



December 2016

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

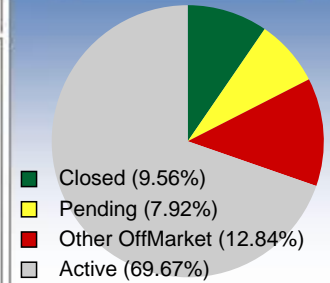


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of December 31, 2016 = **255**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	29	35	20.69%
Pending Listings	31	29	-6.45%
New Listings	21	70	233.33%
Average List Price	114,397	158,984	38.98%
Average Sale Price	105,979	152,019	43.44%
Average Percent of List Price to Selling Price	87.89%	94.11%	7.07%
Average Days on Market to Sale	148.00	56.00	-62.16%
End of Month Inventory	70	255	264.29%
Months Supply of Inventory	2.36	7.46	216.31%

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 **264.29%** to 255 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 **7.46** 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 **43.44%** in December 2016 to \$152,019 versus the previous year at \$105,979.

Average Days on Market Shortens

The average number of **56.00** days that homes spent on the market before selling decreased by 92.00 days or **62.16%** in December 2016 compared to last year's same month at **148.00** DOM.

Sales Success for December 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 70 New Listings in December 2016, up **233.33%** from last year at 21. Furthermore, there were 35 Closed Listings this month versus last year at 29, a **20.69%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, down from last year's December 2016 at **138.1%**, a **63.79%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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December 2016

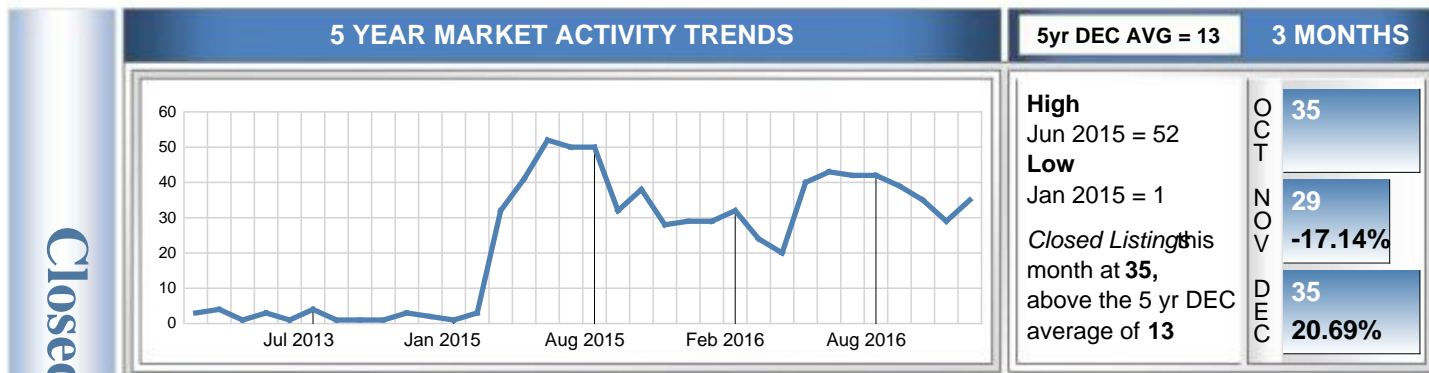
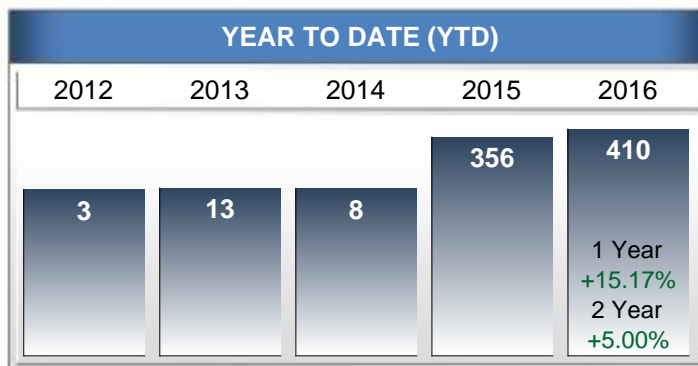
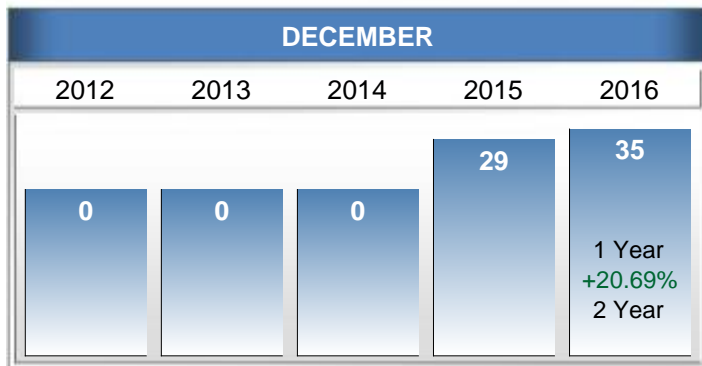
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by Counties Of 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+		
\$25,000 and less	1	2.86%	25.0	1	0	0	0		
\$25,001 - \$75,000	4	11.43%	48.0	3	1	0	0		
\$75,001 - \$100,000	7	20.00%	86.3	2	3	2	0		
\$100,001 - \$175,000	11	31.43%	21.6	0	6	5	0		
\$175,001 - \$200,000	3	8.57%	54.7	0	2	1	0		
\$200,001 - \$250,000	5	14.29%	71.8	0	2	3	0		
\$250,001 and up	4	11.43%	94.5	0	3	0	1		
Total Closed Units:				35	56.0	6	17	11	1
Total Closed Volume:				5,320,654		266.30K	2.95M	1.72M	380.00K
Average Closed Price:				\$152,019		\$44,383	\$173,733	\$156,445	\$380,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

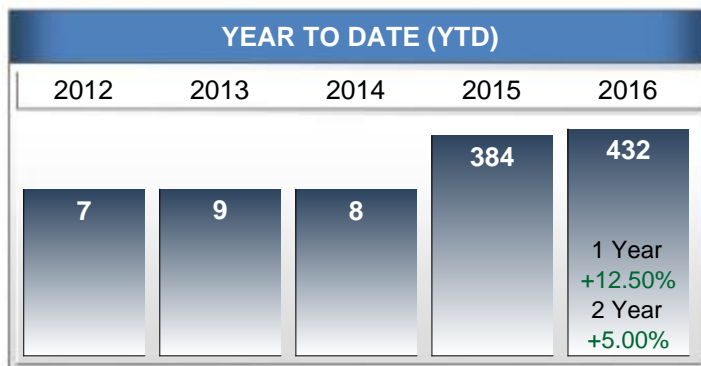
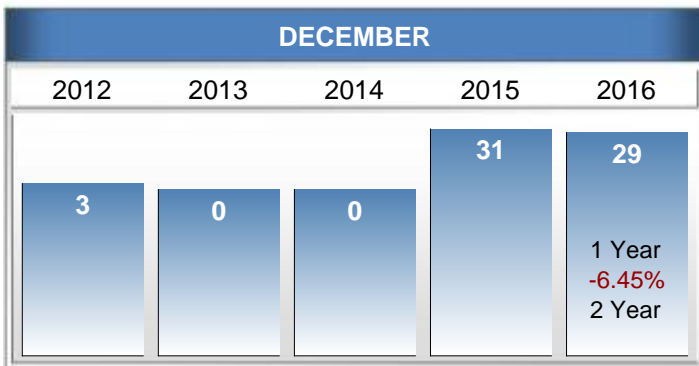
Pending Listings as of Jan 11, 2017



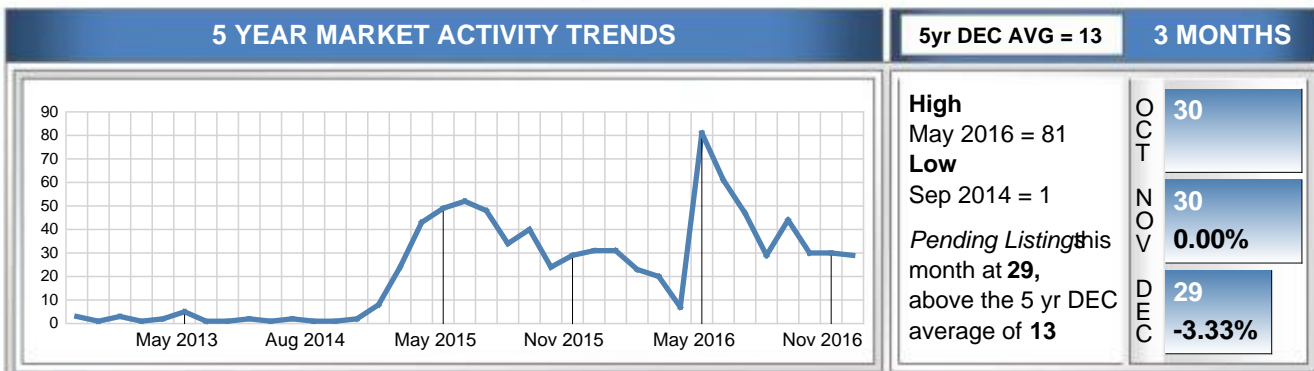
Pending Listings

Report Produced on: Jan 11, 2017

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



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+
\$25,000 and less	2	6.90%	83.0	2	0	0	0
\$25,001 \$50,000	3	10.34%	33.0	1	2	0	0
\$50,001 \$75,000	2	6.90%	98.5	1	1	0	0
\$75,001 \$125,000	8	27.59%	60.5	2	3	3	0
\$125,001 \$150,000	5	17.24%	20.6	0	4	1	0
\$150,001 \$225,000	6	20.69%	140.5	0	4	2	0
\$225,001 and up	3	10.34%	271.3	1	2	0	0
Total Pending Units: 29				152.3	7	16	6
Total Pending Volume: 4,110,354					556.40K	2.77M	781.50K
Average Listing Price: \$173,994					\$79,486	\$173,278	\$130,250
							0.00B
							\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

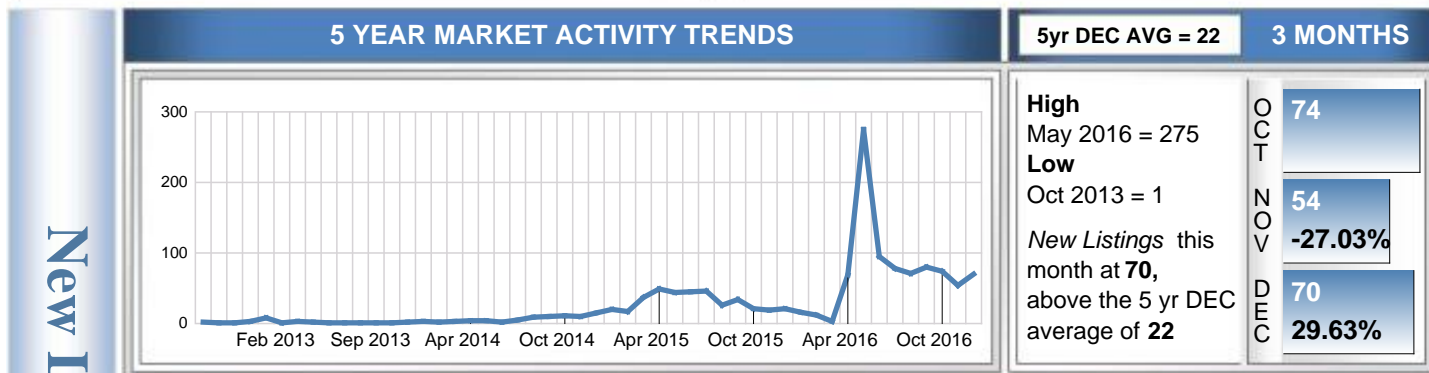
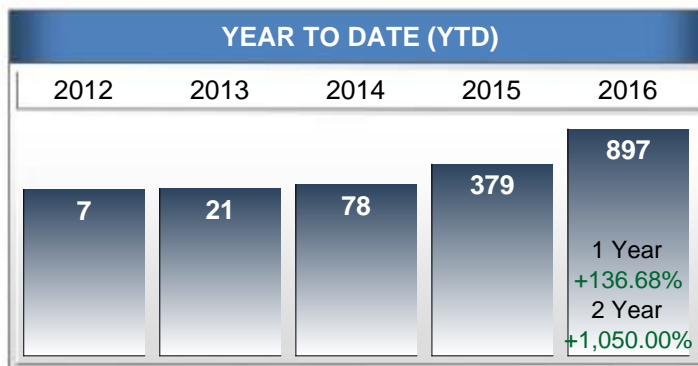
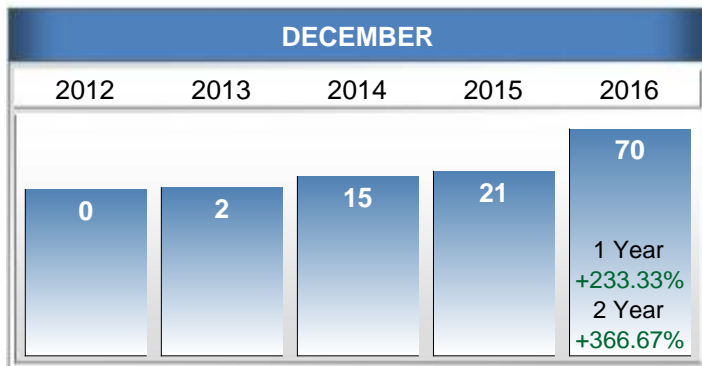
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	7	10.00%	7	0	0	0
\$40,001 - \$80,000	7	10.00%	4	2	1	0
\$80,001 - \$120,000	11	15.71%	3	7	1	0
\$120,001 - \$170,000	18	25.71%	1	14	3	0
\$170,001 - \$260,000	11	15.71%	3	5	3	0
\$260,001 - \$340,000	9	12.86%	3	3	3	0
\$340,001 and up	7	10.00%	1	3	3	0
Total New Listed Units:			22	34	14	0.00B
Total New Listed Volume:			2.88M	5.92M	3.87M	0.00B
Average New Listed Listing Price:			\$130,886	\$174,225	\$276,364	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

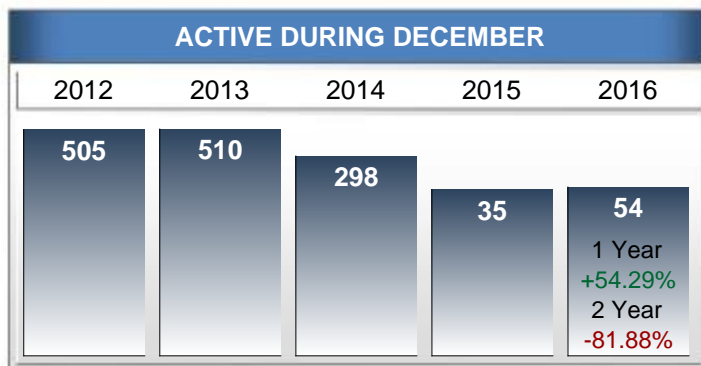
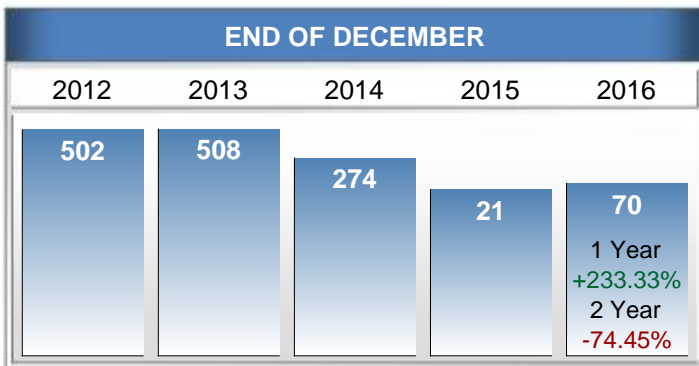
Active Inventory as of Jan 11, 2017



Active Inventory

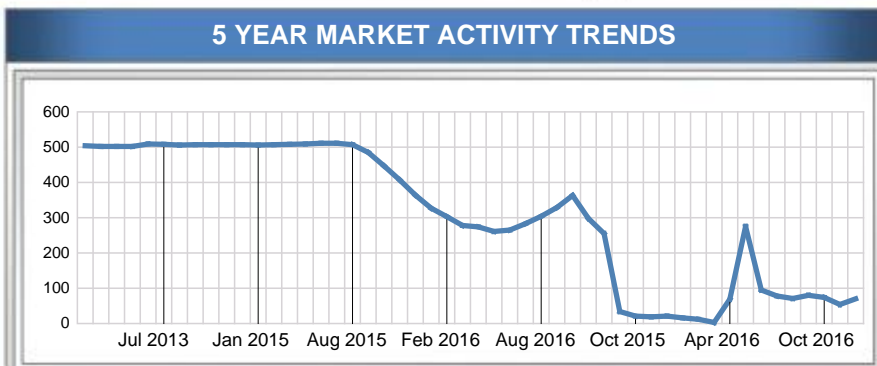
Report Produced on: Jan 11, 2017

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Active Inventory

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5yr DEC AVG = 275 **3 MONTHS**

High
Jul 2015 = 511

Low
Mar 2016 = 3

Inventory this month at **70**, below the 5 yr DEC average of **275**

OCT	363
NOV	298
DEC	255
	-17.91%
	-14.43%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	25	9.80%	94.5	24	1	0	0		
\$25,001 \$50,000	18	7.06%	83.3	16	2	0	0		
\$50,001 \$100,000	51	20.00%	77.6	18	31	2	0		
\$100,001 \$150,000	46	18.04%	83.0	8	33	4	1		
\$150,001 \$225,000	48	18.82%	84.6	11	32	4	1		
\$225,001 \$325,000	41	16.08%	66.9	10	19	12	0		
\$325,001 and up	26	10.20%	60.3	7	11	6	2		
Total Active Inventory by Units:				255	78.5	94	129	28	4
Total Active Inventory by Volume:				46,526,460		14.05M	23.21M	7.72M	1.54M
Average Active Inventory Listing Price:				\$182,457		\$149,508	\$179,888	\$275,829	\$386,000



Monthly Inventory Analysis

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December 2016

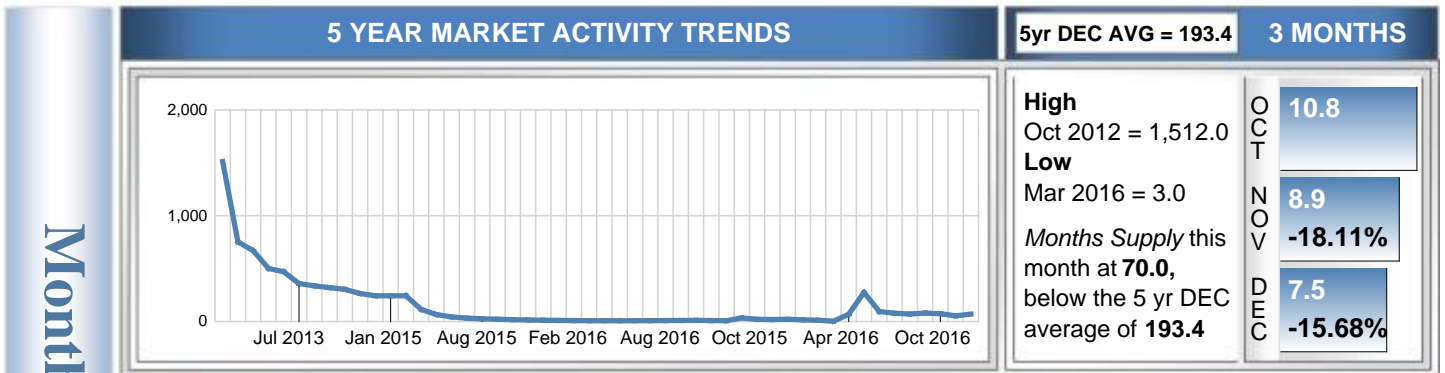
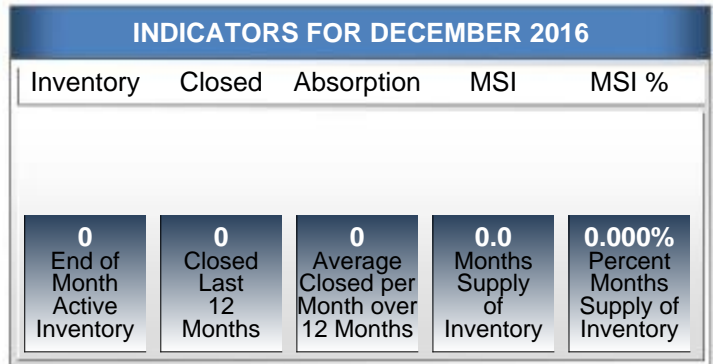
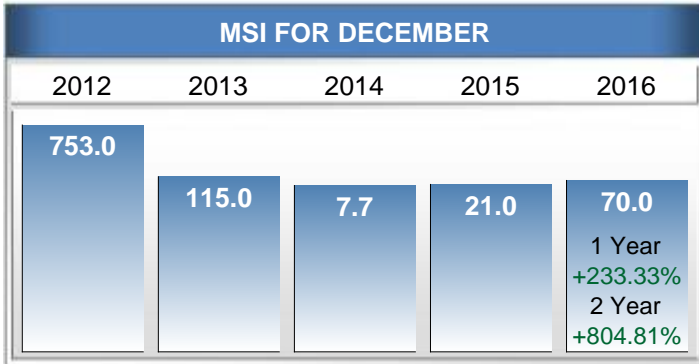
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 2017

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	11		4.31%	4.3	4.9	0.0	0.0	0.0
\$20,001 \$60,000	39		15.29%	5.9	9.1	2.5	0.0	0.0
\$60,001 \$100,000	44		17.25%	6.1	6.2	6.6	3.4	0.0
\$100,001 \$160,000	56		21.96%	7.3	15.0	6.9	4.4	6.0
\$160,001 \$240,000	45		17.65%	6.9	33.0	6.4	3.8	4.0
\$240,001 \$320,000	32		12.55%	14.8	72.0	13.6	13.5	0.0
\$320,001 and up	28		10.98%	19.8	36.0	18.9	36.0	4.8
MSI:		7.5			9.9	6.8	6.1	3.4
Total Active Inventory:		255			94	129	28	4



Monthly Inventory Analysis

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December 2016

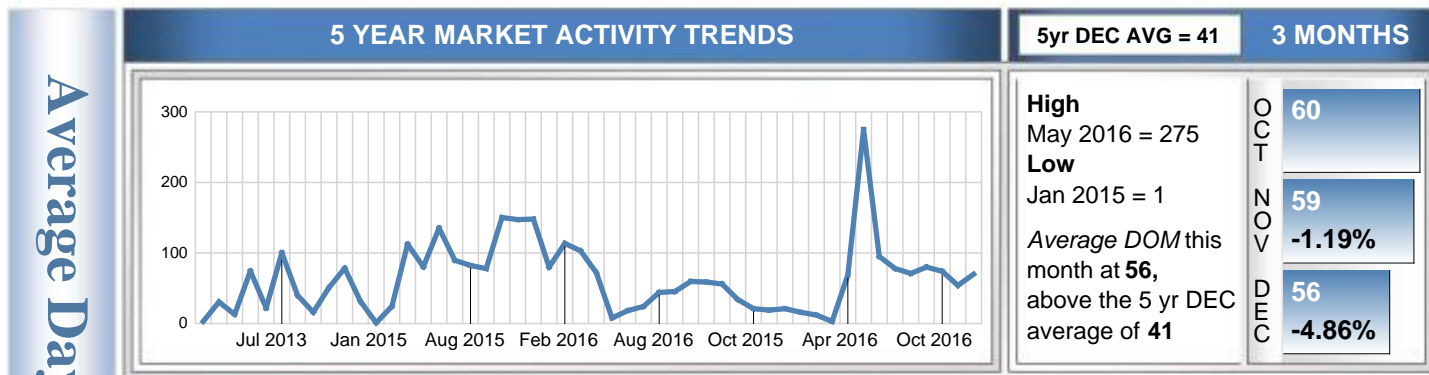
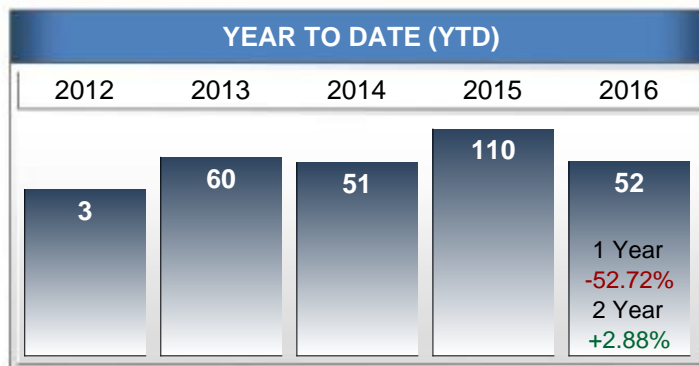
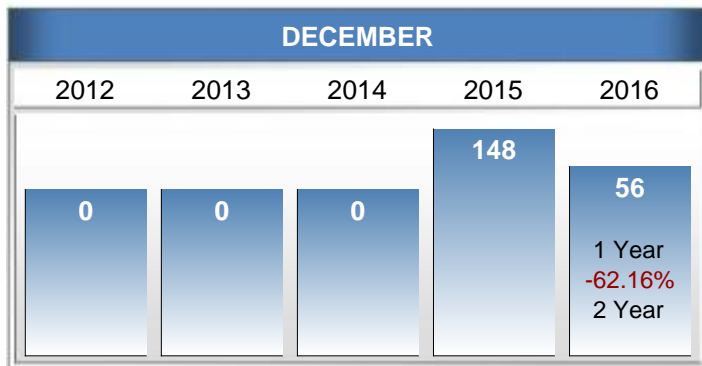
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

Report Produced on: Jan 11, 2017

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



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+
\$25,000 and less	1	2.86%	25.0	25.0	0.0	0.0	0.0
\$25,001 - \$75,000	4	11.43%	48.0	63.7	1.0	0.0	0.0
\$75,001 - \$100,000	7	20.00%	86.3	53.5	102.0	95.5	0.0
\$100,001 - \$175,000	11	31.43%	21.6	0.0	29.0	12.8	0.0
\$175,001 - \$200,000	3	8.57%	54.7	0.0	40.5	83.0	0.0
\$200,001 - \$250,000	5	14.29%	71.8	0.0	96.5	55.3	0.0
\$250,001 and up	4	11.43%	94.5	0.0	114.7	0.0	34.0
Average Closed DOM: 56.0				53.8	64.6	45.8	34.0
Total Closed Units: 35				6	17	11	1
Total Closed Volume: 5,320,654				266.30K	2.95M	1.72M	380.00K



Monthly Inventory Analysis

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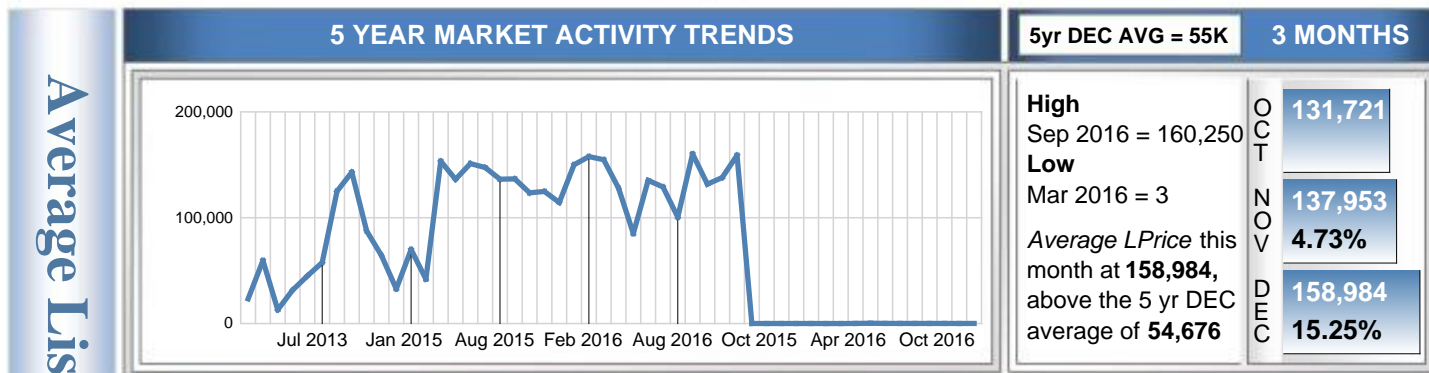
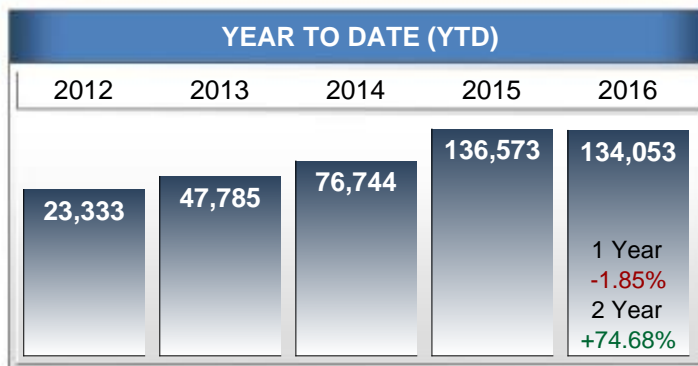
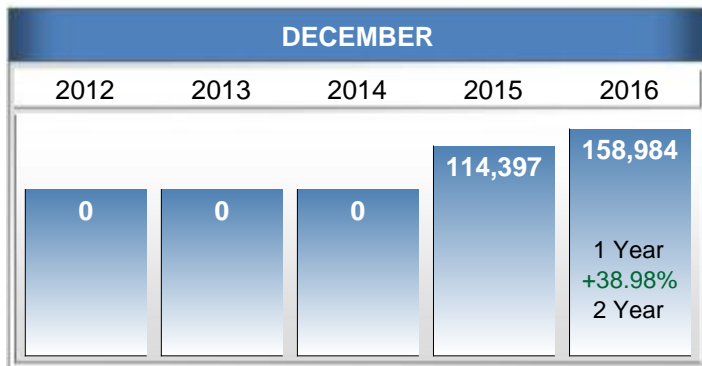
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 2017

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



Average List Price

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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+
\$25,000 and less	1		2.86%	7,000	7,000	0	0	0
\$25,001 - \$75,000	4		11.43%	40,764	40,667	41,054	0	0
\$75,001 - \$100,000	6		17.14%	88,700	83,950	99,633	87,450	0
\$100,001 - \$175,000	10		28.57%	136,040	0	152,467	138,180	0
\$175,001 - \$200,000	5		14.29%	181,240	0	181,450	188,500	0
\$200,001 - \$250,000	5		14.29%	234,720	0	232,900	235,933	0
\$250,001 and up	4		11.43%	355,500	0	335,667	0	415,000
Average List Price:		\$158,984			\$49,483	\$181,791	\$160,191	\$415,000
Total Closed Units:		35			6	17	11	1
Total List Volume:		5,564,454			296.90K	3.09M	1.76M	415.00K



Monthly Inventory Analysis

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December 2016

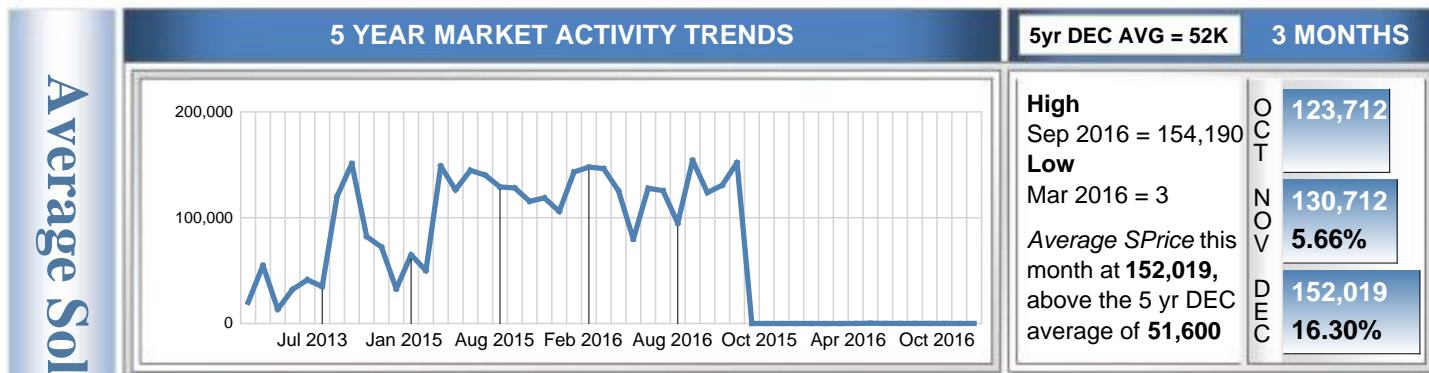
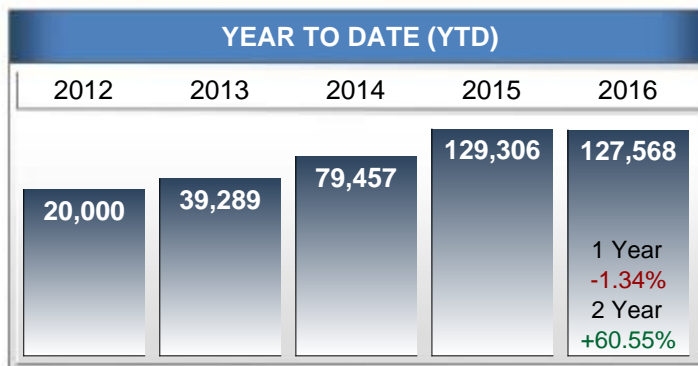
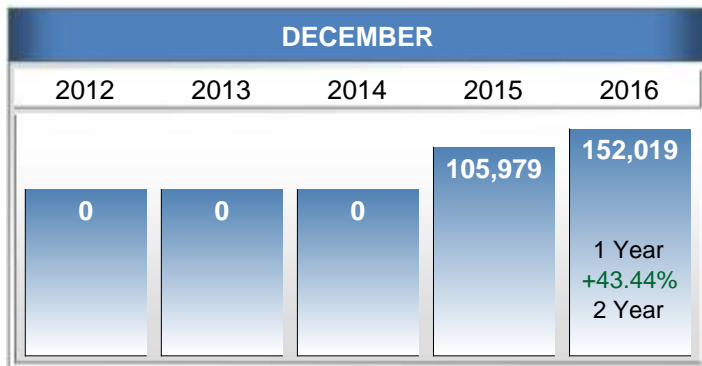
Closed Sales as of Jan 11, 2017



Average Sold Price at Closing

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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+
\$25,000 and less	1		2.86%	5,000	5,000	0	0	0
\$25,001 \$75,000	4		11.43%	34,614	32,467	41,054	0	0
\$75,001 \$100,000	7		20.00%	86,914	81,950	91,167	85,500	0
\$100,001 \$175,000	11		31.43%	140,773	0	147,833	132,300	0
\$175,001 \$200,000	3		8.57%	182,133	0	179,450	187,500	0
\$200,001 \$250,000	5		14.29%	226,180	0	215,000	233,633	0
\$250,001 and up	4		11.43%	335,750	0	321,000	0	380,000
Average Closed Price:	\$152,019				\$44,383	\$173,733	\$156,445	\$380,000
Total Closed Units:	35				6	17	11	1
Total Closed Volume:	5,320,654				266.30K	2.95M	1.72M	380.00K



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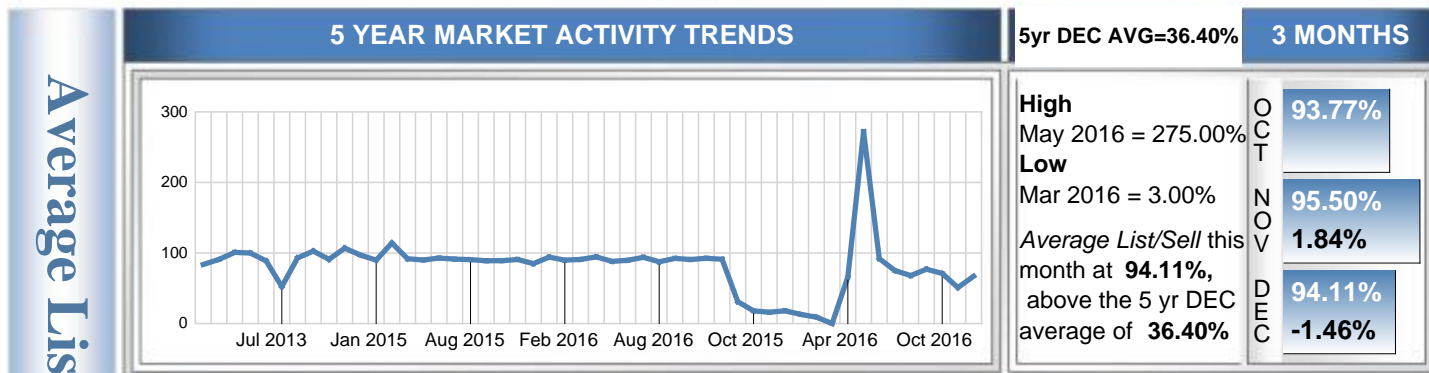
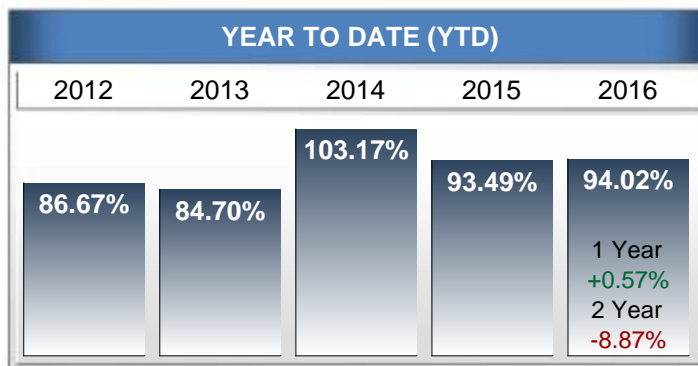
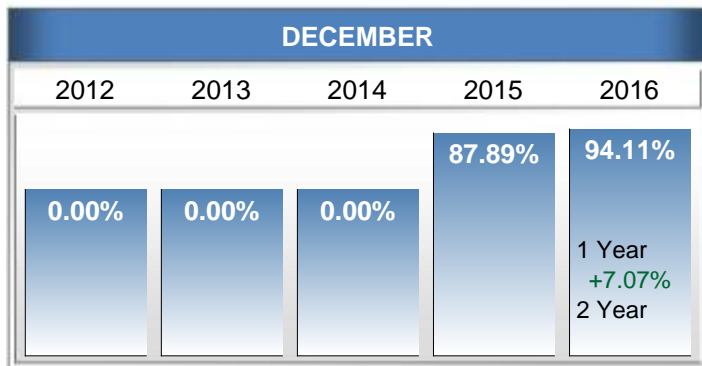
Closed Sales as of Jan 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR

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+
\$25,000 and less	1	2.86%	71.43%	71.43%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	4	11.43%	84.93%	79.90%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	7	20.00%	95.11%	97.68%	91.66%	97.70%	0.00%
\$100,001 - \$175,000	11	31.43%	96.13%	0.00%	96.91%	95.20%	0.00%
\$175,001 - \$200,000	3	8.57%	99.10%	0.00%	98.91%	99.47%	0.00%
\$200,001 - \$250,000	5	14.29%	96.42%	0.00%	92.44%	99.08%	0.00%
\$250,001 and up	4	11.43%	94.99%	0.00%	96.13%	0.00%	91.57%
Average List/Sell Ratio: 94.10%				84.42%	95.74%	97.10%	91.57%
Total Closed Units: 35				6	17	11	1
Total Closed Volume: 5,320,654				266.30K	2.95M	1.72M	380.00K



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 Coal, Garvin, Murray, Pontotoc



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

Active Inventory as of December 31, 2016 = 255

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	29	35	20.69%	356	410	15.17%
Pending Sales	31	29	-6.45%	384	432	12.50%
New Listings	21	70	233.33%	379	897	136.68%
Average List Price	114,397	158,984	38.98%	136,573	134,053	-1.85%
Average Sale Price	105,979	152,019	43.44%	129,306	127,568	-1.34%
Average Percent of List Price to Selling Price	87.89%	94.11%	7.07%	93.49%	94.02%	0.57%
Average Days on Market to Sale	148.00	56.00	-62.16%	110.16	52.08	-52.72%
Monthly Inventory	70	255	264.29%	70	255	264.29%
Months Supply of Inventory	2.36	7.46	216.31%	2.36	7.46	216.31%

