



June 2016

Area Delimited by Counties Of Coal, Garvin,
Murray, Pontotoc

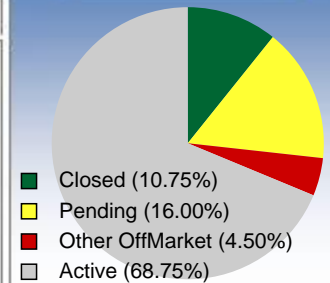


Absorption: Last 12 months, an Average of **35** Sales/Month

Active Inventory as of June 30, 2016 = **275**

	JUNE		
	2015	2016	+/-%
Closed Listings	52	43	-17.31%
Pending Listings	52	64	23.08%
New Listings	45	95	111.11%
Median List Price	128,450	112,500	-12.42%
Median Sale Price	122,250	105,000	-14.11%
Median Percent of List Price to Selling Price	96.23%	93.99%	-2.33%
Median Days on Market to Sale	56.50	2.00	-96.46%
End of Month Inventory	111	275	147.75%
Months Supply of Inventory	10.09	7.97	-21.01%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2016 rose **147.75%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **7.97** 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 **14.11%** in June 2016 to \$105,000 versus the previous year at \$122,250.

Median Days on Market Shortens

The median number of **2.00** days that homes spent on the market before selling decreased by 54.50 days or **96.46%** in June 2016 compared to last year's same month at **56.50** DOM.

Sales Success for June 2016 is Positive

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

There were 95 New Listings in June 2016, up **111.11%** from last year at 45. Furthermore, there were 43 Closed Listings this month versus last year at 52, a **-17.31%** decrease.

Closed versus Listed trends yielded a **45.3%** ratio, down from last year's June 2016 at **115.6%**, a **60.83%** 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®

June 2016

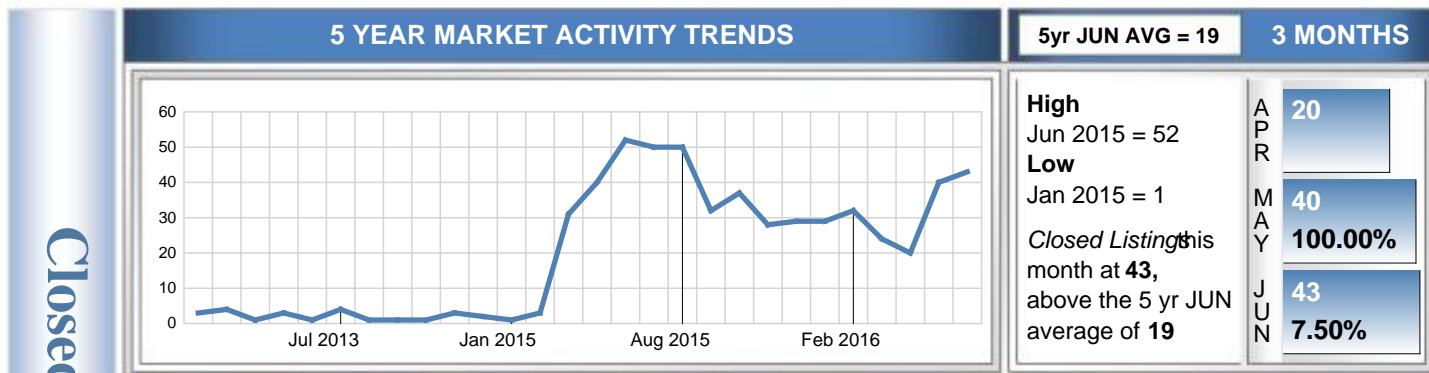
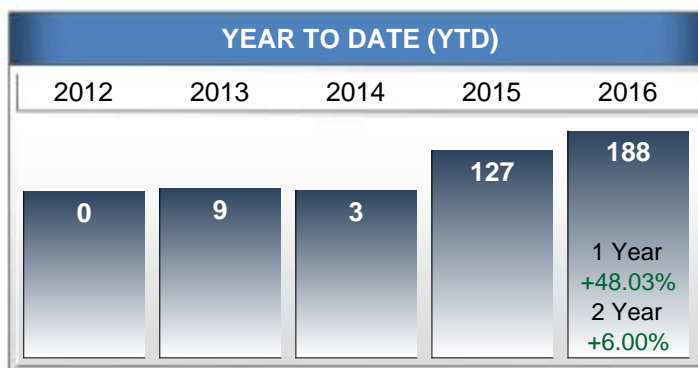
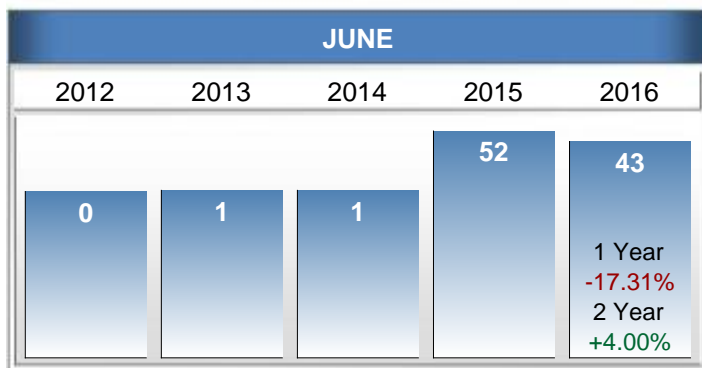
Closed Sales as of Jul 12, 2016



Report Produced on: Jul 12, 2016

Closed Listings

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	4	9.30%	2.0	3	0	1	0
\$50,001 - \$70,000	6	13.95%	11.0	0	5	1	0
\$70,001 - \$80,000	8	18.60%	5.0	2	6	0	0
\$80,001 - \$130,000	8	18.60%	2.0	3	5	0	0
\$130,001 - \$160,000	7	16.28%	1.0	1	5	0	1
\$160,001 - \$220,000	5	11.63%	1.0	0	4	1	0
\$220,001 and up	5	11.63%	1.0	1	2	1	1
Total Closed Units:	43		2.0	10	27	4	2
Total Closed Volume:	5,496,900			1.19M	3.23M	666.00K	408.50K
Median Closed Price:	\$105,000			\$85,000	\$110,000	\$118,000	\$204,250

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

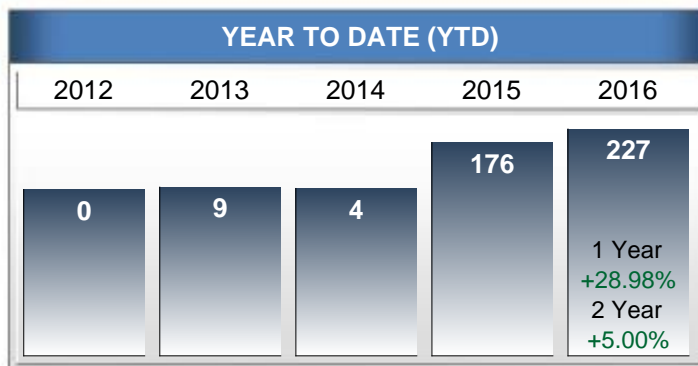
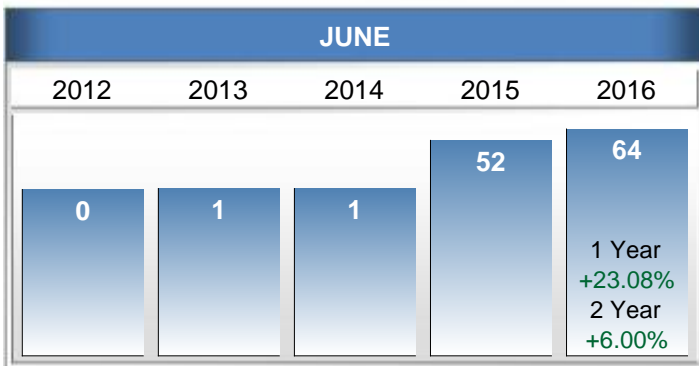
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



Pending Listings
 Ready to Buy or Sell Real Estate?
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5yr JUN AVG = 24	3 MONTHS																		
High May 2016 = 82 Low Sep 2014 = 1 <i>Pending Listing</i> this month at 64 , above the 5 yr JUN average of 24	<table border="1"> <tr> <td>A</td> <td>7</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>82</td> </tr> <tr> <td>A</td> <td>1,071.43%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>64</td> </tr> <tr> <td>U</td> <td>-21.95%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	A	7	P		R		M	82	A	1,071.43%	Y		J	64	U	-21.95%	N	
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P																			
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M	82																		
A	1,071.43%																		
Y																			
J	64																		
U	-21.95%																		
N																			

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	5	7.81%	29.0	4	1	0	0
\$40,001 - \$60,000	5	7.81%	18.0	4	1	0	0
\$60,001 - \$80,000	11	17.19%	20.0	3	6	1	1
\$80,001 - \$130,000	18	28.13%	22.0	5	12	0	1
\$130,001 - \$160,000	9	14.06%	14.0	0	8	0	1
\$160,001 - \$190,000	9	14.06%	26.0	1	7	1	0
\$190,001 and up	7	10.94%	31.0	0	5	1	1
Total Pending Units:	64		24.0	17	40	3	4
Total Pending Volume:	8,108,700			1.22M	5.53M	519.30K	841.40K
Median Listing Price:	\$116,450			\$64,900	\$132,450	\$179,900	\$111,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

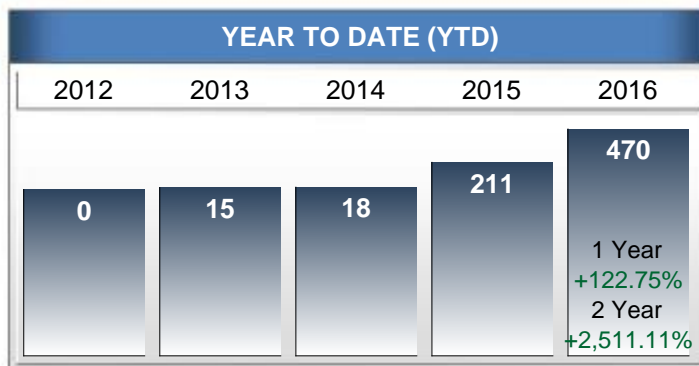
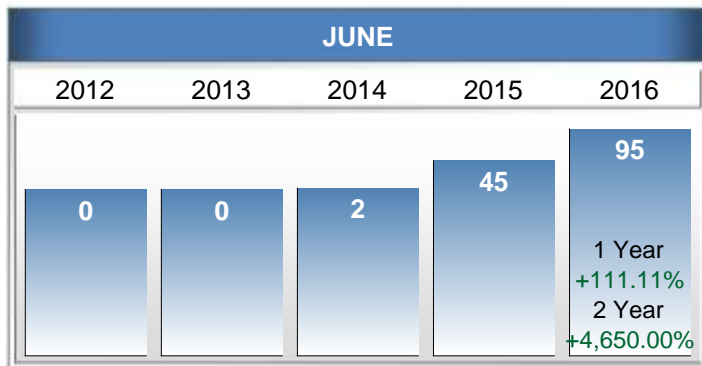
New Listings as of Jul 12, 2016



New Listings

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



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



5yr JUN AVG = 28 **3 MONTHS**

High
May 2016 = 275

Low
Oct 2013 = 1

New Listings this month at **95**, above the 5 yr JUN average of **28**

A P R	69
M A Y	275
J U N	95
298.55%	
-65.45%	

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	5	5.26%	5	0	0	0
\$20,001 \$50,000	15	15.79%	13	2	0	0
\$50,001 \$70,000	12	12.63%	8	2	2	0
\$70,001 \$140,000	26	27.37%	8	17	1	0
\$140,001 \$200,000	14	14.74%	1	11	2	0
\$200,001 \$330,000	14	14.74%	0	10	4	0
\$330,001 and up	9	9.47%	2	4	2	1
Total New Listed Units: 95			37	46	11	1
Total New Listed Volume: 16,042,730			3.57M	8.60M	3.16M	715.00K
Median New Listed Listing Price: \$119,900			\$53,500	\$152,450	\$202,000	\$715,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

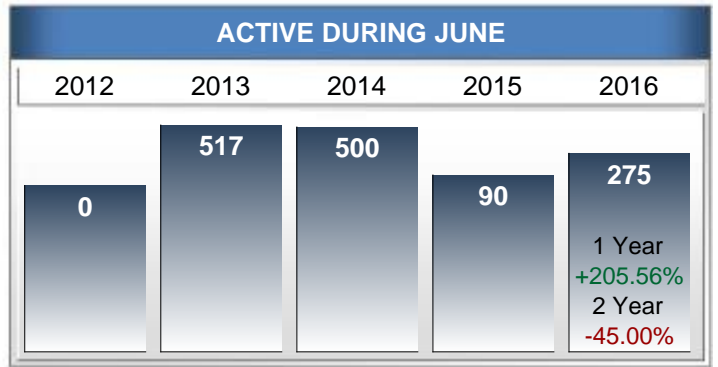
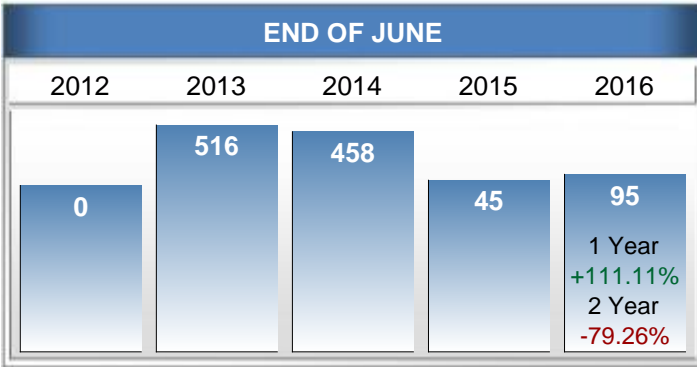
Active Inventory as of Jul 12, 2016



Report Produced on: Jul 12, 2016

Active Inventory

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	21	7.64%	46.0	21	0	0	0
\$20,001 \$40,000	33	12.00%	35.0	31	2	0	0
\$40,001 \$80,000	44	16.00%	44.5	24	17	2	1
\$80,001 \$160,000	67	24.36%	48.0	10	44	11	2
\$160,001 \$250,000	46	16.73%	47.0	6	26	13	1
\$250,001 \$370,000	35	12.73%	48.0	9	17	7	2
\$370,001 and up	29	10.55%	48.0	9	11	6	3
Total Active Inventory by Units:				110	117	39	9
Total Active Inventory by Volume:				13.89M	23.54M	9.68M	2.84M
Median Active Inventory Listing Price:				\$49,900	\$155,000	\$202,000	\$299,000

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

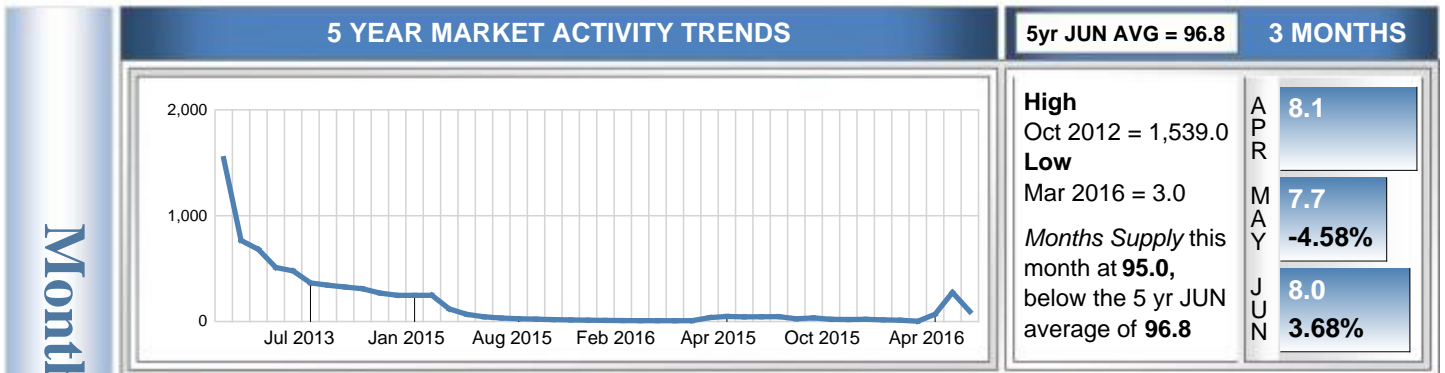
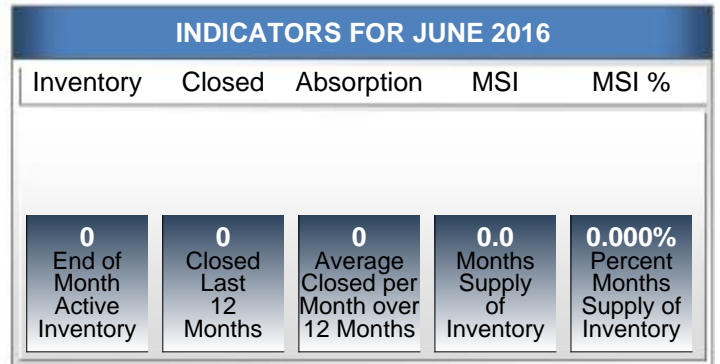
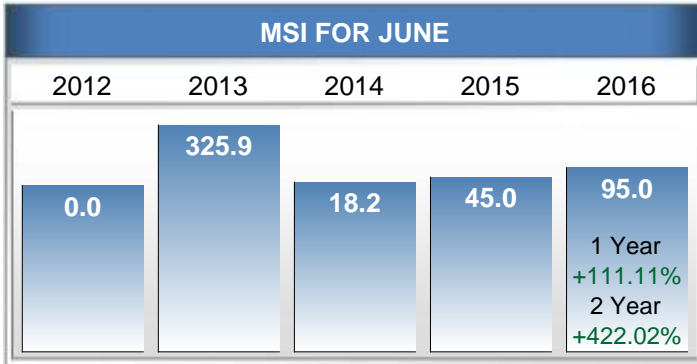
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



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	21	7.64%	6.8	8.1	0.0	0.0	0.0
\$20,001 \$40,000	33	12.00%	11.0	16.9	2.0	0.0	0.0
\$40,001 \$80,000	44	16.00%	5.7	8.7	3.7	6.0	0.0
\$80,001 \$160,000	67	24.36%	6.0	5.2	5.5	11.0	12.0
\$160,001 \$250,000	46	16.73%	6.9	18.0	5.8	7.8	6.0
\$250,001 \$370,000	35	12.73%	19.1	108.0	17.0	14.0	8.0
\$370,001 and up	29	10.55%	24.9	21.6	66.0	14.4	18.0
MSI:	8.0			11.1	6.0	9.2	12.0
Total Active Inventory:	275			110	117	39	9

Months Supply

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

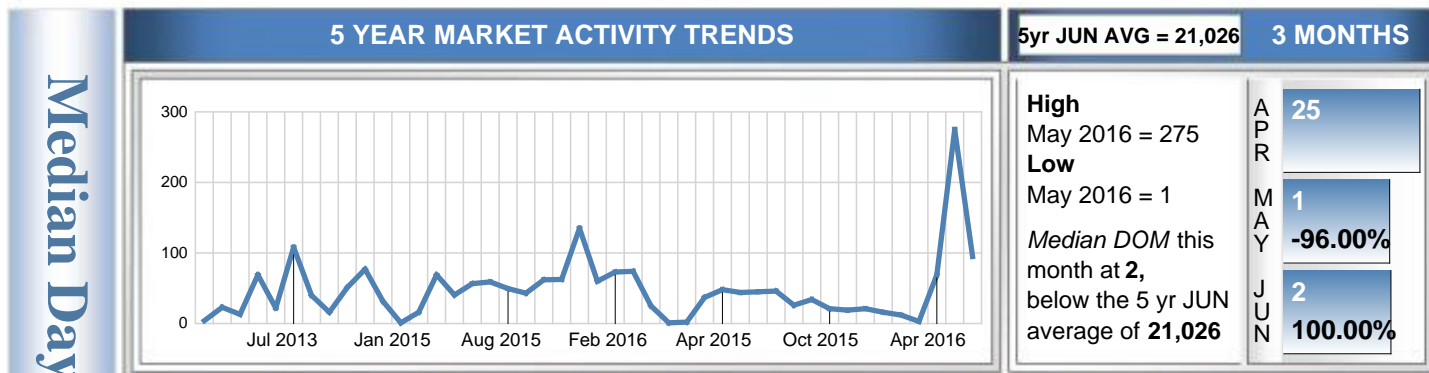
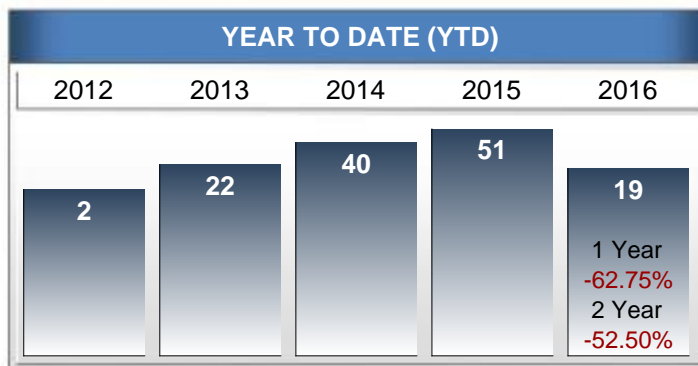
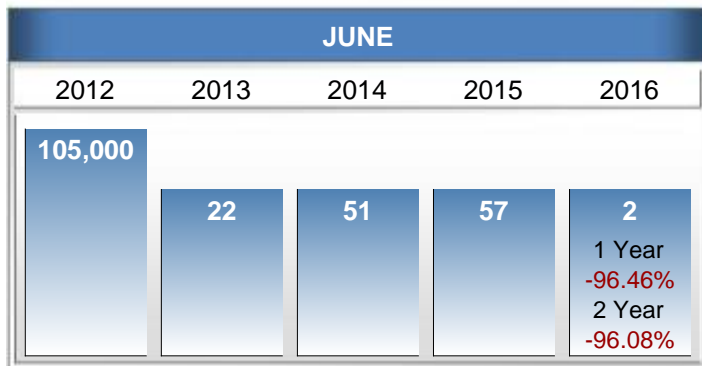
Closed Sales as of Jul 12, 2016



Median Days on Market to Sale

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



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+
\$50,000 and less	4		9.30%	2.0	1.0	0.0	3.0	0.0
\$50,001 - \$70,000	6		13.95%	11.0	0.0	20.0	1.0	0.0
\$70,001 - \$80,000	8		18.60%	5.0	29.0	3.0	0.0	0.0
\$80,001 - \$130,000	8		18.60%	2.0	1.0	3.0	0.0	0.0
\$130,001 - \$160,000	7		16.28%	1.0	26.0	1.0	0.0	35.0
\$160,001 - \$220,000	5		11.63%	1.0	0.0	1.5	1.0	0.0
\$220,001 and up	5		11.63%	1.0	238.0	1.0	1.0	20.0
Median Closed DOM:	2.0				22.0	2.0	1.0	27.5
Total Closed Units:	43				10	27	4	2
Total Closed Volume:	5,496,900				1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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June 2016

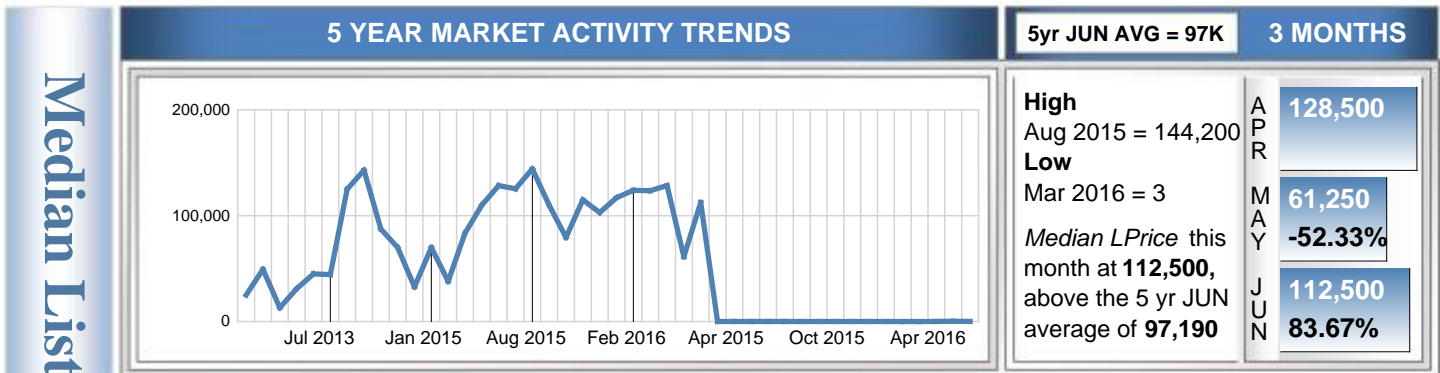
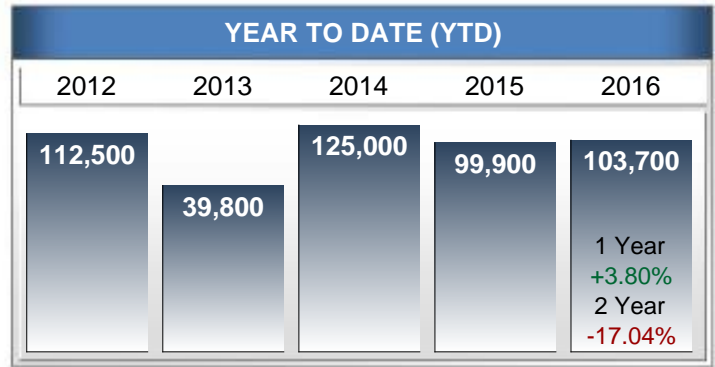
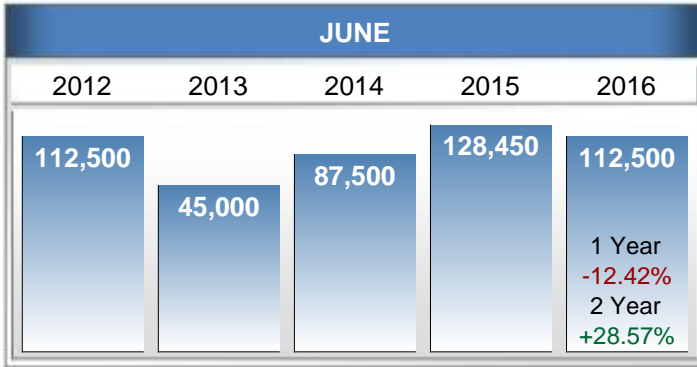
Closed Sales as of Jul 12, 2016



Median List Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	4		9.30%	30,000	35,000	0	20,000	0
\$50,001 - \$70,000	4		9.30%	67,200	0	64,900	69,500	0
\$70,001 - \$80,000	3		6.98%	79,900	79,000	79,900	0	0
\$80,001 - \$130,000	15		34.88%	95,500	97,250	89,900	0	0
\$130,001 - \$160,000	6		13.95%	151,500	0	155,000	0	132,500
\$160,001 - \$220,000	6		13.95%	187,000	189,000	187,700	185,000	0
\$220,001 and up	5		11.63%	294,900	499,000	239,450	410,000	294,900
Median List Price:		\$112,500			\$91,000	\$117,000	\$127,250	\$213,700
Total Closed Units:		43			10	27	4	2
Total List Volume:		5,816,900			1.27M	3.44M	684.50K	427.40K



Monthly Inventory Analysis

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June 2016

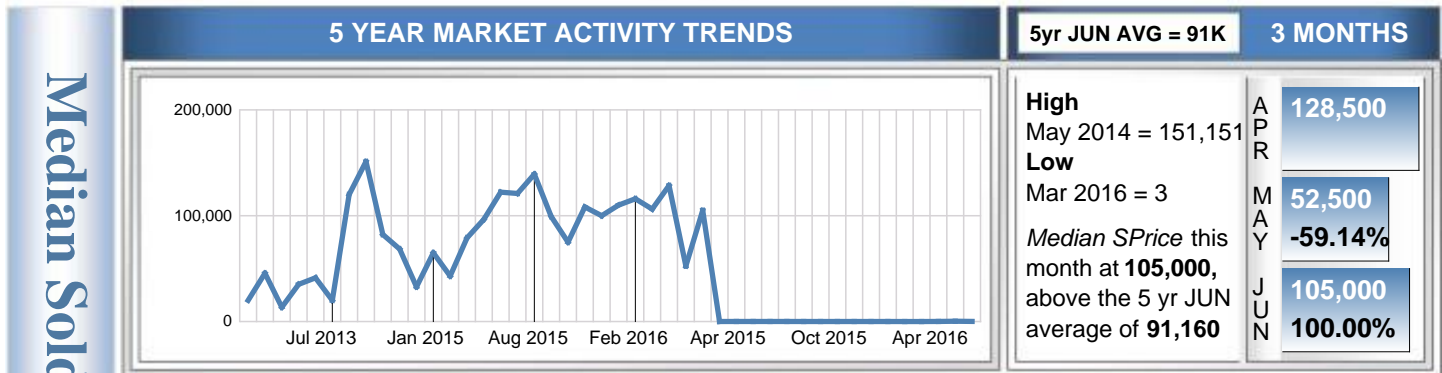
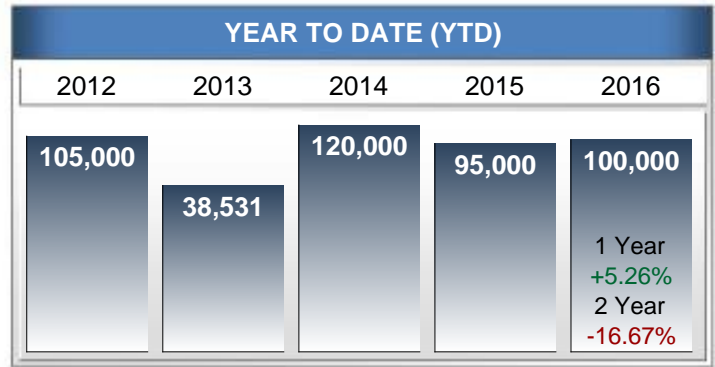
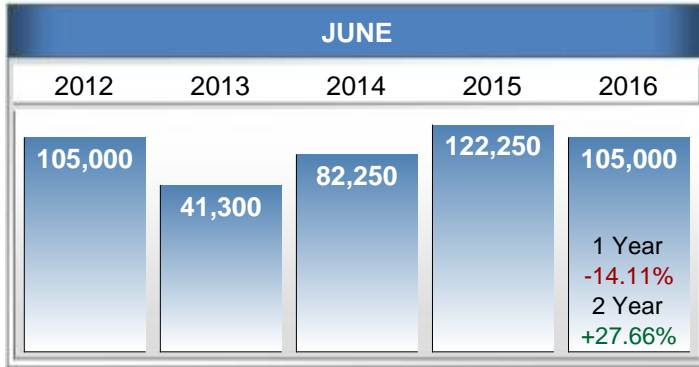
Closed Sales as of Jul 12, 2016



Median Sold Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



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+
\$50,000 and less	4		9.30%	26,500	33,000	0	20,000	0
\$50,001 - \$70,000	6		13.95%	59,500	0	60,000	55,000	0
\$70,001 - \$80,000	8		18.60%	76,500	75,750	76,500	0	0
\$80,001 - \$130,000	8		18.60%	107,250	99,900	110,000	0	0
\$130,001 - \$160,000	7		16.28%	145,000	160,000	145,000	0	133,500
\$160,001 - \$220,000	5		11.63%	181,000	0	180,250	181,000	0
\$220,001 and up	5		11.63%	275,000	493,500	232,000	410,000	275,000
Median Closed Price:	\$105,000				\$85,000	\$110,000	\$118,000	\$204,250
Total Closed Units:	43				10	27	4	2
Total Closed Volume:	5,496,900				1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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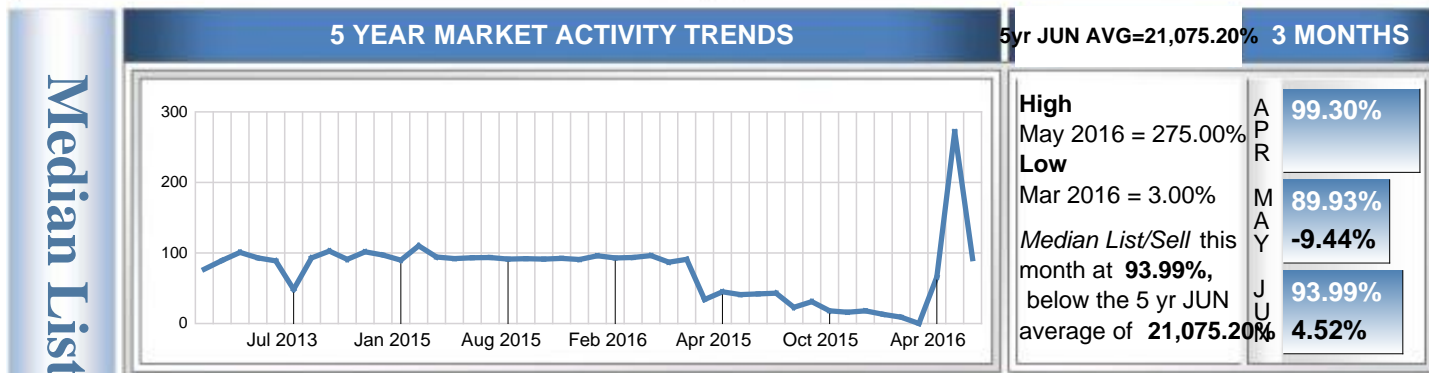
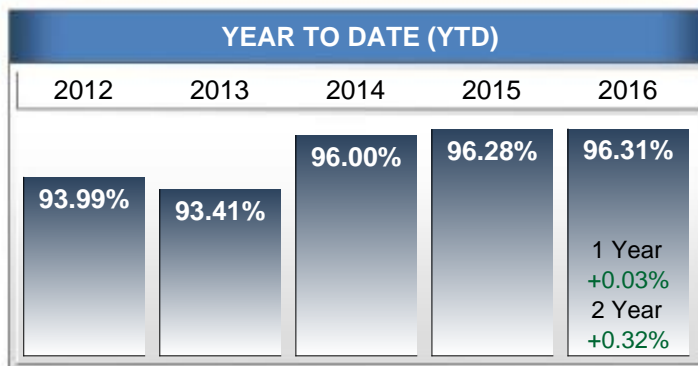
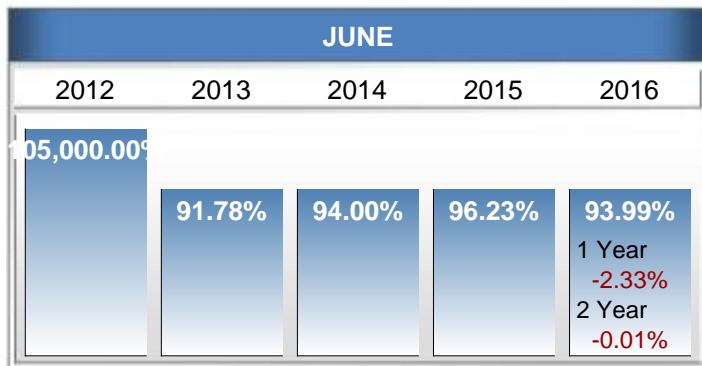
Closed Sales as of Jul 12, 2016



Median Percent of List Price to Selling Price

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Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



Median List/Sell Price

 Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	4	9.30%	93.81%	93.33%	0.00%	100.00%	0.00%
\$50,001 - \$70,000	6	13.95%	85.41%	0.00%	86.42%	79.14%	0.00%
\$70,001 - \$80,000	8	18.60%	91.61%	91.50%	92.32%	0.00%	0.00%
\$80,001 - \$130,000	8	18.60%	92.99%	94.24%	91.74%	0.00%	0.00%
\$130,001 - \$160,000	7	16.28%	97.81%	84.66%	97.81%	0.00%	100.75%
\$160,001 - \$220,000	5	11.63%	97.84%	0.00%	98.15%	97.84%	0.00%
\$220,001 and up	5	11.63%	98.90%	98.90%	96.89%	100.00%	93.25%
Median List/Sell Ratio:	93.99%			92.91%	93.99%	98.92%	97.00%
Total Closed Units:	43			10	27	4	2
Total Closed Volume:	5,496,900			1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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June 2016

Inventory as of Jul 12, 2016



Market Summary

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Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



Absorption: Last 12 months, an Average of 35 Sales/Month

Active Inventory as of June 30, 2016 = 275

	JUNE			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	52	43	-17.31%	127	188	48.03%
Pending Sales	52	64	23.08%	176	227	28.98%
New Listings	45	95	111.11%	211	470	122.75%
Median List Price	128,450	112,500	-12.42%	99,900	103,700	3.80%
Median Sale Price	122,250	105,000	-14.11%	95,000	100,000	5.26%
Median Percent of List Price to Selling Price	96.23%	93.99%	-2.33%	96.28%	96.31%	0.03%
Median Days on Market to Sale	56.50	2.00	-96.46%	51.00	19.00	-62.75%
Monthly Inventory	111	275	147.75%	111	275	147.75%
Months Supply of Inventory	10.09	7.97	-21.01%	10.09	7.97	-21.01%

