



# July 2017

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

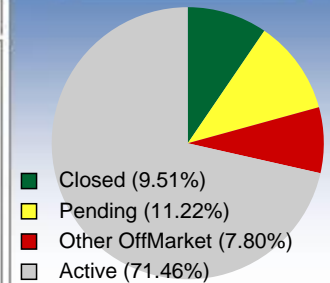


**Absorption:** Last 12 months, an Average of **36** Sales/Month

**Active Inventory** as of July 30, 2017 = **293**

	JULY		
	2016	2017	+/- %
Closed Listings	46	39	-15.22%
Pending Listings	49	46	-6.12%
New Listings	78	77	-1.28%
Average List Price	121,500	185,951	53.05%
Average Sale Price	117,620	169,121	43.79%
Average Percent of List Price to Selling Price	95.07%	94.35%	-0.75%
Average Days on Market to Sale	28.89	62.72	117.08%
End of Month Inventory	253	293	15.81%
Months Supply of Inventory	7.19	8.10	12.61%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **15.81%** to 293 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **8.10** 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 **43.79%** in July 2017 to \$169,121 versus the previous year at \$117,620.

### Average Days on Market Lengthens

The average number of **62.72** days that homes spent on the market before selling increased by 33.83 days or **117.08%** in July 2017 compared to last year's same month at **28.89** DOM.

### Sales Success for July 2017 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 77 New Listings in July 2017, down **1.28%** from last year at 78. Furthermore, there were 39 Closed Listings this month versus last year at 46, a **-15.22%** decrease.

Closed versus Listed trends yielded a **50.6%** ratio, down from last year's July 2017 at **59.0%**, a **14.12%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

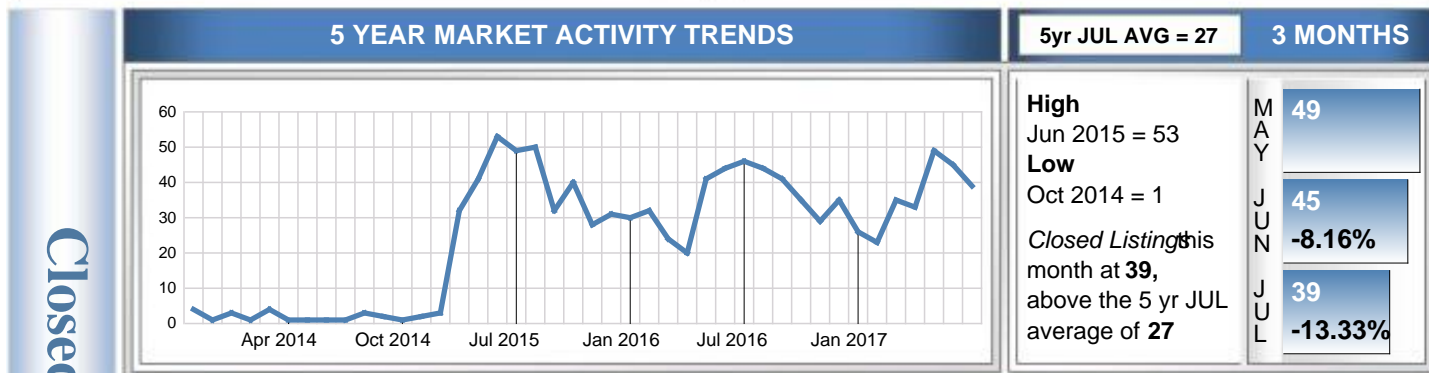
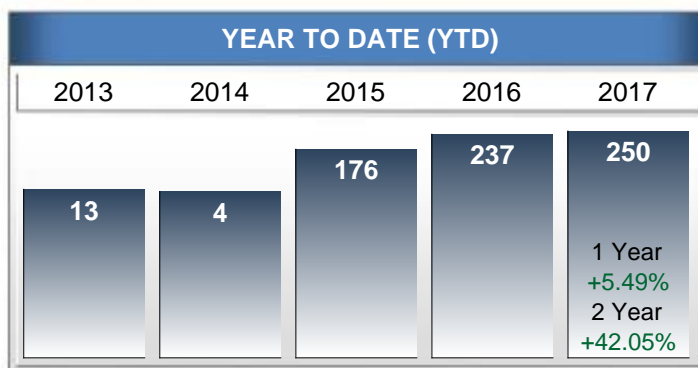
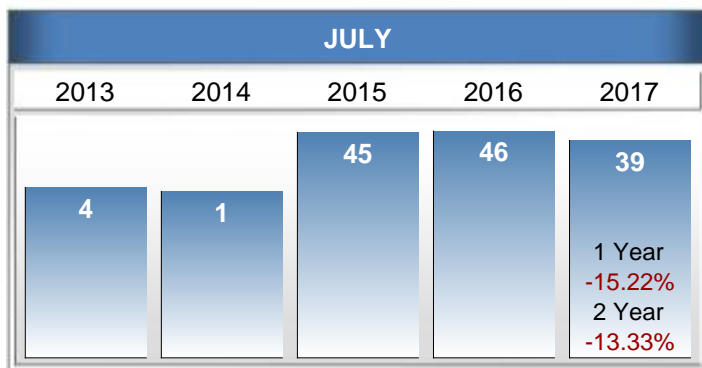
Closed Sales as of Aug 14, 2017



### Closed Listings

Report Produced on: Aug 14, 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+
\$50,000 and less	3	7.69%	48.7	0	3	0	0
\$50,001 - \$75,000	5	12.82%	52.4	5	0	0	0
\$75,001 - \$100,000	6	15.38%	81.5	0	5	0	1
\$100,001 - \$150,000	4	10.26%	69.0	1	3	0	0
\$150,001 - \$225,000	13	33.33%	50.1	1	7	4	1
\$225,001 - \$275,000	4	10.26%	99.3	0	1	3	0
\$275,001 and up	4	10.26%	56.3	1	2	1	0
<b>Total Closed Units:</b>	<b>39</b>		<b>62.7</b>	<b>8</b>	<b>21</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>6,595,700</b>			<b>1.54M</b>	<b>2.97M</b>	<b>1.78M</b>	<b>303.00K</b>
<b>Average Closed Price:</b>	<b>\$169,121</b>			<b>\$192,319</b>	<b>\$141,488</b>	<b>\$222,863</b>	<b>\$151,500</b>

Closed Listings

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# Monthly Inventory Analysis

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## July 2017

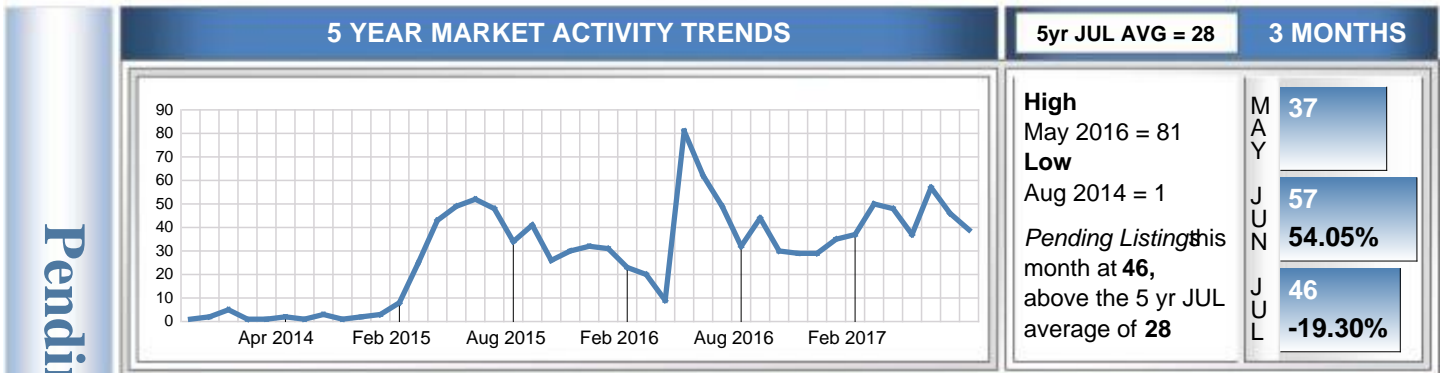
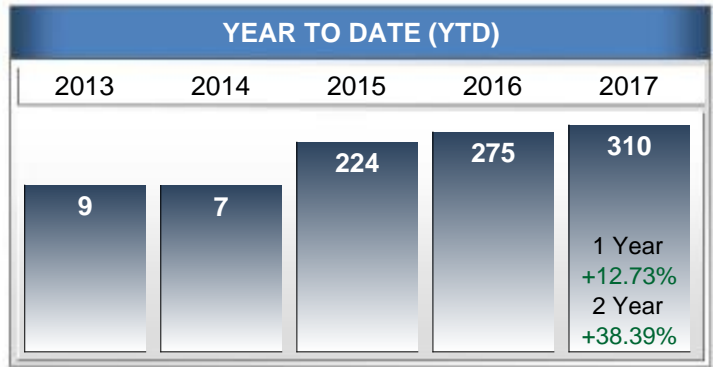
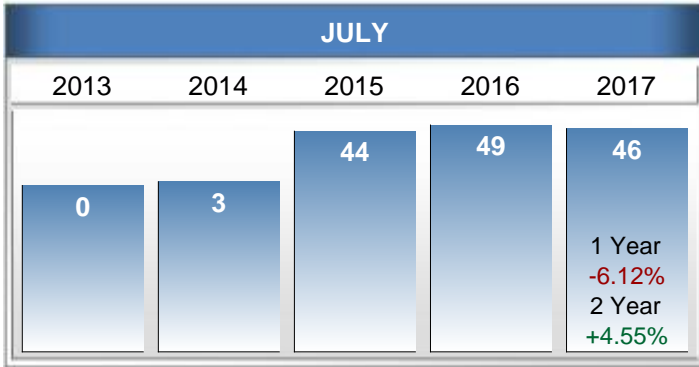
Pending Listings as of Aug 14, 2017



### Pending Listings

Report Produced on: Aug 14, 2017

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



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	5	10.87%	51.4	4	1	0	0
\$60,001 - \$80,000	4	8.70%	60.5	3	0	1	0
\$80,001 - \$120,000	8	17.39%	62.9	1	6	1	0
\$120,001 - \$150,000	8	17.39%	66.3	0	6	2	0
\$150,001 - \$190,000	10	21.74%	78.8	2	8	0	0
\$190,001 - \$270,000	6	13.04%	69.0	2	2	2	0
\$270,001 and up	5	10.87%	96.6	0	3	2	0
Total Pending Units: 46				101.7			
Total Pending Volume: 7,097,790				1.31M 4.24M 1.55M 0.00B			
Average Listing Price: \$140,214				\$108,900 \$163,219 \$193,413 \$0			

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

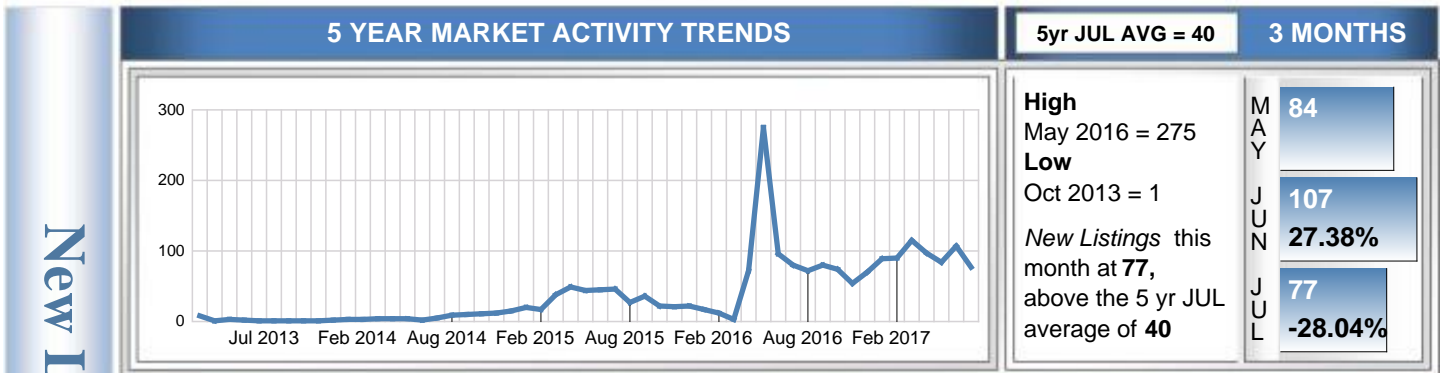
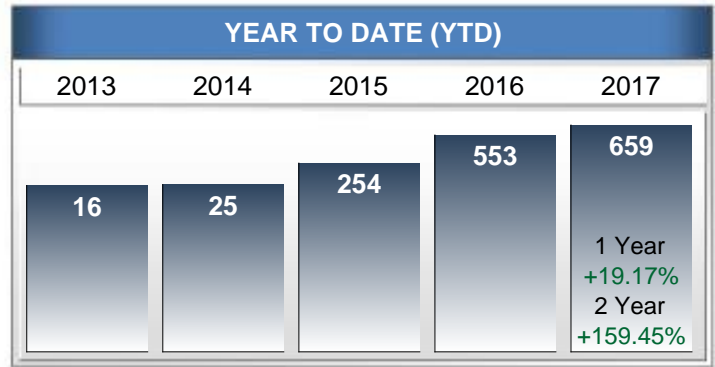
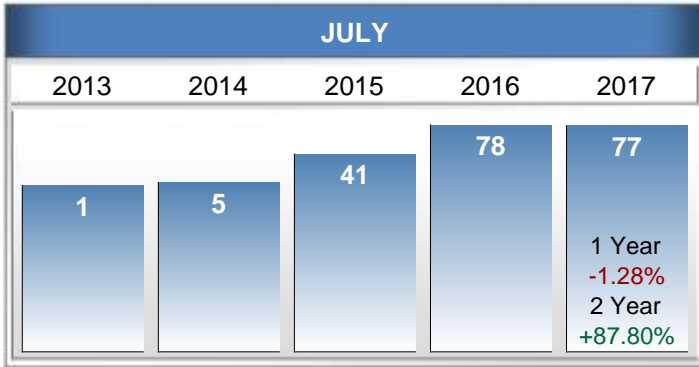
New Listings as of Aug 14, 2017



### New Listings

Report Produced on: Aug 14, 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+
\$30,000 and less	7	9.09%	7	0	0	0
\$30,001 - \$60,000	9	11.69%	8	1	0	0
\$60,001 - \$90,000	12	15.58%	5	7	0	0
\$90,001 - \$150,000	20	25.97%	5	14	1	0
\$150,001 - \$190,000	11	14.29%	2	8	1	0
\$190,001 - \$270,000	10	12.99%	2	5	3	0
\$270,001 and up	8	10.39%	1	1	5	1
<b>Total New Listed Units:</b>	<b>77</b>		<b>30</b>	<b>36</b>	<b>10</b>	<b>1</b>
<b>Total New Listed Volume:</b>	<b>11,958,890</b>		<b>2.49M</b>	<b>5.60M</b>	<b>2.57M</b>	<b>1.30M</b>
<b>Average New Listed Listing Price:</b>	<b>\$0</b>		<b>\$82,917</b>	<b>\$155,489</b>	<b>\$257,380</b>	<b>\$1,300,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

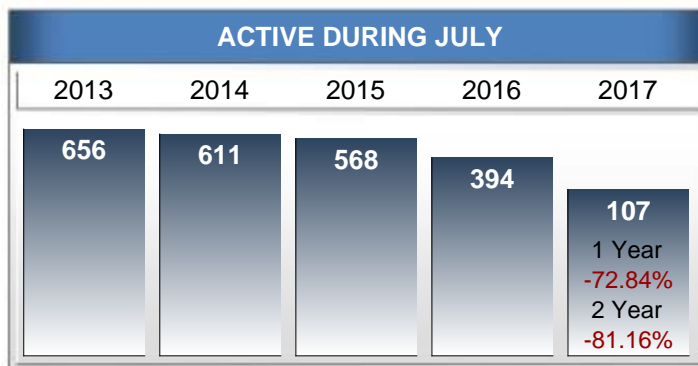
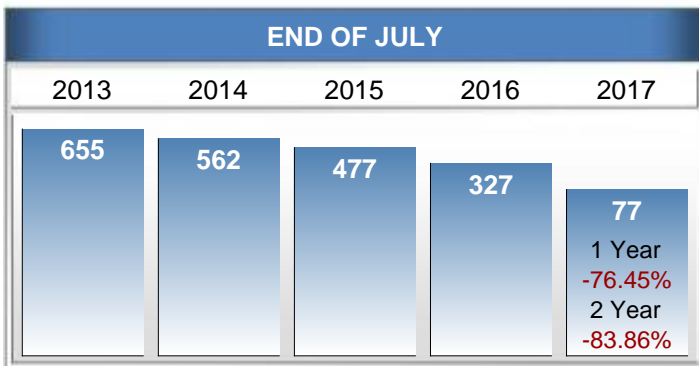
Active Inventory as of Aug 14, 2017



### Active Inventory

Report Produced on: Aug 14, 2017

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



Active Inventory

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**5yr JUL AVG = 420**      **3 MONTHS**

**High**  
Jan 2015 = 661

**Low**  
Nov 2016 = 54

*Inventory* this month at **77**, below the 5 yr JUL average of **420**

MAY	319
JUN	327
JUL	2.51%
JUL	293
JUL	-10.40%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	13	4.44%	90.4	13	0	0	0		
\$25,001 \$50,000	37	12.63%	80.7	32	5	0	0		
\$50,001 \$100,000	57	19.45%	69.7	28	25	4	0		
\$100,001 \$150,000	62	21.16%	68.4	13	41	8	0		
\$150,001 \$225,000	55	18.77%	72.3	12	32	9	2		
\$225,001 \$325,000	39	13.31%	70.6	4	20	12	3		
\$325,001 and up	30	10.24%	92.4	9	7	7	7		
Total Active Inventory by Units:				293	74.7	111	130	40	12
Total Active Inventory by Volume:				54,871,650		15.93M	23.44M	9.60M	5.90M
Average Active Inventory Listing Price:				\$187,275		\$143,524	\$180,286	\$240,078	\$491,683





# Monthly Inventory Analysis

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## July 2017

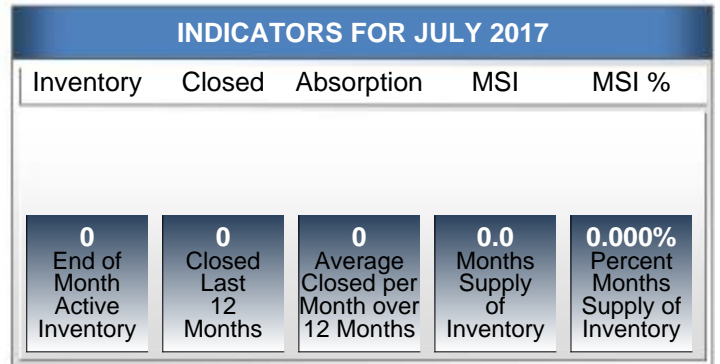
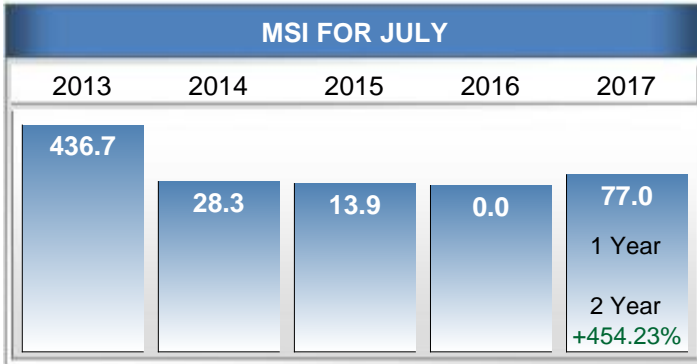
Active Inventory as of Aug 14, 2017



### Months Supply of Inventory

Report Produced on: Aug 14, 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+
\$30,000 and less	21	7.17%	7.6	7.7	7.2	0.0	0.0	
\$30,001 \$60,000	37	12.63%	6.7	9.5	2.8	0.0	0.0	
\$60,001 \$100,000	49	16.72%	6.8	11.5	5.0	5.3	0.0	
\$100,001 \$160,000	71	24.23%	6.8	16.8	5.8	6.7	0.0	
\$160,001 \$230,000	49	16.72%	8.4	26.4	7.8	5.6	4.8	
\$230,001 \$320,000	33	11.26%	11.3	36.0	9.7	12.0	12.0	
\$320,001 and up	33	11.26%	23.3	60.0	10.7	28.0	32.0	
MSI:	8.1			12.1	6.2	8.1	10.3	
Total Active Inventory:	293			111	130	40	12	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

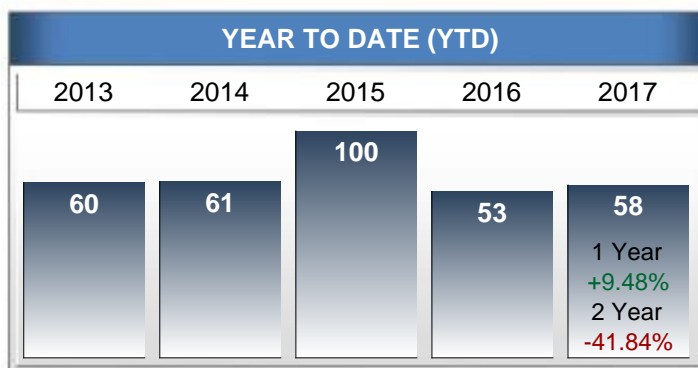
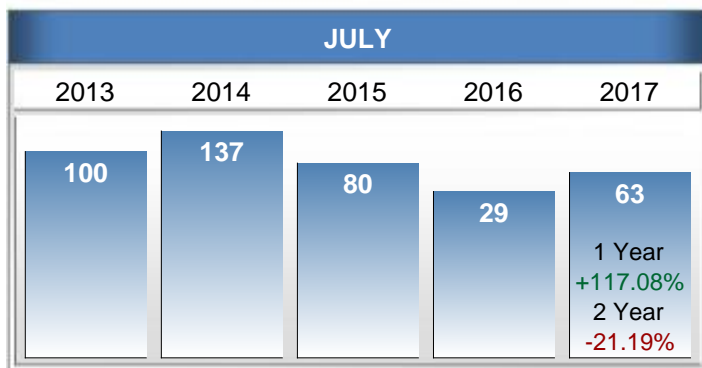
Closed Sales as of Aug 14, 2017



### Average Days on Market to Sale

Report Produced on: Aug 14, 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+
\$50,000 and less	3	7.69%	48.7	0.0	48.7	0.0	0.0
\$50,001 - \$75,000	5	12.82%	52.4	52.4	0.0	0.0	0.0
\$75,001 - \$100,000	6	15.38%	81.5	0.0	76.8	0.0	105.0
\$100,001 - \$150,000	4	10.26%	69.0	35.0	80.3	0.0	0.0
\$150,001 - \$225,000	13	33.33%	50.1	140.0	56.4	25.0	16.0
\$225,001 - \$275,000	4	10.26%	99.3	0.0	144.0	84.3	0.0
\$275,001 and up	4	10.26%	56.3	30.0	93.5	8.0	0.0
Average Closed DOM: 62.7				58.4	71.3	45.1	60.5
Total Closed Units: 39				8	21	8	2
Total Closed Volume: 6,595,700				1.54M	2.97M	1.78M	303.00K



# Monthly Inventory Analysis

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## July 2017

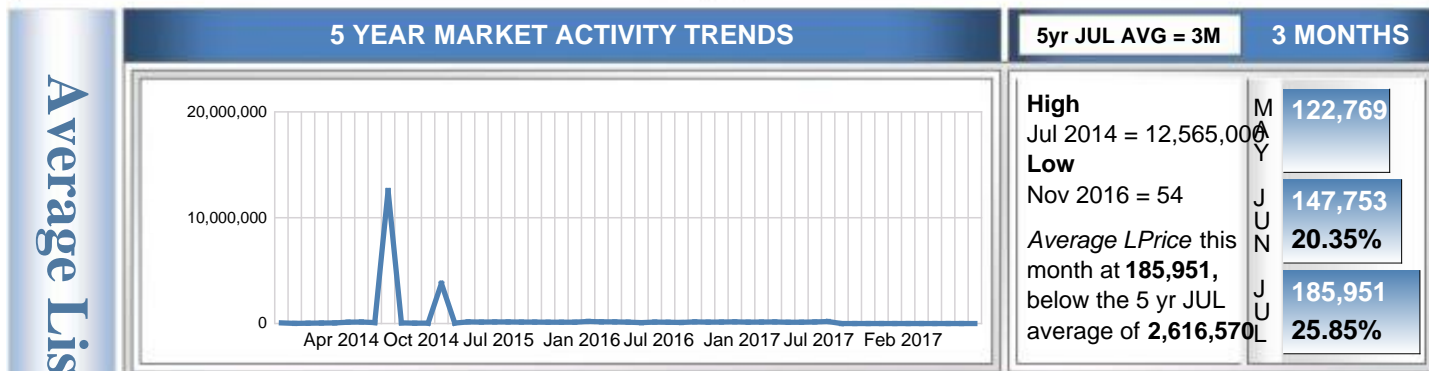
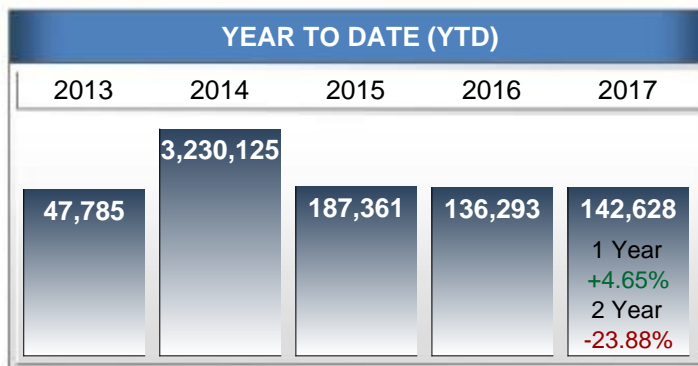
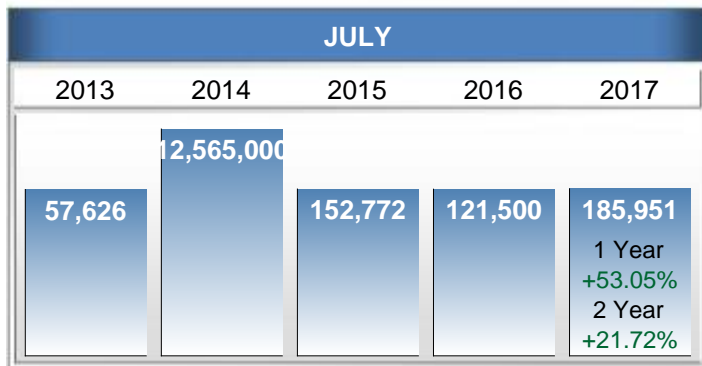
Closed Sales as of Aug 14, 2017



### Average List Price at Closing

Report Produced on: Aug 14, 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+
\$50,000 and less	3	7.69%	38,967	0	38,967	0	0
\$50,001 - \$75,000	4	10.26%	61,475	64,380	0	0	0
\$75,001 - \$100,000	7	17.95%	87,457	0	89,640	0	88,000
\$100,001 - \$150,000	2	5.13%	135,400	174,000	141,767	0	0
\$150,001 - \$225,000	12	30.77%	177,058	250,000	179,843	200,350	214,900
\$225,001 - \$275,000	7	17.95%	250,529	0	260,000	254,900	0
\$275,001 and up	4	10.26%	531,975	1,250,000	289,450	299,000	0
Average List Price:	\$185,951			\$249,488	\$147,057	\$233,138	\$151,450
Total Closed Units:	39			8	21	8	2
Total List Volume:	7,252,100			2.00M	3.09M	1.87M	302.90K





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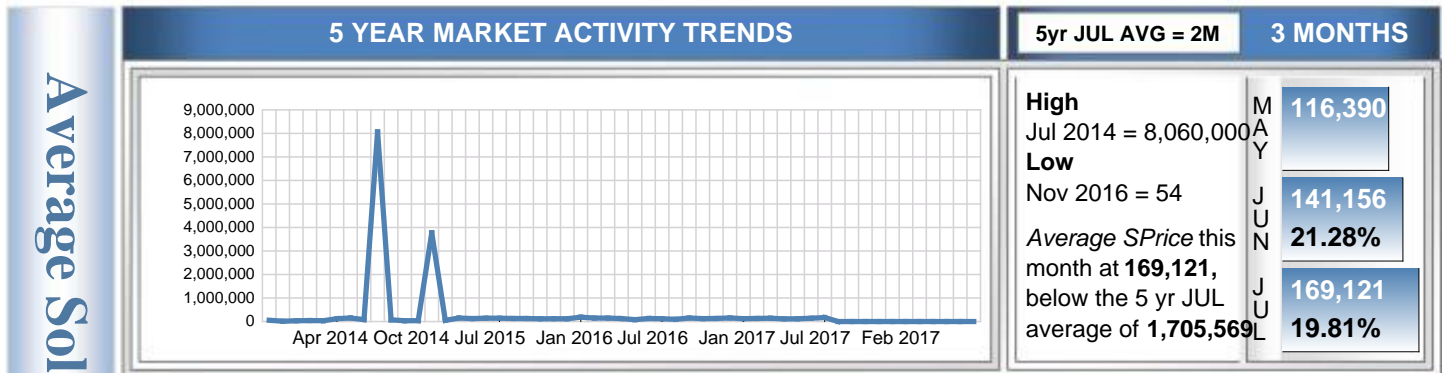
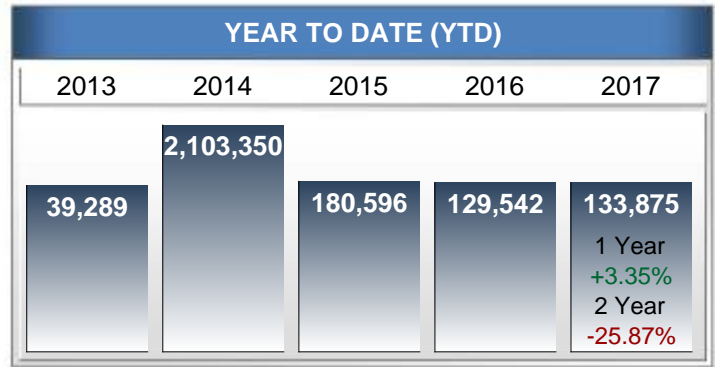
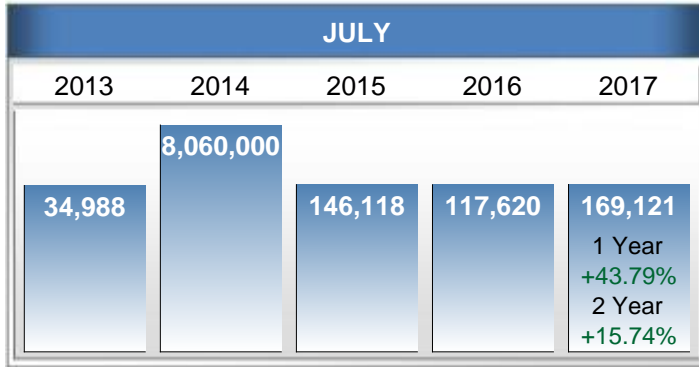
Closed Sales as of Aug 14, 2017



### 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+
\$50,000 and less	3	7.69%	36,333	0	36,333	0	0
\$50,001 - \$75,000	5	12.82%	60,710	60,710	0	0	0
\$75,001 - \$100,000	6	15.38%	86,800	0	87,160	0	85,000
\$100,001 - \$150,000	4	10.26%	128,663	120,000	131,550	0	0
\$150,001 - \$225,000	13	33.33%	181,708	215,000	170,257	184,350	218,000
\$225,001 - \$275,000	4	10.26%	253,125	0	260,000	250,833	0
\$275,001 and up	4	10.26%	443,250	900,000	290,000	293,000	0
Average Closed Price:	\$169,121			\$192,319	\$141,488	\$222,863	\$151,500
Total Closed Units:	39			8	21	8	2
Total Closed Volume:	6,595,700			1.54M	2.97M	1.78M	303.00K



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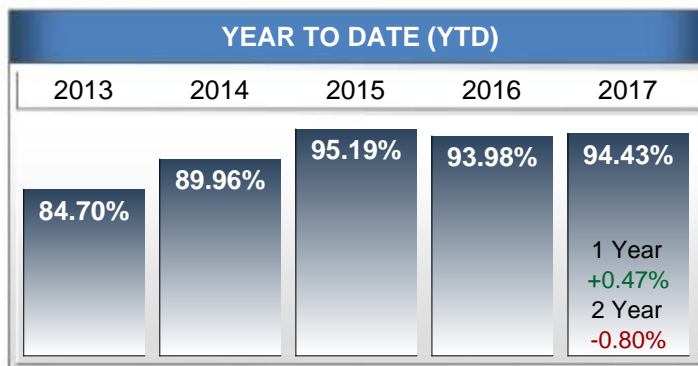
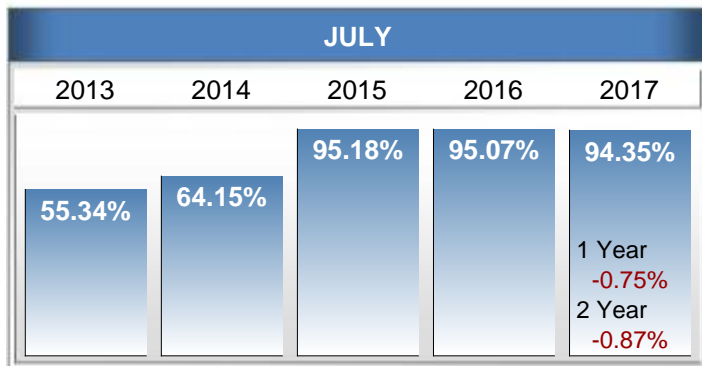
Closed Sales as of Aug 14, 2017



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JUL AVG=80.82%	3 MONTHS
<b>High</b> Mar 2015 = 117.11%	MAY <b>93.17%</b>
<b>Low</b> Nov 2016 = 54.00%	JUN <b>96.38%</b>
Average List/Sell this month at <b>94.35%</b> , above the 5 yr JUL average of <b>80.82%</b>	JUL <b>94.35%</b>
	JUL <b>-2.10%</b>

#### 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+
\$50,000 and less	3	7.69%	94.71%	0.00%	94.71%	0.00%	0.00%
\$50,001 - \$75,000	5	12.82%	95.23%	95.23%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	6	15.38%	97.11%	0.00%	97.22%	0.00%	96.59%
\$100,001 - \$150,000	4	10.26%	87.21%	68.97%	93.30%	0.00%	0.00%
\$150,001 - \$225,000	13	33.33%	94.00%	86.00%	94.76%	92.83%	101.44%
\$225,001 - \$275,000	4	10.26%	98.80%	0.00%	100.00%	98.40%	0.00%
\$275,001 and up	4	10.26%	92.66%	72.00%	100.32%	97.99%	0.00%
Average List/Sell Ratio: 94.40%				87.89%	95.91%	95.57%	99.02%
Total Closed Units: 39				8	21	8	2
Total Closed Volume: 6,595,700				1.54M	2.97M	1.78M	303.00K



# Monthly Inventory Analysis

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## July 2017

Inventory as of Aug 14, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 36 Sales/Month

**Active Inventory** as of July 30, 2017 = 293

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	46	39	-15.22%	237	250	5.49%
Pending Sales	49	46	-6.12%	275	310	12.73%
New Listings	78	77	-1.28%	553	659	19.17%
Average List Price	121,500	185,951	53.05%	136,293	142,628	4.65%
Average Sale Price	117,620	169,121	43.79%	129,542	133,875	3.35%
Average Percent of List Price to Selling Price	95.07%	94.35%	-0.75%	93.98%	94.43%	0.47%
Average Days on Market to Sale	28.89	62.72	117.08%	53.27	58.32	9.48%
Monthly Inventory	253	293	15.81%	253	293	15.81%
Months Supply of Inventory	7.19	8.10	12.61%	7.19	8.10	12.61%

