



July 2017

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

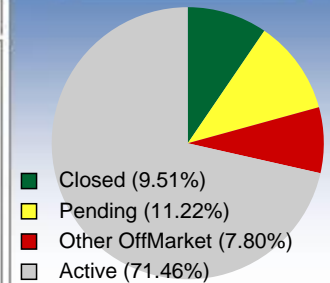


Absorption: Last 12 months, an Average of **36** Sales/Month

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%
Median List Price	114,950	163,500	42.24%
Median Sale Price	110,500	155,900	41.09%
Median Percent of List Price to Selling Price	97.17%	96.70%	-0.48%
Median Days on Market to Sale	14.00	49.00	250.00%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **41.09%** in July 2017 to \$155,900 versus the previous year at \$110,500.

Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 35.00 days or **250.00%** in July 2017 compared to last year's same month at **14.00** DOM.

Sales Success for July 2017 is Positive

Overall, with Median 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.

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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.

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



Monthly Inventory Analysis

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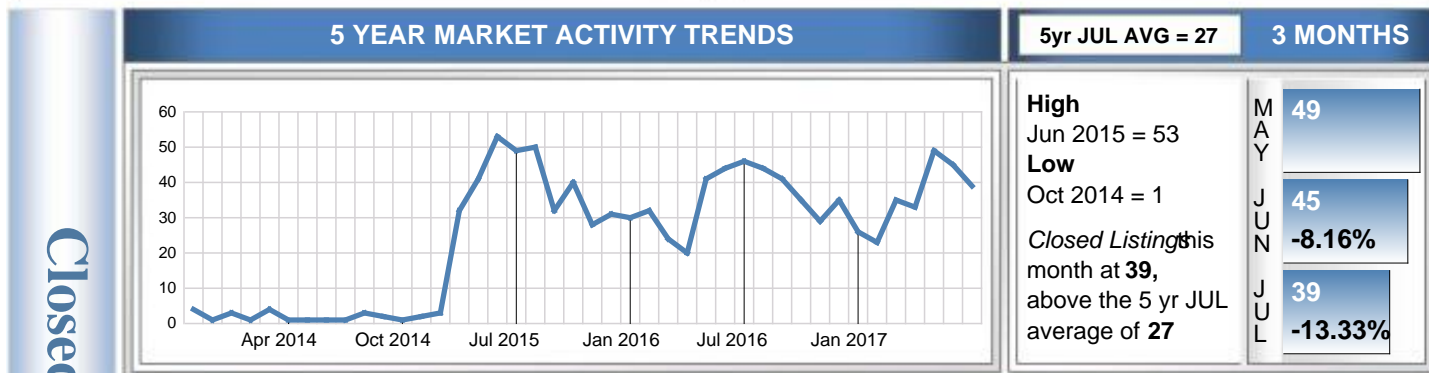
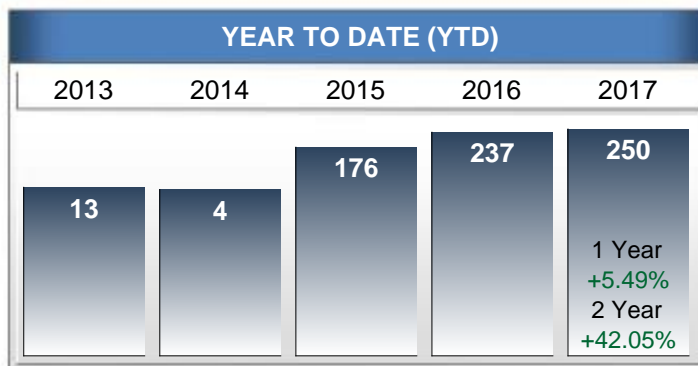
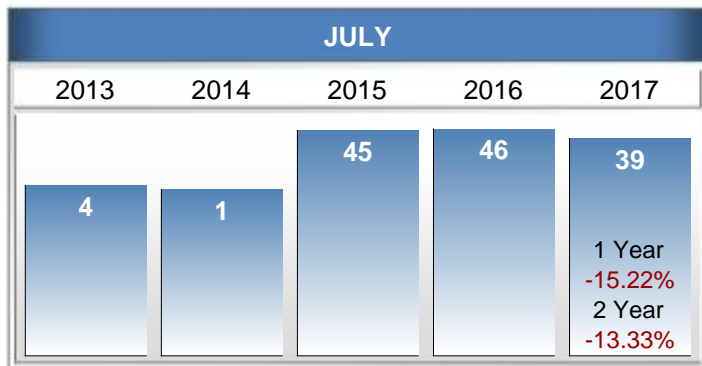
Closed Sales as of Aug 14, 2017



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	3	7.69%	68.0	0	3	0	0
\$50,001 - \$75,000	5	12.82%	46.0	5	0	0	0
\$75,001 - \$100,000	6	15.38%	99.5	0	5	0	1
\$100,001 - \$150,000	4	10.26%	49.0	1	3	0	0
\$150,001 - \$225,000	13	33.33%	40.5	1	7	4	1
\$225,001 - \$275,000	4	10.26%	109.0	0	1	3	0
\$275,001 and up	4	10.26%	20.0	1	2	1	0
Total Closed Units:	39		49.0	8	21	8	2
Total Closed Volume:	6,595,700			1.54M	2.97M	1.78M	303.00K
Median Closed Price:	\$155,900			\$63,450	\$139,050	\$225,500	\$151,500

Closed Listings

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Monthly Inventory Analysis

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July 2017

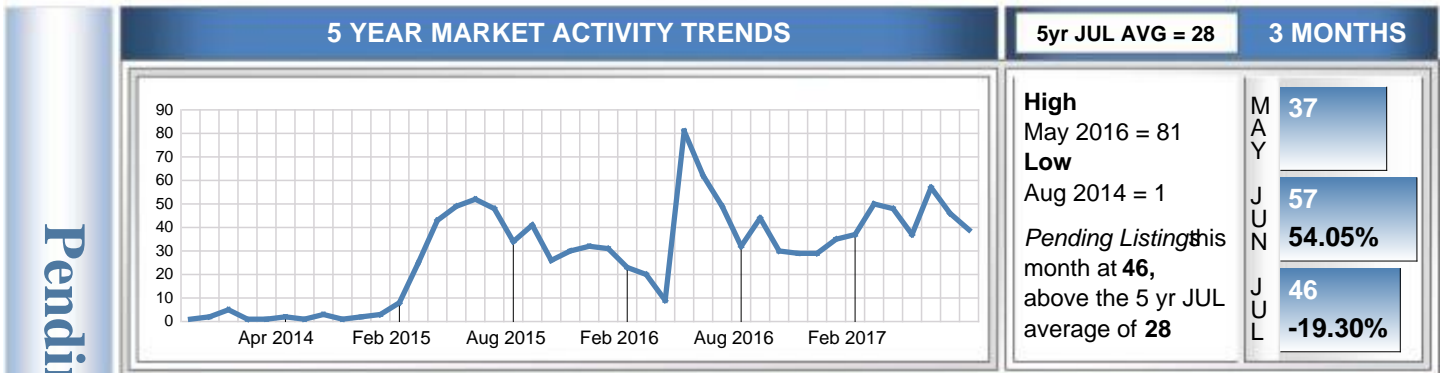
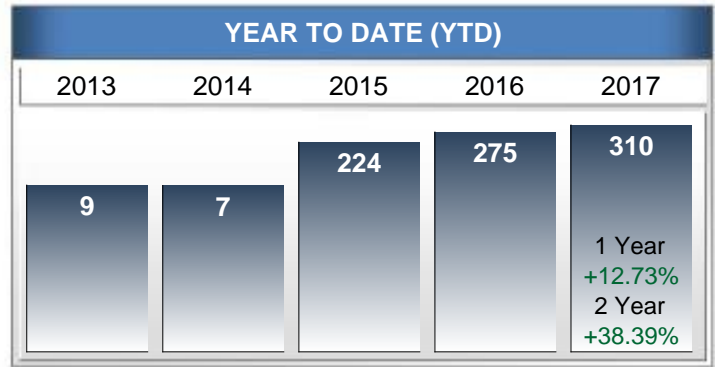
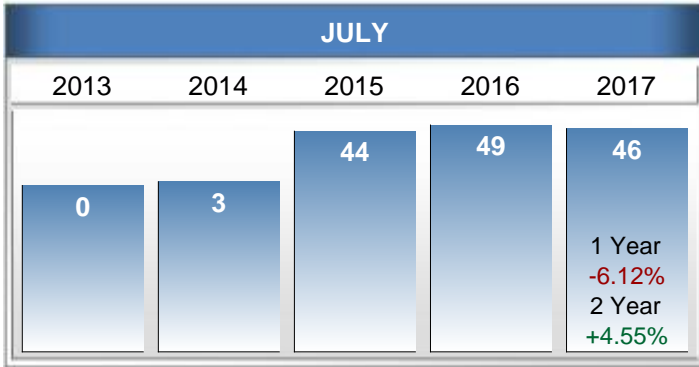
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

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



Pending Listings

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Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$60,000 and less	5	10.87%	20.0	4	1	0	0		
\$60,001 - \$80,000	4	8.70%	44.0	3	0	1	0		
\$80,001 - \$120,000	8	17.39%	35.0	1	6	1	0		
\$120,001 - \$150,000	8	17.39%	51.0	0	6	2	0		
\$150,001 - \$190,000	10	21.74%	105.5	2	8	0	0		
\$190,001 - \$270,000	6	13.04%	51.5	2	2	2	0		
\$270,001 and up	5	10.87%	118.0	0	3	2	0		
Total Pending Units:				46	65.5	12	26	8	0.00B
Total Pending Volume:				7,097,790		1.31M	4.24M	1.55M	
Median Listing Price:				\$148,250		\$77,450	\$152,400	\$173,500	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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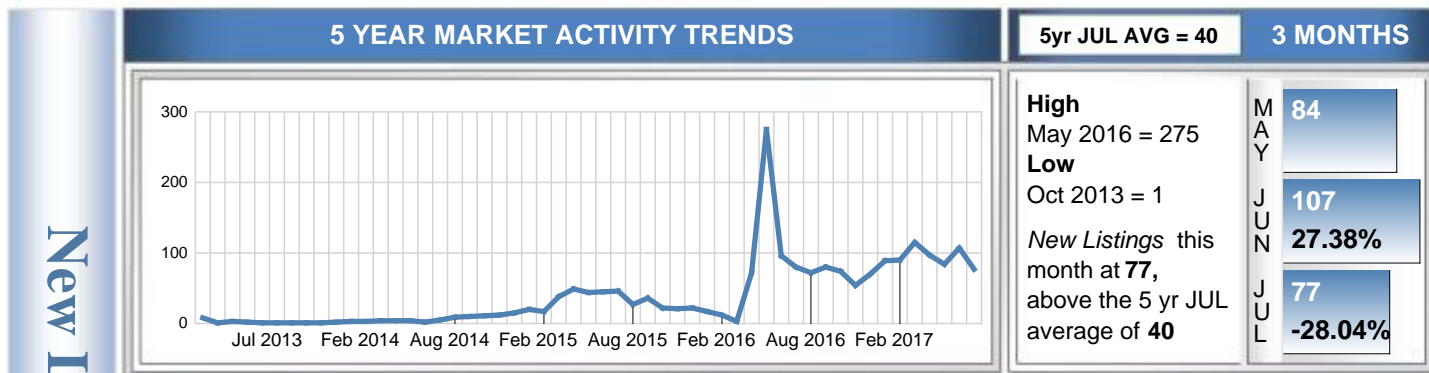
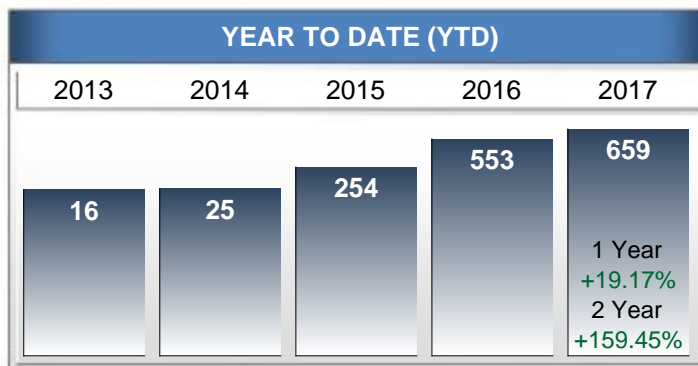
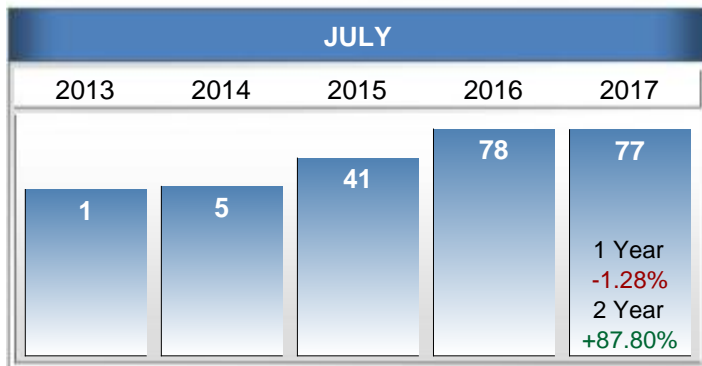
New Listings as of Aug 14, 2017



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
Total New Listed Units:	77		30	36	10	1
Total New Listed Volume:	11,958,890		2.49M	5.60M	2.57M	1.30M
Median New Listed Listing Price:	\$129,900		\$62,450	\$142,400	\$264,500	\$1,300,000



Monthly Inventory Analysis

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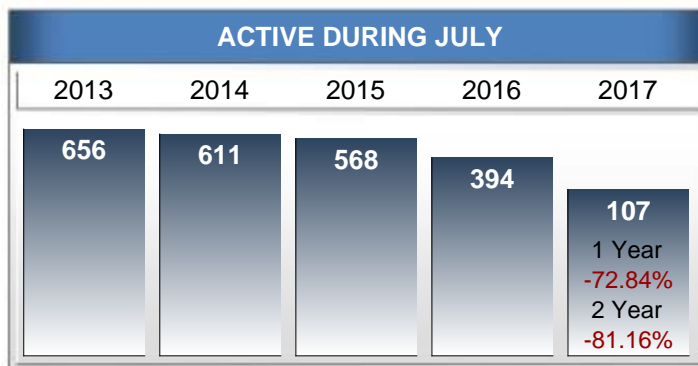
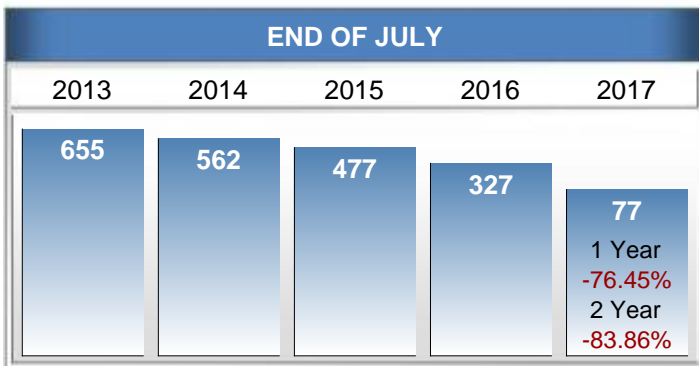
Active Inventory as of Aug 14, 2017



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	293
-10.40%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	21	7.17%	115.0	18	3	0	0		
\$30,001 - \$60,000	37	12.63%	93.0	31	6	0	0		
\$60,001 - \$100,000	49	16.72%	48.0	24	21	4	0		
\$100,001 - \$160,000	71	24.23%	54.0	14	47	10	0		
\$160,001 - \$230,000	49	16.72%	75.0	11	28	8	2		
\$230,001 - \$320,000	33	11.26%	55.0	3	17	11	2		
\$320,001 and up	33	11.26%	97.0	10	8	7	8		
Total Active Inventory by Units:				293	69.0	111	130	40	12
Total Active Inventory by Volume:				54,871,650		15.93M	23.44M	9.60M	5.90M
Median Active Inventory Listing Price:				\$139,000		\$69,000	\$147,700	\$214,000	\$407,450



Monthly Inventory Analysis

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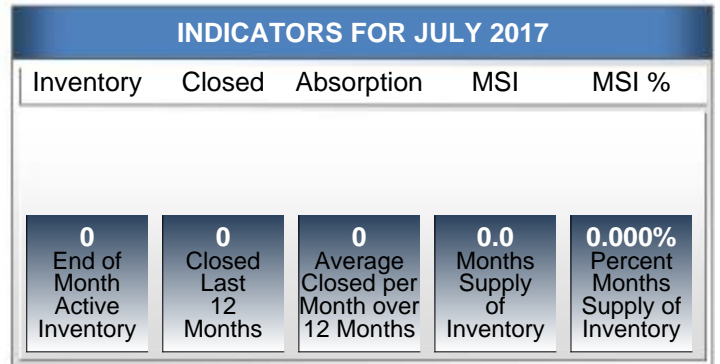
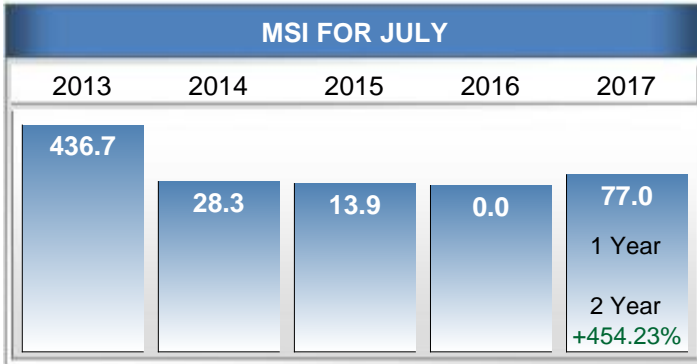
Active Inventory as of Aug 14, 2017



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

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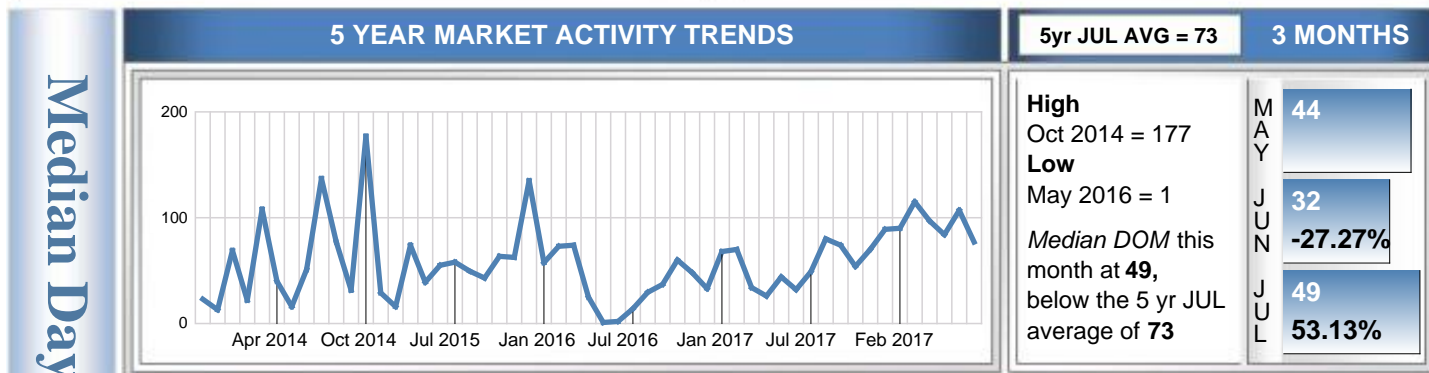
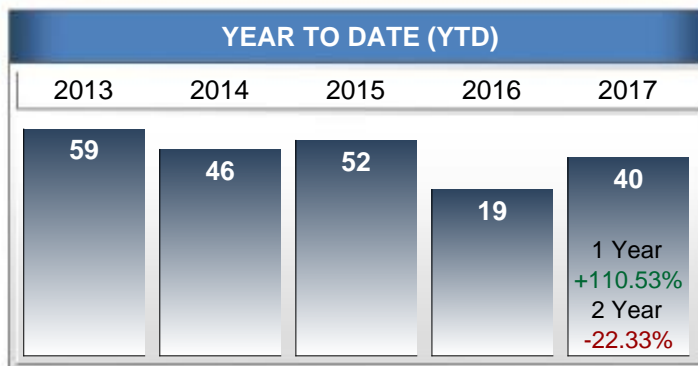
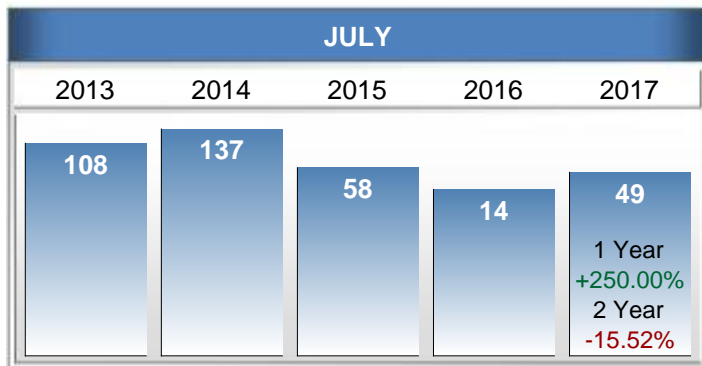
Closed Sales as of Aug 14, 2017



Median Days on Market to Sale

Report Produced on: Aug 14, 2017

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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	3		7.69%	68.0	0.0	49.0	0.0	0.0
\$50,001 - \$75,000	5		12.82%	46.0	62.0	0.0	0.0	0.0
\$75,001 - \$100,000	6		15.38%	99.5	0.0	94.0	0.0	105.0
\$100,001 - \$150,000	4		10.26%	49.0	35.0	63.0	0.0	0.0
\$150,001 - \$225,000	13		33.33%	40.5	140.0	39.0	21.5	16.0
\$225,001 - \$275,000	4		10.26%	109.0	0.0	144.0	105.0	0.0
\$275,001 and up	4		10.26%	20.0	30.0	93.5	8.0	0.0
Median Closed DOM:				49.0	48.5	63.0	38.5	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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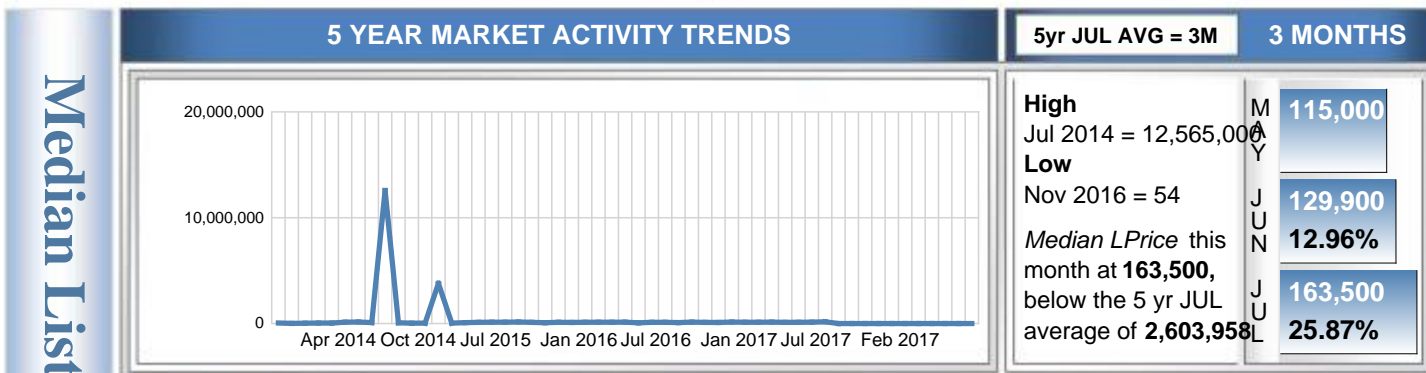
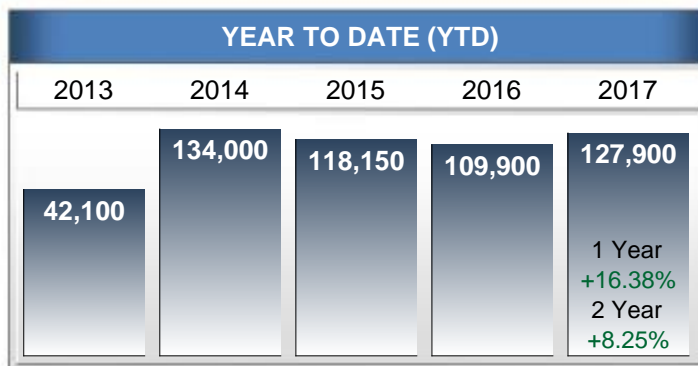
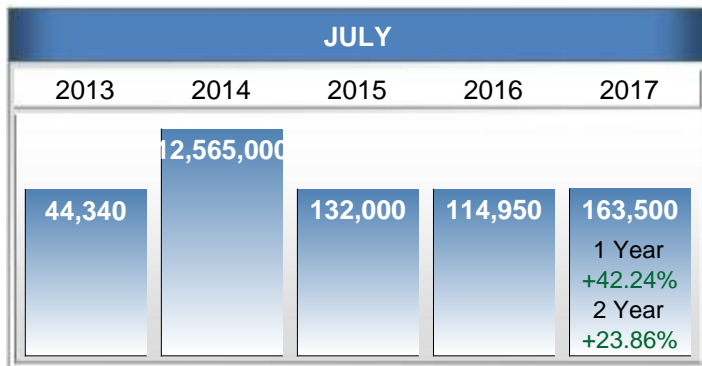
Closed Sales as of Aug 14, 2017



Median List Price at Closing

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



Median List Price

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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	3		7.69%	49,500	0	49,500	0	0
\$50,001 - \$75,000	4		10.26%	62,000	62,000	0	0	0
\$75,001 - \$100,000	7		17.95%	88,000	76,000	89,000	0	88,000
\$100,001 - \$150,000	2		5.13%	135,400	0	135,400	0	0
\$150,001 - \$225,000	12		30.77%	169,900	174,000	168,700	161,200	214,900
\$225,001 - \$275,000	7		17.95%	250,000	250,000	260,000	240,000	0
\$275,001 and up	4		10.26%	299,450	1,250,000	289,450	299,000	0
Median List Price:		\$163,500			\$71,450	\$154,500	\$239,500	\$151,450
Total Closed Units:		39			8	21	8	2
Total List Volume:		7,252,100			2.00M	3.09M	1.87M	302.90K



Monthly Inventory Analysis

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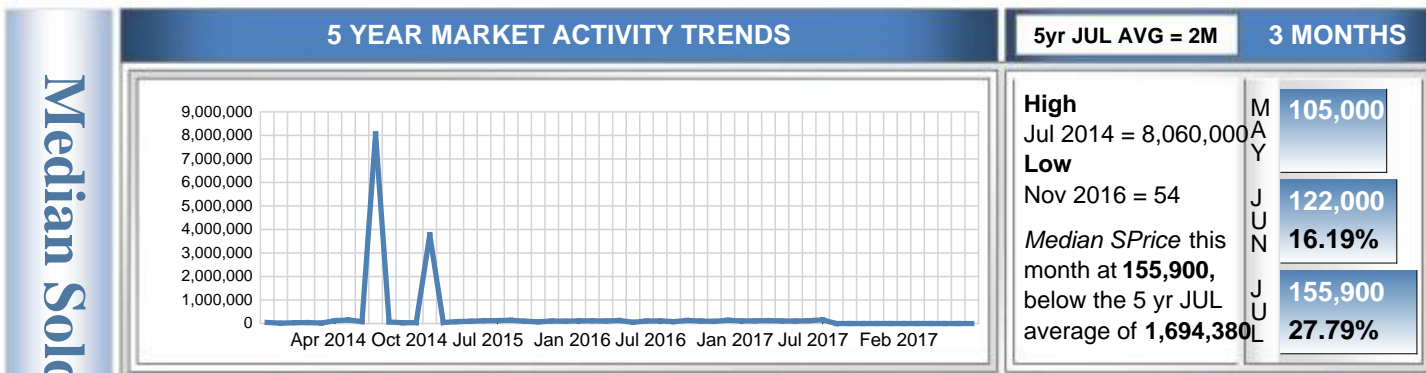
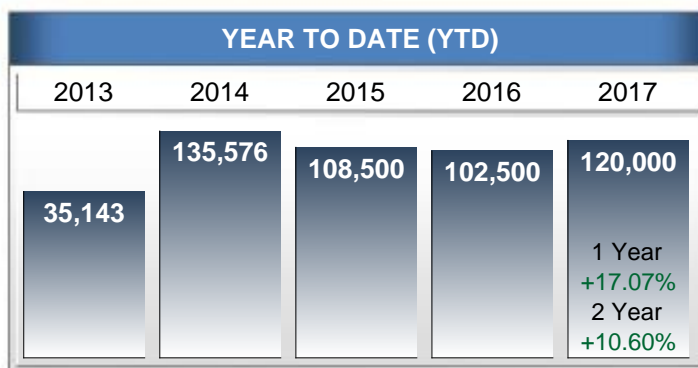
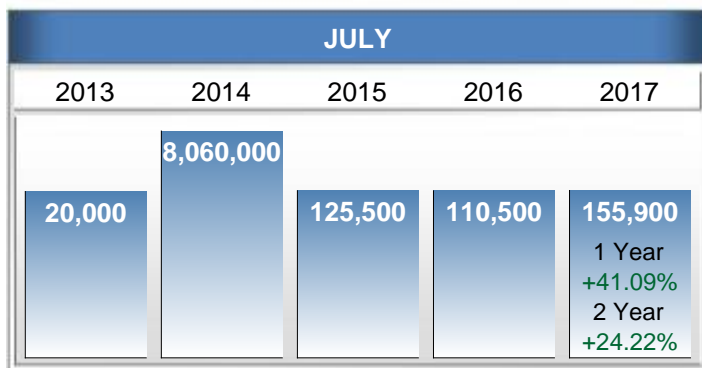
Closed Sales as of Aug 14, 2017



Median Sold Price at Closing

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Median Sold Price

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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	3		7.69%	45,750	0	44,000	0	0
\$50,001 - \$75,000	5		12.82%	60,000	60,000	0	0	0
\$75,001 - \$100,000	6		15.38%	82,500	0	80,000	0	85,000
\$100,001 - \$150,000	4		10.26%	127,800	120,000	128,200	0	0
\$150,001 - \$225,000	13		33.33%	171,250	215,000	158,900	178,250	218,000
\$225,001 - \$275,000	4		10.26%	258,250	0	260,000	256,500	0
\$275,001 and up	4		10.26%	291,500	900,000	290,000	293,000	0
Median Closed Price:		\$155,900			\$63,450	\$139,050	\$225,500	\$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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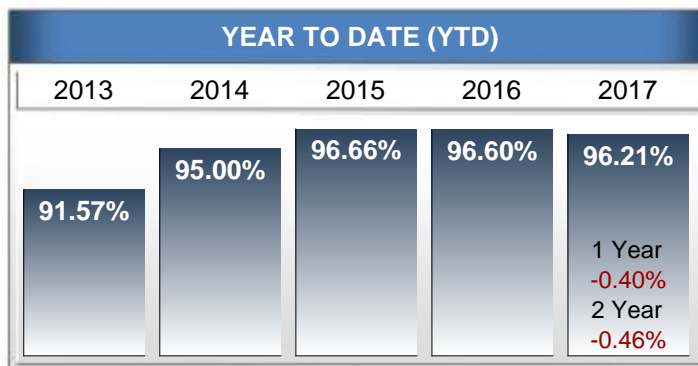
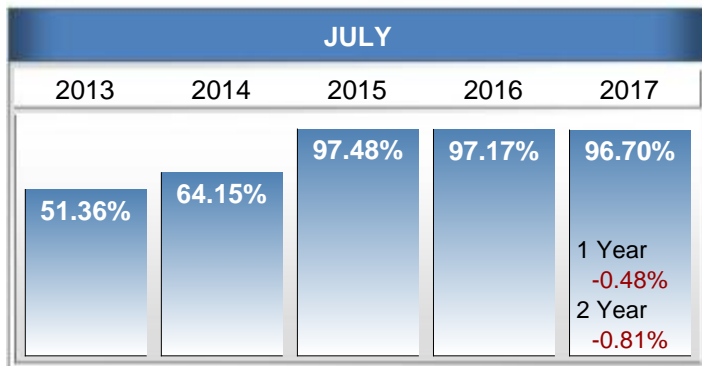
Closed Sales as of Aug 14, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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	3	7.69%	95.60%	0.00%	95.96%	0.00%	0.00%
\$50,001 - \$75,000	5	12.82%	98.00%	96.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	6	15.38%	98.11%	0.00%	98.11%	0.00%	96.59%
\$100,001 - \$150,000	4	10.26%	90.14%	68.97%	97.31%	0.00%	0.00%
\$150,001 - \$225,000	13	33.33%	95.11%	86.00%	95.44%	94.75%	101.44%
\$225,001 - \$275,000	4	10.26%	98.50%	0.00%	100.00%	98.30%	0.00%
\$275,001 and up	4	10.26%	97.35%	72.00%	100.32%	97.99%	0.00%
Median List/Sell Ratio:	96.70%			89.06%	97.31%	98.11%	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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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			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%
Median List Price	114,950	163,500	42.24%	109,900	127,900	16.38%
Median Sale Price	110,500	155,900	41.09%	102,500	120,000	17.07%
Median Percent of List Price to Selling Price	97.17%	96.70%	-0.48%	96.60%	96.21%	-0.40%
Median Days on Market to Sale	14.00	49.00	250.00%	19.00	40.00	110.53%
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%

