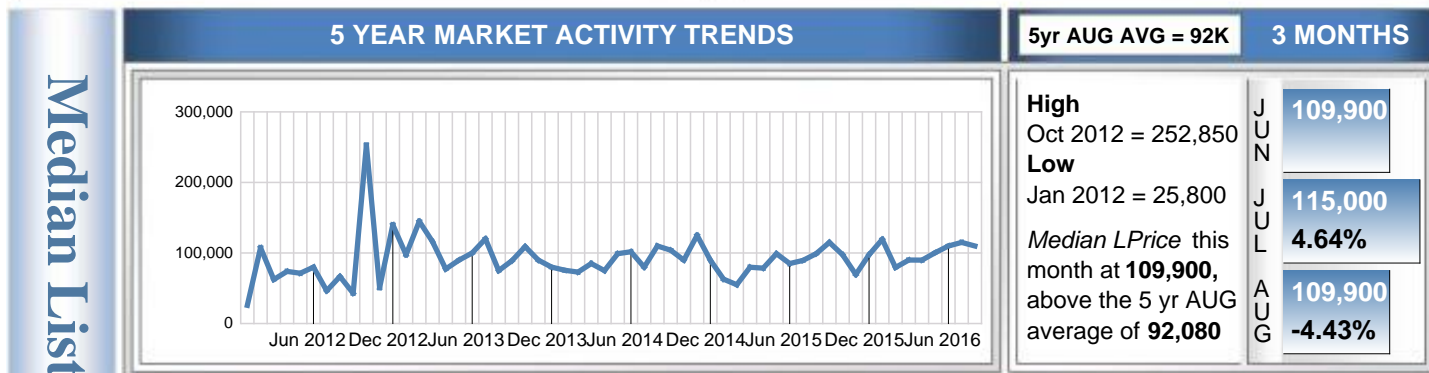
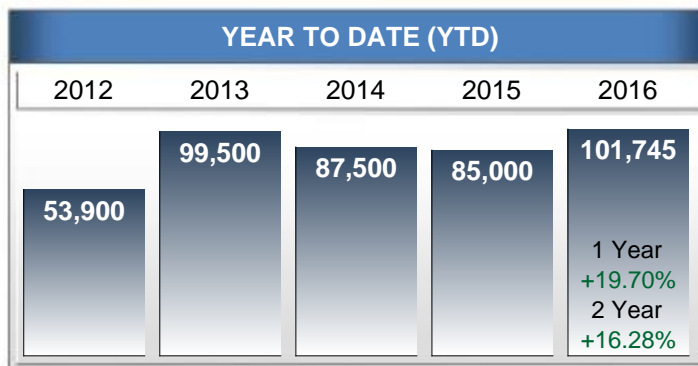
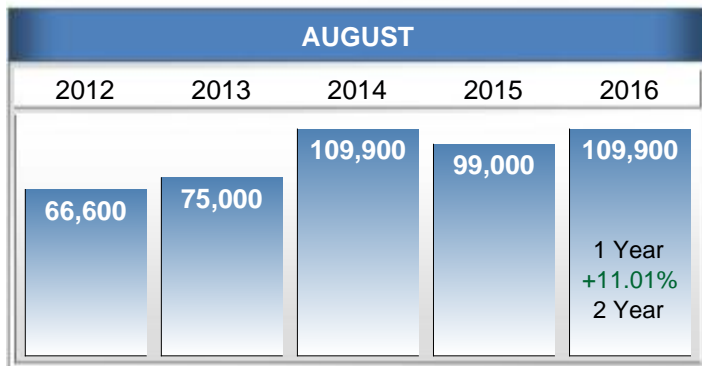
Closed Sales as of Sep 12, 2016



Median List Price at Closing

Report Produced on: Sep 12, 2016

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	5.26%	14,500	14,500	0	0	0
\$20,001 \$50,000	10	10.53%	33,050	30,000	40,000	32,200	0
\$50,001 \$70,000	15	15.79%	59,000	59,500	58,700	0	0
\$70,001 \$130,000	26	27.37%	91,500	87,000	91,500	117,400	0
\$130,001 \$170,000	13	13.68%	149,500	0	157,500	144,450	0
\$170,001 \$290,000	14	14.74%	240,500	250,000	240,500	189,500	0
\$290,001 and up	12	12.63%	347,450	519,000	345,000	579,000	330,000
Median List Price:	\$109,900			\$61,750	\$135,000	\$139,900	\$330,000
Total Closed Units:	95			26	57	11	1
Total List Volume:	13,857,640			2.09M	9.43M	2.01M	330.00K



Monthly Inventory Analysis

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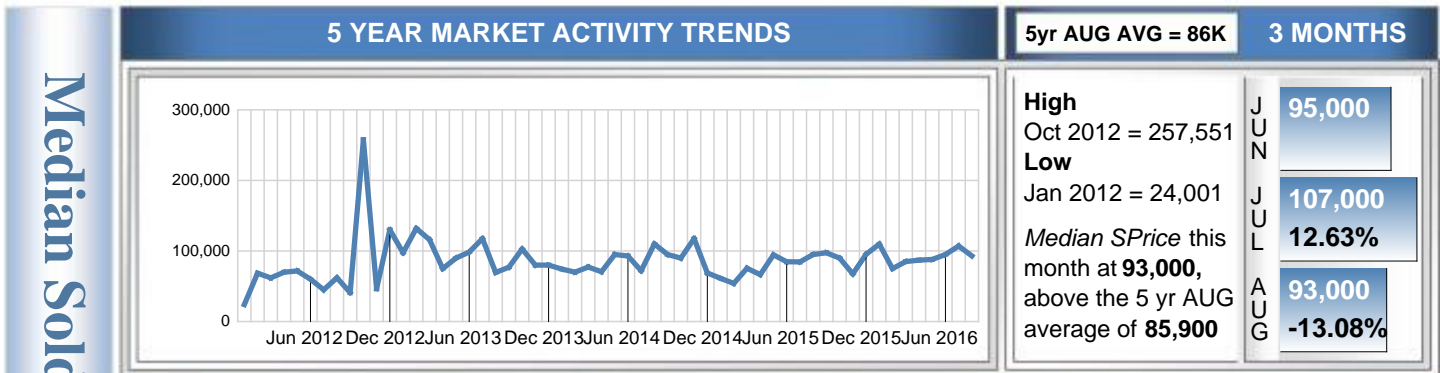
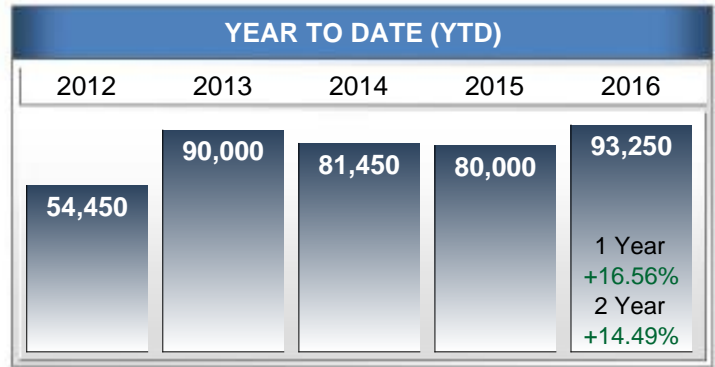
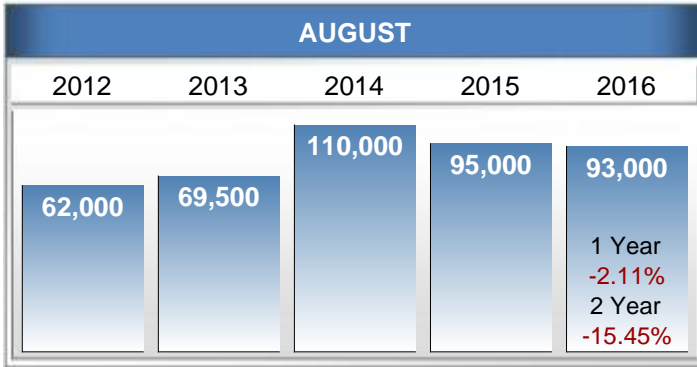
Closed Sales as of Sep 12, 2016



Median Sold Price at Closing

Report Produced on: Sep 12, 2016

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	5	5.26%	10,500	10,500	0	0	0	0	
\$20,001 \$50,000	16	16.84%	40,000	40,000	40,000	28,000	0	0	
\$50,001 \$70,000	12	12.63%	59,470	63,750	59,000	0	0	0	
\$70,001 \$130,000	25	26.32%	90,000	85,500	89,750	107,500	0	0	
\$130,001 \$170,000	13	13.68%	146,500	140,000	147,000	146,500	0	0	
\$170,001 \$290,000	14	14.74%	230,000	0	230,000	225,000	250,000	0	
\$290,001 and up	10	10.53%	387,750	450,000	338,000	564,500	0	0	
Median Closed Price:	\$93,000			\$53,750	\$128,500	\$139,000	\$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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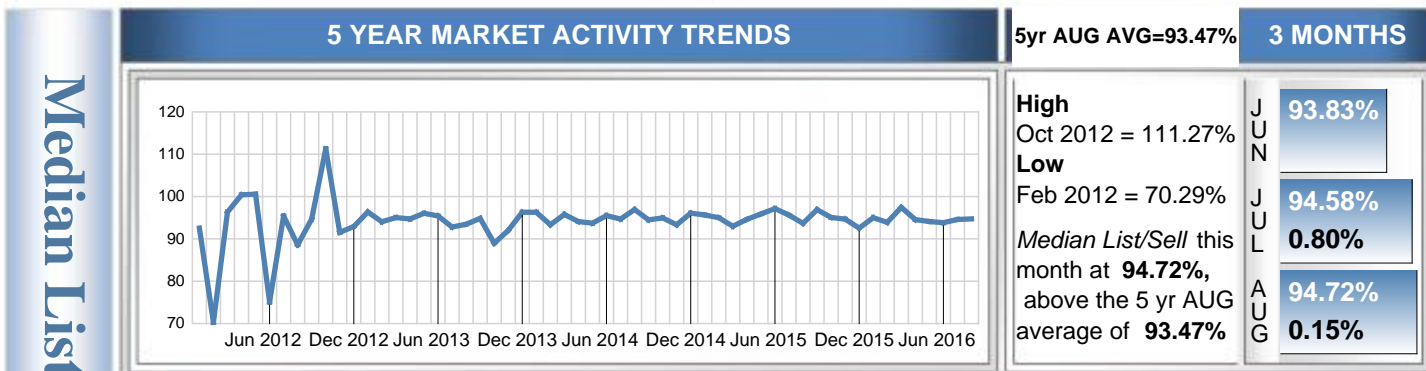
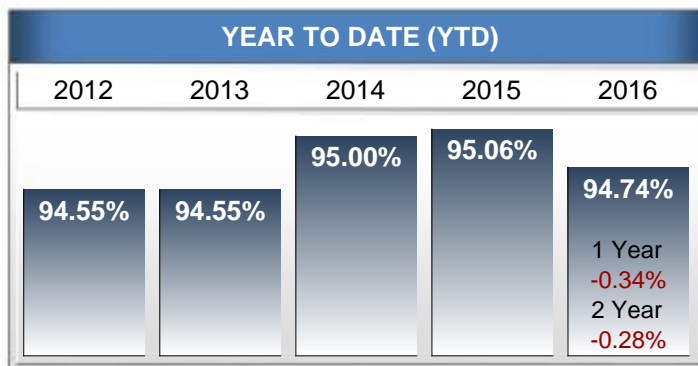
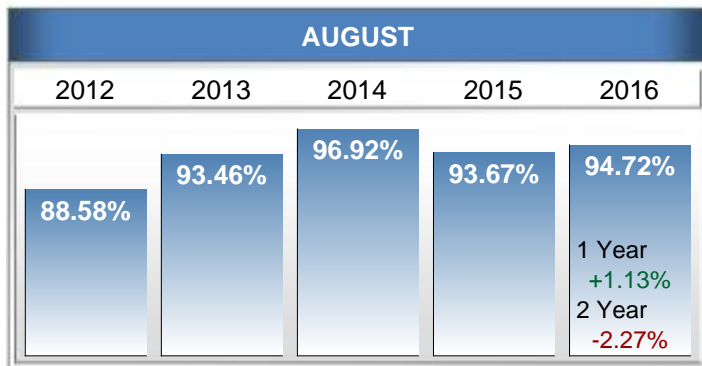
Closed Sales as of Sep 12, 2016



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	5.26%	86.67%	86.67%	0.00%	0.00%	0.00%
\$20,001 \$50,000	16	16.84%	88.61%	90.91%	86.70%	86.96%	0.00%
\$50,001 \$70,000	12	12.63%	92.80%	94.72%	92.37%	0.00%	0.00%
\$70,001 \$130,000	25	26.32%	96.59%	97.06%	93.59%	94.87%	0.00%
\$130,001 \$170,000	13	13.68%	97.54%	56.00%	97.54%	98.32%	0.00%
\$170,001 \$290,000	14	14.74%	94.59%	0.00%	94.38%	96.29%	75.76%
\$290,001 and up	10	10.53%	97.05%	86.71%	97.29%	97.50%	0.00%
Median List/Sell Ratio:	94.72%			91.45%	94.79%	97.50%	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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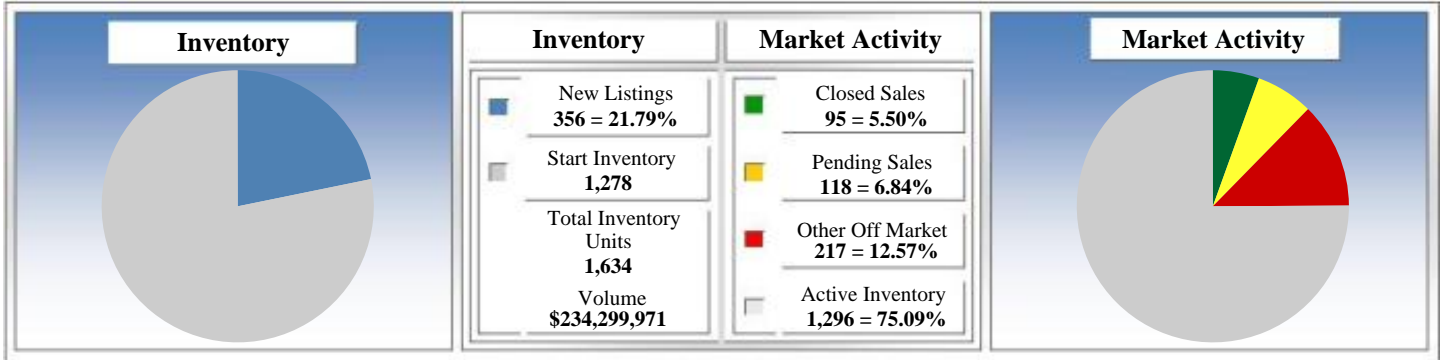
Inventory as of Sep 12, 2016



Market Summary

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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			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%
Median List Price	99,000	109,900	11.01%	85,000	101,745	19.70%
Median Sale Price	95,000	93,000	-2.11%	80,000	93,250	16.56%
Median Percent of List Price to Selling Price	93.67%	94.72%	1.13%	95.06%	94.74%	-0.34%
Median Days on Market to Sale	74.00	68.00	-8.11%	72.00	58.00	-19.44%
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%

