



November 2016

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

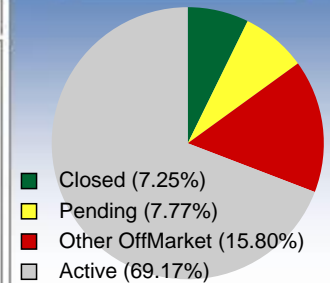


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of November 30, 2016 = **267**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	28	28	0.00%
Pending Listings	29	30	3.45%
New Listings	19	54	184.21%
Average List Price	124,808	139,683	11.92%
Average Sale Price	118,648	132,559	11.72%
Average Percent of List Price to Selling Price	93.73%	95.76%	2.16%
Average Days on Market to Sale	147.32	59.86	-59.37%
End of Month Inventory	80	267	233.75%
Months Supply of Inventory	2.94	7.95	170.81%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 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 November 2016 rose **233.75%** to 267 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **7.95** 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 **11.72%** in November 2016 to \$132,559 versus the previous year at \$118,648.

Average Days on Market Shortens

The average number of **59.86** days that homes spent on the market before selling decreased by 87.46 days or **59.37%** in November 2016 compared to last year's same month at **147.32** DOM.

Sales Success for November 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 54 New Listings in November 2016, up **184.21%** from last year at 19. Furthermore, there were 28 Closed Listings this month versus last year at 28, a **0.00%** decrease.

Closed versus Listed trends yielded a **51.9%** ratio, down from last year's November 2016 at **147.4%**, a **64.81%** 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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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November 2016

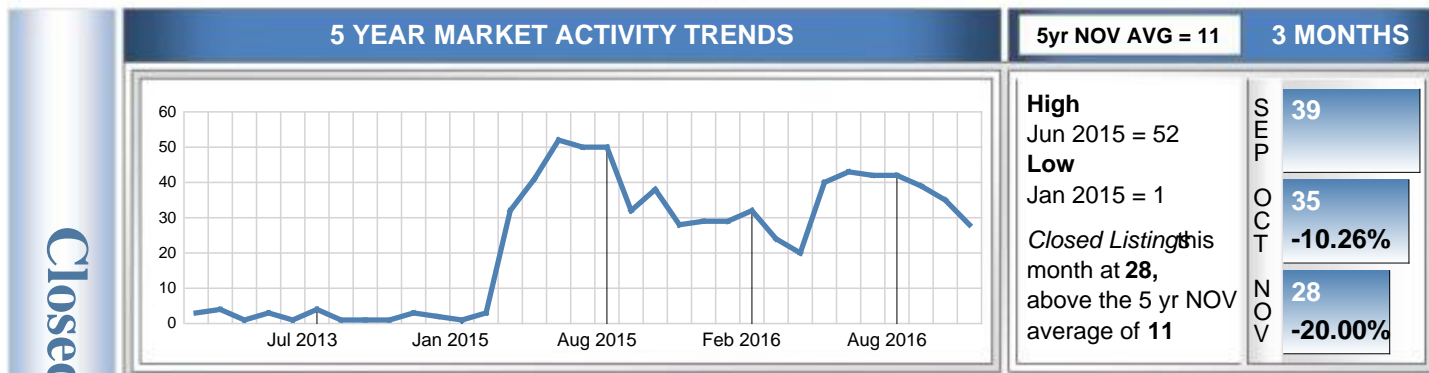
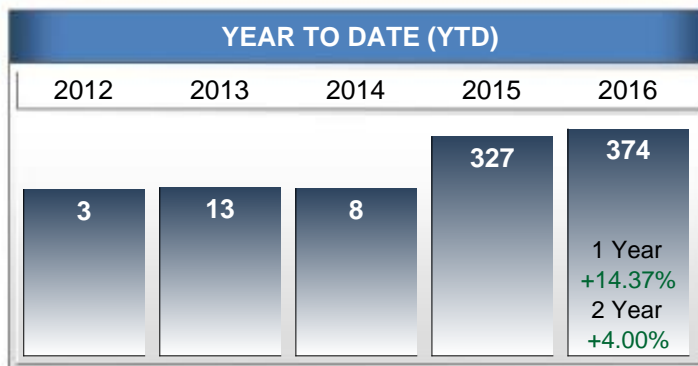
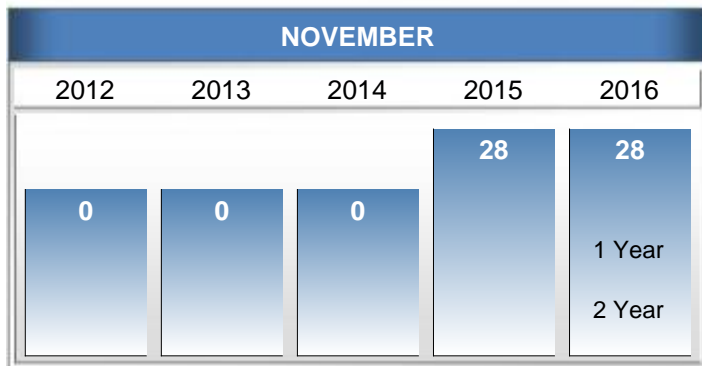
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	7.14%	68.5	2	0	0	0
\$30,001 - \$50,000	4	14.29%	72.8	4	0	0	0
\$50,001 - \$80,000	4	14.29%	43.8	2	2	0	0
\$80,001 - \$120,000	5	17.86%	56.0	2	3	0	0
\$120,001 - \$160,000	6	21.43%	66.5	0	4	1	1
\$160,001 - \$290,000	5	17.86%	52.6	0	2	3	0
\$290,001 and up	2	7.14%	65.5	0	2	0	0
Total Closed Units:	28		59.9	10	13	4	1
Total Closed Volume:	3,711,647			505.75K	2.24M	832.75K	132.50K
Average Closed Price:	\$132,559			\$50,575	\$172,358	\$208,188	\$132,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

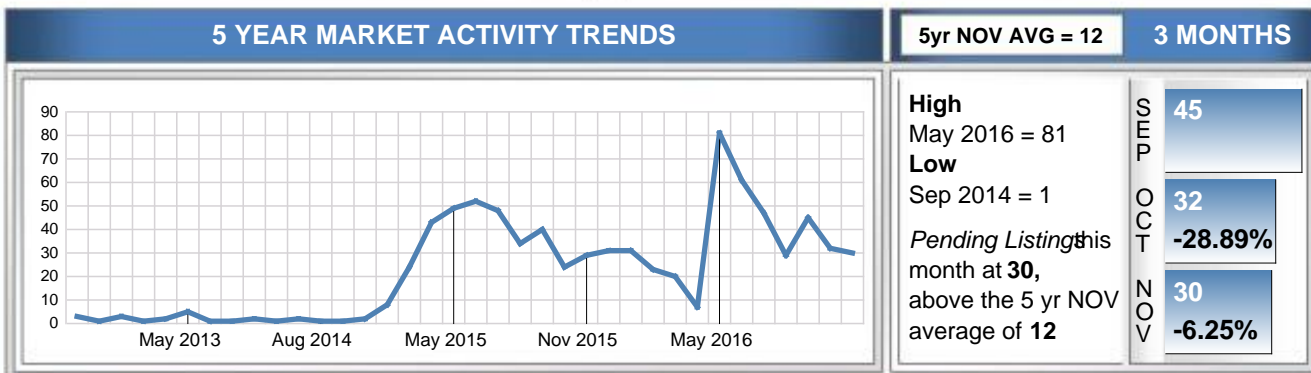
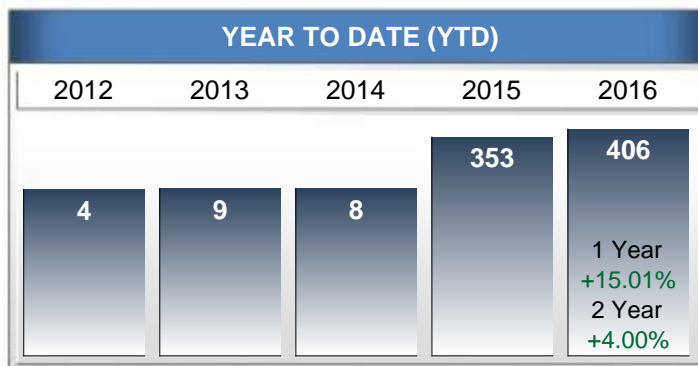
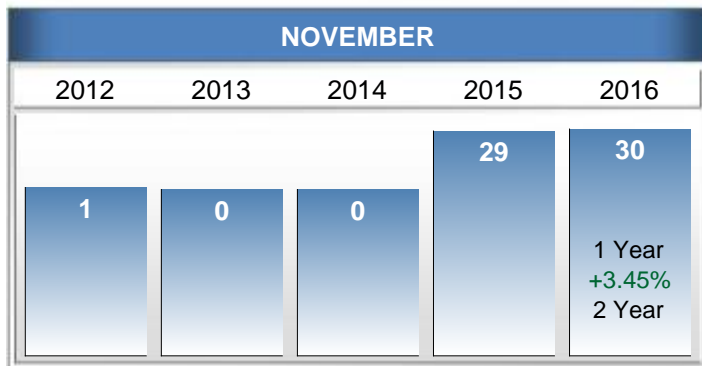
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 2016

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



Pending Listings

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Contact an experienced REALTOR

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	2	6.67%	130.0	1	1	0	0
\$30,001 - \$90,000	4	13.33%	78.8	3	1	0	0
\$90,001 - \$120,000	5	16.67%	96.2	0	3	2	0
\$120,001 - \$160,000	7	23.33%	72.1	0	6	1	0
\$160,001 - \$220,000	5	16.67%	63.8	0	3	1	1
\$220,001 - \$350,000	4	13.33%	84.8	0	3	1	0
\$350,001 and up	3	10.00%	78.7	0	2	0	1
Total Pending Units:	30		38.7	4	19	5	2
Total Pending Volume:	4,780,899			139.50K	3.29M	763.90K	584.00K
Average Listing Price:	\$142,333			\$34,875	\$173,342	\$152,780	\$292,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

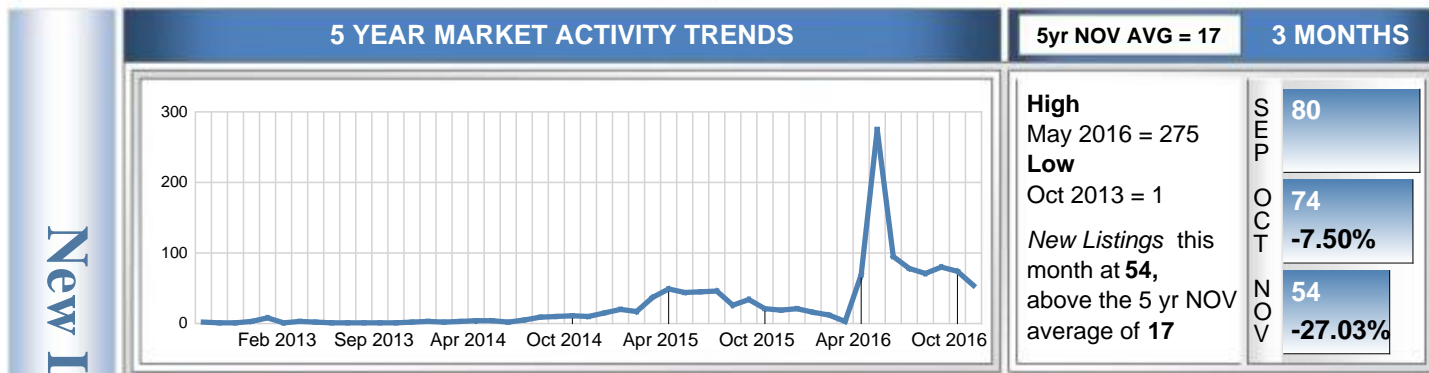
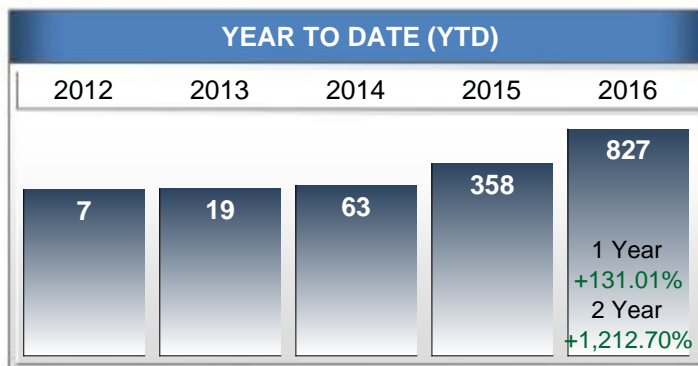
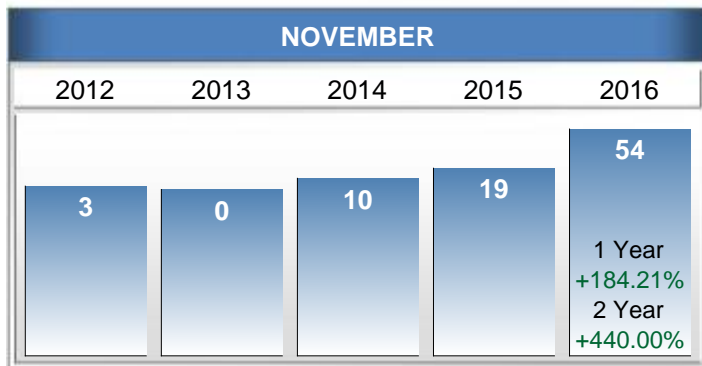
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

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



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+
\$50,000 and less	5	9.26%	3	2	0	0
\$50,001 - \$90,000	6	11.11%	2	4	0	0
\$90,001 - \$120,000	6	11.11%	1	4	1	0
\$120,001 - \$170,000	15	27.78%	1	14	0	0
\$170,001 - \$250,000	9	16.67%	3	4	1	1
\$250,001 - \$340,000	7	12.96%	2	3	2	0
\$340,001 and up	6	11.11%	2	1	2	1

Total New Listed Units:	54	14	32	6	2
Total New Listed Volume:	10,937,300	3.28M	4.92M	1.94M	804.00K
Average New Listed Listing Price:	\$128,000	\$234,086	\$153,747	\$322,700	\$402,000



Monthly Inventory Analysis

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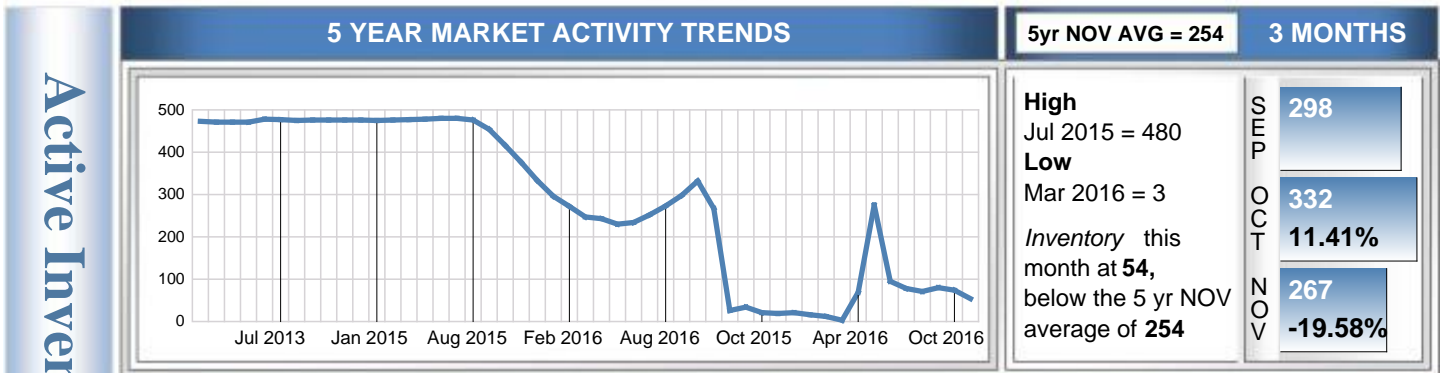
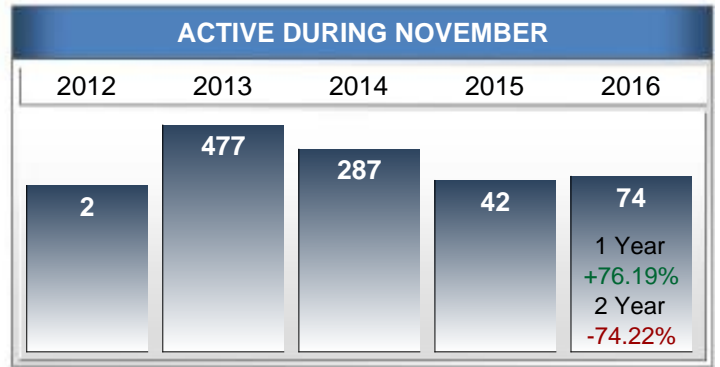
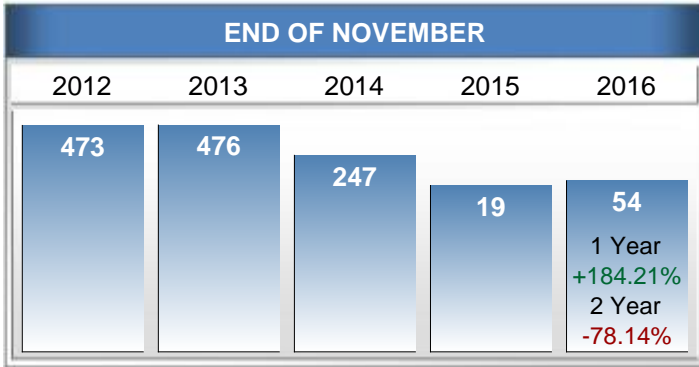
Active Inventory as of Dec 12, 2016



Active Inventory

Report Produced on: Dec 12, 2016

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



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+		
\$25,000 and less	29	10.86%	98.3	28	1	0	0		
\$25,001 \$50,000	24	8.99%	83.1	20	4	0	0		
\$50,001 \$75,000	23	8.61%	83.2	13	10	0	0		
\$75,001 \$150,000	78	29.21%	71.1	18	52	7	1		
\$150,001 \$225,000	47	17.60%	88.7	10	29	7	1		
\$225,001 \$325,000	37	13.86%	74.2	7	19	11	0		
\$325,001 and up	29	10.86%	92.9	9	13	5	2		
Total Active Inventory by Units:				267	82.1	105	128	30	4
Total Active Inventory by Volume:				47,664,537		14.97M	23.70M	7.45M	1.54M
Average Active Inventory Listing Price:				\$178,519		\$142,556	\$185,136	\$248,493	\$386,000



Monthly Inventory Analysis

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November 2016

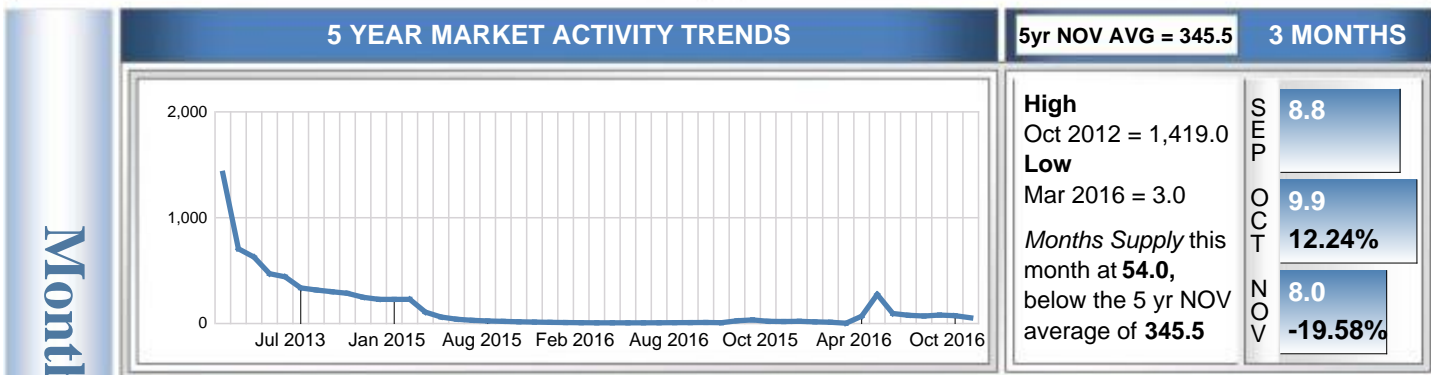
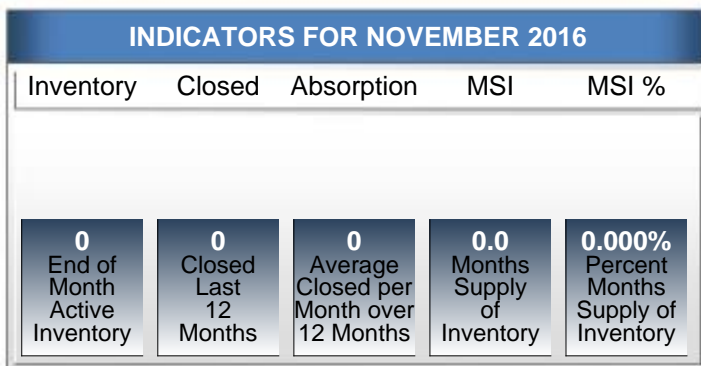
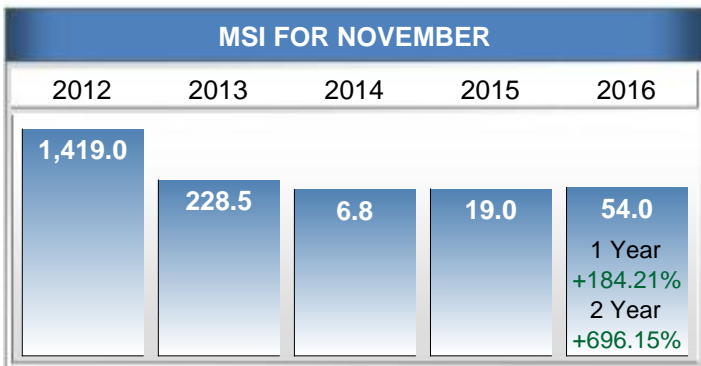
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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



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	15	5.62%	5.1	5.8	0.0	0.0	0.0
\$20,001 \$50,000	38	14.23%	8.0	11.3	3.0	0.0	0.0
\$50,001 \$90,000	41	15.36%	5.7	7.6	5.0	2.0	0.0
\$90,001 \$160,000	67	25.09%	7.1	10.5	6.5	7.2	6.0
\$160,001 \$230,000	44	16.48%	8.0	24.0	7.4	6.4	4.0
\$230,001 \$320,000	29	10.86%	11.6	72.0	11.3	8.7	0.0
\$320,001 and up	33	12.36%	26.4	40.0	33.6	42.0	4.8
MSI:			8.0	10.5	6.9	7.7	3.7
Total Active Inventory:			267	105	128	30	4



Monthly Inventory Analysis

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November 2016

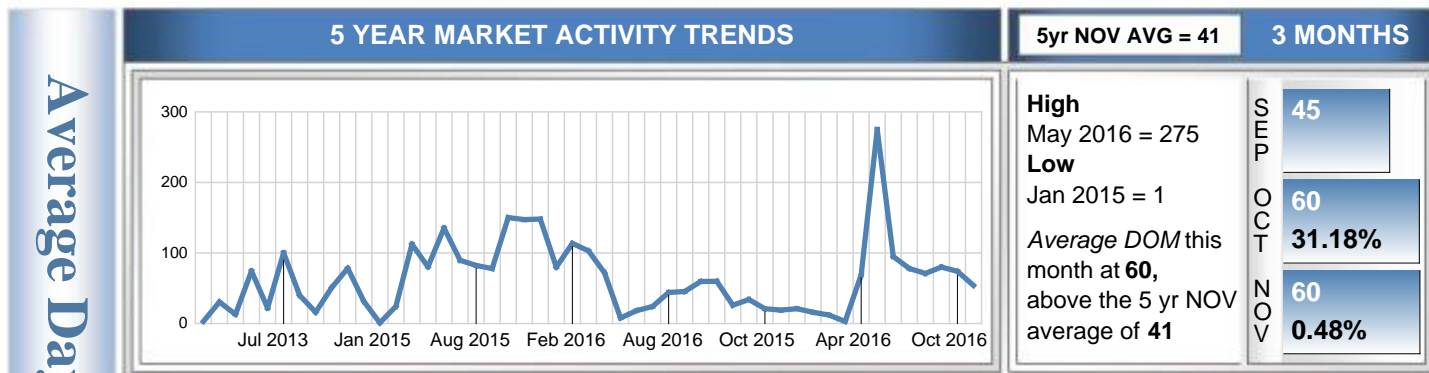
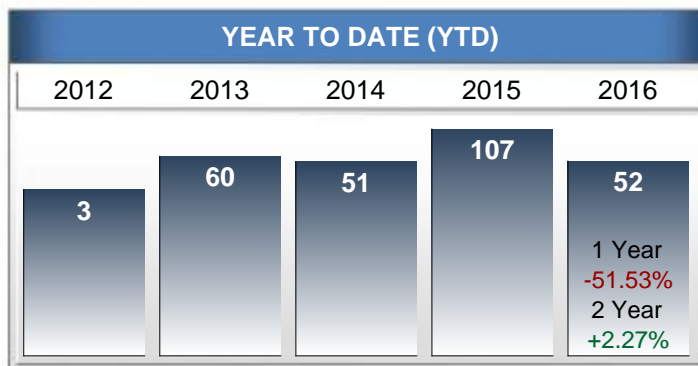
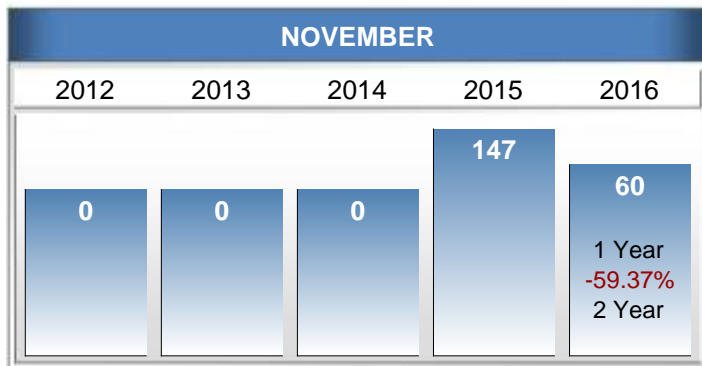
Closed Sales as of Dec 12, 2016



Average Days on Market to Sale

Report Produced on: Dec 12, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	2	7.14%	68.5	68.5	0.0	0.0	0.0
\$30,001 - \$50,000	4	14.29%	72.8	72.8	0.0	0.0	0.0
\$50,001 - \$80,000	4	14.29%	43.8	48.0	39.5	0.0	0.0
\$80,001 - \$120,000	5	17.86%	56.0	48.0	61.3	0.0	0.0
\$120,001 - \$160,000	6	21.43%	66.5	0.0	70.8	99.0	17.0
\$160,001 - \$290,000	5	17.86%	52.6	0.0	44.0	58.3	0.0
\$290,001 and up	2	7.14%	65.5	0.0	65.5	0.0	0.0
Average Closed DOM: 59.9				62.0	58.8	68.5	17.0
Total Closed Units: 28				10	13	4	1
Total Closed Volume: 3,711,647				505.75K	2.24M	832.75K	132.50K



Monthly Inventory Analysis

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November 2016

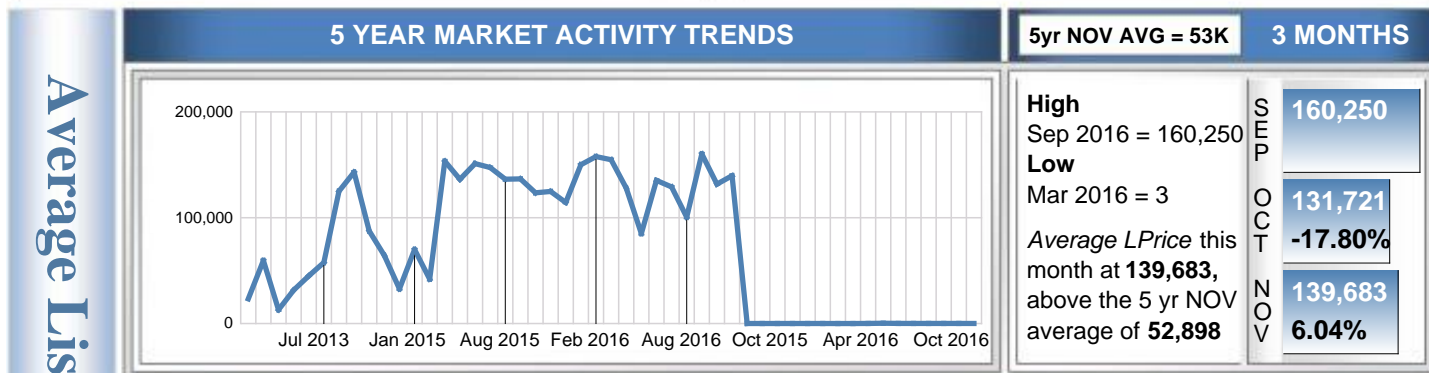
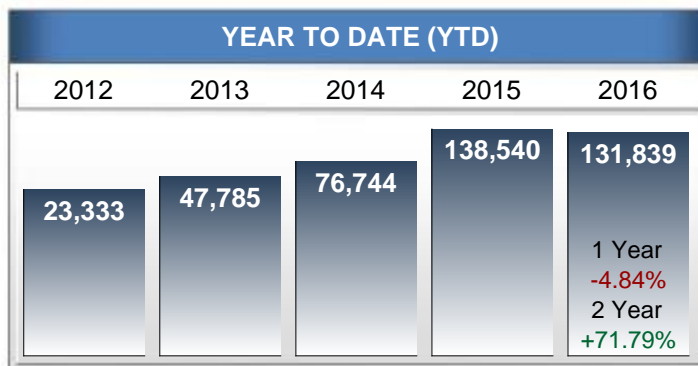
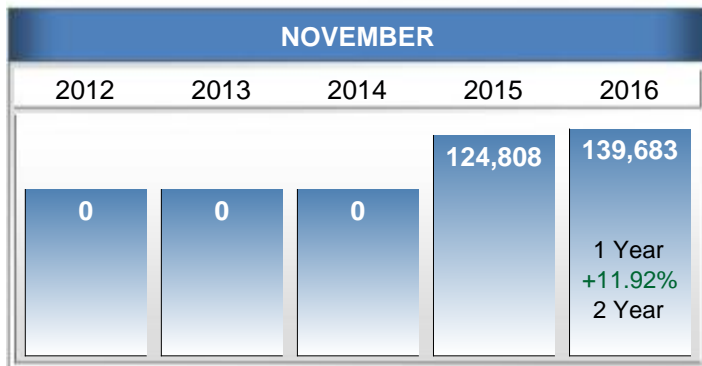
Closed Sales as of Dec 12, 2016



Average List Price at Closing

Report Produced on: Dec 12, 2016

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



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+
\$30,000 and less	2	7.14%	19,500	19,500	0	0	0
\$30,001 - \$50,000	4	14.29%	41,350	41,350	0	0	0
\$50,001 - \$80,000	5	17.86%	63,640	59,200	59,950	0	0
\$80,001 - \$120,000	4	14.29%	95,950	94,450	91,600	0	0
\$120,001 - \$160,000	4	14.29%	133,225	0	141,975	130,000	169,000
\$160,001 - \$290,000	6	21.43%	198,717	0	247,450	229,467	0
\$290,001 and up	3	10.71%	426,510	0	477,265	0	0
Average List Price:	\$139,683			\$51,170	\$185,541	\$204,600	\$169,000
Total Closed Units:	28			10	13	4	1
Total List Volume:	3,911,130			511.70K	2.41M	818.40K	169.00K



Monthly Inventory Analysis

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November 2016

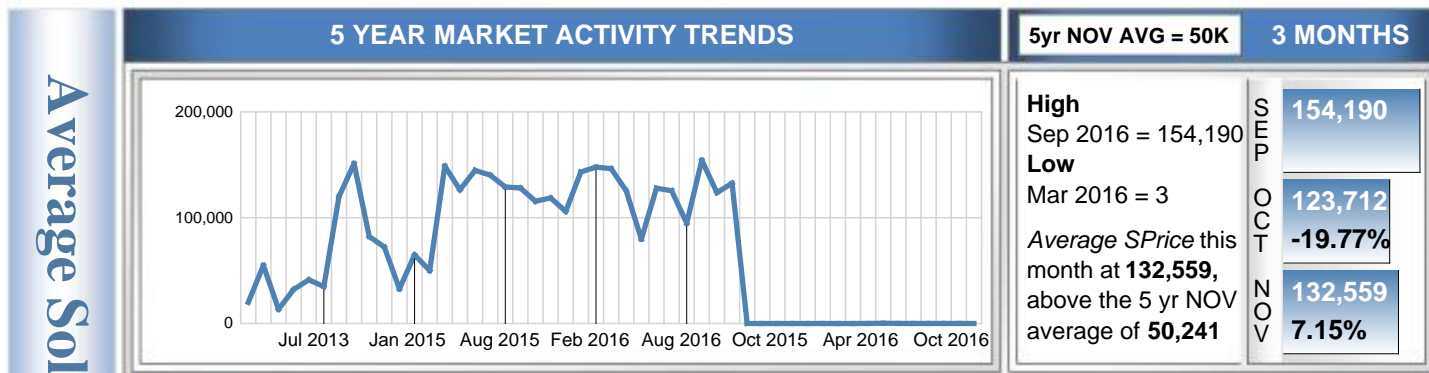
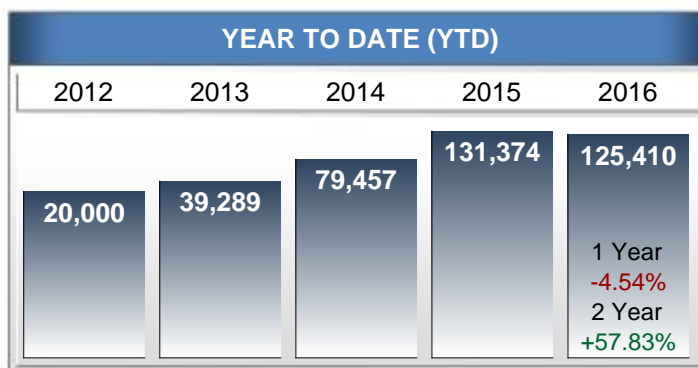
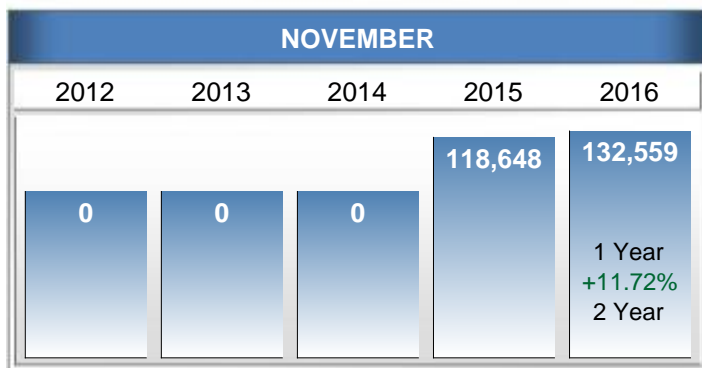
Closed Sales as of Dec 12, 2016



Average Sold Price at Closing

Report Produced on: Dec 12, 2016

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



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+
\$30,000 and less	2		7.14%	15,500	15,500	0	0	0
\$30,001 - \$50,000	4		14.29%	39,000	39,000	0	0	0
\$50,001 - \$80,000	4		14.29%	57,625	60,000	55,250	0	0
\$80,001 - \$120,000	5		17.86%	93,049	99,374	88,833	0	0
\$120,001 - \$160,000	6		21.43%	133,208	0	135,438	125,000	132,500
\$160,001 - \$290,000	5		17.86%	233,530	0	229,950	235,917	0
\$290,001 and up	2		7.14%	431,000	0	431,000	0	0
Average Closed Price:	\$132,559				\$50,575	\$172,358	\$208,188	\$132,500
Total Closed Units:	28				10	13	4	1
Total Closed Volume:	3,711,647				505.75K	2.24M	832.75K	132.50K



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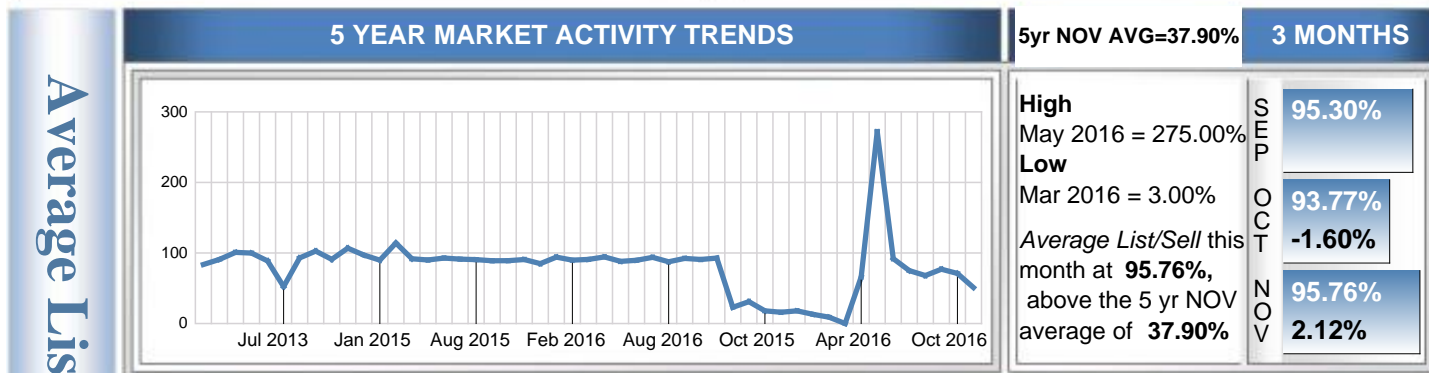
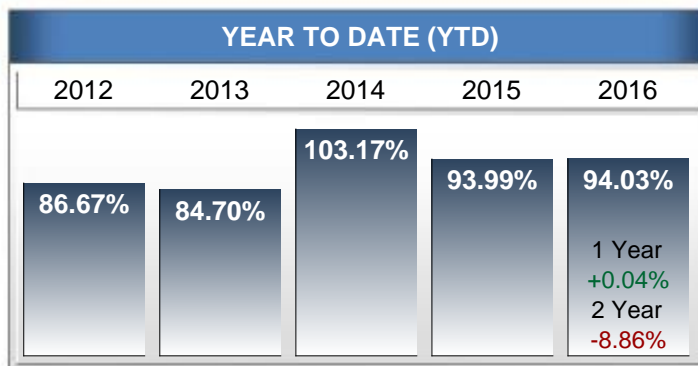
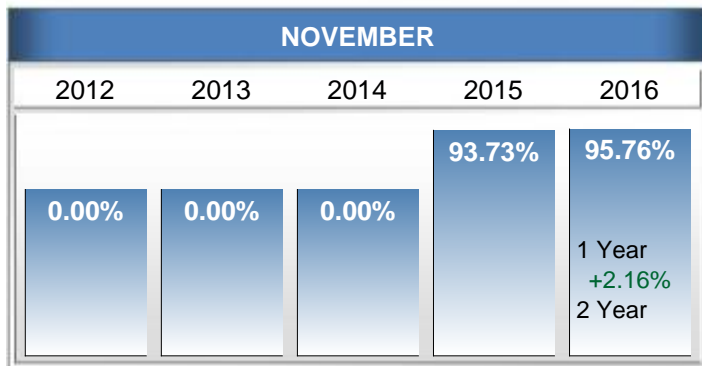
Closed Sales as of Dec 12, 2016



Average Percent of List Price to Selling Price

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



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+
\$30,000 and less	2	7.14%	84.72%	84.72%	0.00%	0.00%	0.00%
\$30,001 \$50,000	4	14.29%	94.64%	94.64%	0.00%	0.00%	0.00%
\$50,001 \$80,000	4	14.29%	96.85%	101.29%	92.41%	0.00%	0.00%
\$80,001 \$120,000	5	17.86%	101.10%	106.96%	97.20%	0.00%	0.00%
\$120,001 \$160,000	6	21.43%	92.74%	0.00%	95.46%	96.15%	78.40%
\$160,001 \$290,000	5	17.86%	99.81%	0.00%	94.62%	103.27%	0.00%
\$290,001 and up	2	7.14%	92.46%	0.00%	92.46%	0.00%	0.00%
Average List/Sell Ratio: 95.80%				96.45%	94.80%	101.49%	78.40%
Total Closed Units: 28				10	13	4	1
Total Closed Volume: 3,711,647				505.75K	2.24M	832.75K	132.50K



Monthly Inventory Analysis

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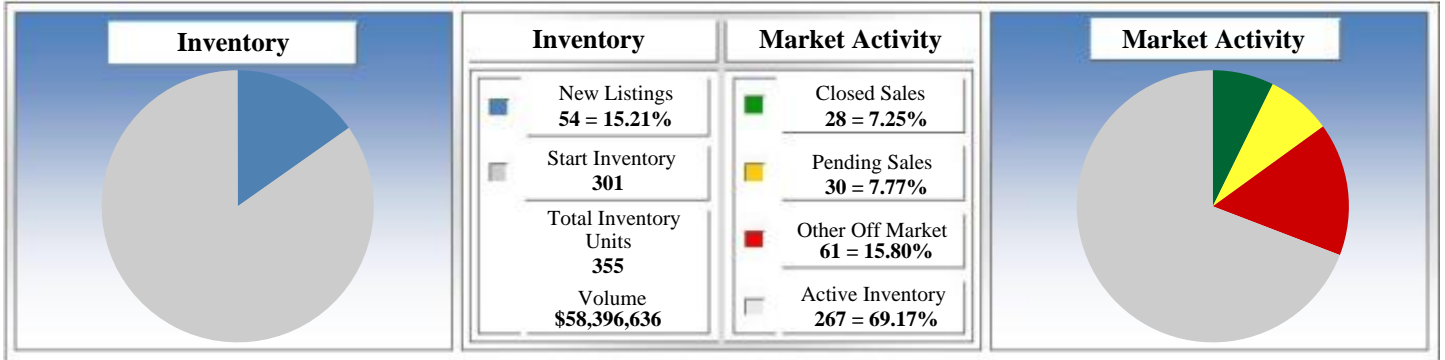
Inventory as of Dec 12, 2016



Market Summary

Report Produced on: Dec 12, 2016

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



Absorption: Last 12 months, an Average of 34 Sales/Month

Active Inventory as of November 30, 2016 = 267

Closed Sales	28	28	0.00%	327	374	14.37%
Pending Sales	29	30	3.45%	353	406	15.01%
New Listings	19	54	184.21%	358	827	131.01%
Average List Price	124,808	139,683	11.92%	138,540	131,839	-4.84%
Average Sale Price	118,648	132,559	11.72%	131,374	125,410	-4.54%
Average Percent of List Price to Selling Price	93.73%	95.76%	2.16%	93.99%	94.03%	0.04%
Average Days on Market to Sale	147.32	59.86	-59.37%	106.81	51.77	-51.53%
Monthly Inventory	80	267	233.75%	80	267	233.75%
Months Supply of Inventory	2.94	7.95	170.81%	2.94	7.95	170.81%

NOVEMBER			Year To Date		
2015	2016	+/-%	2015	2016	+/-%
28	28	0.00%	327	374	14.37%
29	30	3.45%	353	406	15.01%
19	54	184.21%	358	827	131.01%
124,808	139,683	11.92%	138,540	131,839	-4.84%
118,648	132,559	11.72%	131,374	125,410	-4.54%
93.73%	95.76%	2.16%	93.99%	94.03%	0.04%
147.32	59.86	-59.37%	106.81	51.77	-51.53%
80	267	233.75%	80	267	233.75%
2.94	7.95	170.81%	2.94	7.95	170.81%

