



August 2017

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

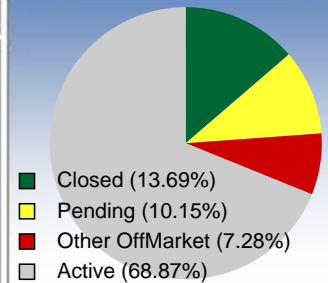


Absorption: Last 12 months, an Average of **38** Sales/Month

Active Inventory as of August 31, 2017 = **312**

| | AUGUST | | |
|------------------------------------------------|---------|---------|--------|
| | 2016 | 2017 | +/- % |
| Closed Listings | 44 | 62 | 40.91% |
| Pending Listings | 32 | 46 | 43.75% |
| New Listings | 72 | 104 | 44.44% |
| Average List Price | 100,742 | 135,297 | 34.30% |
| Average Sale Price | 95,057 | 128,083 | 34.74% |
| Average Percent of List Price to Selling Price | 90.70% | 93.00% | 2.54% |
| Average Days on Market to Sale | 43.11 | 52.27 | 21.25% |
| End of Month Inventory | 272 | 312 | 14.71% |
| Months Supply of Inventory | 7.92 | 8.17 | 3.19% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2017 rose **14.71%** to 312 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 **8.17** 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 **34.74%** in August 2017 to \$128,083 versus the previous year at \$95,057.

Average Days on Market Lengthens

The average number of **52.27** days that homes spent on the market before selling increased by 9.16 days or **21.25%** in August 2017 compared to last year's same month at **43.11** DOM.

Sales Success for August 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 104 New Listings in August 2017, up **44.44%** from last year at 72. Furthermore, there were 62 Closed Listings this month versus last year at 44, a **40.91%** increase.

Closed versus Listed trends yielded a **59.6%** ratio, down from last year's August 2017 at **61.1%**, a **2.45%** 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

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

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®

August 2017

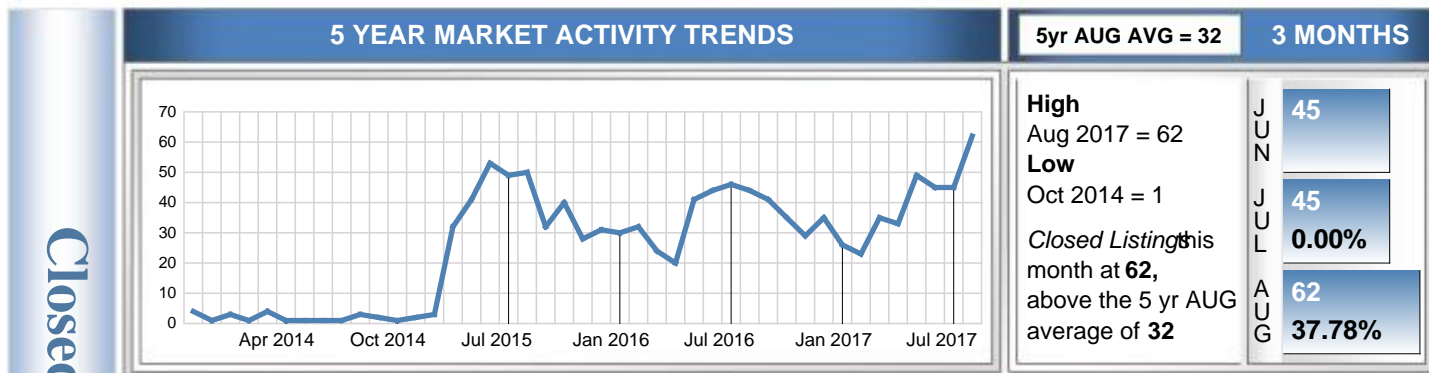
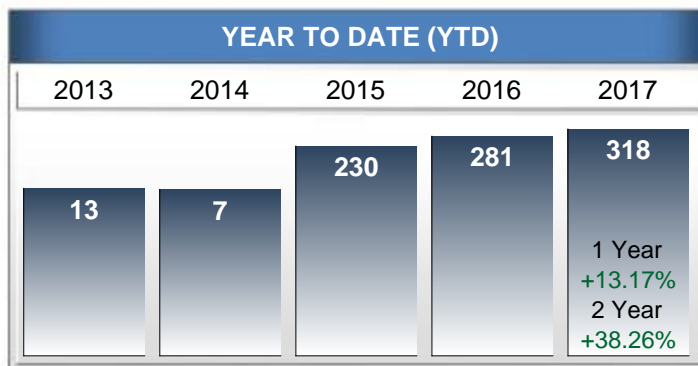
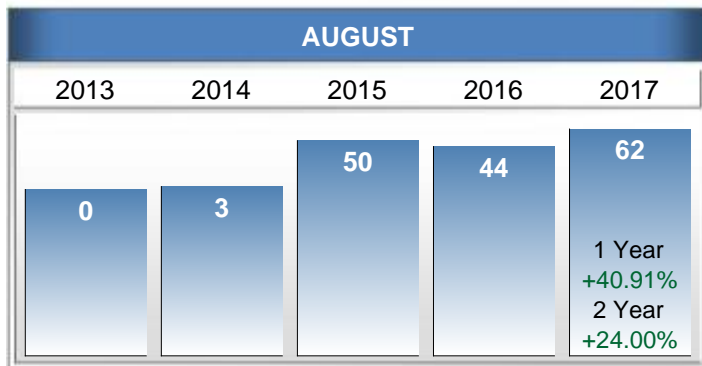
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 2017

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



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|------------------------------------------------|------------------|--------|-------------|-----------------|------------------|------------------|--------------|
| \$40,000 and less | 7 | 11.29% | 52.3 | 4 | 3 | 0 | 0 |
| \$40,001 - \$50,000 | 3 | 4.84% | 25.7 | 2 | 1 | 0 | 0 |
| \$50,001 - \$90,000 | 13 | 20.97% | 36.3 | 1 | 10 | 2 | 0 |
| \$90,001 - \$130,000 | 12 | 19.35% | 52.4 | 2 | 10 | 0 | 0 |
| \$130,001 - \$180,000 | 12 | 19.35% | 81.3 | 1 | 10 | 1 | 0 |
| \$180,001 - \$200,000 | 6 | 9.68% | 19.3 | 0 | 5 | 1 | 0 |
| \$200,001 and up | 9 | 14.52% | 67.2 | 1 | 4 | 4 | 0 |
| Total Closed Units: | 62 | | 52.3 | 11 | 43 | 8 | 0.00B |
| Total Closed Volume: | 7,941,128 | | | 774.42K | 5.56M | 1.60M | 0.00B |
| Average Closed Price: | \$128,083 | | | \$70,402 | \$129,368 | \$200,488 | \$0 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

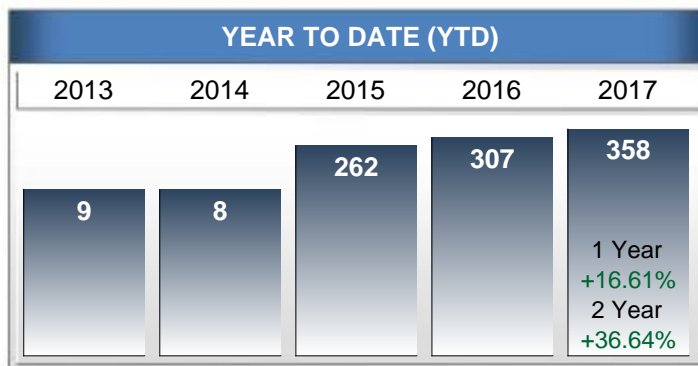
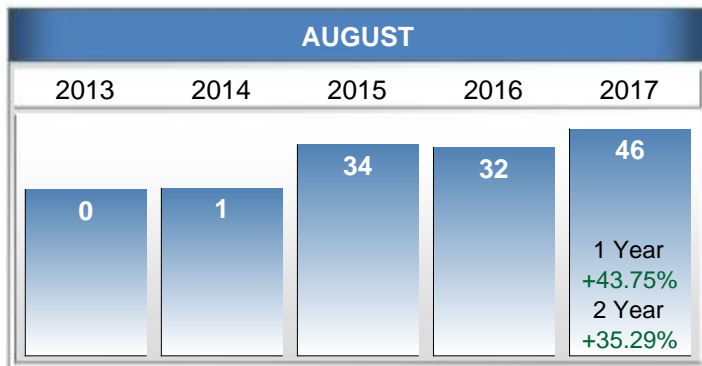
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 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+ |
|-------------------------------------------------|----|--------|-------|-------------------------------------------------|--------|--------|---------|
| \$30,000 and less | 3 | 6.52% | 71.7 | 3 | 0 | 0 | 0 |
| \$30,001 \$40,000 | 4 | 8.70% | 16.5 | 1 | 3 | 0 | 0 |
| \$40,001 \$80,000 | 10 | 21.74% | 41.1 | 3 | 6 | 1 | 0 |
| \$80,001 \$140,000 | 11 | 23.91% | 52.6 | 2 | 9 | 0 | 0 |
| \$140,001 \$160,000 | 4 | 8.70% | 41.3 | 2 | 2 | 0 | 0 |
| \$160,001 \$250,000 | 9 | 19.57% | 57.9 | 1 | 8 | 0 | 0 |
| \$250,001 and up | 5 | 10.87% | 60.0 | 0 | 3 | 1 | 1 |
| Total Pending Units: 46 | | | | 12 31 2 1 | | | |
| Total Pending Volume: 6,226,340 | | | | 950.94K 4.37M 365.00K 539.00K | | | |
| Average Listing Price: \$107,782 | | | | \$79,245 \$141,013 \$182,500 \$539,000 | | | |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

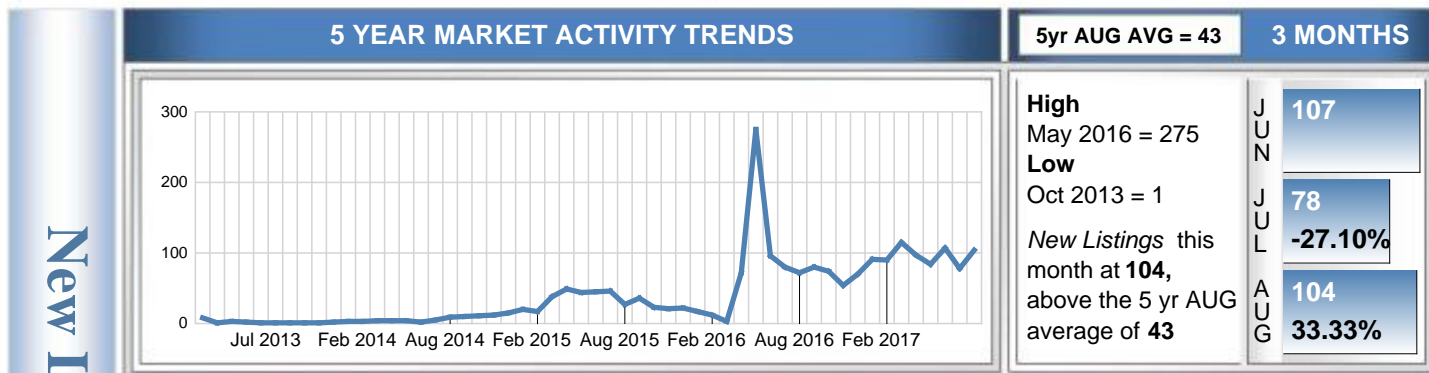
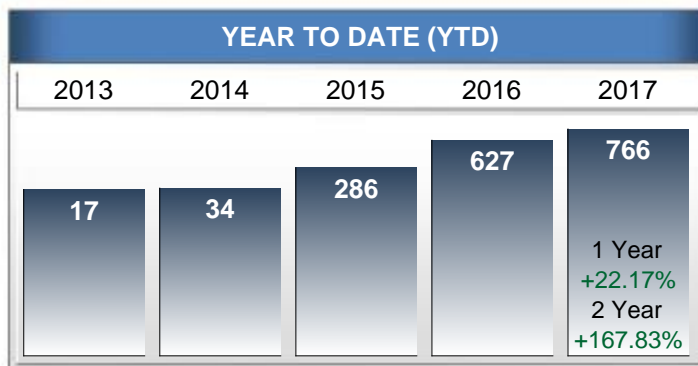
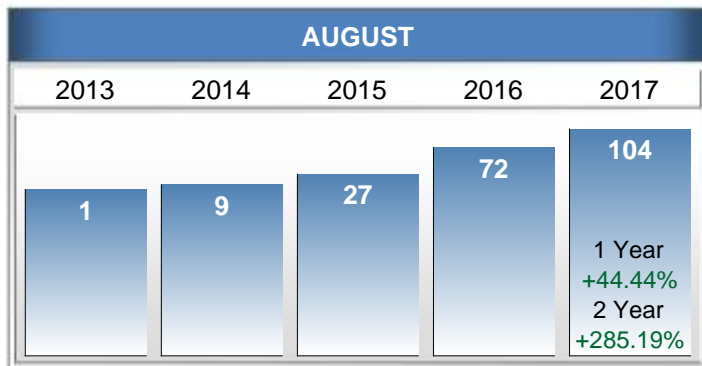
New Listings as of Sep 12, 2017



New Listings

Report Produced on: Sep 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+ |
|---------------------------------------------|-------------------|--------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 7 | 6.73% | 5 | 2 | 0 | 0 |
| \$30,001 - \$50,000 | 11 | 10.58% | 5 | 6 | 0 | 0 |
| \$50,001 - \$70,000 | 17 | 16.35% | 9 | 5 | 3 | 0 |
| \$70,001 - \$130,000 | 27 | 25.96% | 4 | 20 | 3 | 0 |
| \$130,001 - \$190,000 | 19 | 18.27% | 3 | 13 | 2 | 1 |
| \$190,001 - \$320,000 | 12 | 11.54% | 2 | 4 | 5 | 1 |
| \$320,001 and up | 11 | 10.58% | 4 | 3 | 2 | 2 |
| Total New Listed Units: | 104 | | 32 | 53 | 15 | 4 |
| Total New Listed Volume: | 15,753,400 | | 4.24M | 6.98M | 3.08M | 1.45M |
| Average New Listed Listing Price: | \$63,500 | | \$132,442 | \$131,727 | \$205,447 | \$363,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

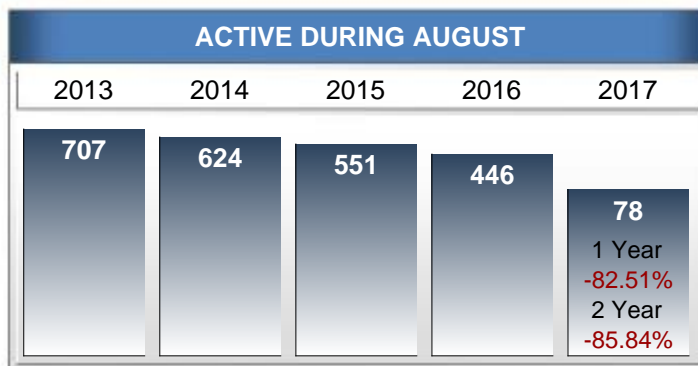
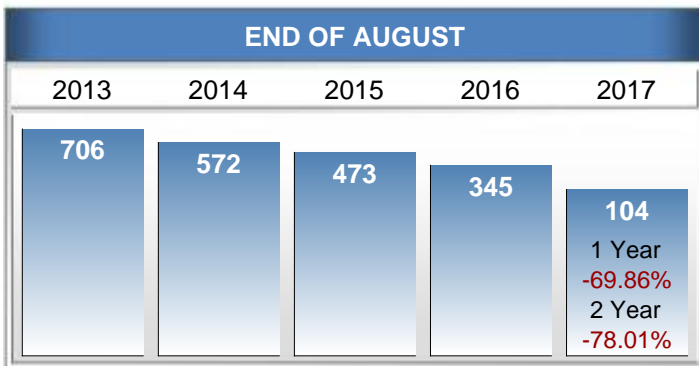
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

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



Active Inventory

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5yr AUG AVG = 440 **3 MONTHS**

High
Jan 2015 = 712

Low
Nov 2016 = 54

Inventory this month at **104**, below the 5 yr AUG average of **440**

| | |
|-----|-----|
| JUN | 378 |
| JUL | 345 |
| AUG | 312 |

-8.73%
-9.57%

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 | 4.17% | 75.9 | 13 | 0 | 0 | 0 | | |
| \$25,001 \$50,000 | 37 | 11.86% | 83.4 | 32 | 5 | 0 | 0 | | |
| \$50,001 \$75,000 | 38 | 12.18% | 63.5 | 23 | 11 | 4 | 0 | | |
| \$75,001 \$150,000 | 103 | 33.01% | 68.5 | 22 | 68 | 13 | 0 | | |
| \$150,001 \$225,000 | 49 | 15.71% | 75.0 | 10 | 27 | 11 | 1 | | |
| \$225,001 \$325,000 | 39 | 12.50% | 78.6 | 5 | 16 | 14 | 4 | | |
| \$325,001 and up | 33 | 10.58% | 90.2 | 12 | 6 | 7 | 8 | | |
| Total Active Inventory by Units: | | | | 312 | 74.5 | 117 | 133 | 49 | 13 |
| Total Active Inventory by Volume: | | | | 57,722,160 | | 17.71M | 22.34M | 11.16M | 6.52M |
| Average Active Inventory Listing Price: | | | | \$185,007 | | \$151,330 | \$167,968 | \$227,722 | \$501,408 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

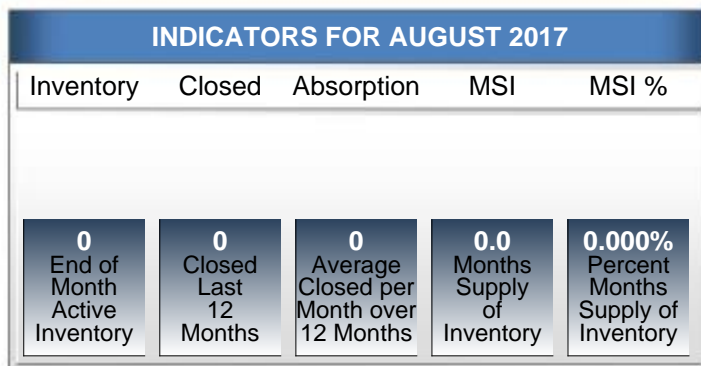
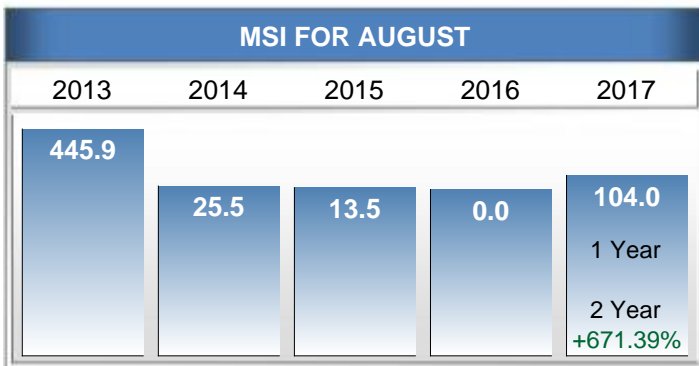
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 12, 2017

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



Months Supply
Ready to Buy or Sell Real Estate?
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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 | 22 | | 7.05% | 8.8 | 8.0 | 16.0 | 0.0 | 0.0 |
| \$30,001 - \$60,000 | 40 | | 12.82% | 6.7 | 9.4 | 2.5 | 12.0 | 0.0 |
| \$60,001 - \$90,000 | 55 | | 17.63% | 9.6 | 16.0 | 7.7 | 7.2 | 0.0 |
| \$90,001 - \$150,000 | 74 | | 23.72% | 6.6 | 10.6 | 5.8 | 7.5 | 0.0 |
| \$150,001 - \$230,000 | 50 | | 16.03% | 6.2 | 17.1 | 5.4 | 5.7 | 2.4 |
| \$230,001 - \$330,000 | 40 | | 12.82% | 11.7 | 84.0 | 6.9 | 14.0 | 24.0 |
| \$330,001 and up | 31 | | 9.94% | 26.6 | 60.0 | 12.0 | 21.0 | 48.0 |
| MSI: | | 8.2 | | | 12.3 | 6.0 | 8.9 | 13.0 |
| Total Active Inventory: | | 312 | | | 117 | 133 | 49 | 13 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

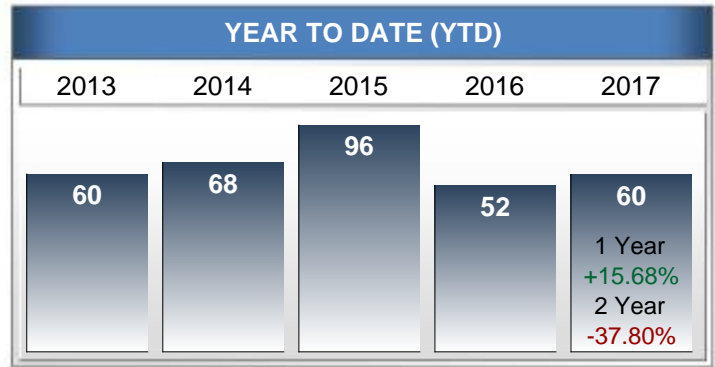
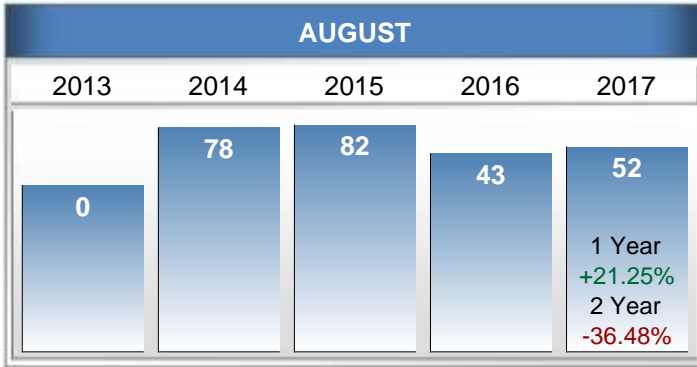
Closed Sales as of Sep 12, 2017



Average Days on Market to Sale

Report Produced on: Sep 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+ |
|---------------------------------------------------------------|----|--------|-------|---------|--------|--------|---------|
| \$40,000 and less | 7 | 11.29% | 52.3 | 28.0 | 84.7 | 0.0 | 0.0 |
| \$40,001 \$50,000 | 3 | 4.84% | 25.7 | 38.0 | 1.0 | 0.0 | 0.0 |
| \$50,001 \$90,000 | 13 | 20.97% | 36.3 | 20.0 | 37.7 | 37.5 | 0.0 |
| \$90,001 \$130,000 | 12 | 19.35% | 52.4 | 22.5 | 58.4 | 0.0 | 0.0 |
| \$130,001 \$180,000 | 12 | 19.35% | 81.3 | 123.0 | 83.2 | 21.0 | 0.0 |
| \$180,001 \$200,000 | 6 | 9.68% | 19.3 | 0.0 | 16.6 | 33.0 | 0.0 |
| \$200,001 and up | 9 | 14.52% | 67.2 | 197.0 | 76.8 | 25.3 | 0.0 |
| Average Closed DOM: 52.3 | | | | 52.1 | 56.7 | 28.8 | 0.0 |
| Total Closed Units: 62 | | | | 11 | 43 | 8 | 0.0 |
| Total Closed Volume: 7,941,128 | | | | 774.42K | 5.56M | 1.60M | 0.00B |



Monthly Inventory Analysis

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August 2017

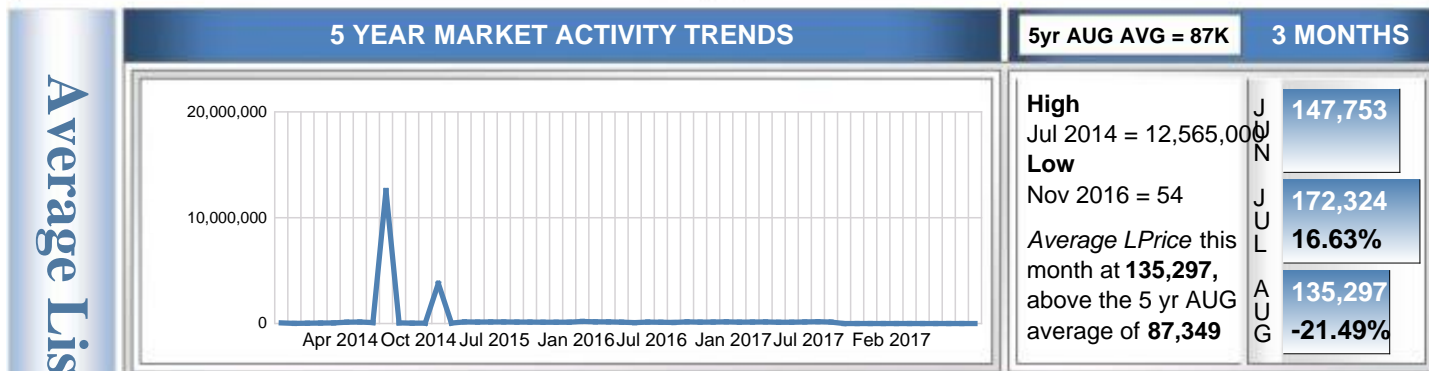
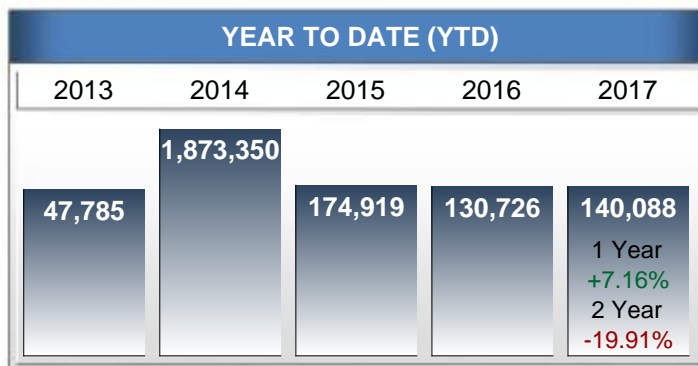
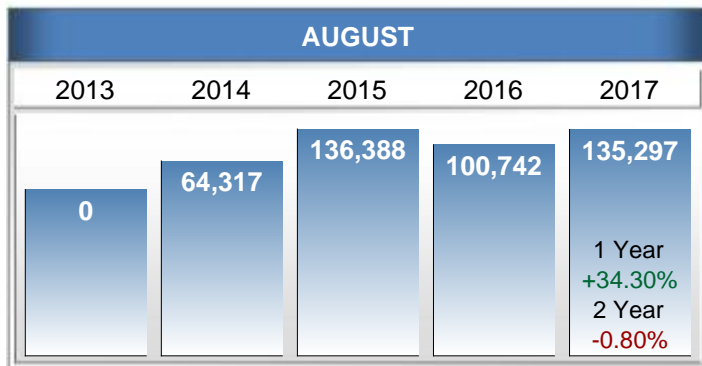
Closed Sales as of Sep 12, 2017



Average List Price at Closing

Report Produced on: Sep 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+ |
|--------------------------------------------------------------|-----------|--------|---------|----------|-----------|-----------|---------|
| \$40,000 and less | 5 | 8.06% | 21,700 | 20,125 | 41,800 | 0 | 0 |
| \$40,001 \$50,000 | 3 | 4.84% | 45,080 | 50,120 | 47,500 | 0 | 0 |
| \$50,001 \$90,000 | 14 | 22.58% | 73,929 | 60,000 | 79,420 | 84,950 | 0 |
| \$90,001 \$130,000 | 13 | 20.97% | 117,646 | 113,450 | 120,350 | 0 | 0 |
| \$130,001 \$180,000 | 12 | 19.35% | 152,367 | 155,000 | 152,540 | 148,000 | 0 |
| \$180,001 \$200,000 | 4 | 6.45% | 191,075 | 0 | 194,860 | 225,000 | 0 |
| \$200,001 and up | 11 | 17.74% | 271,599 | 256,000 | 285,173 | 288,975 | 0 |
| Average List Price: | \$135,297 | | | \$79,876 | \$135,139 | \$212,350 | \$0 |
| Total Closed Units: | 62 | | | 11 | 43 | 8 | |
| Total List Volume: | 8,388,430 | | | 878.64K | 5.81M | 1.70M | 0.00B |



Monthly Inventory Analysis

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August 2017

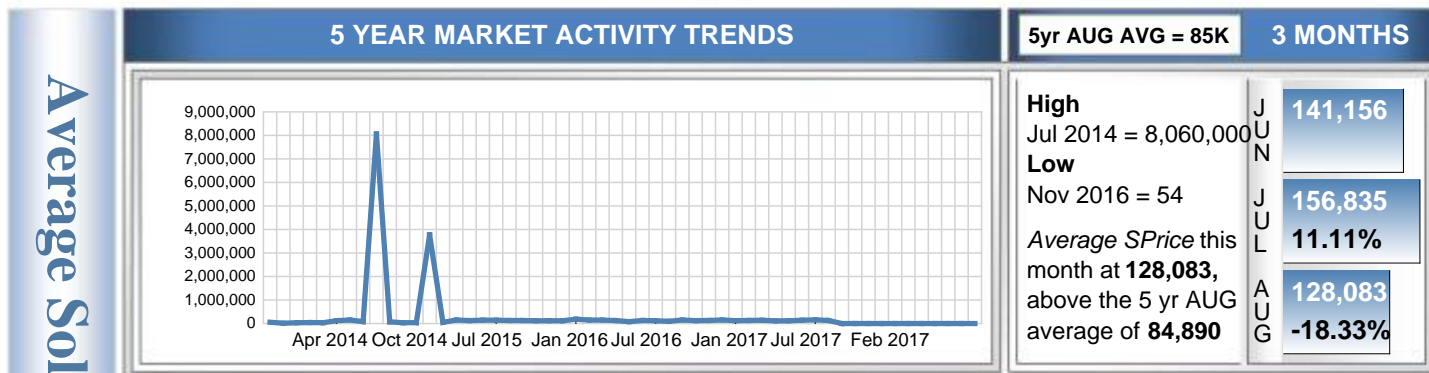
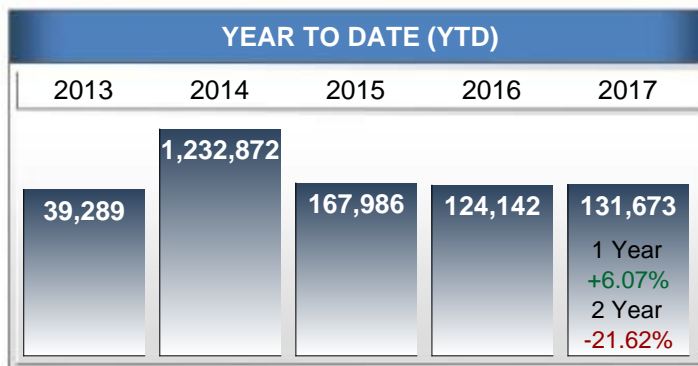
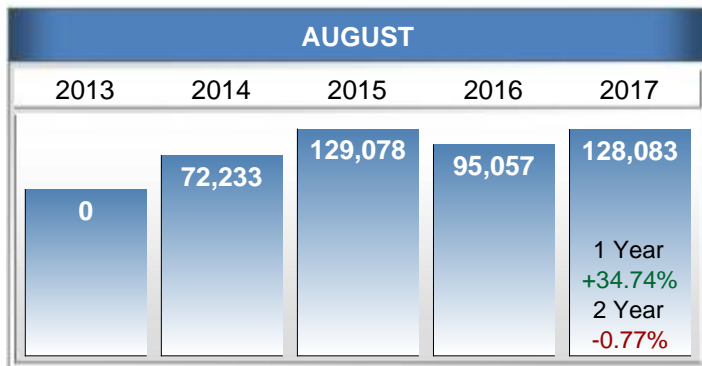
Closed Sales as of Sep 12, 2017



Average Sold Price at Closing

Report Produced on: Sep 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+ |
|--------------------------------------------------------------|-----------|--------|---------|----------|-----------|-----------|---------|
| \$40,000 and less | 7 | 11.29% | 23,786 | 16,250 | 33,833 | 0 | 0 |
| \$40,001 - \$50,000 | 3 | 4.84% | 45,875 | 46,250 | 45,125 | 0 | 0 |
| \$50,001 - \$90,000 | 13 | 20.97% | 72,530 | 57,500 | 73,048 | 77,450 | 0 |
| \$90,001 - \$130,000 | 12 | 19.35% | 115,567 | 107,000 | 117,280 | 0 | 0 |
| \$130,001 - \$180,000 | 12 | 19.35% | 146,950 | 140,000 | 147,840 | 145,000 | 0 |
| \$180,001 - \$200,000 | 6 | 9.68% | 191,583 | 0 | 189,900 | 200,000 | 0 |
| \$200,001 and up | 9 | 14.52% | 266,047 | 205,419 | 271,250 | 276,000 | 0 |
| Average Closed Price: | \$128,083 | | | \$70,402 | \$129,368 | \$200,488 | \$0 |
| Total Closed Units: | 62 | | | 11 | 43 | 8 | |
| Total Closed Volume: | 7,941,128 | | | 774.42K | 5.56M | 1.60M | 0.00B |



Monthly Inventory Analysis

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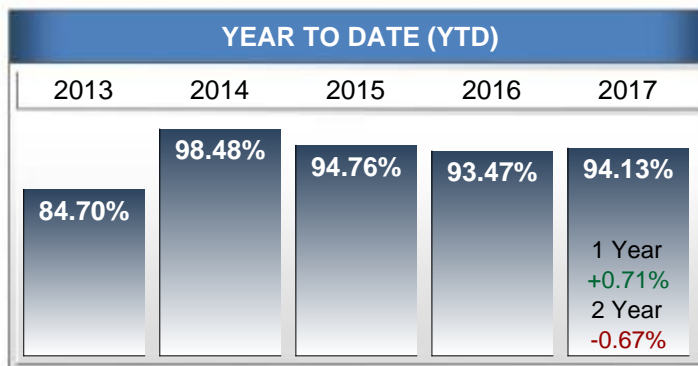
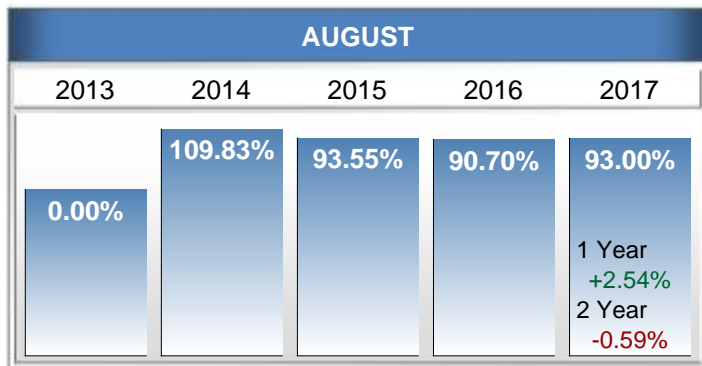
Closed Sales as of Sep 12, 2017



Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

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



Average List/Sell Price

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5yr AUG AVG=77.42% 3 MONTHS

| | | |
|---------------------------------------------------------------------------------------------|-----|--------|
| High | JUN | 96.38% |
| Mar 2015 = 117.11% | JUL | 94.21% |
| Low | AUG | 93.00% |
| Nov 2016 = 54.00% | | -2.25% |
| Average List/Sell this month at 93.00% , above the 5 yr AUG average of 77.42% | | -1.29% |

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+ |
|----------------------------------------------|-----------|--------|--------|---------|--------|--------|---------|
| \$40,000 and less | 7 | 11.29% | 77.67% | 74.52% | 81.86% | 0.00% | 0.00% |
| \$40,001 \$50,000 | 3 | 4.84% | 93.28% | 92.43% | 95.00% | 0.00% | 0.00% |
| \$50,001 \$90,000 | 13 | 20.97% | 92.50% | 95.83% | 92.43% | 91.18% | 0.00% |
| \$90,001 \$130,000 | 12 | 19.35% | 96.99% | 94.39% | 97.51% | 0.00% | 0.00% |
| \$130,001 \$180,000 | 12 | 19.35% | 96.49% | 90.32% | 96.96% | 97.97% | 0.00% |
| \$180,001 \$200,000 | 6 | 9.68% | 96.07% | 0.00% | 97.51% | 88.89% | 0.00% |
| \$200,001 and up | 9 | 14.52% | 93.50% | 80.24% | 94.77% | 95.55% | 0.00% |
| Average List/Sell Ratio: | 93.00% | | | 85.28% | 94.80% | 93.93% | 0.00% |
| Total Closed Units: | 62 | | | 11 | 43 | 8 | |
| Total Closed Volume: | 7,941,128 | | | 774.42K | 5.56M | 1.60M | 0.00B |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

Inventory as of Sep 12, 2017



Market Summary

Report Produced on: Sep 12, 2017

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



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

Active Inventory as of August 31, 2017 = 312

| | AUGUST | | | Year To Date | | |
|------------------------------------------------|---------|---------|--------|--------------|---------|--------|
| | 2016 | 2017 | +/- % | 2016 | 2017 | +/- % |
| Closed Sales | 44 | 62 | 40.91% | 281 | 318 | 13.17% |
| Pending Sales | 32 | 46 | 43.75% | 307 | 358 | 16.61% |
| New Listings | 72 | 104 | 44.44% | 627 | 766 | 22.17% |
| Average List Price | 100,742 | 135,297 | 34.30% | 130,726 | 140,088 | 7.16% |
| Average Sale Price | 95,057 | 128,083 | 34.74% | 124,142 | 131,673 | 6.07% |
| Average Percent of List Price to Selling Price | 90.70% | 93.00% | 2.54% | 93.47% | 94.13% | 0.71% |
| Average Days on Market to Sale | 43.11 | 52.27 | 21.25% | 51.68 | 59.79 | 15.68% |
| Monthly Inventory | 272 | 312 | 14.71% | 272 | 312 | 14.71% |
| Months Supply of Inventory | 7.92 | 8.17 | 3.19% | 7.92 | 8.17 | 3.19% |

