



January 2017

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

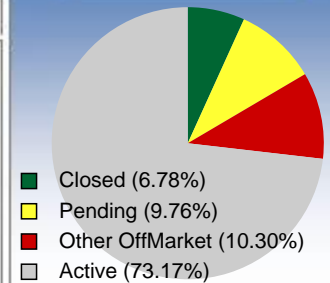


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of January 31, 2017 = **270**

	JANUARY		
	2016	2017	+/- %
Closed Listings	29	25	-13.79%
Pending Listings	31	36	16.13%
New Listings	16	89	456.25%
Average List Price	150,048	131,382	-12.44%
Average Sale Price	143,218	125,318	-12.50%
Average Percent of List Price to Selling Price	97.11%	93.76%	-3.45%
Average Days on Market to Sale	79.93	67.36	-15.73%
End of Month Inventory	53	270	409.43%
Months Supply of Inventory	1.66	7.98	381.83%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 rose **409.43%** to 270 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 **7.98** 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 **12.50%** in January 2017 to \$125,318 versus the previous year at \$143,218.

Average Days on Market Shortens

The average number of **67.36** days that homes spent on the market before selling decreased by 12.57 days or **15.73%** in January 2017 compared to last year's same month at **79.93** DOM.

Sales Success for January 2017 is Positive

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

There were 89 New Listings in January 2017, up **456.25%** from last year at 16. Furthermore, there were 25 Closed Listings this month versus last year at 29, a **-13.79%** decrease.

Closed versus Listed trends yielded a **28.1%** ratio, down from last year's January 2017 at **181.3%**, a **84.50%** 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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January 2017

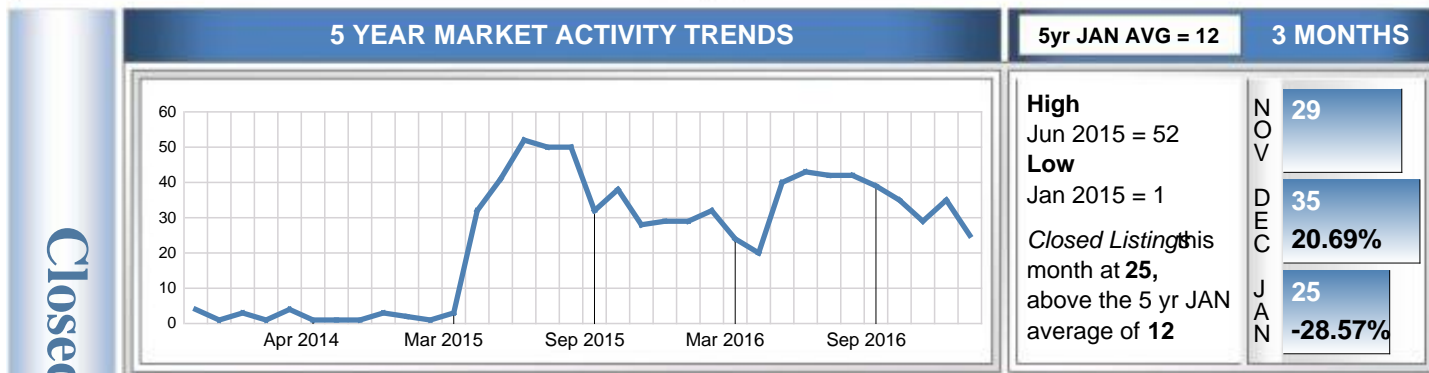
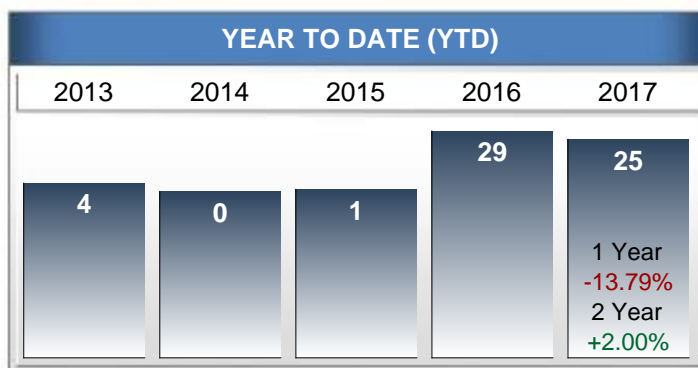
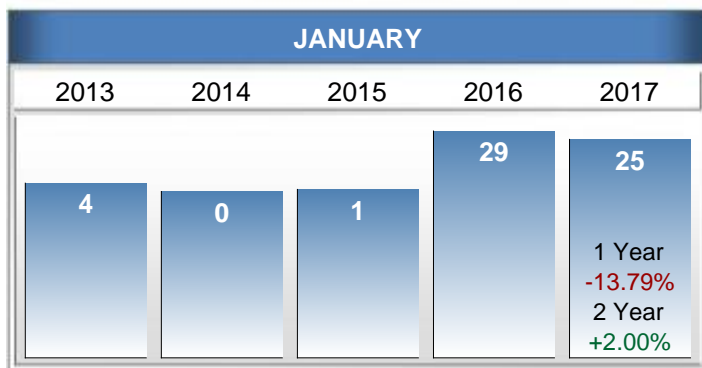
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$60,000 and less	2	8.00%	134.0	1	1	0	0
\$60,001 - \$80,000	3	12.00%	123.0	1	1	1	0
\$80,001 - \$110,000	7	28.00%	54.6	4	3	0	0
\$110,001 - \$130,000	3	12.00%	35.3	0	3	0	0
\$130,001 - \$160,000	4	16.00%	57.5	0	4	0	0
\$160,001 - \$190,000	4	16.00%	58.0	0	3	1	0
\$190,001 and up	2	8.00%	48.5	0	2	0	0
Total Closed Units:	25		67.4	6	17	2	0.00B
Total Closed Volume:	3,132,950			470.75K	2.42M	246.50K	0.00B
Average Closed Price:	\$125,318			\$78,458	\$142,100	\$123,250	\$0

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

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January 2017

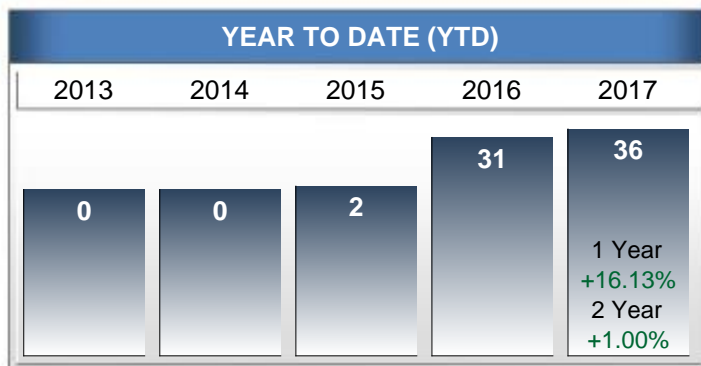
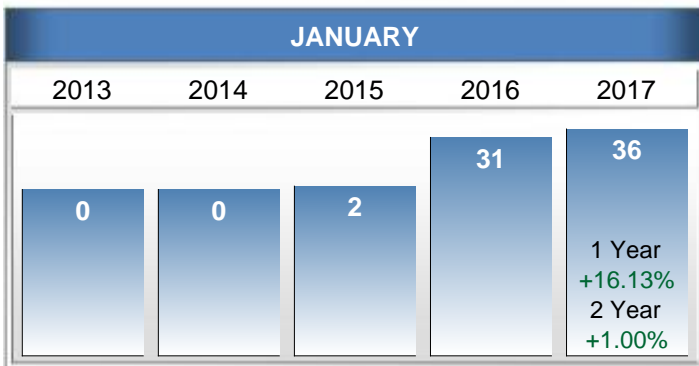
Pending Listings as of Feb 16, 2017



Pending Listings

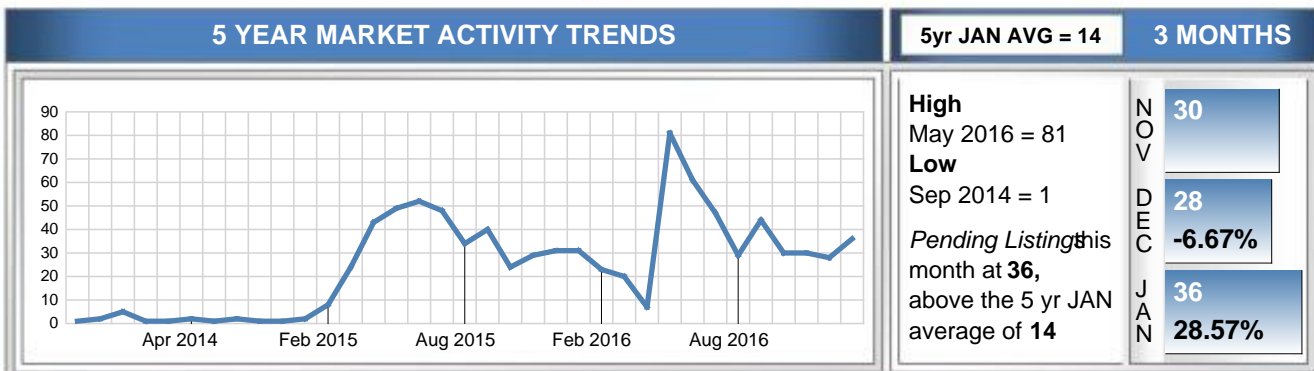
Report Produced on: Feb 16, 2017

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+
\$20,000 and less	3	8.33%	45.3	3	0	0	0
\$20,001 - \$80,000	5	13.89%	77.0	3	2	0	0
\$80,001 - \$120,000	4	11.11%	79.0	1	3	0	0
\$120,001 - \$150,000	9	25.00%	83.0	0	9	0	0
\$150,001 - \$170,000	5	13.89%	70.6	1	3	1	0
\$170,001 - \$330,000	6	16.67%	24.3	0	4	1	1
\$330,001 and up	4	11.11%	28.0	0	2	2	0
Total Pending Units:	36		47.4	8	23	4	1
Total Pending Volume:	5,775,460			452.26K	3.69M	1.45M	175.00K
Average Listing Price:	\$142,172			\$56,533	\$160,643	\$363,350	\$175,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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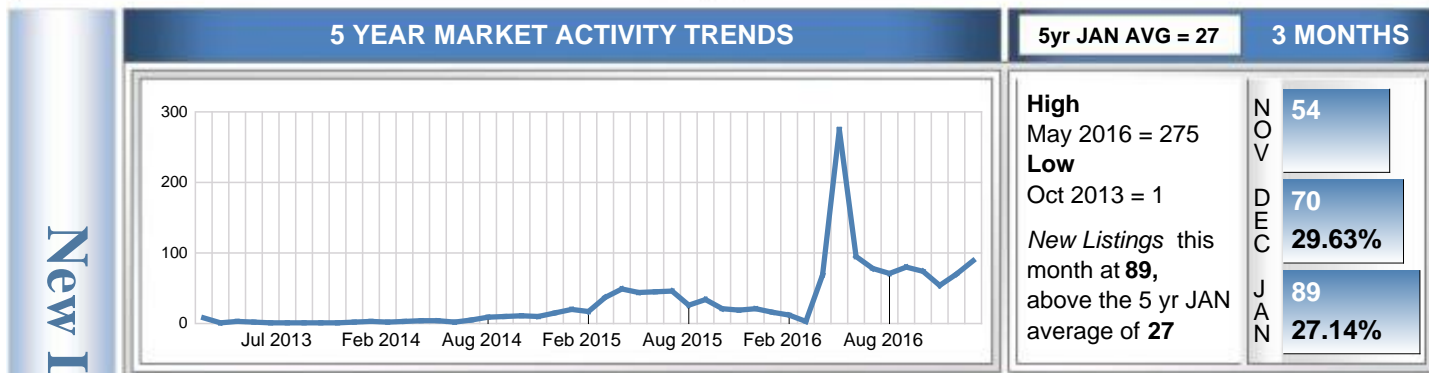
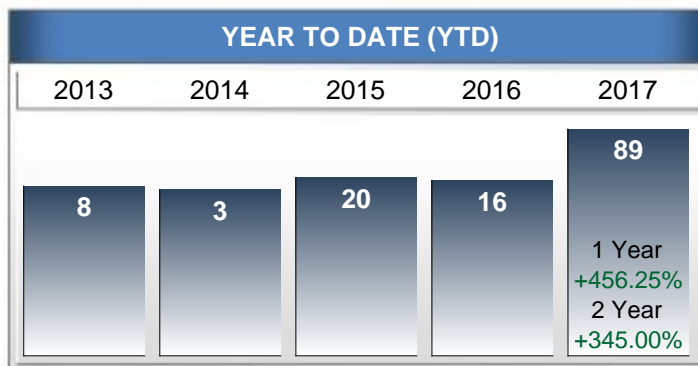
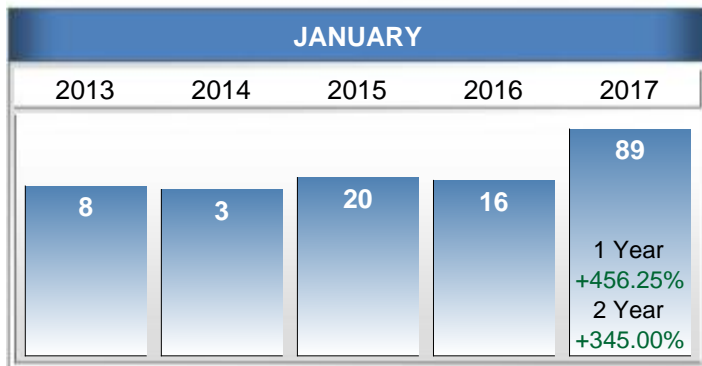
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 2017

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+
\$25,000 and less	8	8.99%	8	0	0	0
\$25,001 - \$50,000	12	13.48%	11	1	0	0
\$50,001 - \$75,000	9	10.11%	6	3	0	0
\$75,001 - \$125,000	17	19.10%	3	14	0	0
\$125,001 - \$175,000	15	16.85%	2	12	0	1
\$175,001 - \$300,000	19	21.35%	3	13	3	0
\$300,001 and up	9	10.11%	0	4	4	1
Total New Listed Units:			33	47	7	2
Total New Listed Volume:			2.11M	8.13M	2.52M	772.00K
Average New Listed Listing Price:			\$63,970	\$172,955	\$360,171	\$386,000



Monthly Inventory Analysis

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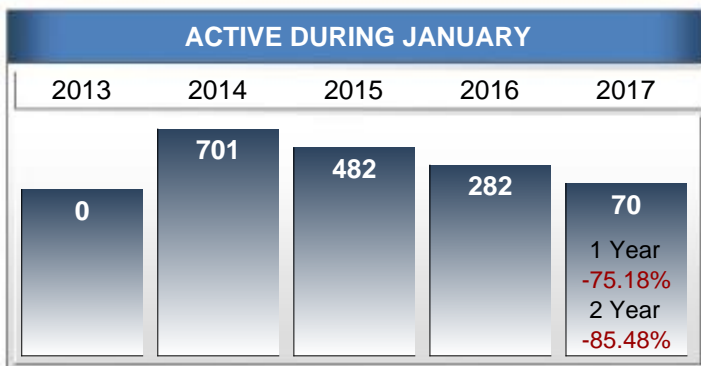
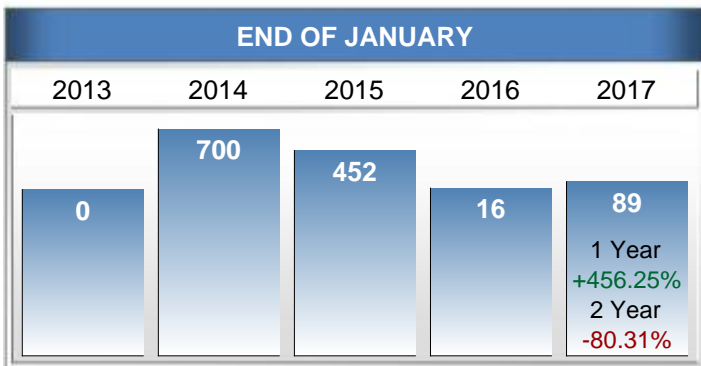
Active Inventory as of Feb 16, 2017



Active Inventory

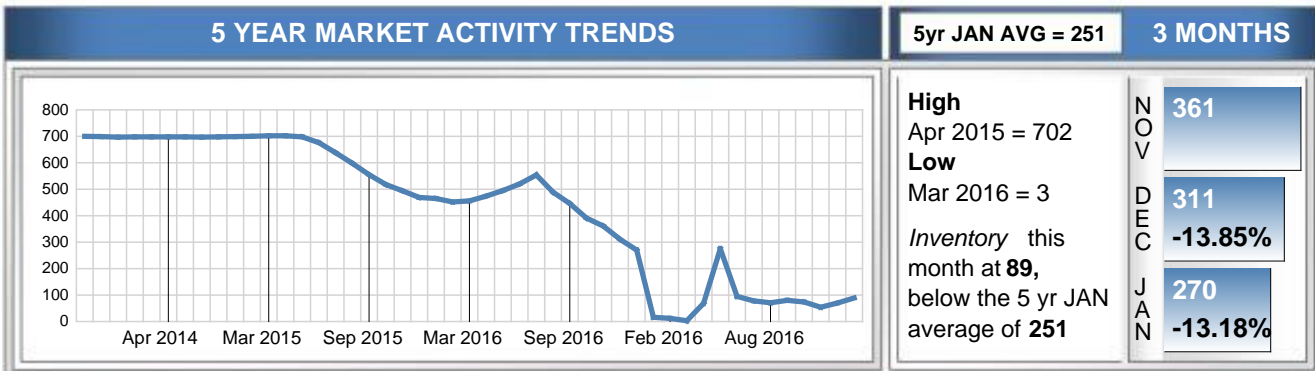
Report Produced on: Feb 16, 2017

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	25	9.26%	83.2	24	1	0	0		
\$25,001 \$50,000	25	9.26%	70.4	23	2	0	0		
\$50,001 \$75,000	28	10.37%	78.2	16	12	0	0		
\$75,001 \$150,000	77	28.52%	68.0	15	56	5	1		
\$150,001 \$250,000	55	20.37%	70.2	13	35	6	1		
\$250,001 \$325,000	33	12.22%	72.3	6	18	9	0		
\$325,001 and up	27	10.00%	78.6	7	11	7	2		
Total Active Inventory by Units:				270	72.7	104	135	27	4
Total Active Inventory by Volume:				48,127,020		14.12M	24.83M	7.66M	1.52M
Average Active Inventory Listing Price:				\$178,248		\$135,736	\$183,929	\$283,856	\$379,000



Monthly Inventory Analysis

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January 2017

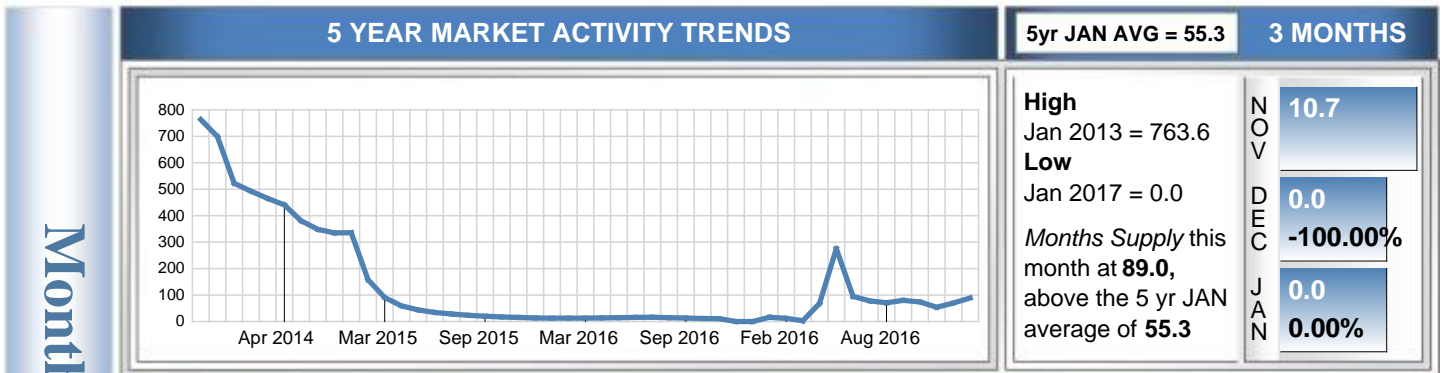
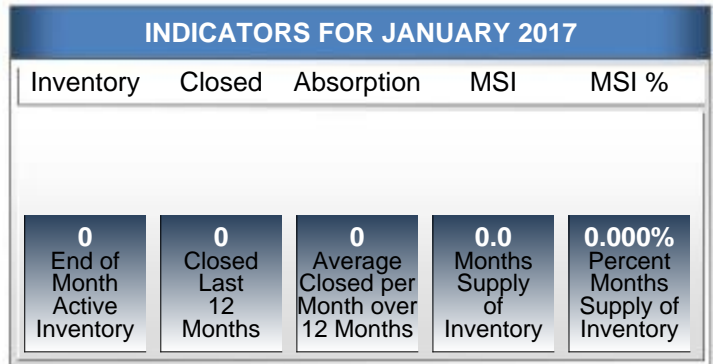
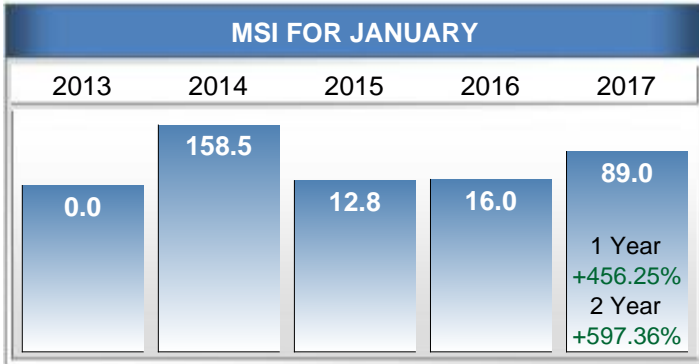
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 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		4.07%	4.3	4.7	0.0	0.0	0.0
\$20,001 - \$60,000	48		17.78%	7.8	13.3	2.8	0.0	0.0
\$60,001 - \$90,000	39		14.44%	7.1	10.9	6.0	2.4	0.0
\$90,001 - \$170,000	70		25.93%	6.1	6.8	6.3	3.4	6.0
\$170,001 - \$250,000	42		15.56%	8.5	72.0	8.1	3.6	4.0
\$250,001 - \$320,000	29		10.74%	15.8	48.0	14.8	18.0	0.0
\$320,001 and up	31		11.48%	23.3	36.0	22.3	84.0	4.8
MSI:				8.0	11.7	6.9	6.4	3.4
Total Active Inventory:				270	104	135	27	4



Monthly Inventory Analysis

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January 2017

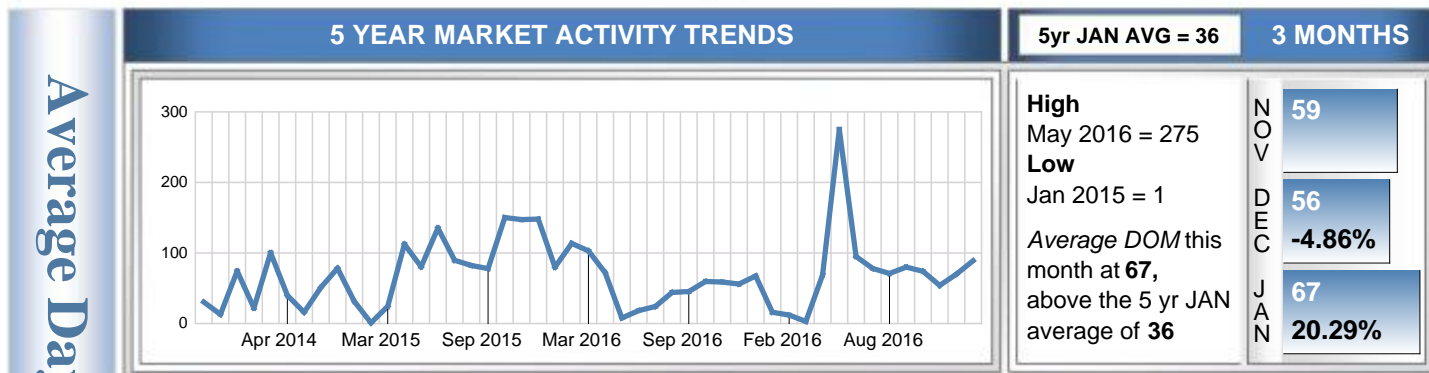
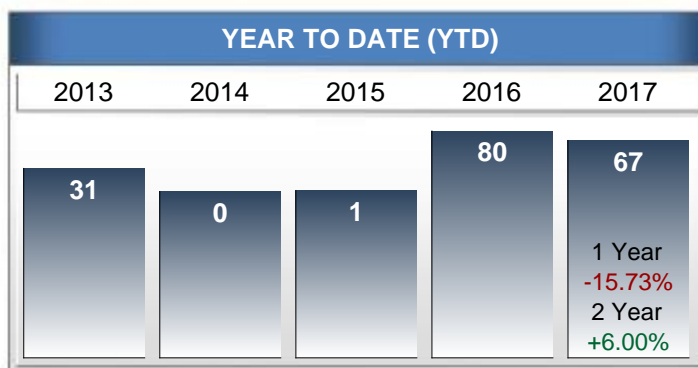
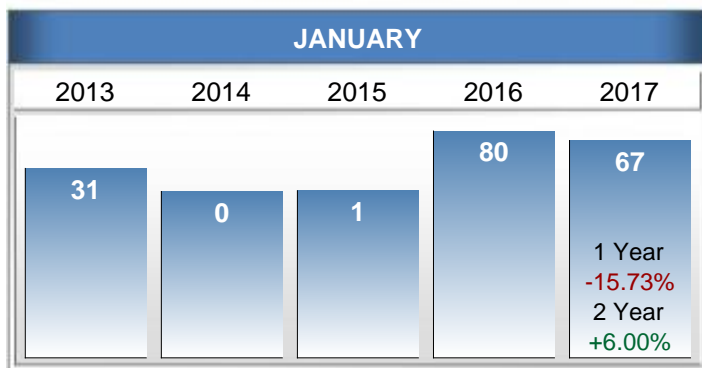
Closed Sales as of Feb 16, 2017



Average Days on Market to Sale

Report Produced on: Feb 16, 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+
\$60,000 and less	2	8.00%	134.0	141.0	127.0	0.0	0.0
\$60,001 - \$80,000	3	12.00%	123.0	116.0	101.0	152.0	0.0
\$80,001 - \$110,000	7	28.00%	54.6	88.8	9.0	0.0	0.0
\$110,001 - \$130,000	3	12.00%	35.3	0.0	35.3	0.0	0.0
\$130,001 - \$160,000	4	16.00%	57.5	0.0	57.5	0.0	0.0
\$160,001 - \$190,000	4	16.00%	58.0	0.0	68.3	27.0	0.0
\$190,001 and up	2	8.00%	48.5	0.0	48.5	0.0	0.0
Average Closed DOM: 67.4				102.0	52.5	89.5	0.0
Total Closed Units: 25				6	17	2	0
Total Closed Volume: 3,132,950				470.75K	2.42M	246.50K	0.00B



Monthly Inventory Analysis

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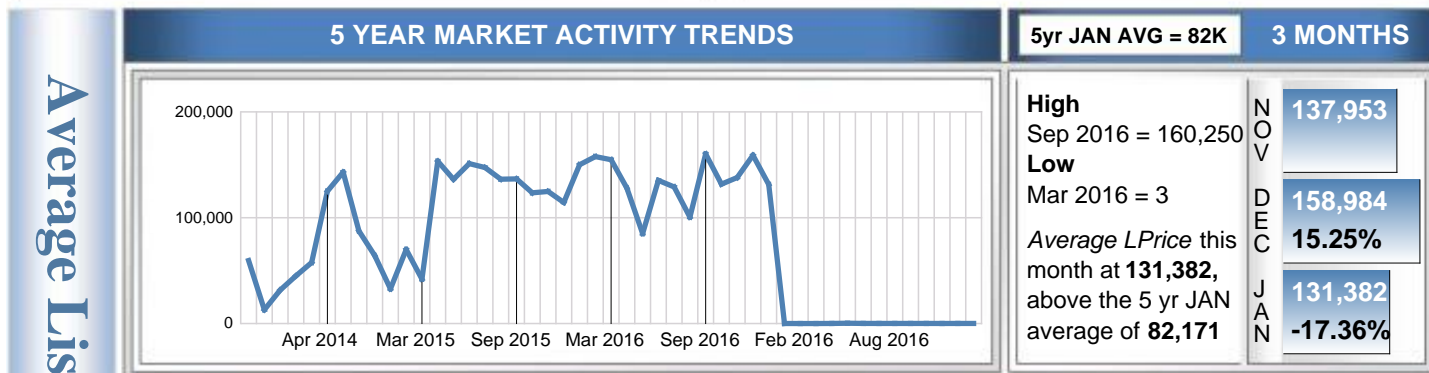
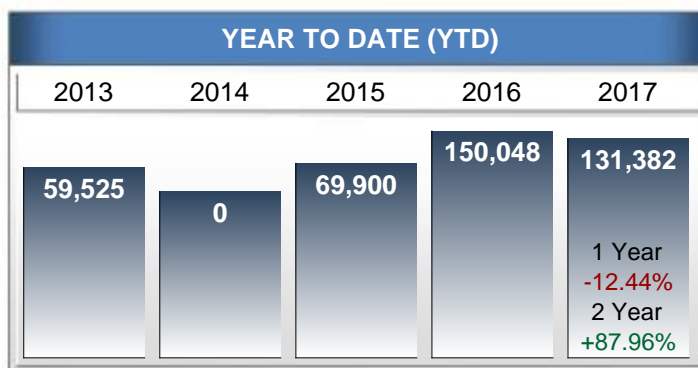
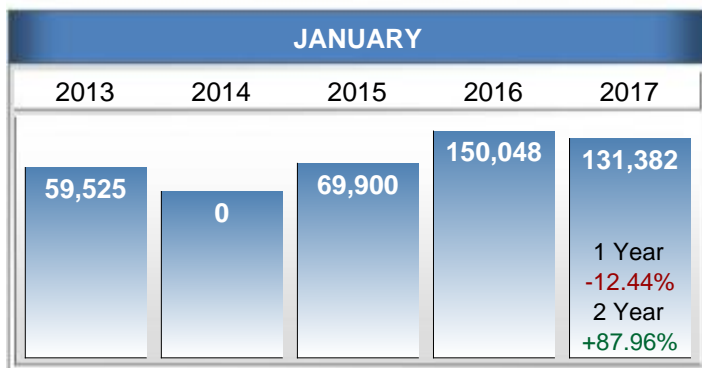
Closed Sales as of Feb 16, 2017



Average List Price at Closing

Report Produced on: Feb 16, 2017

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+
\$60,000 and less	2	8.00%	30,700	7,000	54,400	0	0
\$60,001 - \$80,000	2	8.00%	70,400	60,900	79,900	85,000	0
\$80,001 - \$110,000	5	20.00%	92,780	112,240	96,633	0	0
\$110,001 - \$130,000	6	24.00%	121,460	0	122,933	0	0
\$130,001 - \$160,000	3	12.00%	137,267	0	145,200	0	0
\$160,001 - \$190,000	5	20.00%	174,580	0	176,633	174,000	0
\$190,001 and up	2	8.00%	302,500	0	302,500	0	0
Average List Price:	\$131,382			\$86,143	\$147,571	\$129,500	\$0
Total Closed Units:	25			6	17	2	
Total List Volume:	3,284,560			516.86K	2.51M	259.00K	0.00B



Monthly Inventory Analysis

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January 2017

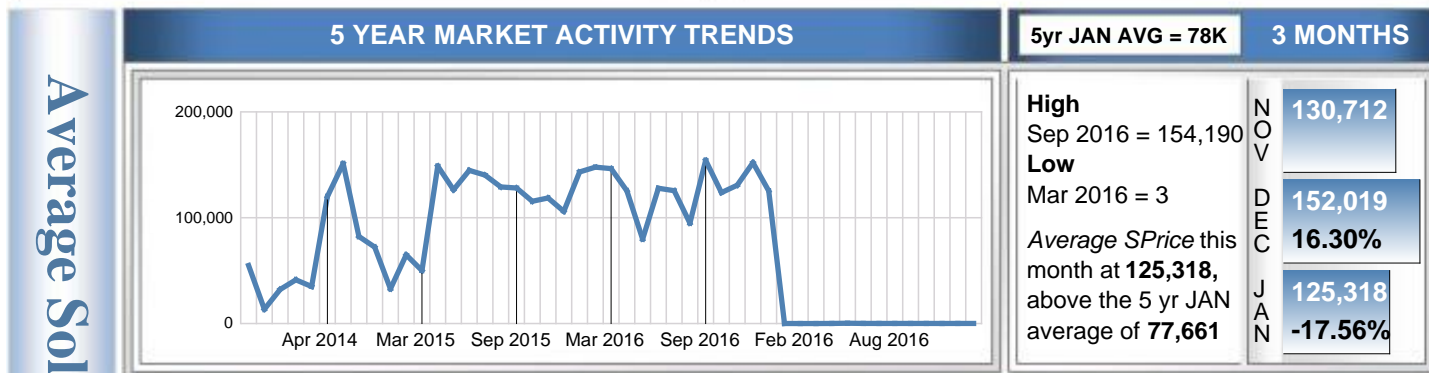
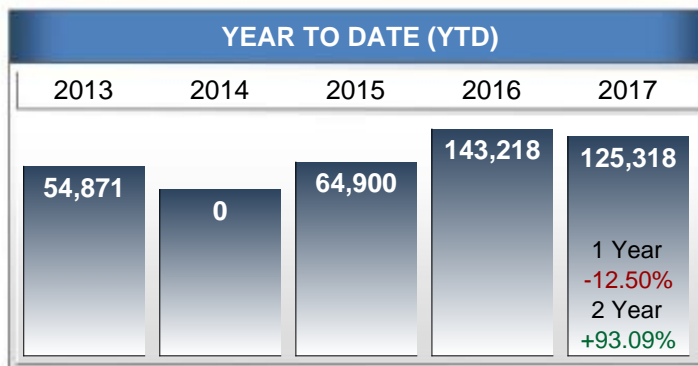
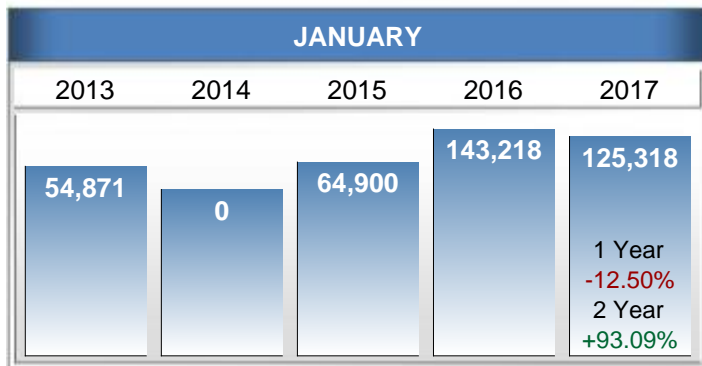
Closed Sales as of Feb 16, 2017



Average Sold Price at Closing

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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+
\$60,000 and less	2		8.00%	20,125	4,250	36,000	0	0
\$60,001 - \$80,000	3		12.00%	72,167	61,500	75,000	80,000	0
\$80,001 - \$110,000	7		28.00%	98,786	101,250	95,500	0	0
\$110,001 - \$130,000	3		12.00%	120,967	0	120,967	0	0
\$130,001 - \$160,000	4		16.00%	142,575	0	142,575	0	0
\$160,001 - \$190,000	4		16.00%	173,500	0	175,833	166,500	0
\$190,001 and up	2		8.00%	278,750	0	278,750	0	0
Average Closed Price:		\$125,318			\$78,458	\$142,100	\$123,250	\$0
Total Closed Units:		25			6	17	2	
Total Closed Volume:		3,132,950			470.75K	2.42M	246.50K	0.00B



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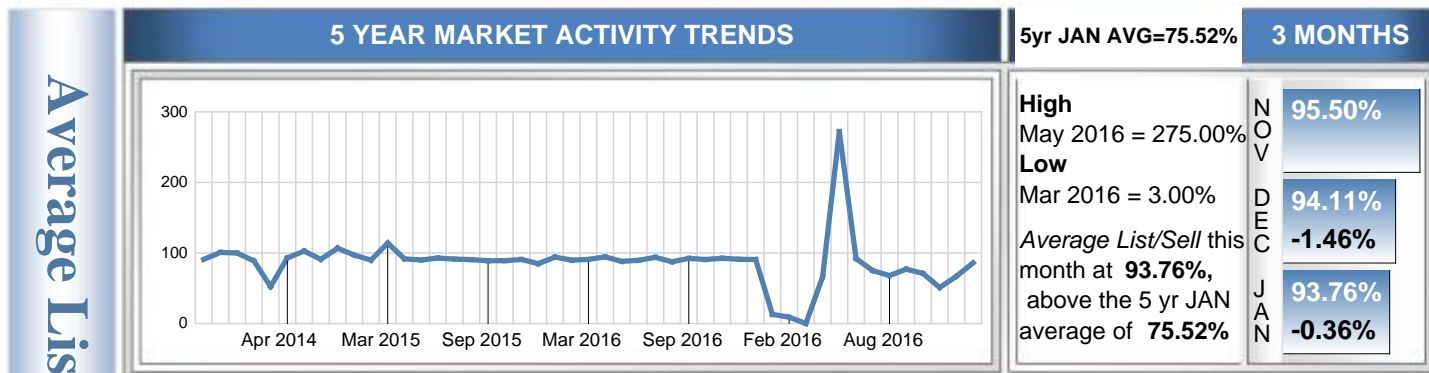
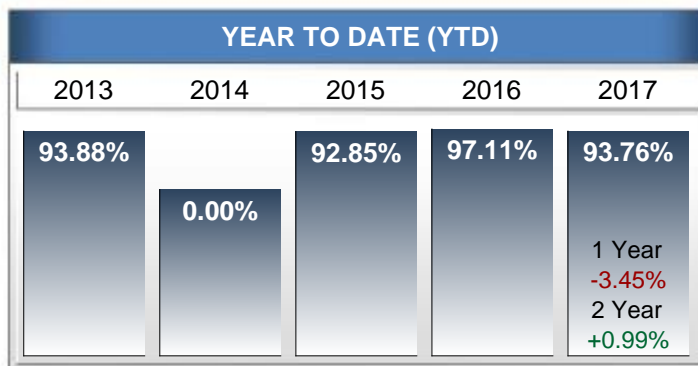
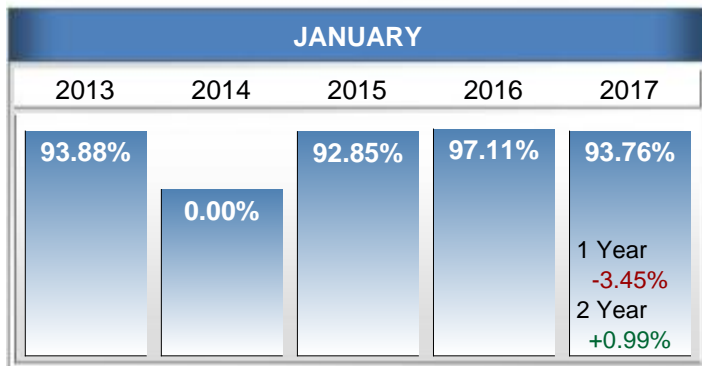
Closed Sales as of Feb 16, 2017



Average Percent of List Price to Selling Price

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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+
\$60,000 and less	2	8.00%	63.45%	60.71%	66.18%	0.00%	0.00%
\$60,001 \$80,000	3	12.00%	96.32%	100.99%	93.87%	94.12%	0.00%
\$80,001 \$110,000	7	28.00%	94.13%	90.67%	98.74%	0.00%	0.00%
\$110,001 \$130,000	3	12.00%	98.32%	0.00%	98.32%	0.00%	0.00%
\$130,001 \$160,000	4	16.00%	98.45%	0.00%	98.45%	0.00%	0.00%
\$160,001 \$190,000	4	16.00%	98.58%	0.00%	99.55%	95.69%	0.00%
\$190,001 and up	2	8.00%	93.13%	0.00%	93.13%	0.00%	0.00%
Average List/Sell Ratio: 93.80%				87.39%	95.88%	94.90%	0.00%
Total Closed Units: 25				6	17	2	
Total Closed Volume: 3,132,950				470.75K	2.42M	246.50K	0.00B



Monthly Inventory Analysis

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January 2017

Inventory as of Feb 16, 2017



Market Summary

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

Active Inventory as of January 31, 2017 = 270

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

JANUARY			Year To Date		
2016	2017	+/-%	2016	2017	+/-%
29	25	-13.79%	29	25	-13.79%
31	36	16.13%	31	36	16.13%
16	89	456.25%	16	89	456.25%
150,048	131,382	-12.44%	150,048	131,382	-12.44%
143,218	125,318	-12.50%	143,218	125,318	-12.50%
97.11%	93.76%	-3.45%	97.11%	93.76%	-3.45%
79.93	67.36	-15.73%	79.93	67.36	-15.73%
53	270	409.43%	53	270	409.43%
1.66	7.98	381.83%	1.66	7.98	381.83%

