



May 2017

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

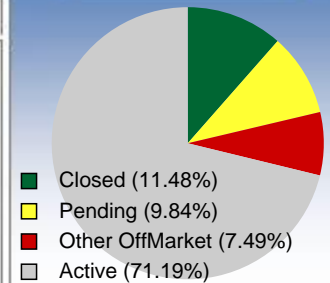


Absorption: Last 12 months, an Average of **36** Sales/Month

Active Inventory as of May 31, 2017 = **304**

	MAY		
	2016	2017	+/- %
Closed Listings	40	49	22.50%
Pending Listings	80	42	-47.50%
New Listings	275	84	-69.45%
Average List Price	85,044	122,769	44.36%
Average Sale Price	79,781	116,390	45.89%
Average Percent of List Price to Selling Price	91.12%	93.17%	2.25%
Average Days on Market to Sale	7.85	60.51	670.83%
End of Month Inventory	243	304	25.10%
Months Supply of Inventory	6.88	8.48	23.36%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **25.10%** to 304 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 **8.48** MSI for this period.

Average Sale Price 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 **45.89%** in May 2017 to \$116,390 versus the previous year at \$79,781.

Average Days on Market Lengthens

The average number of **60.51** days that homes spent on the market before selling increased by 52.66 days or **670.83%** in May 2017 compared to last year's same month at **7.85** DOM.

Sales Success for May 2017 is Positive

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

There were 84 New Listings in May 2017, down **69.45%** from last year at 275. Furthermore, there were 49 Closed Listings this month versus last year at 40, a **22.50%** increase.

Closed versus Listed trends yielded a **58.3%** ratio, up from previous year's, May 2016, at **14.5%**, a **301.04%** upswing. 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

Data from the Greater Tulsa Association of REALTORS®

May 2017

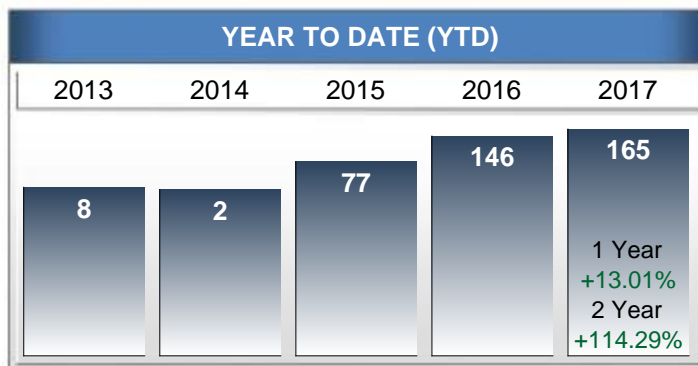
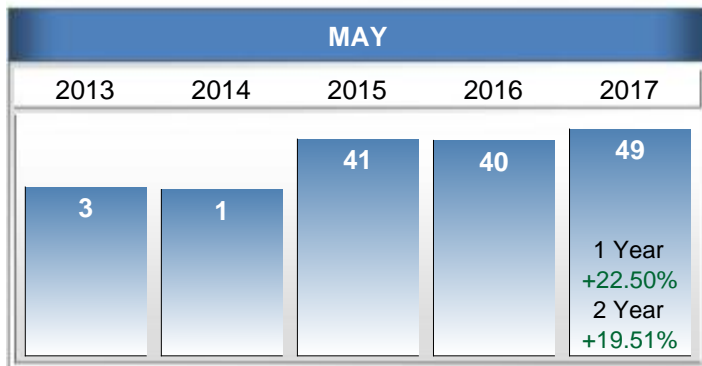
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

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



Closed Listings
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5yr MAY AVG = 27 **3 MONTHS**

High
Jun 2015 = 52

Low
Jan 2015 = 1

Closed Listings this month at **49**, above the 5 yr MAY average of **27**

MAR	35
APR	33
MAY	49
-5.71%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	27.7	3	0	0	0
\$20,001 - \$60,000	5	10.20%	30.0	5	0	0	0
\$60,001 - \$80,000	9	18.37%	41.0	4	4	1	0
\$80,001 - \$130,000	13	26.53%	109.4	3	9	1	0
\$130,001 - \$160,000	7	14.29%	42.4	0	7	0	0
\$160,001 - \$220,000	7	14.29%	35.6	0	6	1	0
\$220,001 and up	5	10.20%	79.0	0	5	0	0
Total Closed Units:	49		60.5	15	31	3	0.00B
Total Closed Volume:	5,703,100			787.40K	4.59M	326.70K	\$0
Average Closed Price:	\$116,390			\$52,493	\$148,032	\$108,900	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

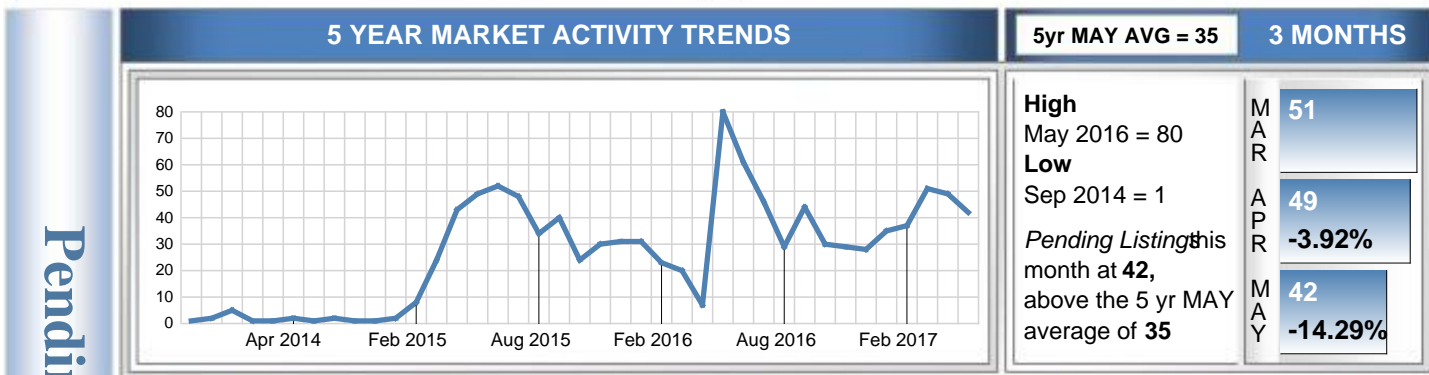
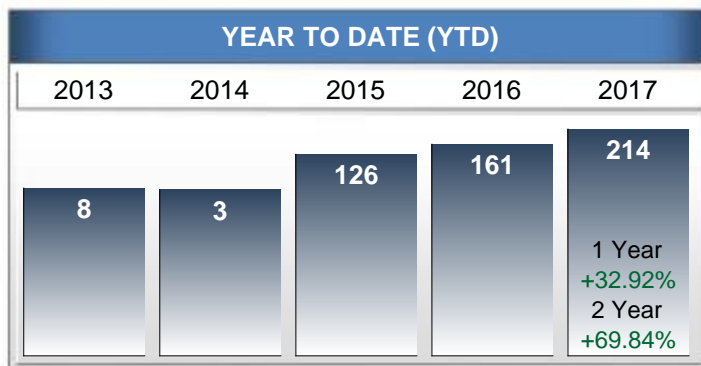
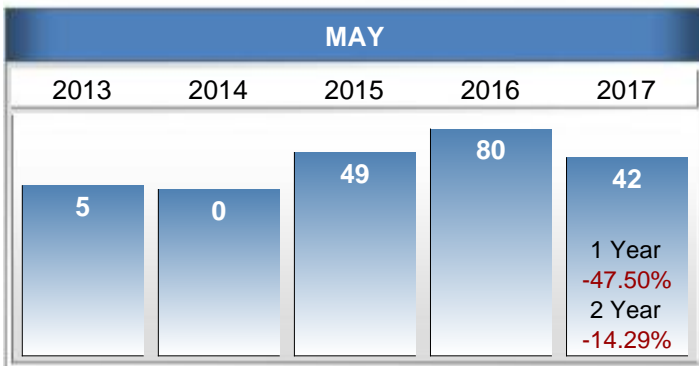
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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+		
\$50,000 and less	4	9.52%	23.0	2	2	0	0		
\$50,001 - \$70,000	5	11.90%	29.0	4	1	0	0		
\$70,001 - \$80,000	3	7.14%	79.3	0	2	1	0		
\$80,001 - \$130,000	13	30.95%	41.9	2	8	3	0		
\$130,001 - \$160,000	6	14.29%	43.5	0	4	2	0		
\$160,001 - \$190,000	6	14.29%	61.7	1	4	1	0		
\$190,001 and up	5	11.90%	80.0	1	2	2	0		
Total Pending Units:				42	50.8	10	23	9	0.00B
Total Pending Volume:				5,489,800		1.28M	2.91M	1.30M	
Average Listing Price:				\$112,783		\$127,920	\$126,657	\$144,167	\$0



Monthly Inventory Analysis

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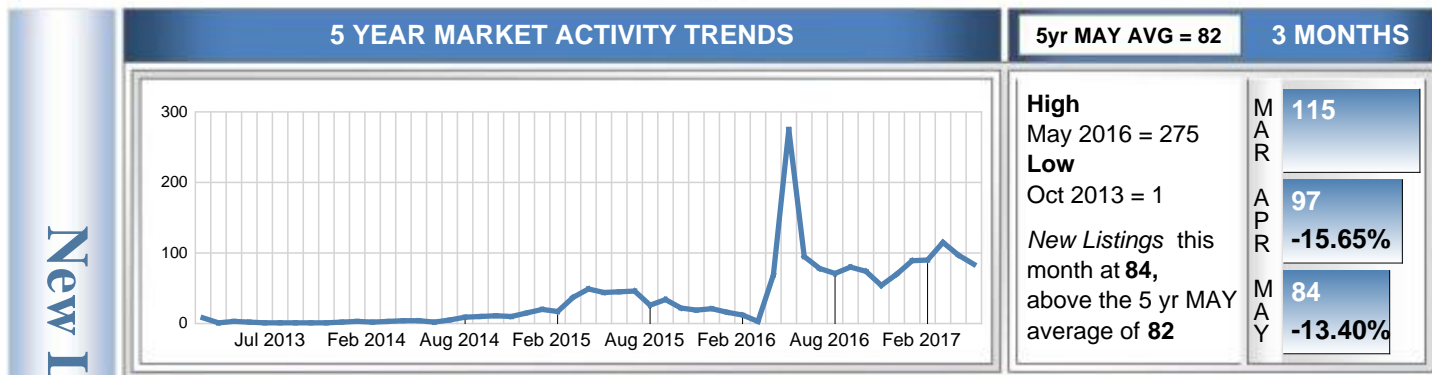
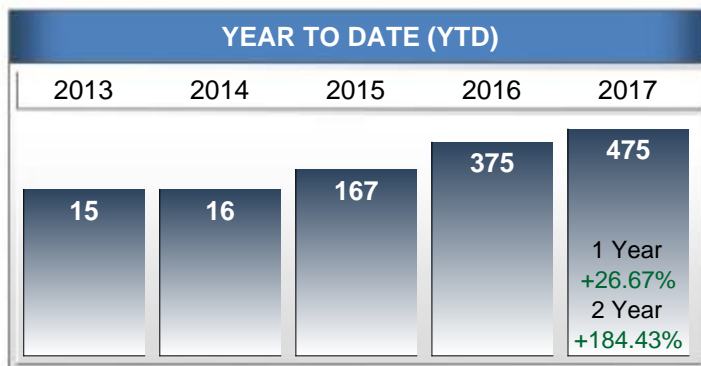
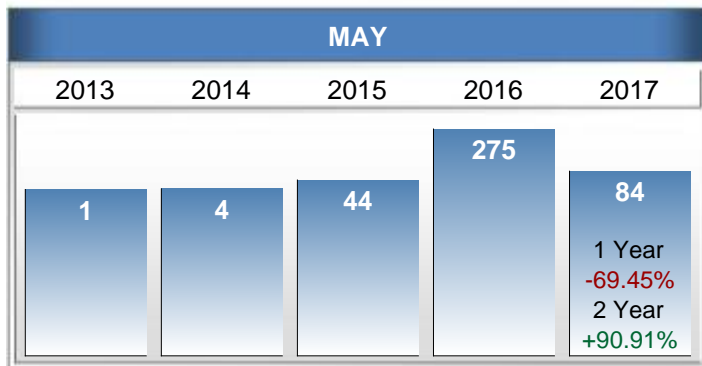
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 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+
\$60,000 and less	6	7.14%	5	1	0	0
\$60,001 - \$80,000	10	11.90%	5	4	1	0
\$80,001 - \$110,000	13	15.48%	3	10	0	0
\$110,001 - \$170,000	20	23.81%	1	13	6	0
\$170,001 - \$220,000	16	19.05%	4	10	1	1
\$220,001 - \$300,000	10	11.90%	0	6	3	1
\$300,001 and up	9	10.71%	0	4	3	2
Total New Listed Units:	84		18	48	14	4
Total New Listed Volume:	16,257,340		1.75M	9.82M	3.28M	1.40M
Average New Listed Listing Price:	\$82,650		\$97,369	\$204,640	\$234,479	\$349,825

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

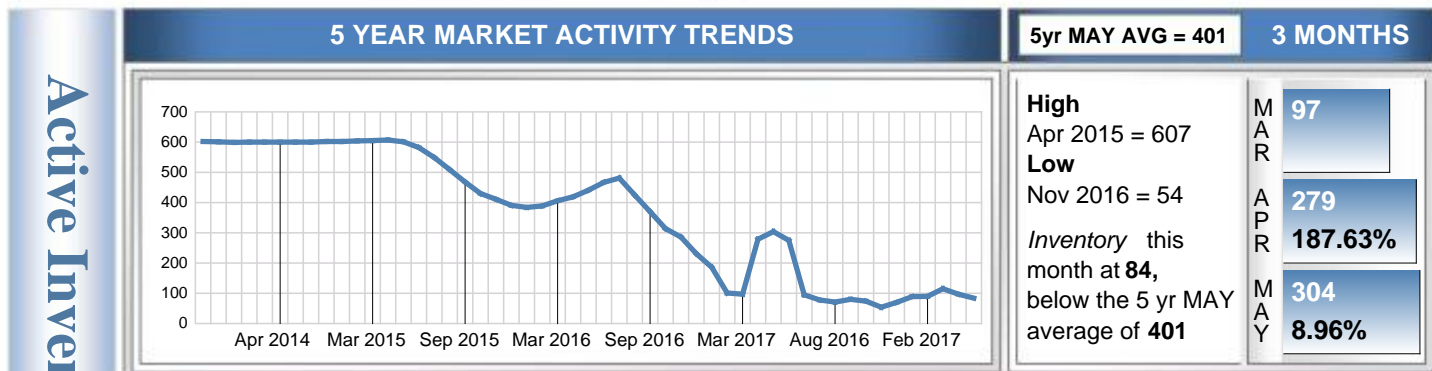
Active Inventory as of Jun 12, 2017



Active Inventory

Report Produced on: Jun 12, 2017

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



Ready to Buy or Sell Real Estate?
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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	14	4.61%	96.9	14	0	0	0	
\$25,001 - \$50,000	35	11.51%	99.9	28	6	1	0	
\$50,001 - \$100,000	58	19.08%	70.3	23	30	5	0	
\$100,001 - \$175,000	80	26.32%	67.1	12	55	12	1	
\$175,001 - \$250,000	48	15.79%	68.5	10	25	9	4	
\$250,001 - \$325,000	35	11.51%	99.8	4	19	12	0	
\$325,001 and up	34	11.18%	72.0	10	7	10	7	
Total Active Inventory by Units:			304	77.4	101	142	49	12
Total Active Inventory by Volume:			58,190,980		16.10M	25.72M	12.04M	4.34M
Average Active Inventory Listing Price:			\$191,418		\$159,369	\$181,103	\$245,755	\$361,333



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

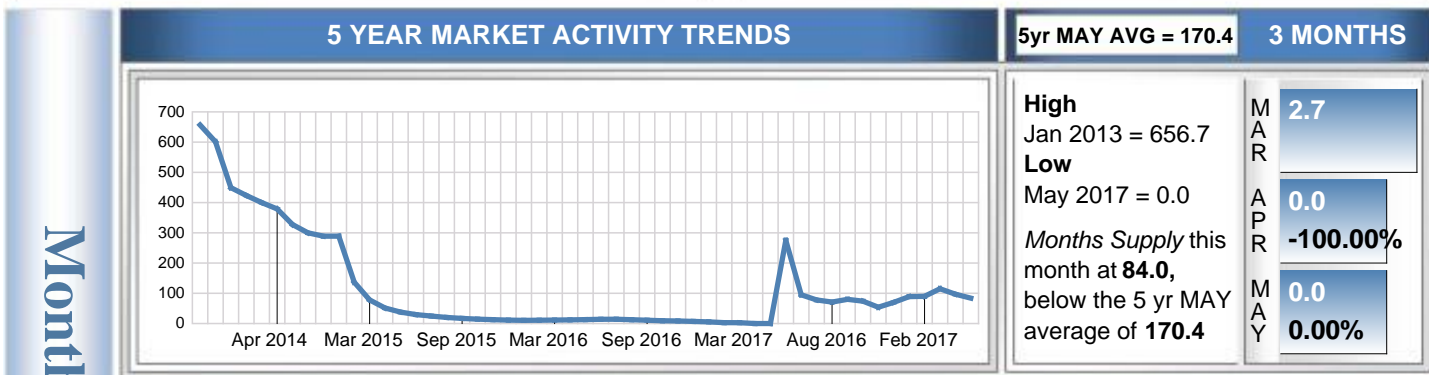
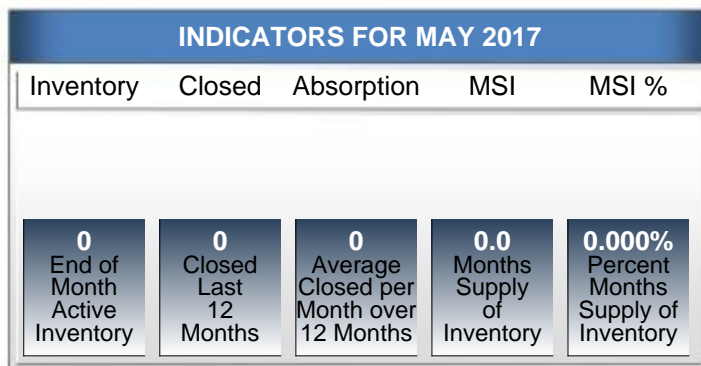
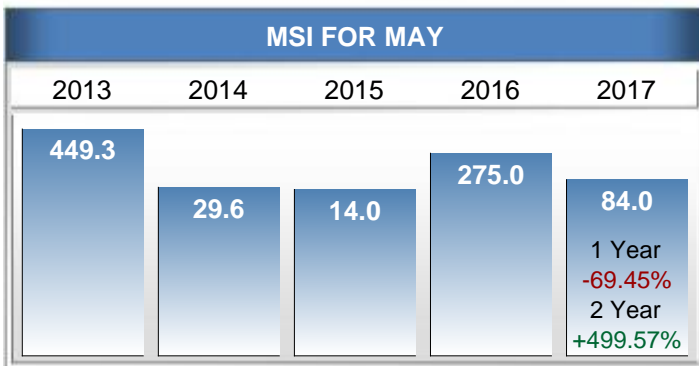
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 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+
\$25,000 and less	14		4.61%	5.3	6.0	0.0	0.0	0.0
\$25,001 \$50,000	35		11.51%	8.6	10.2	4.5	0.0	0.0
\$50,001 \$100,000	58		19.08%	6.5	8.1	6.0	5.5	0.0
\$100,001 \$175,000	80		26.32%	6.3	11.1	5.6	7.6	4.0
\$175,001 \$250,000	48		15.79%	11.3	40.0	9.4	7.7	24.0
\$250,001 \$325,000	35		11.51%	19.1	48.0	16.3	28.8	0.0
\$325,001 and up	34		11.18%	25.5	120.0	9.3	40.0	28.0
MSI:				8.5	10.7	6.8	11.1	12.0
Total Active Inventory:				304	101	142	49	12



Monthly Inventory Analysis

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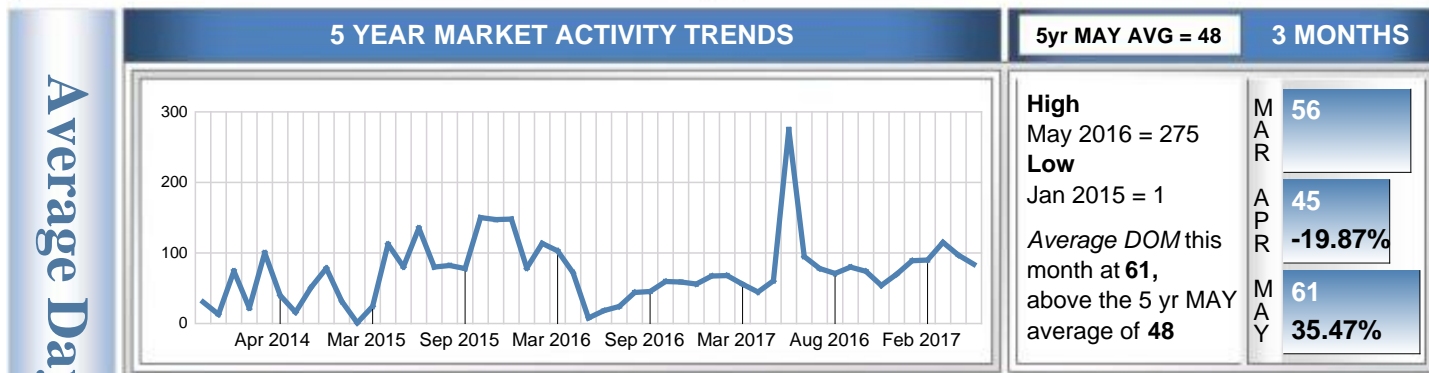
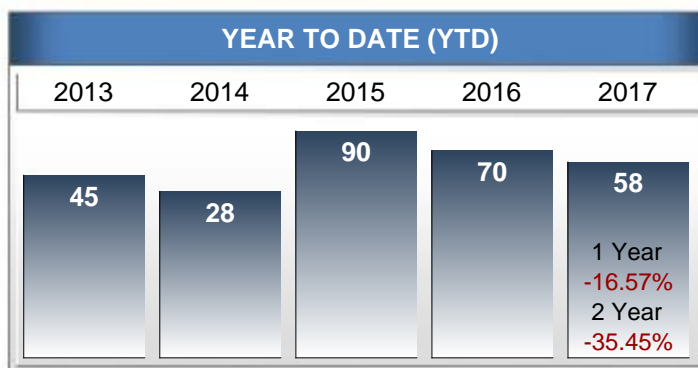
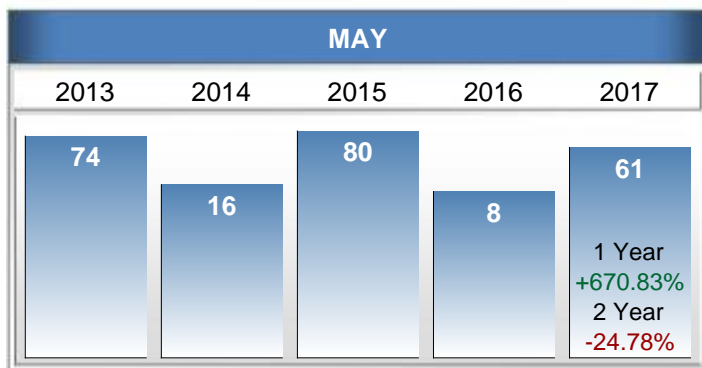
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 2017

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



Average Days on Market

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Contact an experienced REALTOR

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+
\$20,000 and less	3	6.12%	27.7	27.7	0.0	0.0	0.0
\$20,001 \$60,000	5	10.20%	30.0	30.0	0.0	0.0	0.0
\$60,001 \$80,000	9	18.37%	41.0	37.8	40.8	55.0	0.0
\$80,001 \$130,000	13	26.53%	109.4	87.0	119.8	83.0	0.0
\$130,001 \$160,000	7	14.29%	42.4	0.0	42.4	0.0	0.0
\$160,001 \$220,000	7	14.29%	35.6	0.0	28.8	76.0	0.0
\$220,001 and up	5	10.20%	79.0	0.0	79.0	0.0	0.0
Average Closed DOM: 60.5				43.0	67.9	71.3	0.0
Total Closed Units: 49				15	31	3	
Total Closed Volume: 5,703,100				787.40K	4.59M	326.70K	0.00B



Monthly Inventory Analysis

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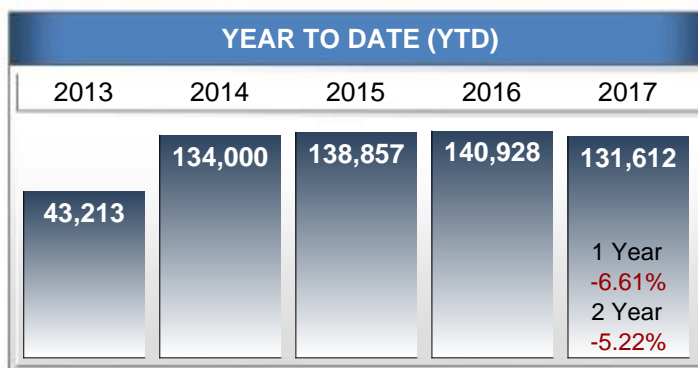
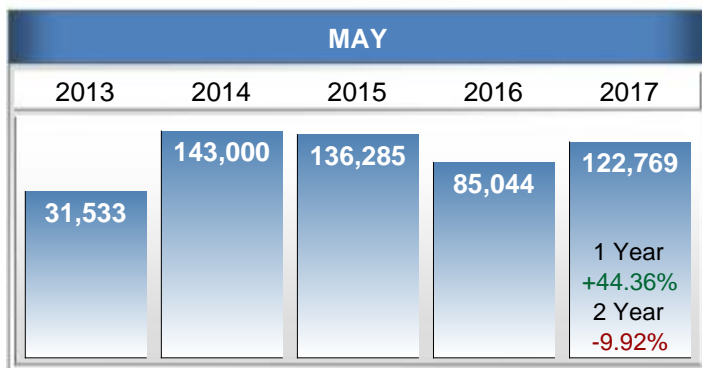
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 2017

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



Average List Price

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5yr MAY AVG = 104K	3 MONTHS										
High Jan 2016 = 195,030 Low Nov 2016 = 54 Average LPrice this month at 122,769 , above the 5 yr MAY average of 103,726	<table border="1"> <tr> <td>M A R</td> <td>151,383</td> </tr> <tr> <td>A P R</td> <td>119,753</td> </tr> <tr> <td>M A Y</td> <td>122,769</td> </tr> <tr> <td colspan="2">-20.89%</td> </tr> <tr> <td colspan="2">2.52%</td> </tr> </table>	M A R	151,383	A P R	119,753	M A Y	122,769	-20.89%		2.52%	
M A R	151,383										
A P R	119,753										
M A Y	122,769										
-20.89%											
2.52%											

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+
\$20,000 and less	2		4.08%	13,750	17,000	0	0	0
\$20,001 \$60,000	5		10.20%	32,880	40,760	0	0	0
\$60,001 \$80,000	10		20.41%	73,880	76,075	74,200	79,900	0
\$80,001 \$130,000	11		22.45%	103,491	107,167	111,311	79,900	0
\$130,001 \$160,000	7		14.29%	142,857	0	151,214	0	0
\$160,001 \$220,000	9		18.37%	175,389	0	178,433	179,500	0
\$220,001 and up	5		10.20%	273,620	0	273,620	0	0
Average List Price:	\$122,769				\$58,707	\$154,703	\$113,100	\$0
Total Closed Units:	49				15	31	3	
Total List Volume:	6,015,700				880.60K	4.80M	339.30K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

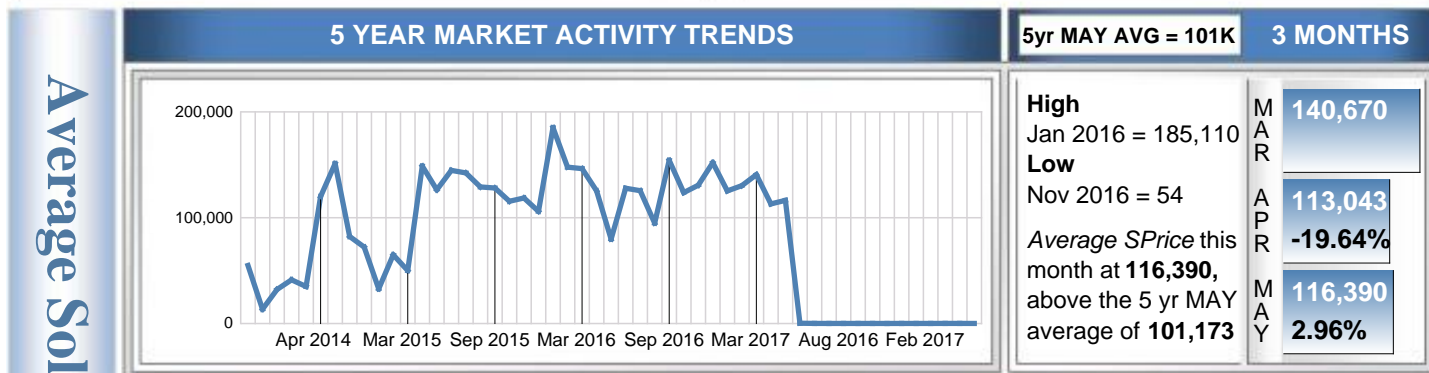
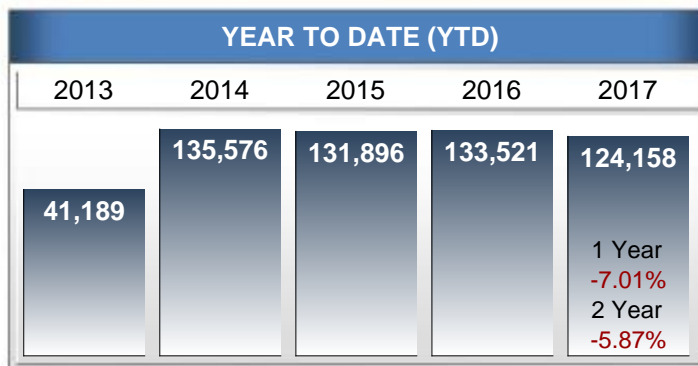
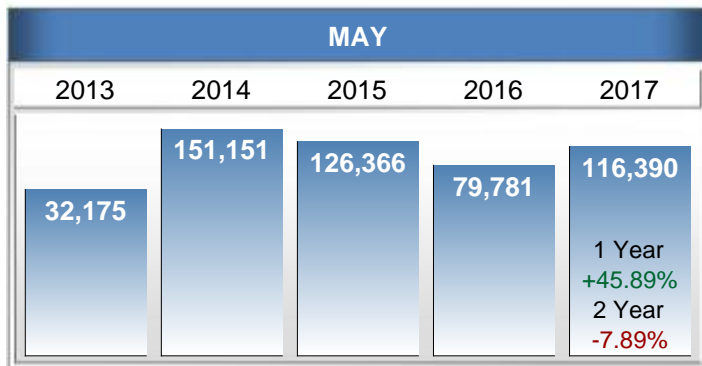
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

Report Produced on: Jun 12, 2017

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+	
\$20,000 and less	3		6.12%	14,333	14,333	0	0	0	
\$20,001 \$60,000	5		10.20%	33,180	33,180	0	0	0	
\$60,001 \$80,000	9		18.37%	69,711	69,625	70,975	65,000	0	
\$80,001 \$130,000	13		26.53%	102,538	100,000	105,111	87,000	0	
\$130,001 \$160,000	7		14.29%	143,500	0	143,500	0	0	
\$160,001 \$220,000	7		14.29%	174,014	0	173,900	174,700	0	
\$220,001 and up	5		10.20%	262,240	0	262,240	0	0	
Average Closed Price:					\$116,390	\$52,493	\$148,032	\$108,900	\$0
Total Closed Units:					49	15	31	3	
Total Closed Volume:					5,703,100	787.40K	4.59M	326.70K	0.00B



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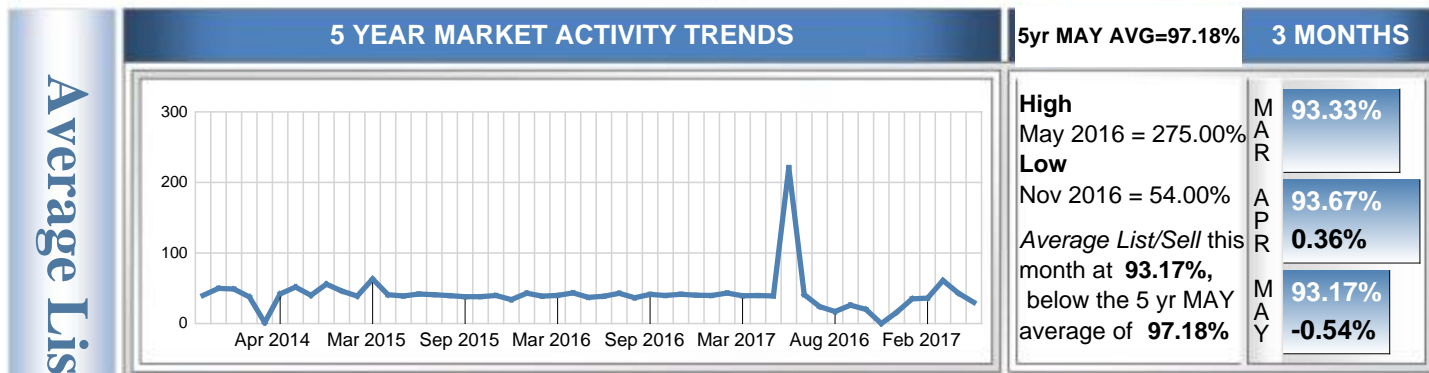
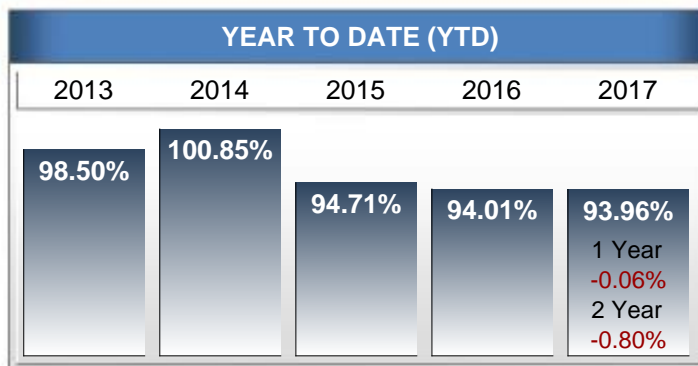
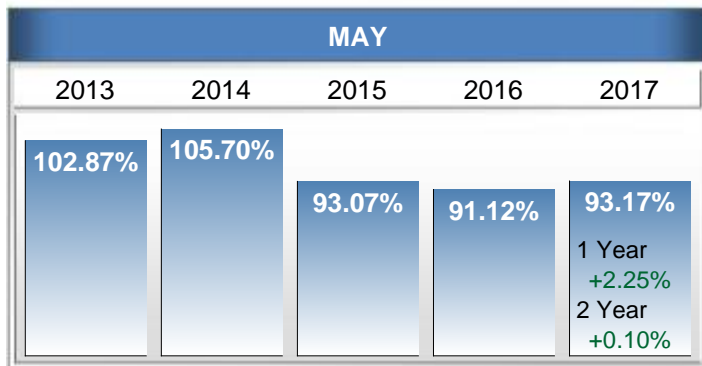
Closed Sales as of Jun 12, 2017



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+
\$20,000 and less	3	6.12%	84.65%	84.65%	0.00%	0.00%	0.00%
\$20,001 \$60,000	5	10.20%	81.58%	81.58%	0.00%	0.00%	0.00%
\$60,001 \$80,000	9	18.37%	92.19%	91.46%	95.62%	81.35%	0.00%
\$80,001 \$130,000	13	26.53%	95.55%	93.68%	94.69%	108.89%	0.00%
\$130,001 \$160,000	7	14.29%	95.14%	0.00%	95.14%	0.00%	0.00%
\$160,001 \$220,000	7	14.29%	97.44%	0.00%	97.46%	97.33%	0.00%
\$220,001 and up	5	10.20%	96.68%	0.00%	96.68%	0.00%	0.00%
Average List/Sell Ratio: 93.20%				87.25%	95.77%	95.85%	0.00%
Total Closed Units: 49				15	31	3	
Total Closed Volume: 5,703,100				787.40K	4.59M	326.70K	0.00B



Monthly Inventory Analysis

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May 2017

Inventory as of Jun 12, 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 May 31, 2017 = 304

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	40	49	22.50%	146	165	13.01%
Pending Sales	80	42	-47.50%	161	214	32.92%
New Listings	275	84	-69.45%	375	475	26.67%
Average List Price	85,044	122,769	44.36%	140,928	131,612	-6.61%
Average Sale Price	79,781	116,390	45.89%	133,521	124,158	-7.01%
Average Percent of List Price to Selling Price	91.12%	93.17%	2.25%	94.01%	93.96%	-0.06%
Average Days on Market to Sale	7.85	60.51	670.83%	70.01	58.41	-16.57%
Monthly Inventory	243	304	25.10%	243	304	25.10%
Months Supply of Inventory	6.88	8.48	23.36%	6.88	8.48	23.36%

