



December 2016

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

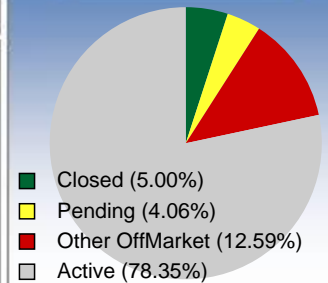


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of December 31, 2016 = **1,176**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	58	75	29.31%
Pending Listings	40	61	52.50%
New Listings	143	203	41.96%
Average List Price	134,937	125,865	-6.72%
Average Sale Price	124,530	119,989	-3.65%
Average Percent of List Price to Selling Price	90.76%	94.69%	4.32%
Average Days on Market to Sale	132.36	67.76	-48.81%
End of Month Inventory	1,024	1,176	14.84%
Months Supply of Inventory	15.00	15.19	1.25%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 11, 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 December 2016 rose **14.84%** to 1,176 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **15.19** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.65%** in December 2016 to \$119,989 versus the previous year at \$124,530.

Average Days on Market Shortens

The average number of **67.76** days that homes spent on the market before selling decreased by 64.60 days or **48.81%** in December 2016 compared to last year's same month at **132.36** DOM.

Sales Success for December 2016 is Positive

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

There were 203 New Listings in December 2016, up **41.96%** from last year at 143. Furthermore, there were 75 Closed Listings this month versus last year at 58, a **29.31%** increase.

Closed versus Listed trends yielded a **36.9%** ratio, down from last year's December 2016 at **40.6%**, a **8.91%** downswing. 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.

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Monthly Inventory Analysis

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December 2016

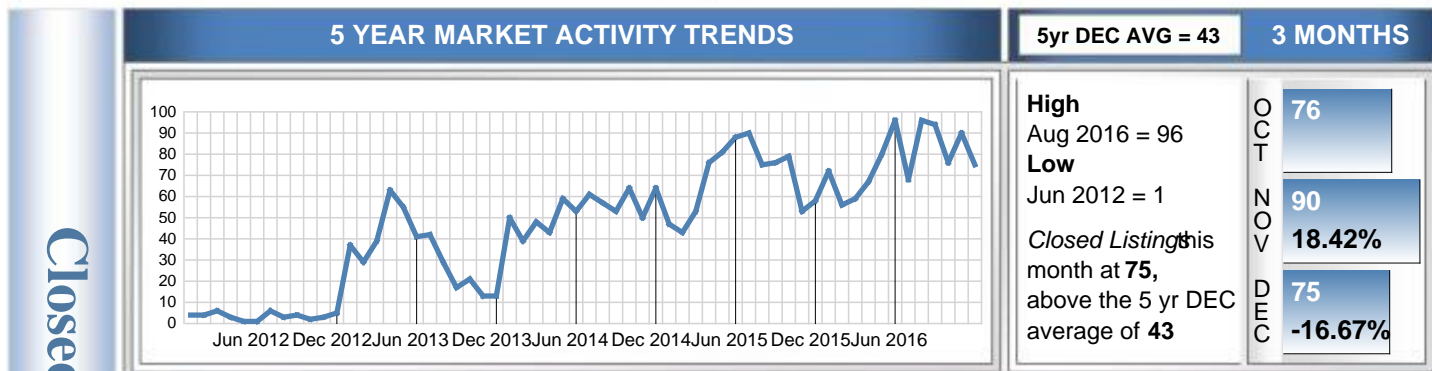
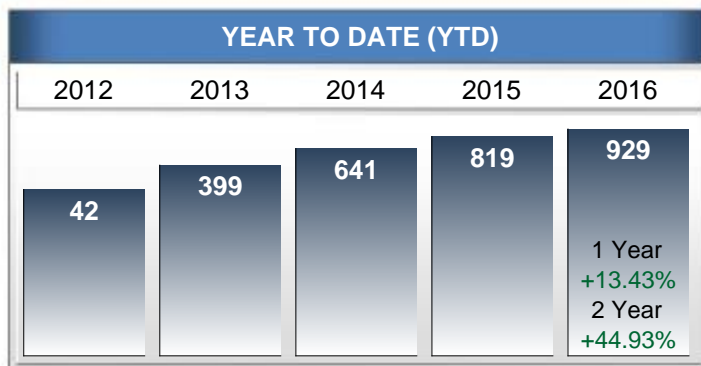
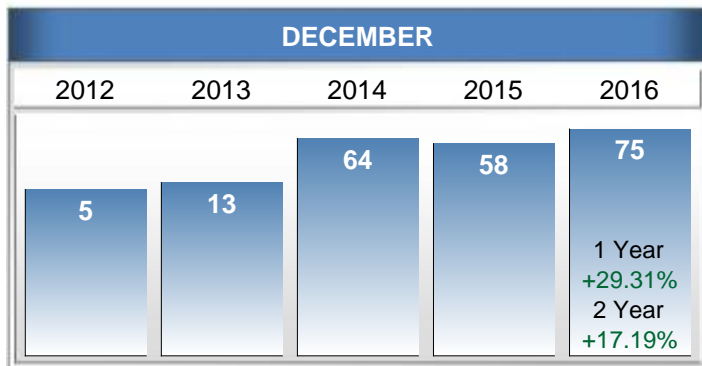
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 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	6.67%	84.4	2	2	1	0
\$20,001 \$30,000	7	9.33%	70.7	3	4	0	0
\$30,001 \$60,000	17	22.67%	27.2	9	8	0	0
\$60,001 \$120,000	17	22.67%	64.5	7	7	3	0
\$120,001 \$170,000	11	14.67%	115.5	2	9	0	0
\$170,001 \$250,000	10	13.33%	84.3	5	3	2	0
\$250,001 and up	8	10.67%	61.6	2	4	2	0
Total Closed Units:	75		67.8	30	37	8	0.00B
Total Closed Volume:	8,999,193			3.12M	4.39M	1.49M	\$0
Average Closed Price:	\$119,989			\$104,010	\$118,644	\$186,132	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

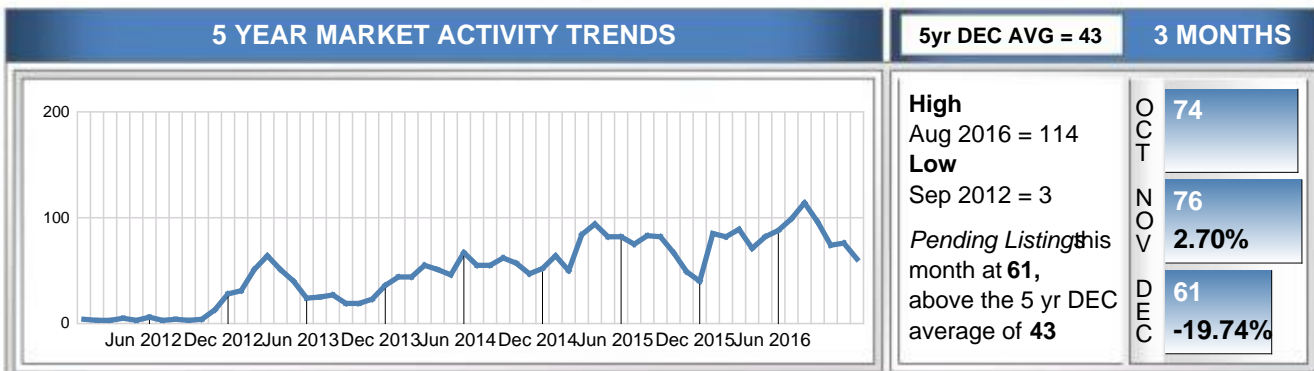
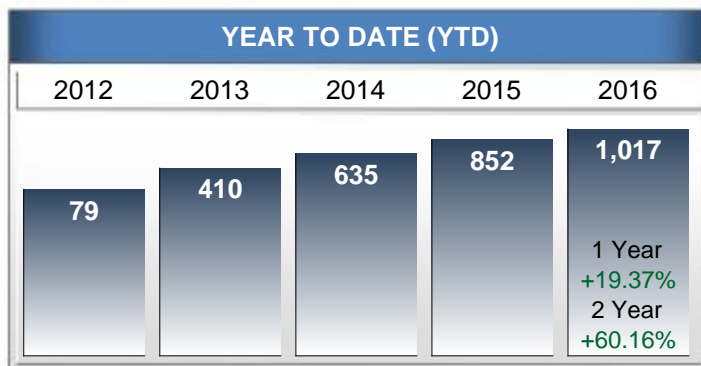
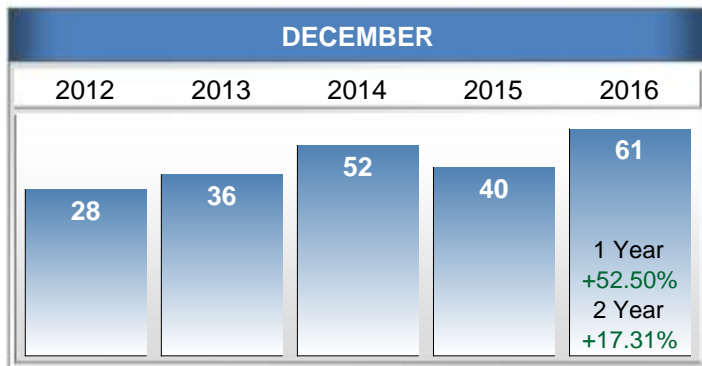
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

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+
\$30,000 and less	5	8.20%	36.4	5	0	0	0
\$30,001 \$50,000	8	13.11%	44.9	4	4	0	0
\$50,001 \$70,000	8	13.11%	39.1	3	4	1	0
\$70,001 \$110,000	14	22.95%	82.8	7	5	1	1
\$110,001 \$150,000	12	19.67%	78.6	6	5	1	0
\$150,001 \$200,000	8	13.11%	75.9	4	4	0	0
\$200,001 and up	6	9.84%	89.8	2	2	2	0
Total Pending Units: 61				47.9			
Total Pending Volume: 7,304,899				3.14M 2.69M 1.38M 87.50K			
Average Listing Price: \$143,564				\$101,316 \$112,263 \$276,460 \$87,500			



Monthly Inventory Analysis

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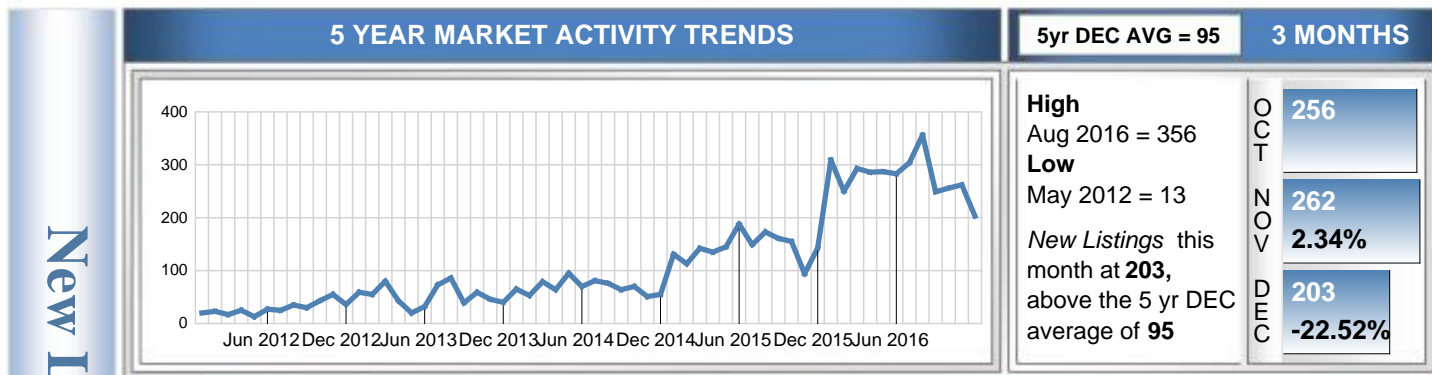
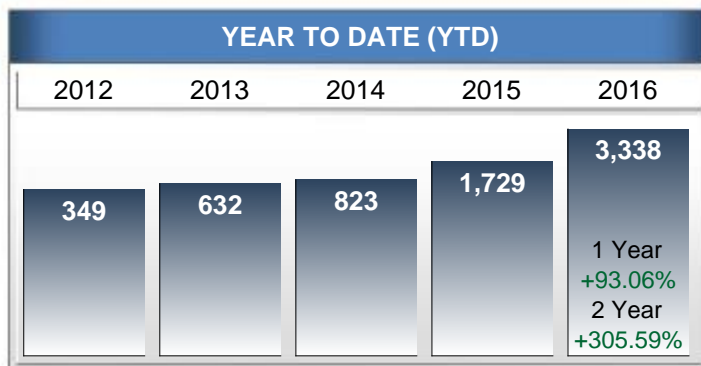
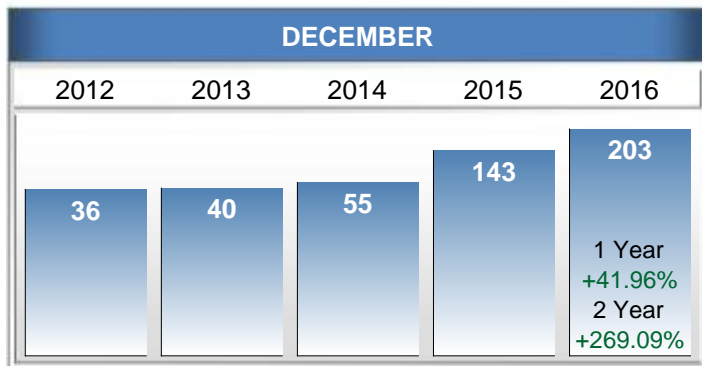
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

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



New Listings

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Contact an experienced REALTOR

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	26	12.81%	25	1	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$40,000	32	15.76%	30	2	0	0
\$40,001 - \$100,000	65	32.02%	35	25	5	0
\$100,001 - \$170,000	32	15.76%	7	25	0	0
\$170,001 - \$290,000	27	13.30%	7	14	2	4
\$290,001 and up	21	10.34%	3	9	7	2
Total New Listed Units: 203			107	76	14	6
Total New Listed Volume: 31,108,247			13.93M	11.84M	3.61M	1.73M
Average New Listed Listing Price: \$93,480			\$130,192	\$155,814	\$257,514	\$288,433



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

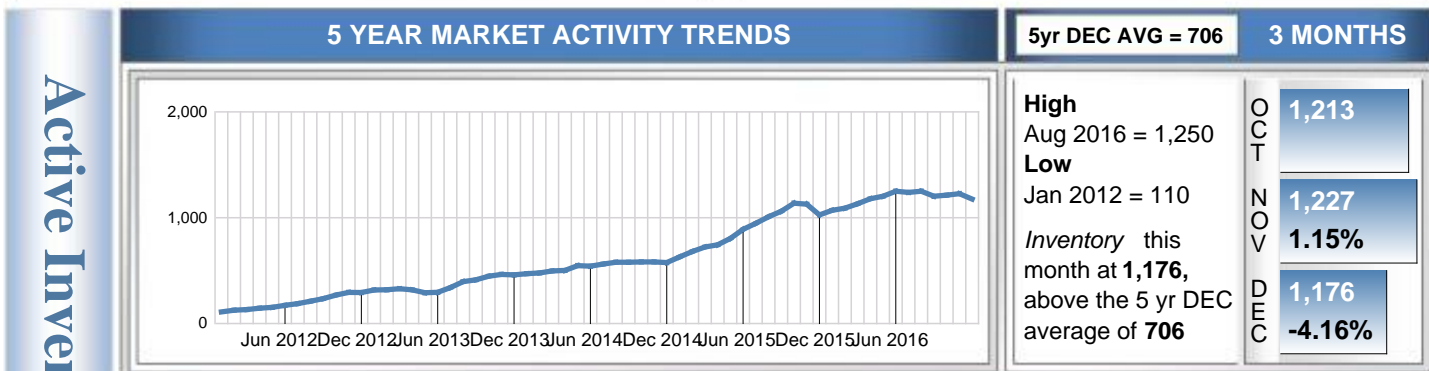
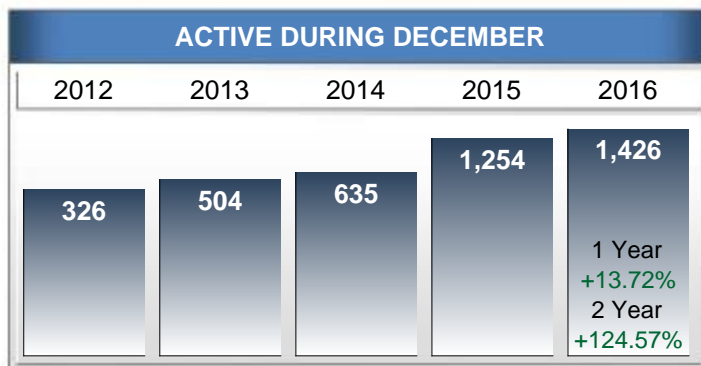
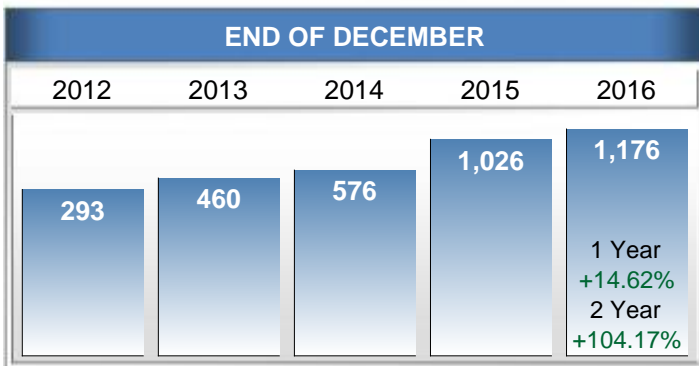
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

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



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	196	16.67%	116.6	186	9	1	0
\$25,001-\$50,000	210	17.86%	96.6	173	34	3	0
\$50,001-\$100,000	259	22.02%	116.1	116	118	24	1
\$100,001-\$175,000	222	18.88%	133.2	55	142	23	2
\$175,001-\$325,000	168	14.29%	108.1	43	86	31	8
\$325,001 and up	121	10.29%	118.5	31	44	30	16
Total Active Inventory by Units:			1,176	604	433	112	27
Total Active Inventory by Volume:			181,629,521	61.35M	81.02M	28.21M	11.05M
Average Active Inventory Listing Price:			\$154,447	\$101,566	\$187,117	\$251,859	\$409,401



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

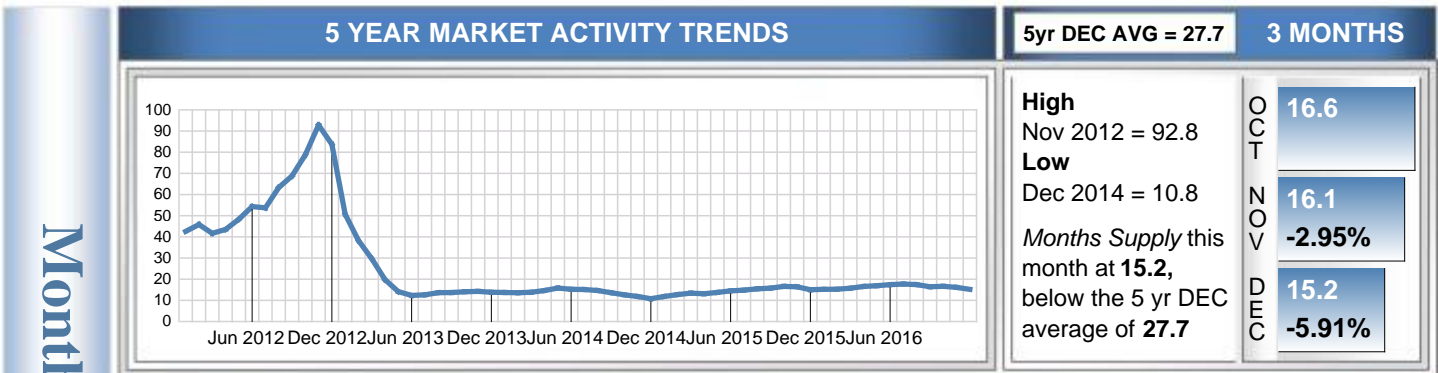
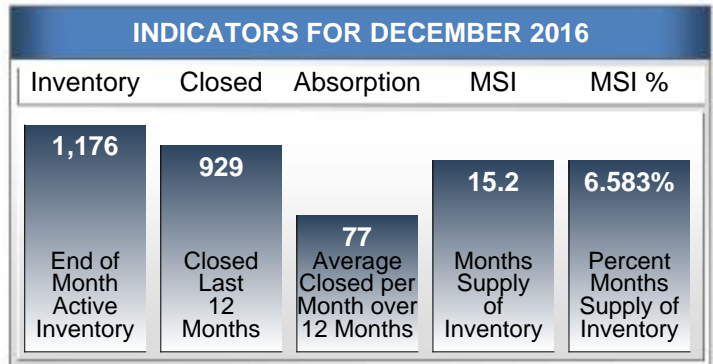
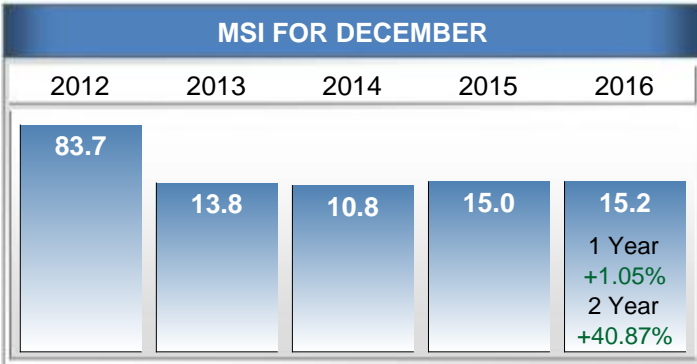
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 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+
\$20,000 and less	126	10.71%	21.0	28.8	3.8	0.0	0.0
\$20,001 \$30,000	123	10.46%	20.5	27.9	4.8	4.0	0.0
\$30,001 \$50,000	157	13.35%	14.0	23.4	5.3	7.2	0.0
\$50,001 \$120,000	322	27.38%	13.2	18.5	10.7	13.9	4.0
\$120,001 \$190,000	185	15.73%	11.9	26.4	9.9	11.5	12.0
\$190,001 \$330,000	144	12.24%	13.7	29.6	11.5	9.8	32.0
\$330,001 and up	119	10.12%	32.5	36.0	34.4	30.0	27.4
MSI:			15.2	24.6	10.1	13.0	20.3
Total Active Inventory:			1,176	604	433	112	27



Monthly Inventory Analysis

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December 2016

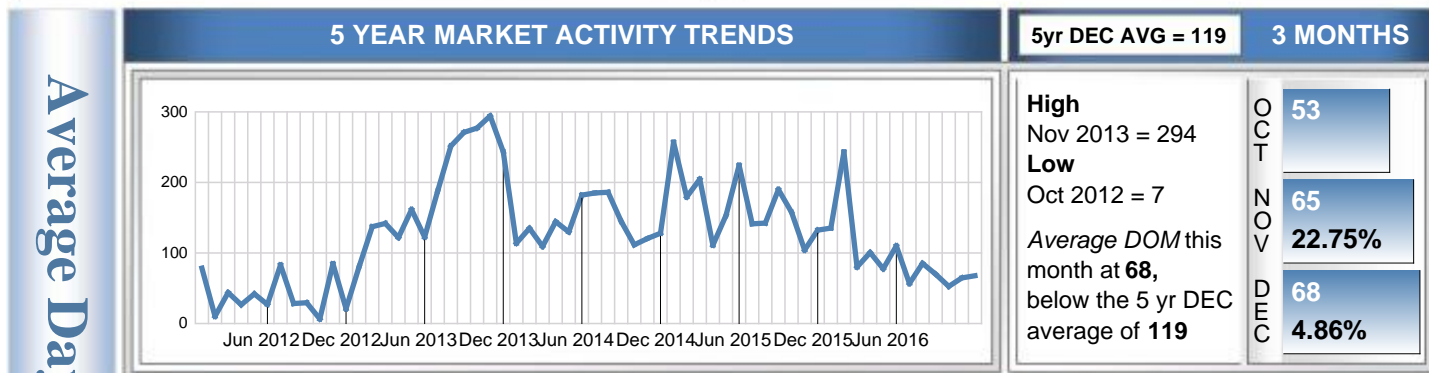
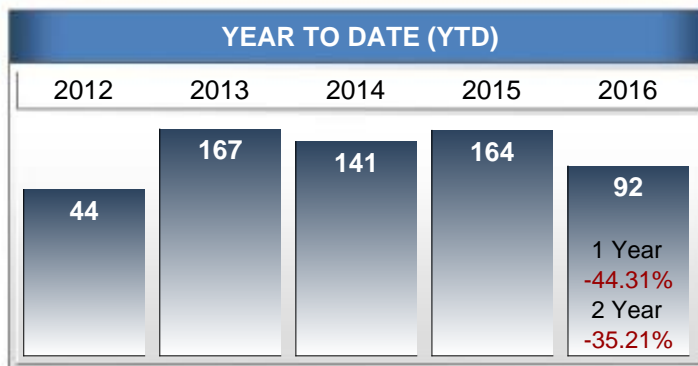
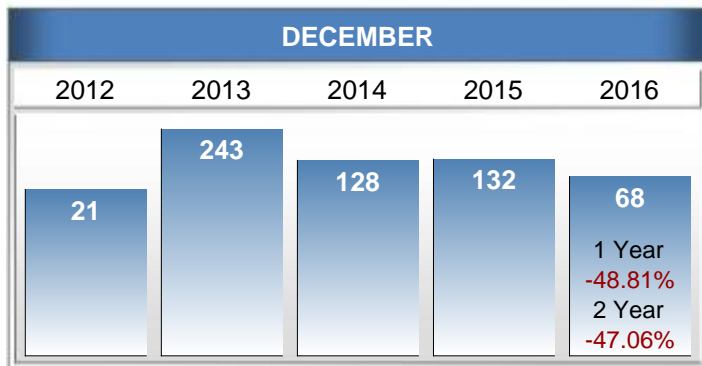
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

Report Produced on: Jan 11, 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	6.67%	84.4	100.5	110.0	1.0	0.0
\$20,001 \$30,000	7	9.33%	70.7	47.0	88.5	0.0	0.0
\$30,001 \$60,000	17	22.67%	27.2	28.0	26.3	0.0	0.0
\$60,001 \$120,000	17	22.67%	64.5	57.7	63.0	84.0	0.0
\$120,001 \$170,000	11	14.67%	115.5	62.5	127.2	0.0	0.0
\$170,001 \$250,000	10	13.33%	84.3	84.0	45.3	143.5	0.0
\$250,001 and up	8	10.67%	61.6	73.5	57.8	57.5	0.0
Average Closed DOM: 67.8				56.3	74.0	81.9	0.0
Total Closed Units: 75				30	37	8	0.0
Total Closed Volume: 8,999,193				3.12M	4.39M	1.49M	0.00B



Monthly Inventory Analysis

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December 2016

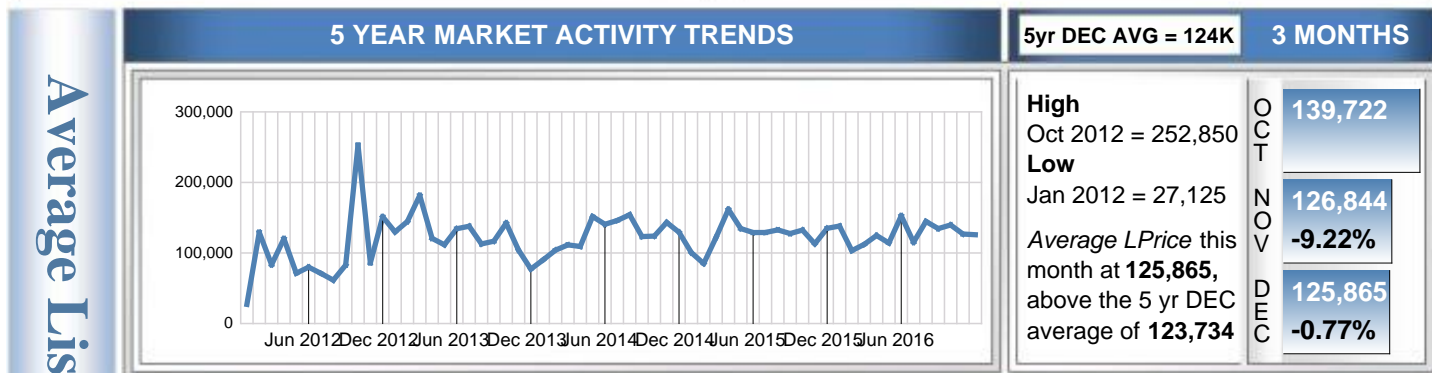
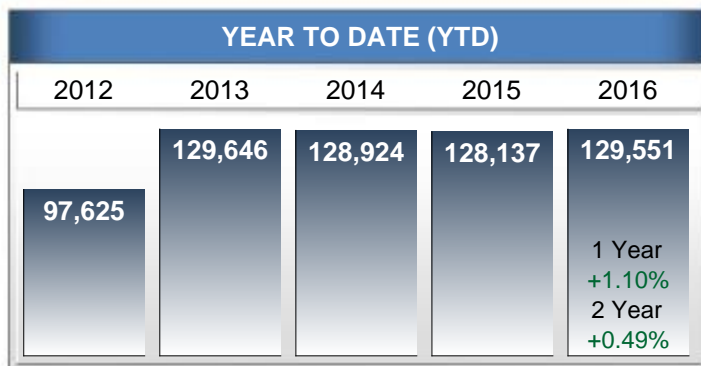
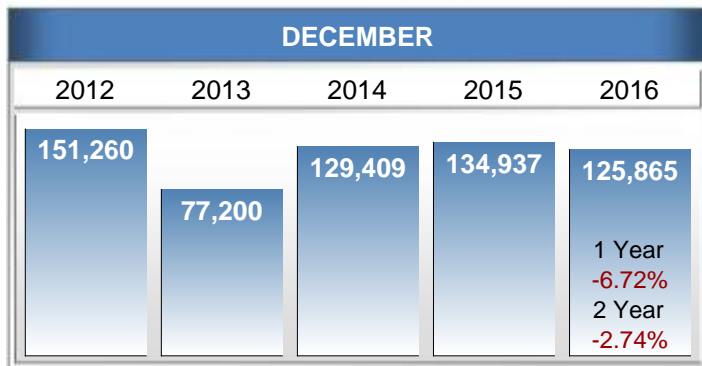
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 2017

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	6.67%	12,410	8,875	19,300	14,900	0
\$20,001 \$30,000	5	6.67%	25,336	25,193	34,563	0	0
\$30,001 \$60,000	19	25.33%	47,416	48,189	46,356	0	0
\$60,001 \$120,000	13	17.33%	87,088	95,136	102,529	94,467	0
\$120,001 \$170,000	14	18.67%	141,921	165,000	146,889	0	0
\$170,001 \$250,000	9	12.00%	202,144	223,580	211,833	207,450	0
\$250,001 and up	10	13.33%	341,190	337,500	344,475	405,000	0
Average List Price:	\$125,865			\$110,529	\$124,346	\$190,400	\$0
Total Closed Units:	75			30	37	8	
Total List Volume:	9,439,880			3.32M	4.60M	1.52M	0.00B



Monthly Inventory Analysis

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December 2016

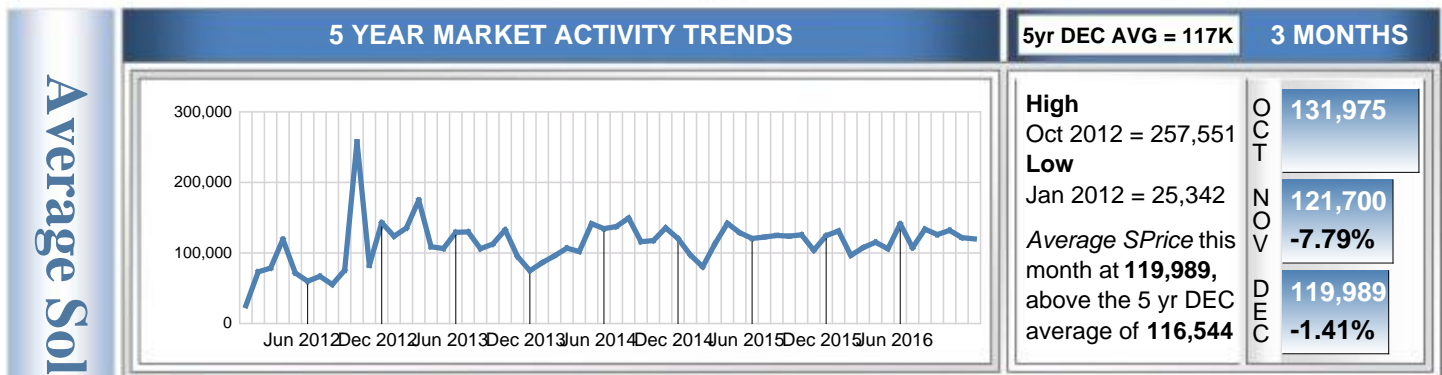
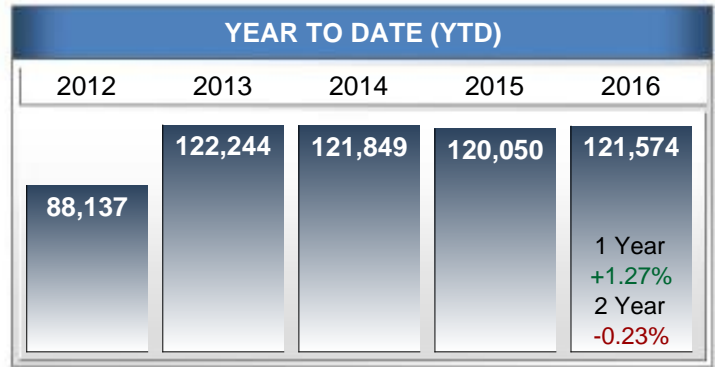
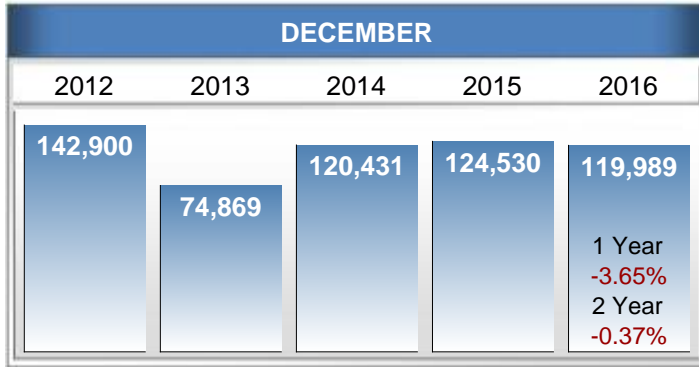
Closed Sales as of Jan 11, 2017



Average Sold Price at Closing

Report Produced on: Jan 11, 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	6.67%	12,580	7,875	16,125	14,900	0
\$20,001 \$30,000	7	9.33%	24,401	22,967	25,478	0	0
\$30,001 \$60,000	17	22.67%	43,987	42,333	45,847	0	0
\$60,001 \$120,000	17	22.67%	90,131	80,975	99,771	89,000	0
\$120,001 \$170,000	11	14.67%	137,909	127,500	140,222	0	0
\$170,001 \$250,000	10	13.33%	207,150	210,200	203,500	205,000	0
\$250,001 and up	8	10.67%	362,123	390,913	329,500	398,580	0
Average Closed Price:	\$119,989			\$104,010	\$118,644	\$186,132	\$0
Total Closed Units:	75			30	37	8	
Total Closed Volume:	8,999,193			3.12M	4.39M	1.49M	0.00B



Monthly Inventory Analysis

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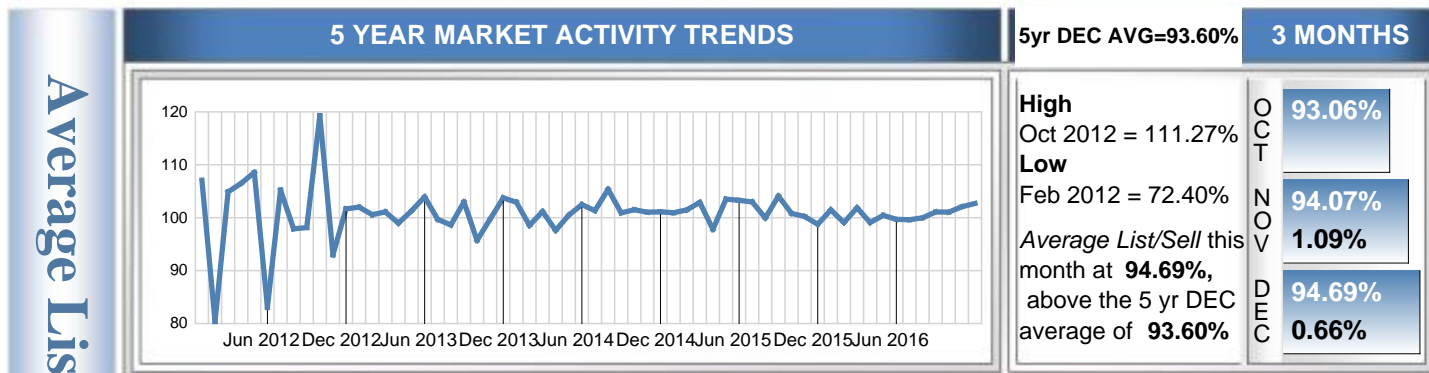
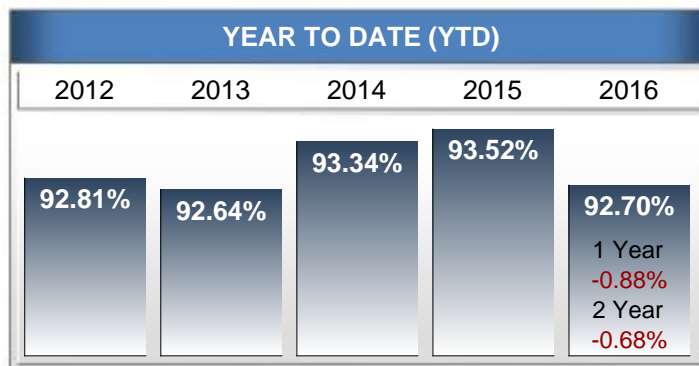
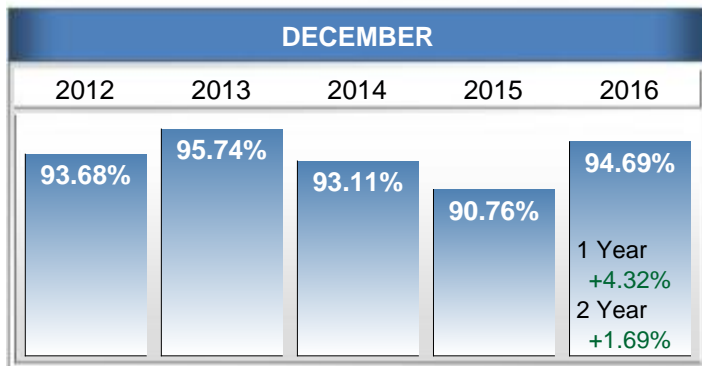
Closed Sales as of Jan 11, 2017



Average Percent of List Price to Selling 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	6.67%	90.41%	89.47%	86.55%	100.00%	0.00%	
\$20,001 \$30,000	7	9.33%	82.11%	91.76%	74.86%	0.00%	0.00%	
\$30,001 \$60,000	17	22.67%	99.84%	88.31%	112.82%	0.00%	0.00%	
\$60,001 \$120,000	17	22.67%	93.44%	88.77%	97.51%	94.84%	0.00%	
\$120,001 \$170,000	11	14.67%	92.67%	80.58%	95.36%	0.00%	0.00%	
\$170,001 \$250,000	10	13.33%	96.11%	94.36%	96.91%	99.28%	0.00%	
\$250,001 and up	8	10.67%	101.07%	114.91%	95.49%	98.37%	0.00%	
Average List/Sell Ratio:				94.70%	91.10%	96.99%	97.48%	0.00%
Total Closed Units:				75	30	37	8	0.00%
Total Closed Volume:				8,999,193	3.12M	4.39M	1.49M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

Inventory as of Jan 11, 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 77 Sales/Month

Active Inventory as of December 31, 2016 = 1,176

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	58	75	29.31%	819	929	13.43%
Pending Sales	40	61	52.50%	852	1,017	19.37%
New Listings	143	203	41.96%	1,729	3,338	93.06%
Average List Price	134,937	125,865	-6.72%	128,137	129,551	1.10%
Average Sale Price	124,530	119,989	-3.65%	120,050	121,574	1.27%
Average Percent of List Price to Selling Price	90.76%	94.69%	4.32%	93.52%	92.70%	-0.88%
Average Days on Market to Sale	132.36	67.76	-48.81%	164.49	91.61	-44.31%
Monthly Inventory	1,024	1,176	14.84%	1,024	1,176	14.84%
Months Supply of Inventory	15.00	15.19	1.25%	15.00	15.19	1.25%

