



September 2017

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

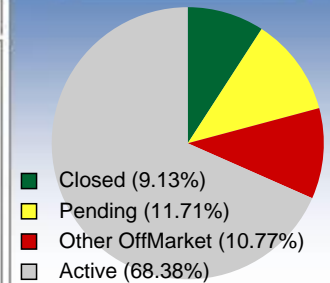


Absorption: Last 12 months, an Average of **38** Sales/Month

Active Inventory as of September 30, 2017 = **292**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	41	39	-4.88%
Pending Listings	44	50	13.64%
New Listings	80	76	-5.00%
Average List Price	155,833	143,805	-7.72%
Average Sale Price	149,837	134,827	-10.02%
Average Percent of List Price to Selling Price	95.14%	93.64%	-1.58%
Average Days on Market to Sale	44.49	59.00	32.62%
End of Month Inventory	276	292	5.80%
Months Supply of Inventory	7.87	7.68	-2.32%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 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 September 2017 rose **5.80%** to 292 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **7.68** 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 **10.02%** in September 2017 to \$134,827 versus the previous year at \$149,837.

Average Days on Market Lengthens

The average number of **59.00** days that homes spent on the market before selling increased by 14.51 days or **32.62%** in September 2017 compared to last year's same month at **44.49** DOM.

Sales Success for September 2017 is Positive

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

There were 76 New Listings in September 2017, down **5.00%** from last year at 80. Furthermore, there were 39 Closed Listings this month versus last year at 41, a **-4.88%** decrease.

Closed versus Listed trends yielded a **51.3%** ratio, up from last year's September 2017 at **51.3%**, a **0.13%** 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?

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



Monthly Inventory Analysis

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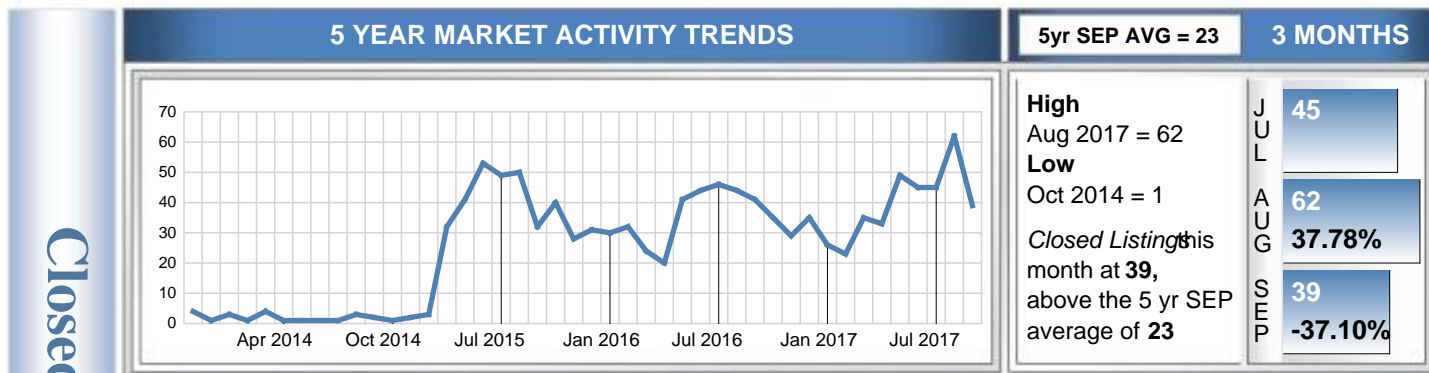
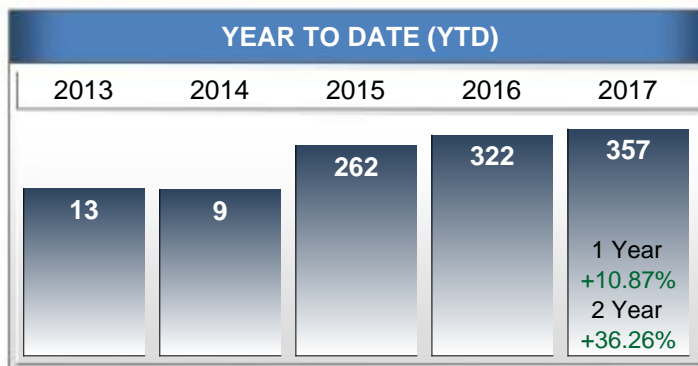
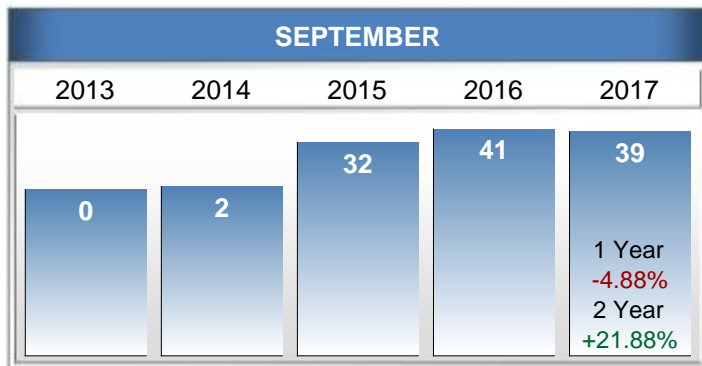
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 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+
\$20,000 and less	2	5.13%	112.0	2	0	0	0
\$20,001 \$50,000	6	15.38%	41.7	1	5	0	0
\$50,001 \$80,000	5	12.82%	36.8	1	2	2	0
\$80,001 \$140,000	11	28.21%	55.2	2	7	2	0
\$140,001 \$170,000	6	15.38%	58.5	1	5	0	0
\$170,001 \$270,000	6	15.38%	87.2	0	4	2	0
\$270,001 and up	3	7.69%	54.0	0	2	1	0
Total Closed Units: 39				59.0			
Total Closed Volume: 5,258,240				7	25	7	0.00B
Average Closed Price: \$134,827				524.00K	3.54M	1.20M	\$0
				\$74,857	\$141,410	\$171,286	

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

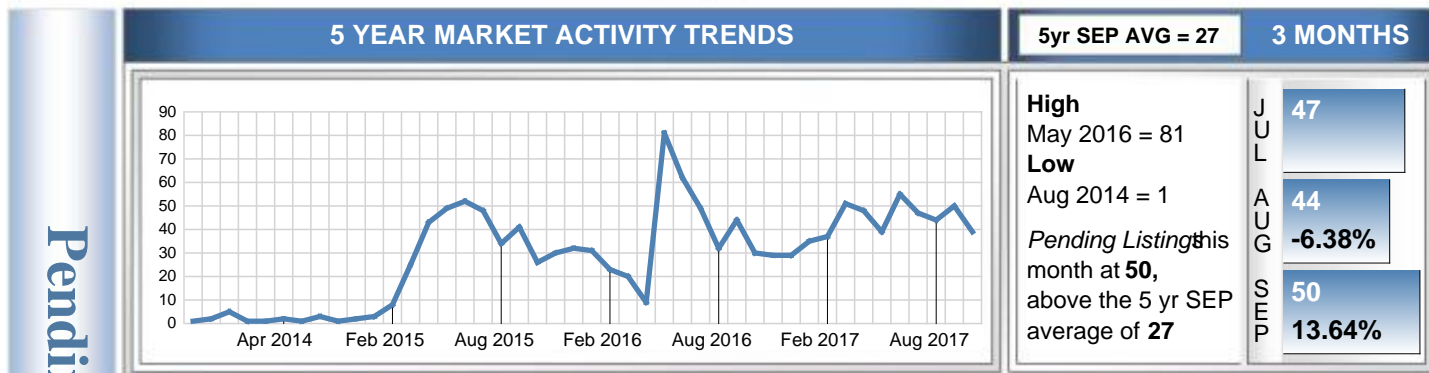
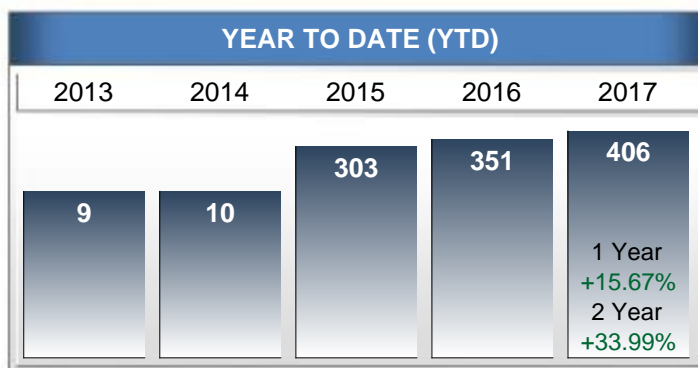
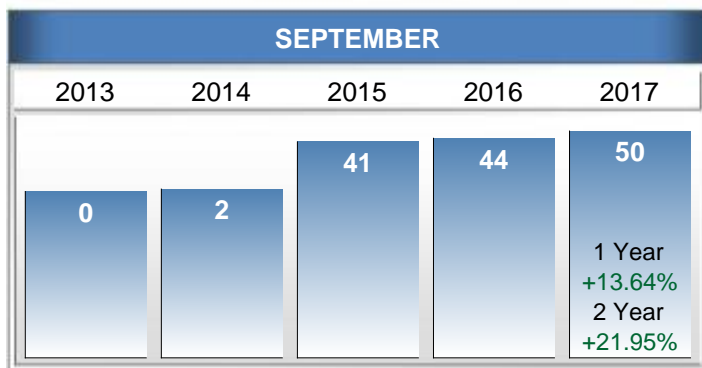
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 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	7	14.00%	30.7	6	1	0	0	
\$50,001 \$60,000	4	8.00%	17.3	1	2	1	0	
\$60,001 \$70,000	3	6.00%	28.0	2	1	0	0	
\$70,001 \$120,000	15	30.00%	35.7	2	10	3	0	
\$120,001 \$140,000	7	14.00%	46.1	0	6	1	0	
\$140,001 \$180,000	7	14.00%	60.3	0	6	0	1	
\$180,001 and up	7	14.00%	60.7	2	2	3	0	
Total Pending Units: 50				49.8	13	28	8	1
Total Pending Volume: 7,034,850					2.22M	3.55M	1.12M	149.90K
Average Listing Price: \$101,617					\$170,604	\$126,654	\$140,100	\$149,900



Monthly Inventory Analysis

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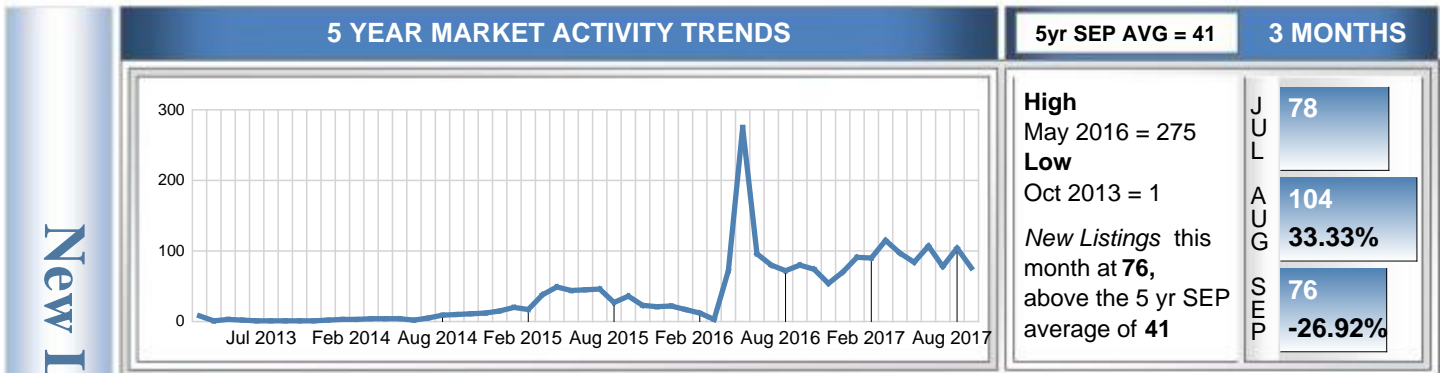
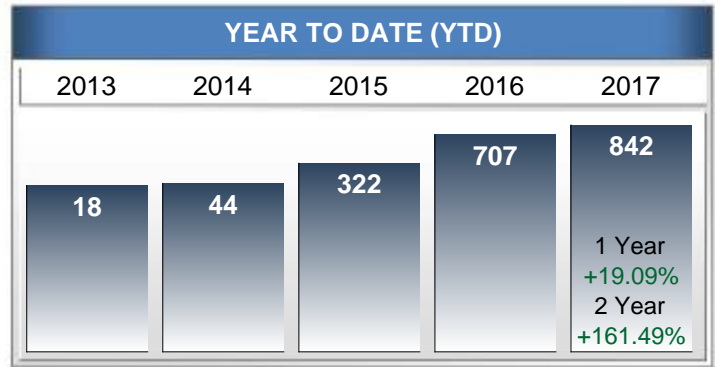
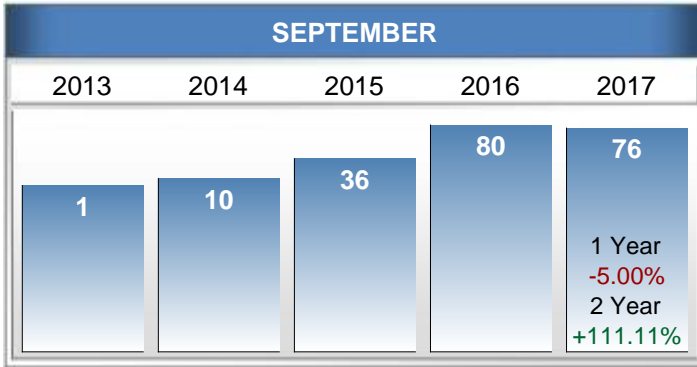
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 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+
\$20,000 and less	4	5.26%	3	1	0	0
\$20,001 - \$70,000	12	15.79%	9	2	1	0
\$70,001 - \$90,000	10	13.16%	6	3	1	0
\$90,001 - \$150,000	20	26.32%	5	12	2	1
\$150,001 - \$210,000	13	17.11%	0	11	2	0
\$210,001 - \$280,000	7	9.21%	2	2	3	0
\$280,001 and up	10	13.16%	3	4	3	0
Total New Listed Units:	76		28	35	12	1
Total New Listed Volume:	13,136,400		4.10M	5.62M	3.27M	149.90K
Average New Listed Listing Price:	\$0		\$146,350	\$160,477	\$272,667	\$149,900



Monthly Inventory Analysis

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September 2017

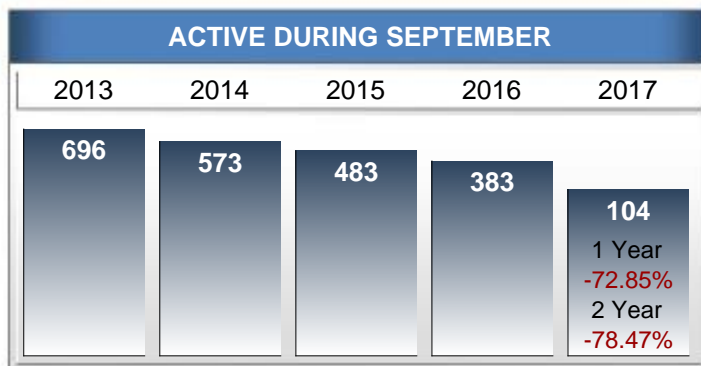
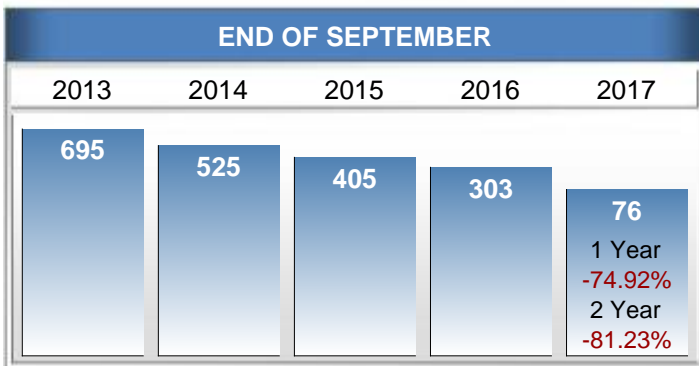
Active Inventory as of Oct 12, 2017



Active Inventory

Report Produced on: Oct 12, 2017

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



Active Inventory

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5yr SEP AVG = 401 **3 MONTHS**

High
Jan 2015 = 701
Low
Nov 2016 = 54

Inventory this month at **76**, below the 5 yr SEP average of **401**

JUL	336
AUG	303
SEP	292
	-3.63%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	15	5.14%	54.9	14	1	0	0		
\$25,001 - \$50,000	35	11.99%	97.3	29	6	0	0		
\$50,001 - \$75,000	32	10.96%	89.3	21	7	4	0		
\$75,001 - \$150,000	86	29.45%	71.3	27	53	6	0		
\$150,001 - \$250,000	60	20.55%	79.7	11	35	11	3		
\$250,001 - \$325,000	33	11.30%	78.5	4	13	14	2		
\$325,001 and up	31	10.62%	102.6	10	6	8	7		
Total Active Inventory by Units:				292	81.4	116	121	43	12
Total Active Inventory by Volume:				55,038,509		16.41M	21.50M	11.11M	6.01M
Average Active Inventory Listing Price:				\$188,488		\$141,508	\$177,686	\$258,472	\$500,775



Monthly Inventory Analysis

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September 2017

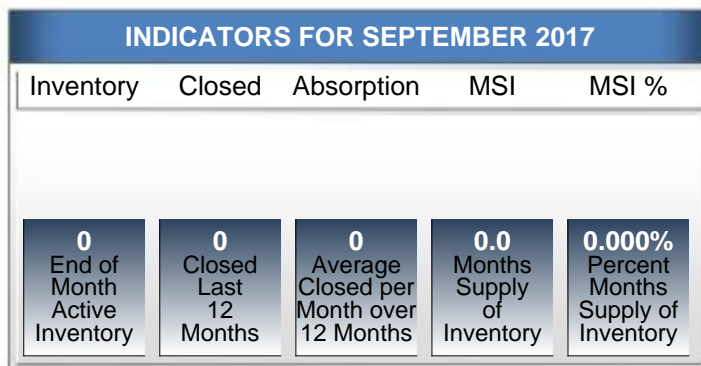
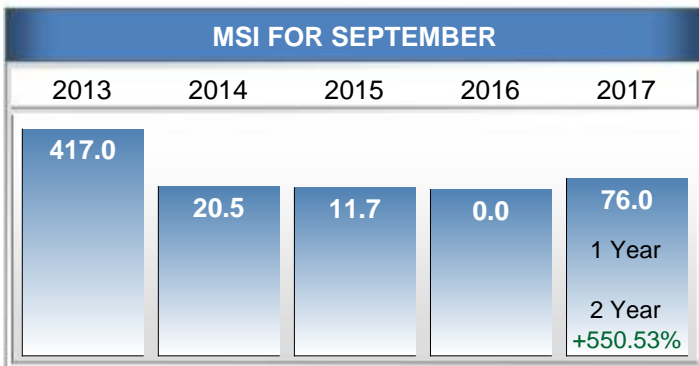
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

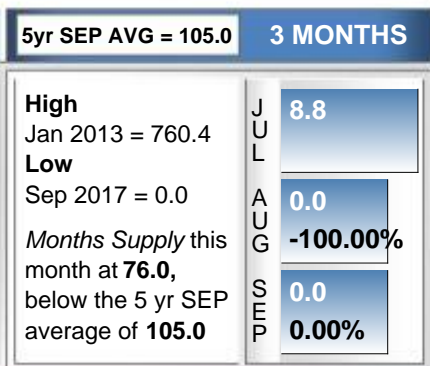
Report Produced on: Oct 12, 2017

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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	24	8.22%	9.3	8.4	15.0	0.0	0.0
\$30,001 \$60,000	38	13.01%	6.4	10.2	1.5	12.0	0.0
\$60,001 \$90,000	46	15.75%	7.9	16.5	6.0	4.0	0.0
\$90,001 \$160,000	66	22.60%	5.1	11.3	4.3	4.4	0.0
\$160,001 \$250,000	54	18.49%	7.5	18.9	6.9	4.9	12.0
\$250,001 \$330,000	35	11.99%	14.0	0.0	7.4	24.0	12.0
\$330,001 and up	29	9.93%	24.9	48.0	12.0	19.2	84.0
MSI:			7.7	12.8	5.3	7.8	16.0
Total Active Inventory:			292	116	121	43	12



Monthly Inventory Analysis

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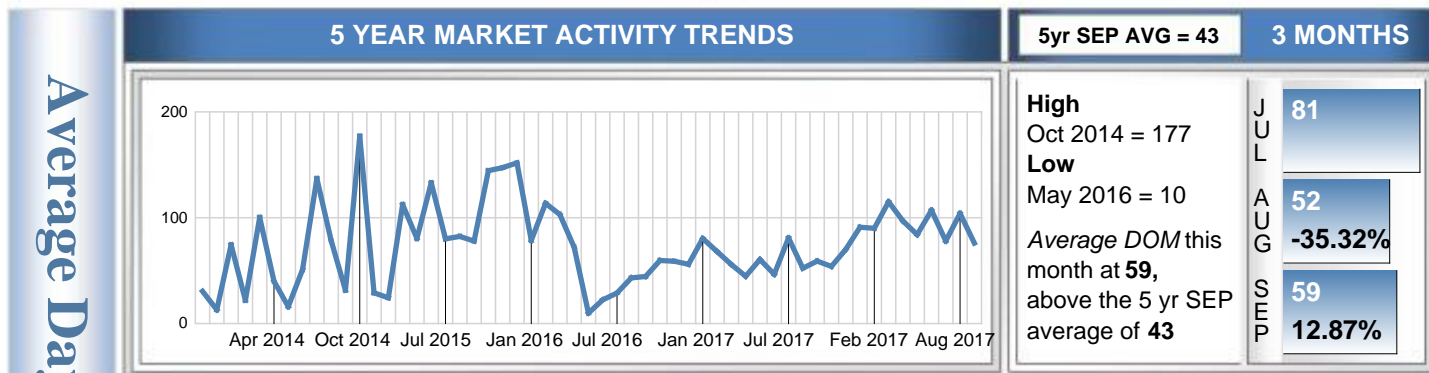
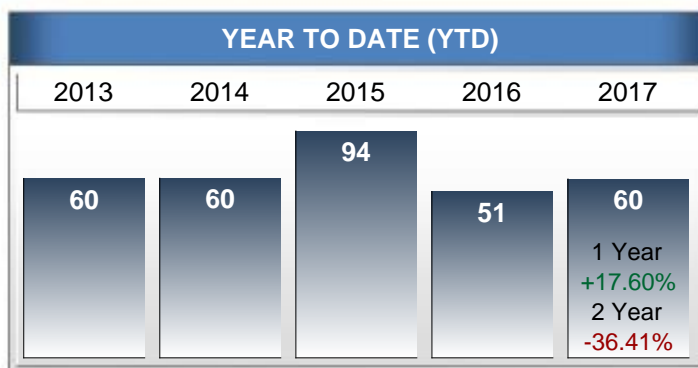
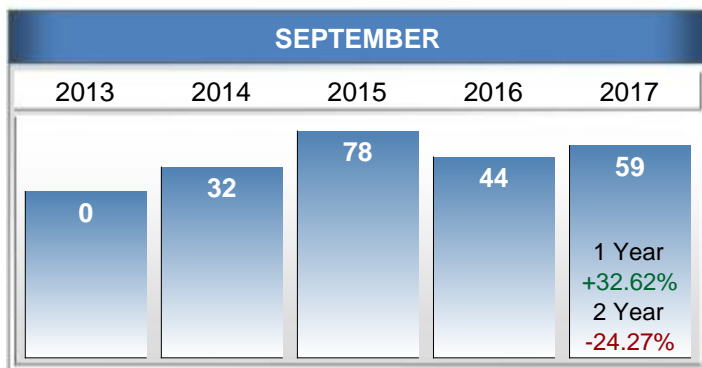
Closed Sales as of Oct 12, 2017



Average Days on Market to Sale

Report Produced on: Oct 12, 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+
\$20,000 and less	2	5.13%	112.0	112.0	0.0	0.0	0.0
\$20,001 \$50,000	6	15.38%	41.7	125.0	25.0	0.0	0.0
\$50,001 \$80,000	5	12.82%	36.8	38.0	21.5	51.5	0.0
\$80,001 \$140,000	11	28.21%	55.2	14.0	71.6	39.0	0.0
\$140,001 \$170,000	6	15.38%	58.5	1.0	70.0	0.0	0.0
\$170,001 \$270,000	6	15.38%	87.2	0.0	84.5	92.5	0.0
\$270,001 and up	3	7.69%	54.0	0.0	76.5	9.0	0.0
Average Closed DOM: 59.0				59.4	60.4	53.6	0.0
Total Closed Units: 39				7	25	7	
Total Closed Volume: 5,258,240				524.00K	3.54M	1.20M	0.00B



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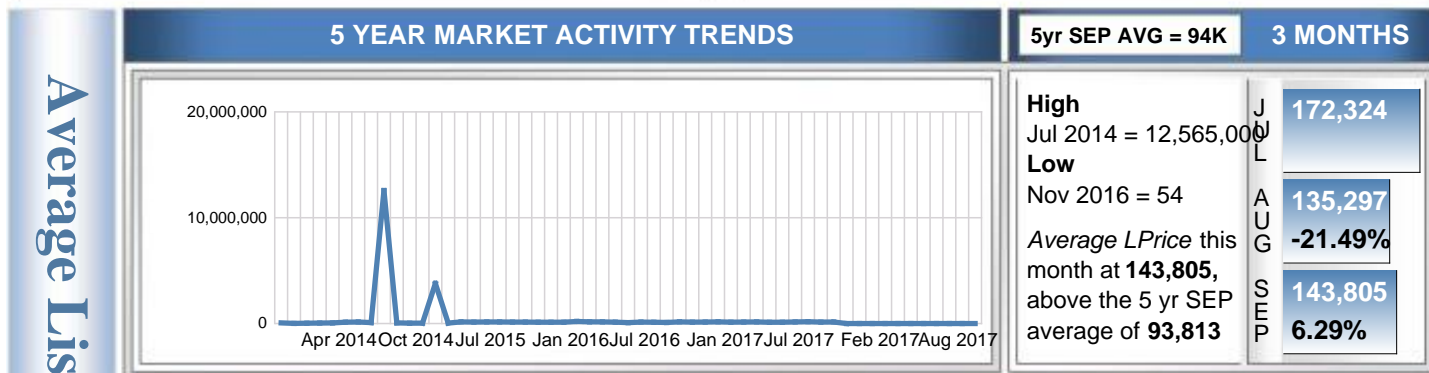
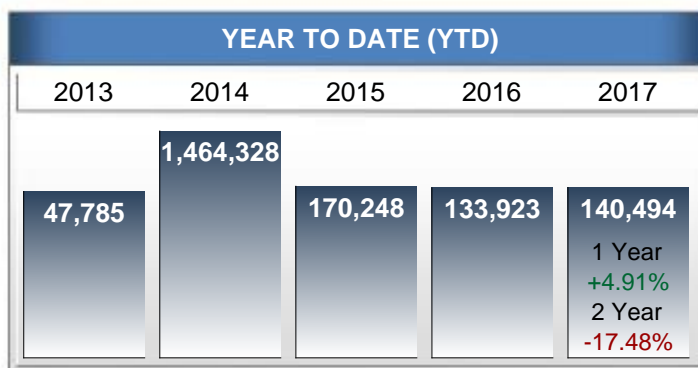
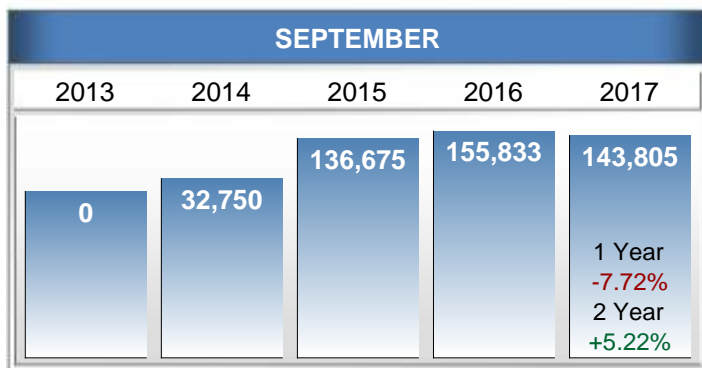
Closed Sales as of Oct 12, 2017



Average List Price at Closing

Report Produced on: Oct 12, 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+
\$20,000 and less	3	7.69%	11,667	7,500	0	0	0
\$20,001 \$50,000	3	7.69%	44,667	20,000	49,760	0	0
\$50,001 \$80,000	5	12.82%	61,540	65,000	86,450	63,950	0
\$80,001 \$140,000	12	30.77%	107,542	132,500	108,314	119,700	0
\$140,001 \$170,000	6	15.38%	156,883	190,000	159,260	0	0
\$170,001 \$270,000	5	12.82%	201,580	0	229,975	250,500	0
\$270,001 and up	5	12.82%	378,400	0	442,000	405,000	0
Average List Price:	\$143,805			\$79,286	\$151,204	\$181,900	\$0
Total Closed Units:	39			7	25	7	
Total List Volume:	5,608,400			555.00K	3.78M	1.27M	0.00B



Monthly Inventory Analysis

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September 2017

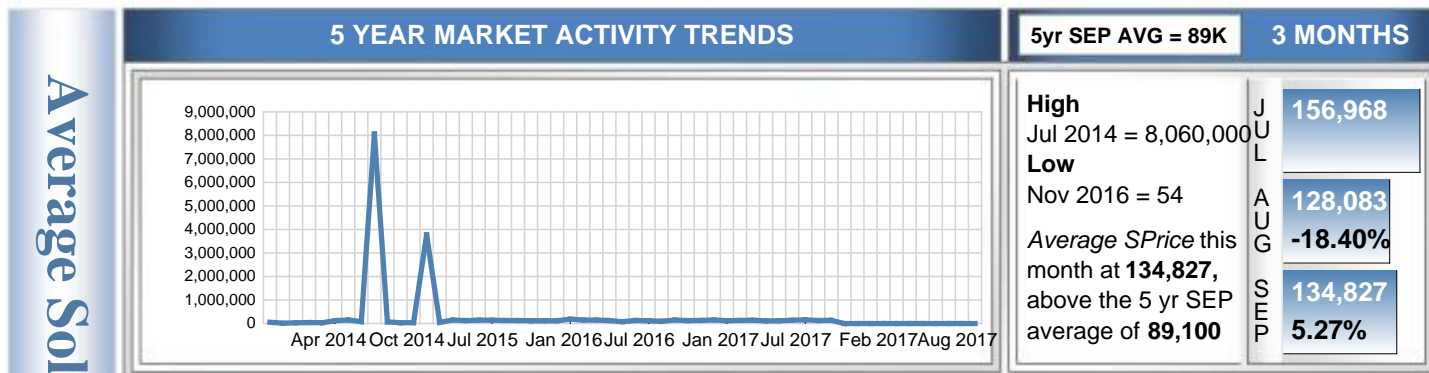
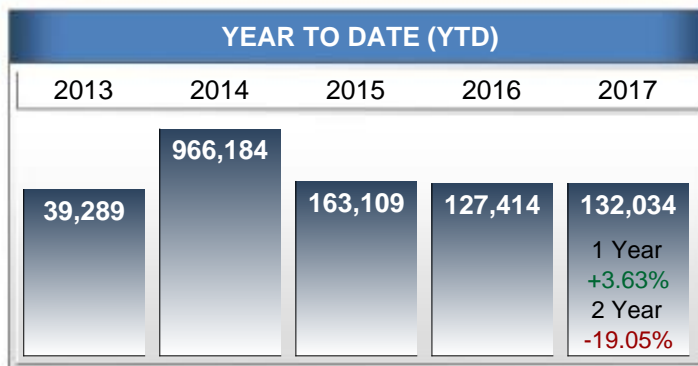
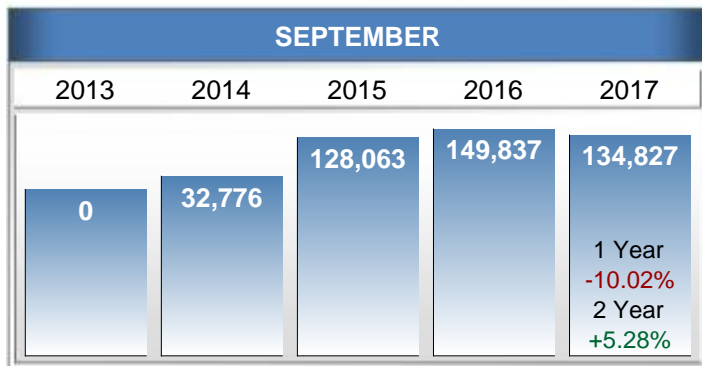
Closed Sales as of Oct 12, 2017



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+
\$20,000 and less	2		5.13%	5,250	5,250	0	0	0
\$20,001 \$50,000	6		15.38%	40,567	25,000	43,680	0	0
\$50,001 \$80,000	5		12.82%	66,748	60,000	76,870	60,000	0
\$80,001 \$140,000	11		28.21%	110,009	129,250	104,657	109,500	0
\$140,001 \$170,000	6		15.38%	156,750	170,000	154,100	0	0
\$170,001 \$270,000	6		15.38%	215,000	0	206,250	232,500	0
\$270,001 and up	3		7.69%	410,000	0	417,500	395,000	0
Average Closed Price:	\$134,827				\$74,857	\$141,410	\$171,286	\$0
Total Closed Units:	39				7	25	7	
Total Closed Volume:	5,258,240				524.00K	3.54M	1.20M	0.00B



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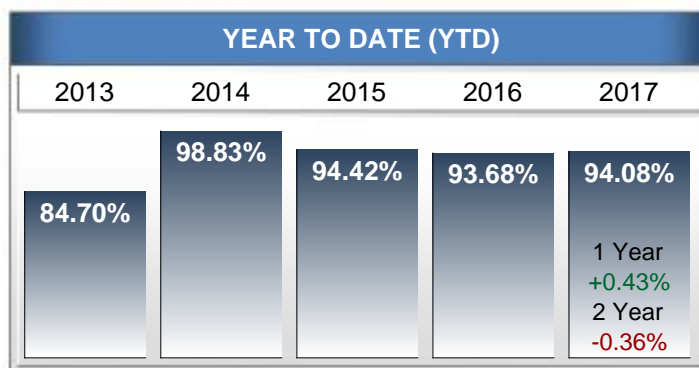
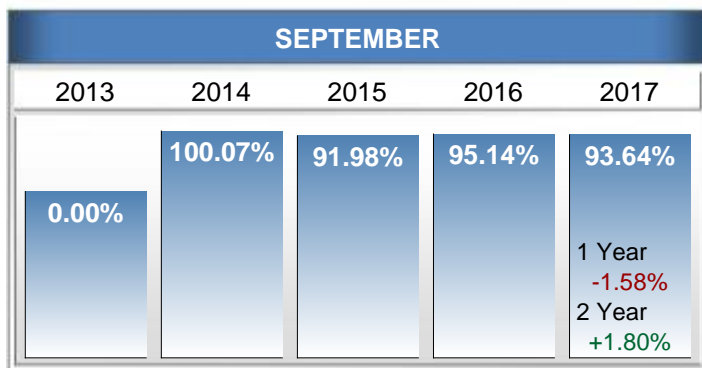
Closed Sales as of Oct 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr SEP AVG=76.16%	3 MONTHS
High Mar 2015 = 117.11%	JUL 94.29%
Low Nov 2016 = 54.00%	AUG 93.00%
Average List/Sell this month at 93.64% , above the 5 yr SEP average of 76.16%	SEP 93.64%
	SEP 0.69%

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	2	5.13%	82.00%	82.00%	0.00%	0.00%	0.00%
\$20,001 \$50,000	6	15.38%	93.45%	125.00%	87.13%	0.00%	0.00%
\$50,001 \$80,000	5	12.82%	91.95%	92.31%	89.15%	94.58%	0.00%
\$80,001 \$140,000	11	28.21%	95.97%	97.76%	96.96%	90.75%	0.00%
\$140,001 \$170,000	6	15.38%	95.54%	89.47%	96.76%	0.00%	0.00%
\$170,001 \$270,000	6	15.38%	92.06%	0.00%	91.95%	92.28%	0.00%
\$270,001 and up	3	7.69%	95.33%	0.00%	94.23%	97.53%	0.00%
Average List/Sell Ratio:	93.60%			95.19%	93.31%	93.25%	0.00%
Total Closed Units:	39			7	25	7	
Total Closed Volume:	5,258,240			524.00K	3.54M	1.20M	0.00B



Monthly Inventory Analysis

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September 2017

Inventory as of Oct 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 38 Sales/Month

Active Inventory as of September 30, 2017 = 292

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

	SEPTEMBER			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	41	39	-4.88%	322	357	10.87%
Pending Sales	44	50	13.64%	351	406	15.67%
New Listings	80	76	-5.00%	707	842	19.09%
Average List Price	155,833	143,805	-7.72%	133,923	140,494	4.91%
Average Sale Price	149,837	134,827	-10.02%	127,414	132,034	3.63%
Average Percent of List Price to Selling Price	95.14%	93.64%	-1.58%	93.68%	94.08%	0.43%
Average Days on Market to Sale	44.49	59.00	32.62%	50.77	59.70	17.60%
Monthly Inventory	276	292	5.80%	276	292	5.80%
Months Supply of Inventory	7.87	7.68	-2.32%	7.87	7.68	-2.32%

