



# September 2016

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

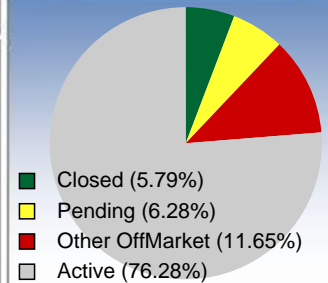


**Absorption:** Last 12 months, an Average of **73** Sales/Month

**Active Inventory** as of September 30, 2016 = **1,238**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	76	94	23.68%
Pending Listings	82	102	24.39%
New Listings	161	249	54.66%
Average List Price	127,538	134,557	5.50%
Average Sale Price	123,873	126,106	1.80%
Average Percent of List Price to Selling Price	96.08%	93.08%	-3.12%
Average Days on Market to Sale	189.91	69.96	-63.16%
End of Month Inventory	1,060	1,238	16.79%
Months Supply of Inventory	15.78	16.96	7.46%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **16.79%** to 1,238 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **16.96** 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 **1.80%** in September 2016 to \$126,106 versus the previous year at \$123,873.

### Average Days on Market Shortens

The average number of **69.96** days that homes spent on the market before selling decreased by 119.95 days or **63.16%** in September 2016 compared to last year's same month at **189.91** DOM.

### Sales Success for September 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 249 New Listings in September 2016, up **54.66%** from last year at 161. Furthermore, there were 94 Closed Listings this month versus last year at 76, a **23.68%** increase.

Closed versus Listed trends yielded a **37.8%** ratio, down from last year's September 2016 at **47.2%**, a **20.03%** 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®

## September 2016

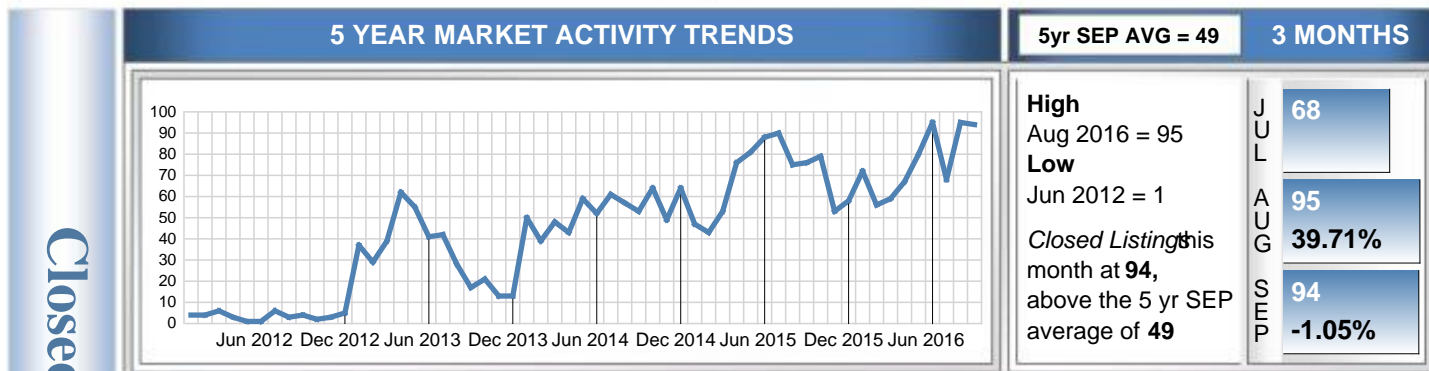
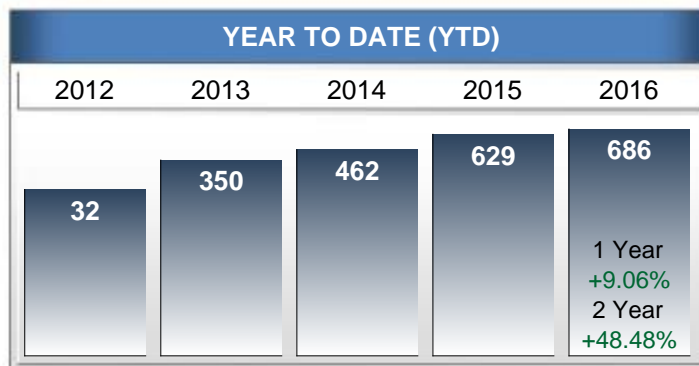
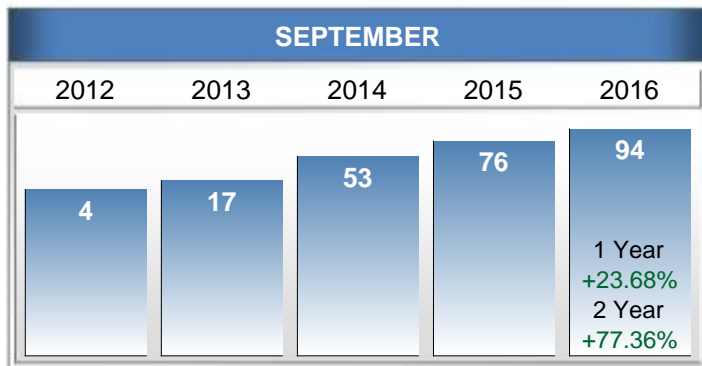
Closed Sales as of Oct 11, 2016



### Closed Listings

Report Produced on: Oct 11, 2016

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



Closed Listings

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#### 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	6	6.38%	83.3	6	0	0	0
\$20,001 \$40,000	9	9.57%	61.4	7	2	0	0
\$40,001 \$70,000	22	23.40%	71.7	12	9	1	0
\$70,001 \$120,000	20	21.28%	59.7	4	16	0	0
\$120,001 \$180,000	15	15.96%	63.7	2	12	1	0
\$180,001 \$250,000	14	14.89%	101.5	1	9	4	0
\$250,001 and up	8	8.51%	46.8	0	4	2	2
Total Closed Units: 94				70.0			
Total Closed Volume: 11,853,956				32    52    8    2			
Average Closed Price: \$126,106				1.79M    6.89M    2.15M    1.02M			
				\$56,089    \$132,584    \$268,313    \$509,125			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

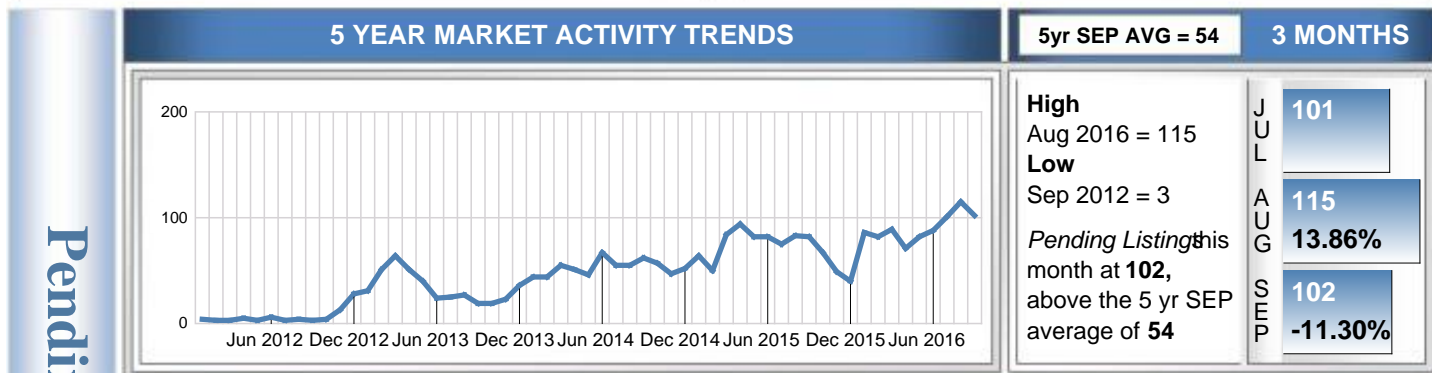
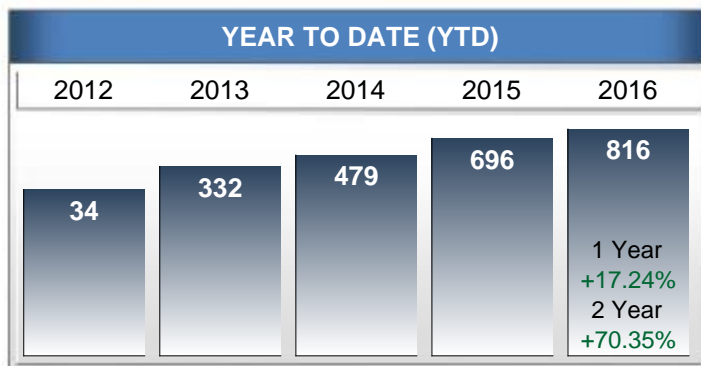
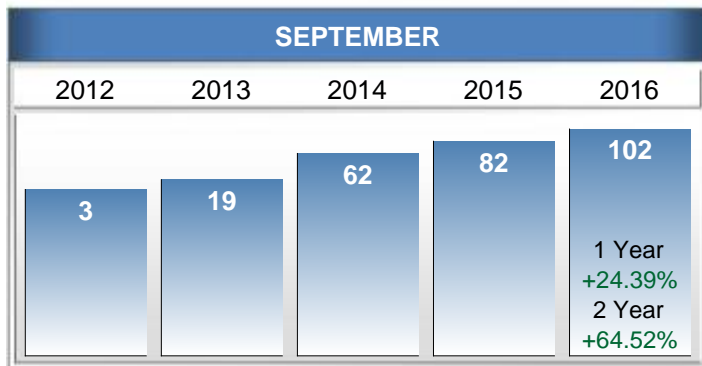
Pending Listings as of Oct 11, 2016



### Pending Listings

Report Produced on: Oct 11, 2016

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	7	6.86%	60.3	7	0	0	0
\$20,001 - \$40,000	13	12.75%	55.8	10	2	1	0
\$40,001 - \$70,000	18	17.65%	78.3	5	9	3	1
\$70,001 - \$130,000	24	23.53%	71.7	9	12	1	2
\$130,001 - \$220,000	16	15.69%	67.6	0	15	1	0
\$220,001 - \$280,000	13	12.75%	80.0	1	11	1	0
\$280,001 and up	11	10.78%	53.6	3	4	3	1
Total Pending Units: 102				35	53	10	4
Total Pending Volume: 14,463,669				2.82M	8.91M	2.08M	656.50K
Average Listing Price: \$85,327				\$80,500	\$168,143	\$207,810	\$164,125



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

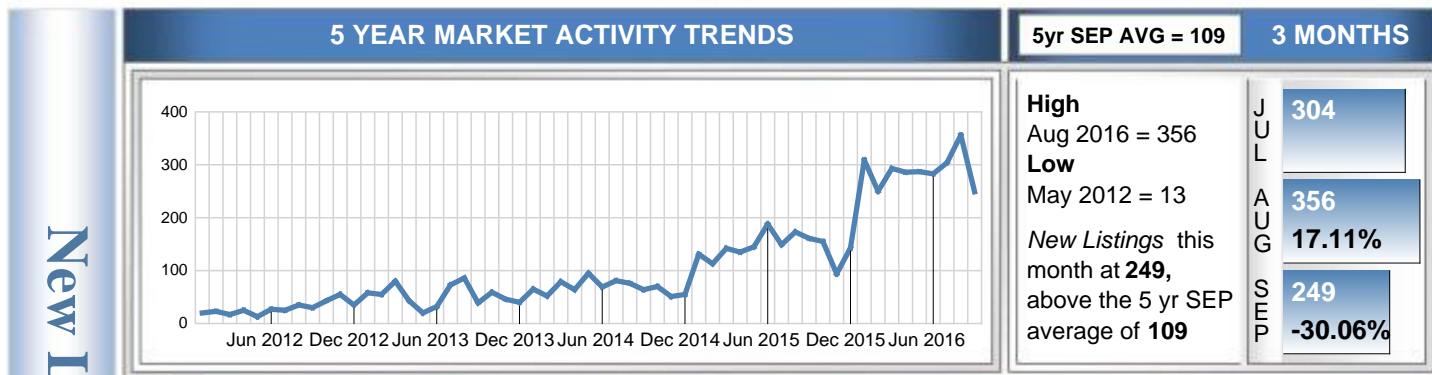
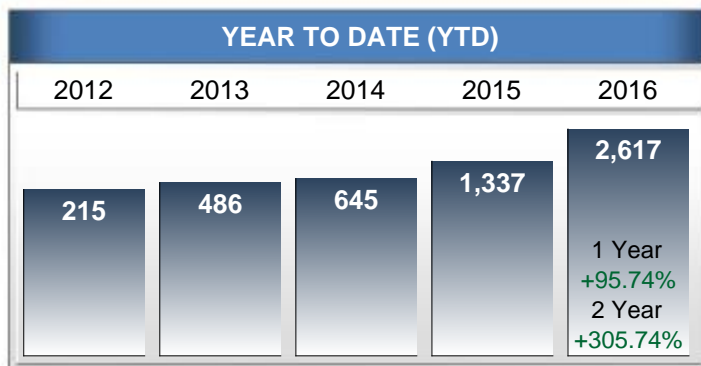
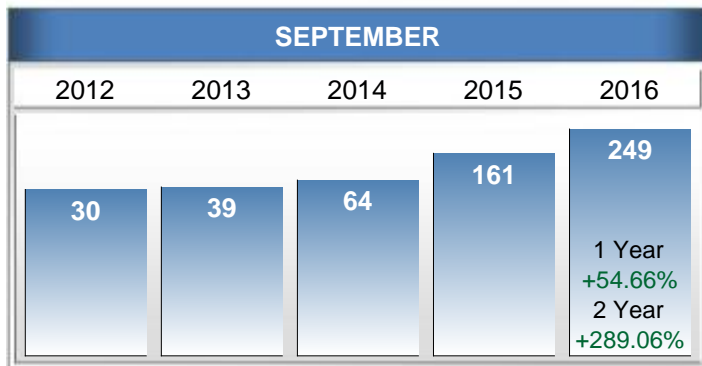
New Listings as of Oct 11, 2016



### New Listings

Report Produced on: Oct 11, 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+
\$20,000 and less	18	7.23%	17	1	0	0
\$20,001 \$40,000	28	11.24%	25	2	1	0
\$40,001 \$70,000	38	15.26%	25	10	2	1
\$70,001 \$130,000	67	26.91%	25	33	7	2
\$130,001 \$210,000	36	14.46%	14	16	6	0
\$210,001 \$340,000	38	15.26%	9	18	9	2
\$340,001 and up	24	9.64%	6	9	4	5
Total New Listed Units:			121	89	29	10
Total New Listed Volume:			12.59M	15.95M	5.93M	4.99M
Average New Listed Listing Price:			\$104,058	\$179,233	\$204,559	\$498,520





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

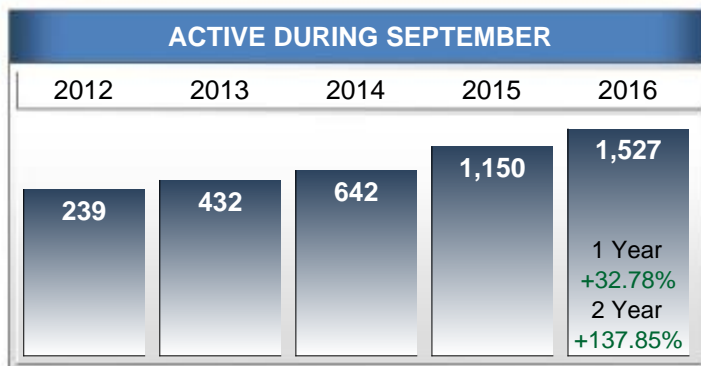
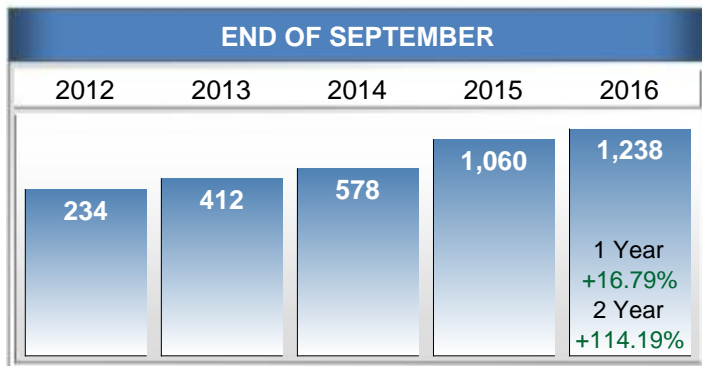
Active Inventory as of Oct 11, 2016



### Active Inventory

Report Produced on: Oct 11, 2016

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



Active Inventory

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5yr SEP AVG = 704	3 MONTHS
<b>High</b> Aug 2016 = 1,280	JUL 1,262
<b>Low</b> Jan 2012 = 109	AUG 1,280
<i>Inventory</i> this month at <b>1,238</b> , above the 5 yr SEP average of <b>704</b>	SEP <b>1,238</b> -3.28%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	139	11.23%	118.4	134	4	1	0		
\$20,001 \$30,000	122	9.85%	99.7	112	9	1	0		
\$30,001 \$50,000	166	13.41%	90.2	128	34	4	0		
\$50,001 \$120,000	346	27.95%	95.6	157	161	27	1		
\$120,001 \$180,000	178	14.38%	125.2	44	114	16	4		
\$180,001 \$300,000	165	13.33%	88.2	40	86	32	7		
\$300,001 and up	122	9.85%	106.2	33	42	33	14		
Total Active Inventory by Units:				1,238	102.1	648	450	114	26
Total Active Inventory by Volume:				178,889,737		57.33M	81.26M	29.80M	10.50M
Average Active Inventory Listing Price:				\$144,499		\$88,474	\$180,584	\$261,360	\$403,869



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

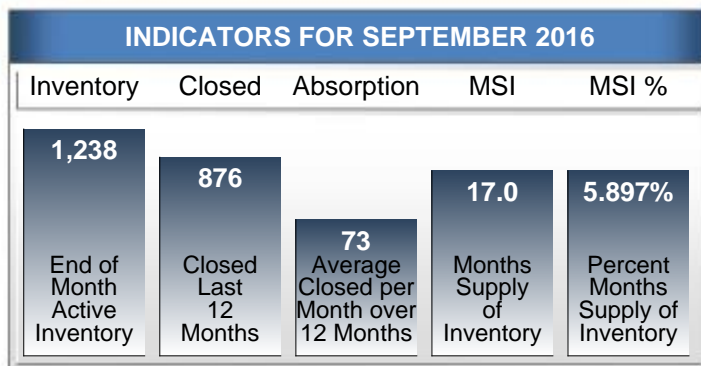
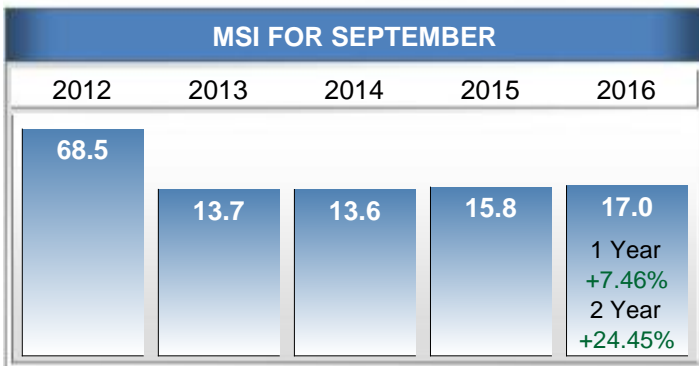
Active Inventory as of Oct 11, 2016



### Months Supply of Inventory

Report Produced on: Oct 11, 2016

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



Months Supply  
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5yr SEP AVG = 25.7		3 MONTHS	
<b>High</b>	Nov 2012 = 92.5	JUL	18.1
<b>Low</b>	Dec 2014 = 10.8	AUG	17.9
<i>Months Supply</i> this month at <b>17.0</b> , below the 5 yr SEP average of <b>25.7</b>		SEP	17.0
			-0.94%
			-5.27%

#### 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	139	11.23%	24.9	32.2	3.0	0.0	0.0		
\$20,001 \$30,000	122	9.85%	23.6	34.5	6.4	2.0	0.0		
\$30,001 \$50,000	166	13.41%	15.7	28.4	6.1	9.6	0.0		
\$50,001 \$120,000	346	27.95%	14.5	22.7	11.0	12.0	6.0		
\$120,001 \$180,000	178	14.38%	13.5	25.1	11.5	12.0	24.0		
\$180,001 \$300,000	165	13.33%	16.2	30.0	15.0	11.3	28.0		
\$300,001 and up	122	9.85%	27.6	56.6	18.0	30.5	33.6		
MSI:	17.0			28.8	11.0	13.5	22.3		
Total Active Inventory:	1,238			648	450	114	26		



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

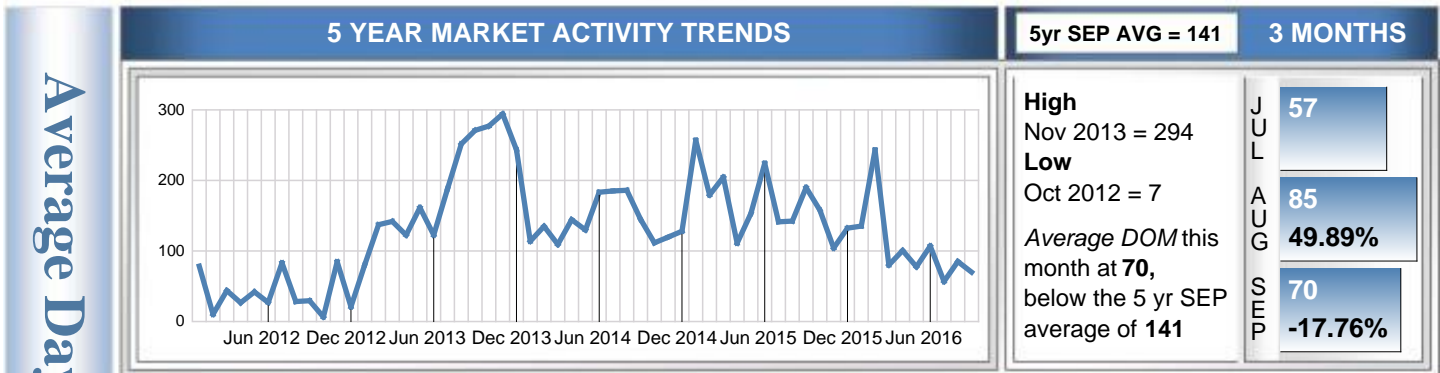
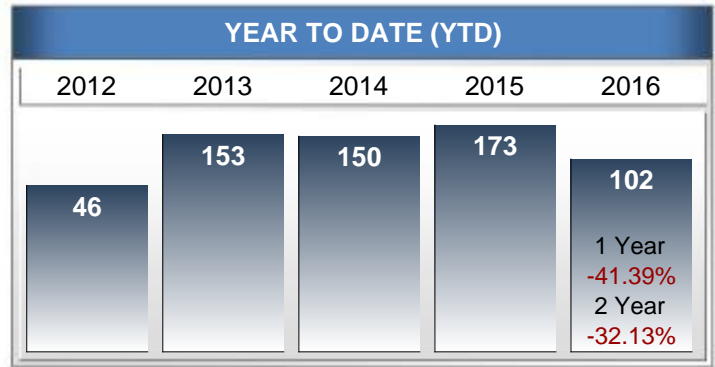
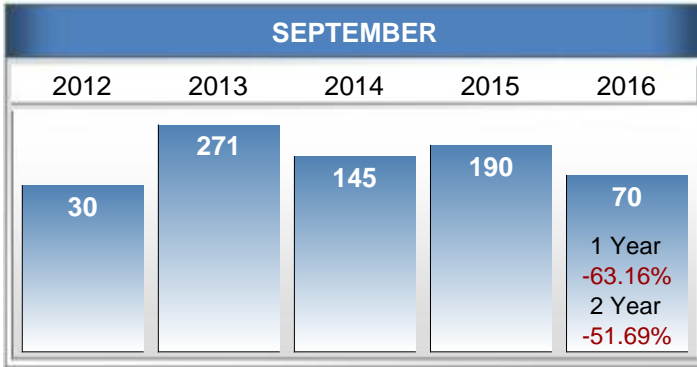
Closed Sales as of Oct 11, 2016



### Average Days on Market to Sale

Report Produced on: Oct 11, 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	6	6.38%	83.3	83.3	0.0	0.0	0.0
\$20,001 \$40,000	9	9.57%	61.4	60.3	65.5	0.0	0.0
\$40,001 \$70,000	22	23.40%	71.7	82.6	55.7	86.0	0.0
\$70,001 \$120,000	20	21.28%	59.7	35.0	65.9	0.0	0.0
\$120,001 \$180,000	15	15.96%	63.7	57.5	68.3	21.0	0.0
\$180,001 \$250,000	14	14.89%	101.5	40.0	91.4	139.5	0.0
\$250,001 and up	8	8.51%	46.8	0.0	60.0	8.5	58.5
Average Closed DOM: 70.0				69.0	68.6	85.3	58.5
Total Closed Units: 94				32	52	8	2
Total Closed Volume: 11,853,956				1.79M	6.89M	2.15M	1.02M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

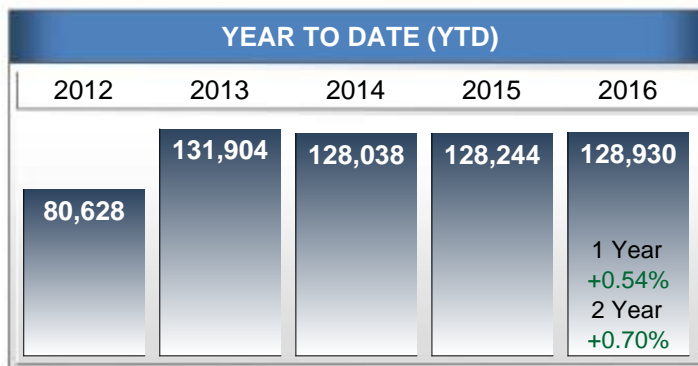
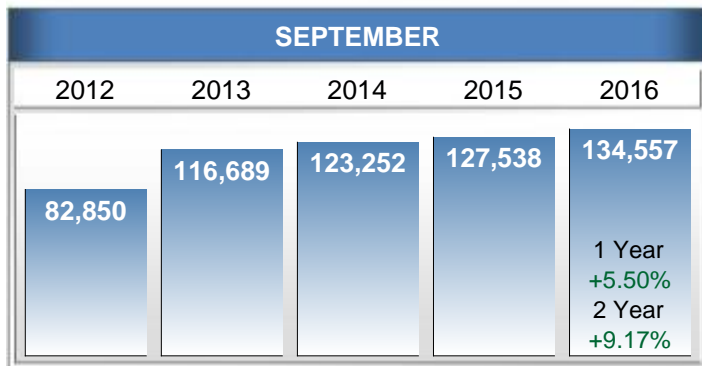
Closed Sales as of Oct 11, 2016



### Average List Price at Closing

Report Produced on: Oct 11, 2016

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



Average List Price

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5yr SEP AVG = 117K		3 MONTHS	
<b>High</b>	Oct 2012 = 252,850	JUL	115,233
<b>Low</b>	Jan 2012 = 27,125	AUG	145,870
Average LPrice this month at <b>134,557</b> , above the 5 yr SEP average of <b>116,977</b>		SEP	134,557
			<b>-7.76%</b>

### 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	4		4.26%	14,625	18,050	0	0	0
\$20,001 \$40,000	10		10.64%	28,405	29,821	33,250	0	0
\$40,001 \$70,000	16		17.02%	55,644	64,532	63,767	76,000	0
\$70,001 \$120,000	27		28.72%	92,507	106,000	95,050	0	0
\$120,001 \$180,000	12		12.77%	143,675	146,450	153,183	144,900	0
\$180,001 \$250,000	14		14.89%	205,429	189,900	218,567	240,000	0
\$250,001 and up	11		11.70%	392,518	0	330,975	547,950	541,450
Average List Price:	\$134,557				\$62,445	\$140,200	\$284,600	\$541,450
Total Closed Units:	94				32	52	8	2
Total List Volume:	12,648,333				2.00M	7.29M	2.28M	1.08M





# Monthly Inventory Analysis

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## September 2016

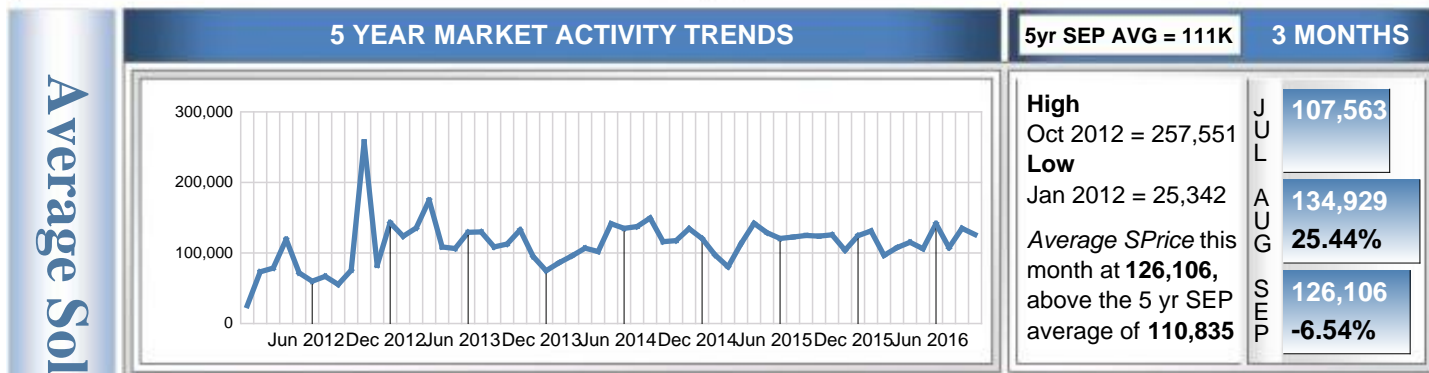
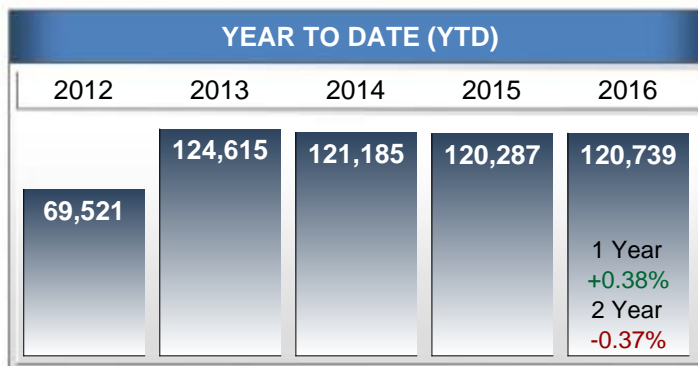
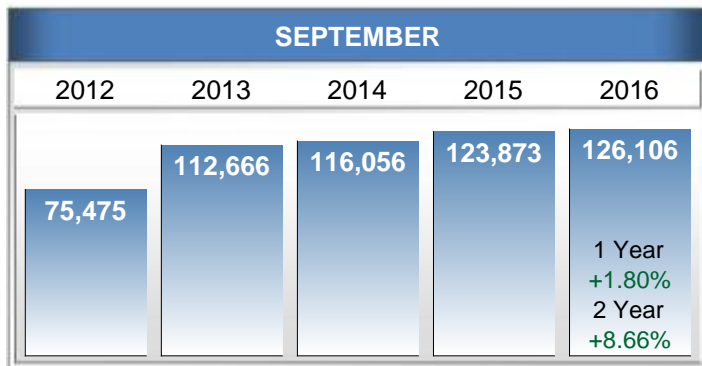
Closed Sales as of Oct 11, 2016



### Average Sold Price at Closing

Report Produced on: Oct 11, 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	6	6.38%	16,576	16,576	0	0	0
\$20,001 - \$40,000	9	9.57%	27,750	27,321	29,250	0	0
\$40,001 - \$70,000	22	23.40%	55,520	54,917	54,717	70,000	0
\$70,001 - \$120,000	20	21.28%	91,110	94,500	90,263	0	0
\$120,001 - \$180,000	15	15.96%	145,230	139,575	146,108	146,000	0
\$180,001 - \$250,000	14	14.89%	210,471	188,000	207,789	222,125	0
\$250,001 and up	8	8.51%	417,006	0	318,949	521,000	509,125
Average Closed Price:	\$126,106			\$56,089	\$132,584	\$268,313	\$509,125
Total Closed Units:	94			32	52	8	2
Total Closed Volume:	11,853,956			1.79M	6.89M	2.15M	1.02M



# Monthly Inventory Analysis

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## September 2016

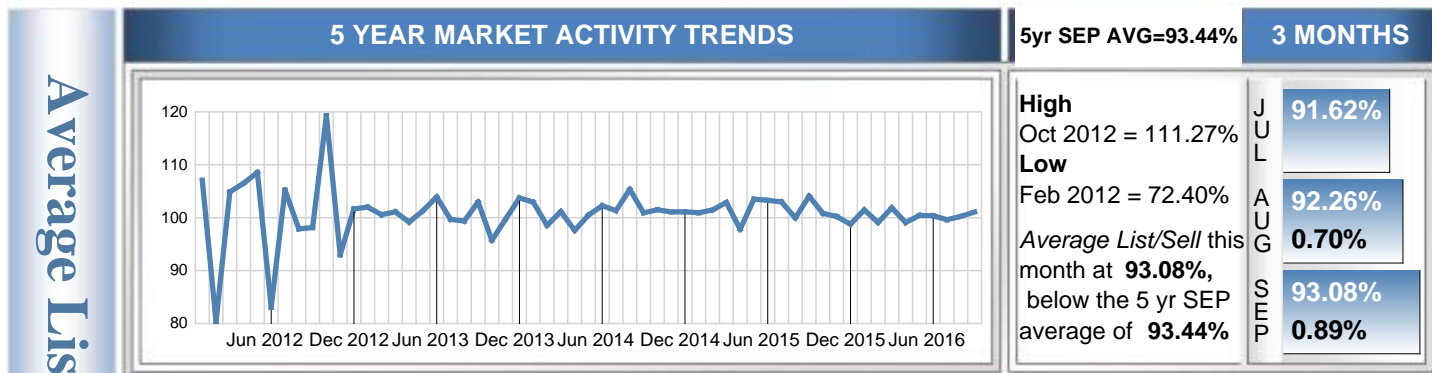
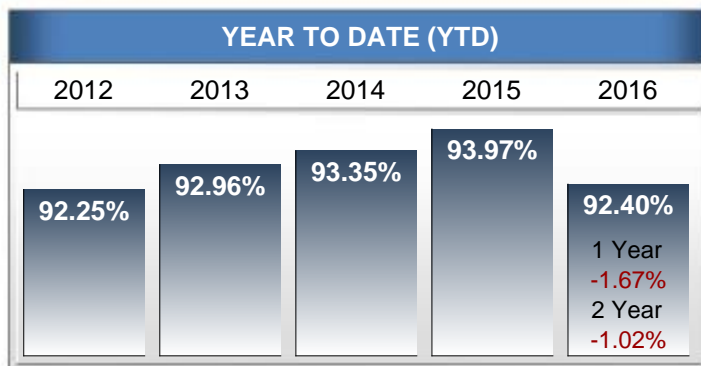
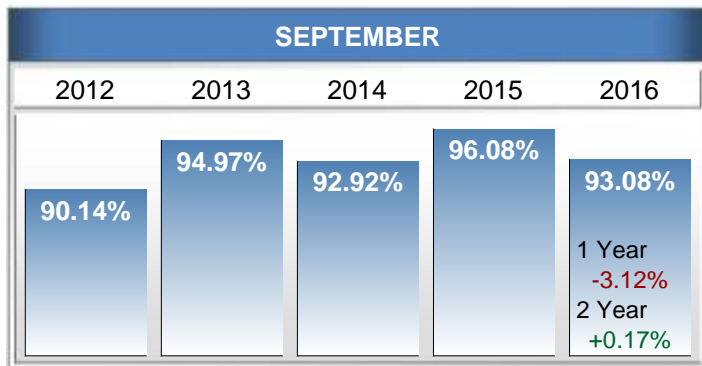
Closed Sales as of Oct 11, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Oct 11, 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	6	6.38%	94.99%	94.99%	0.00%	0.00%	0.00%	
\$20,001 \$40,000	9	9.57%	91.58%	92.60%	88.02%	0.00%	0.00%	
\$40,001 \$70,000	22	23.40%	87.57%	87.63%	86.99%	92.11%	0.00%	
\$70,001 \$120,000	20	21.28%	94.17%	90.20%	95.16%	0.00%	0.00%	
\$120,001 \$180,000	15	15.96%	96.69%	102.23%	95.43%	100.76%	0.00%	
\$180,001 \$250,000	14	14.89%	94.90%	99.00%	95.48%	92.58%	0.00%	
\$250,001 and up	8	8.51%	95.81%	0.00%	96.80%	95.31%	94.32%	
Average List/Sell Ratio:				93.10%	91.68%	93.71%	94.23%	94.32%
Total Closed Units:				94	32	52	8	2
Total Closed Volume:				11,853,956	1.79M	6.89M	2.15M	1.02M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

Inventory as of Oct 11, 2016



### Market Summary

Report Produced on: Oct 11, 2016

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



**Absorption:** Last 12 months, an Average of 73 Sales/Month

**Active Inventory** as of September 30, 2016 = 1,238

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	76	94	23.68%	629	686	9.06%
Pending Sales	82	102	24.39%	696	816	17.24%
New Listings	161	249	54.66%	1,337	2,617	95.74%
Average List Price	127,538	134,557	5.50%	128,244	128,930	0.54%
Average Sale Price	123,873	126,106	1.80%	120,287	120,739	0.38%
Average Percent of List Price to Selling Price	96.08%	93.08%	-3.12%	93.97%	92.40%	-1.67%
Average Days on Market to Sale	189.91	69.96	-63.16%	173.37	101.62	-41.39%
Monthly Inventory	1,060	1,238	16.79%	1,060	1,238	16.79%
Months Supply of Inventory	15.78	16.96	7.46%	15.78	16.96	7.46%

