



August 2016

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

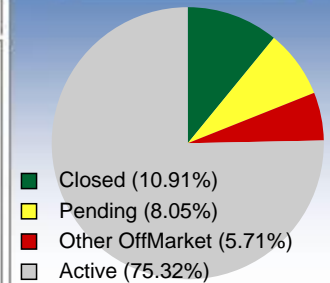


Absorption: Last 12 months, an Average of **33** Sales/Month

Active Inventory as of August 31, 2016 = **290**

	AUGUST		
	2015	2016	+/- %
Closed Listings	50	42	-16.00%
Pending Listings	34	31	-8.82%
New Listings	26	71	173.08%
Average List Price	136,388	100,551	-26.28%
Average Sale Price	129,078	94,878	-26.50%
Average Percent of List Price to Selling Price	93.55%	90.54%	-3.22%
Average Days on Market to Sale	82.30	44.02	-46.51%
End of Month Inventory	99	290	192.93%
Months Supply of Inventory	5.14	8.74	70.02%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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 2016 rose **192.93%** to 290 existing homes available for sale. Over the last 12 months this area has had an average of 33 closed sales per month. This represents an unsold inventory index of **8.74** 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 **26.50%** in August 2016 to \$94,878 versus the previous year at \$129,078.

Average Days on Market Shortens

The average number of **44.02** days that homes spent on the market before selling decreased by 38.28 days or **46.51%** in August 2016 compared to last year's same month at **82.30** DOM.

Sales Success for August 2016 is Positive

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

There were 71 New Listings in August 2016, up **173.08%** from last year at 26. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **59.2%** ratio, down from last year's August 2016 at **192.3%**, a **69.24%** 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.

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

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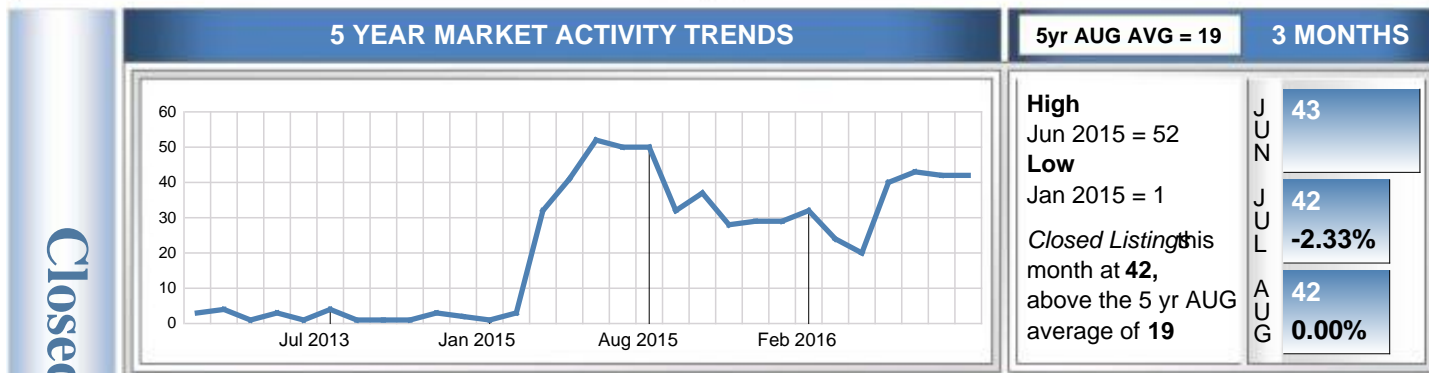
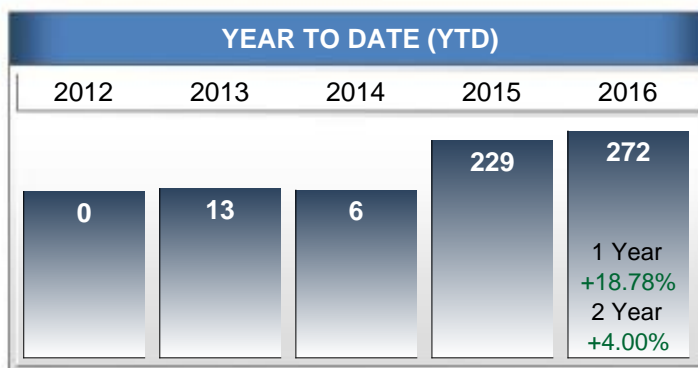
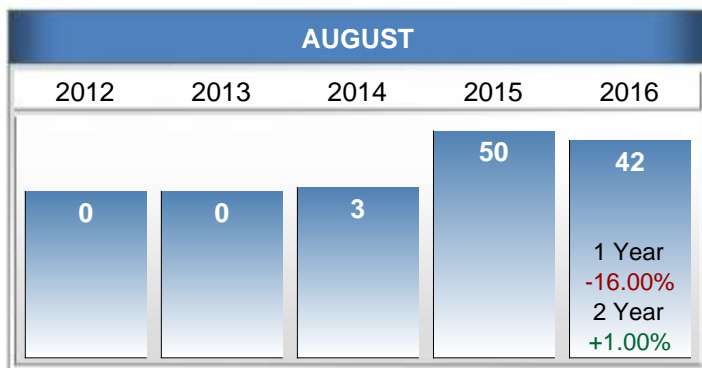
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 12, 2016

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	4	9.52%	71.0	3	1	0	0
\$20,001 \$30,000	3	7.14%	36.7	1	2	0	0
\$30,001 \$60,000	7	16.67%	54.6	2	5	0	0
\$60,001 \$100,000	12	28.57%	29.3	3	7	1	1
\$100,001 \$130,000	6	14.29%	17.3	0	6	0	0
\$130,001 \$180,000	5	11.90%	70.4	0	4	1	0
\$180,001 and up	5	11.90%	53.2	0	4	0	1
Total Closed Units:	42		44.0	9	29	2	2
Total Closed Volume:	3,984,880			346.43K	2.97M	251.00K	419.50K
Average Closed Price:	\$94,878			\$38,492	\$102,343	\$125,500	\$209,750

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

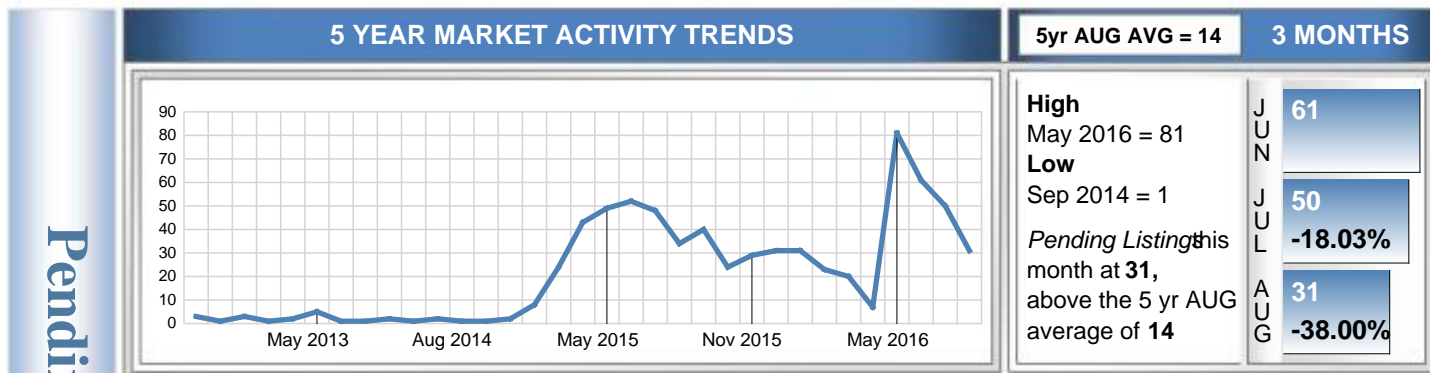
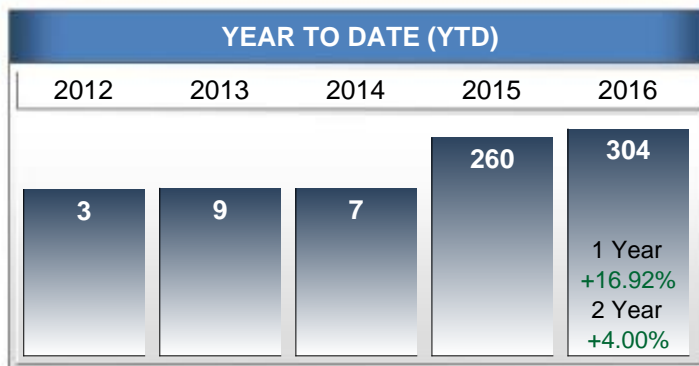
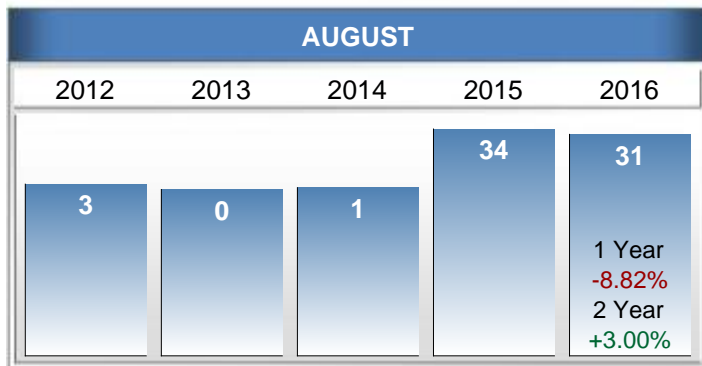
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 2016

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	3	9.68%	69.0	2	1	0	0
\$50,001 - \$80,000	3	9.68%	78.0	3	0	0	0
\$80,001 - \$120,000	6	19.35%	49.2	1	4	1	0
\$120,001 - \$150,000	6	19.35%	31.0	1	5	0	0
\$150,001 - \$210,000	7	22.58%	39.4	0	6	1	0
\$210,001 - \$270,000	3	9.68%	79.0	1	1	1	0
\$270,001 and up	3	9.68%	83.0	0	2	1	0
Total Pending Units:	31		68.5	8	19	4	0.00B
Total Pending Volume:	4,731,000			765.20K	3.13M	837.40K	\$0
Average Listing Price:	\$75,950			\$95,650	\$164,653	\$209,350	



Monthly Inventory Analysis

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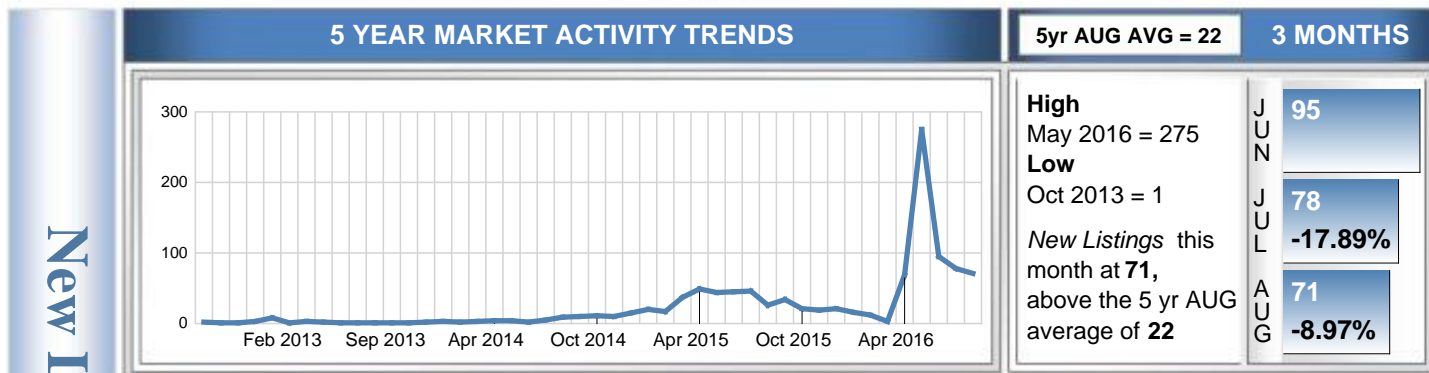
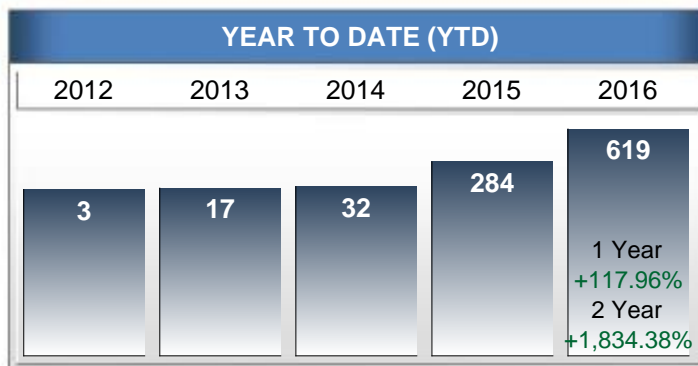
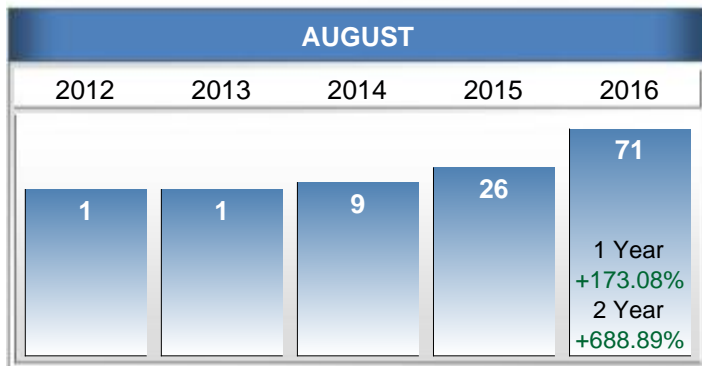
New Listings as of Sep 12, 2016



New Listings

Report Produced on: Sep 12, 2016

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	5	7.04%	5	0	0	0	
\$20,001 \$50,000	8	11.27%	7	1	0	0	
\$50,001 \$80,000	11	15.49%	5	6	0	0	
\$80,001 \$130,000	20	28.17%	5	10	5	0	
\$130,001 \$150,000	9	12.68%	3	5	1	0	
\$150,001 \$180,000	8	11.27%	1	7	0	0	
\$180,001 and up	10	14.08%	3	5	2	0	
Total New Listed Units:			71	29	34	8	
Total New Listed Volume:			10,296,010	3.27M	5.84M	1.18M	0.00B
Average New Listed Listing Price:			\$0	\$112,823	\$171,825	\$147,763	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

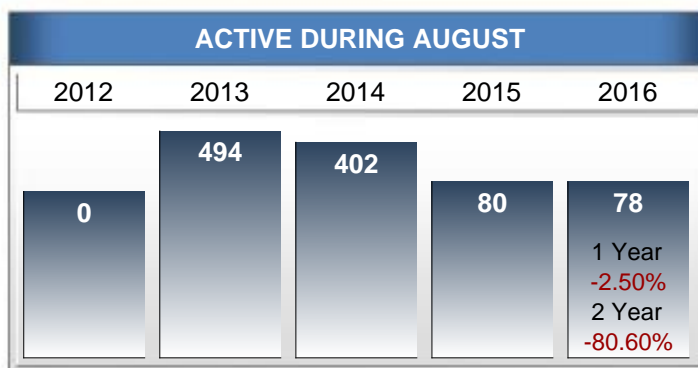
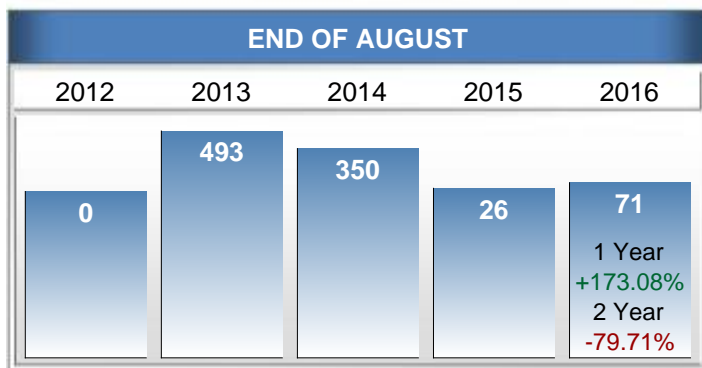
Active Inventory as of Sep 12, 2016



Active Inventory

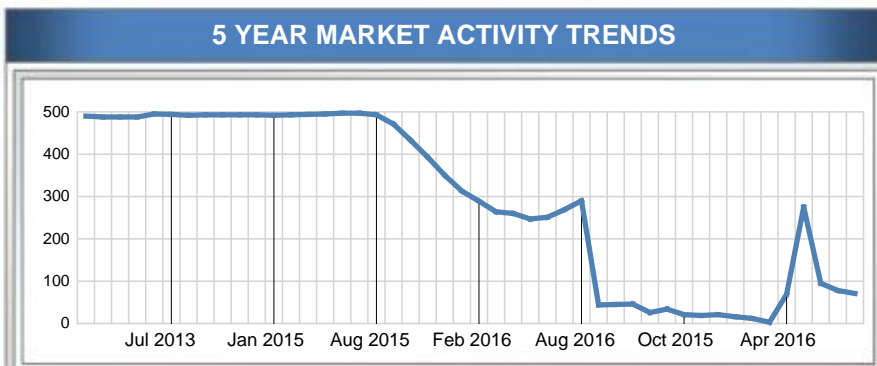
Report Produced on: Sep 12, 2016

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Active Inventory

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5yr AUG AVG = 188 **3 MONTHS**

High
Jul 2015 = 497

Low
Mar 2016 = 3

Inventory this month at **71**, below the 5 yr AUG average of **188**

JUN	251
JUL	269
AUG	7.17%
AUG	290
	7.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	23	7.93%	72.4	23	0	0	0		
\$25,001 - \$50,000	38	13.10%	76.4	28	8	1	1		
\$50,001 - \$75,000	27	9.31%	64.4	18	8	1	0		
\$75,001 - \$150,000	87	30.00%	65.1	19	53	13	2		
\$150,001 - \$225,000	47	16.21%	77.9	10	28	9	0		
\$225,001 - \$325,000	34	11.72%	82.8	8	11	14	1		
\$325,001 and up	34	11.72%	112.0	12	16	3	3		
Total Active Inventory by Units:				290	76.7	118	124	41	7
Total Active Inventory by Volume:				50,947,140		16.18M	23.20M	9.02M	2.54M
Average Active Inventory Listing Price:				\$175,680		\$137,124	\$187,123	\$220,105	\$362,700



Monthly Inventory Analysis

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August 2016

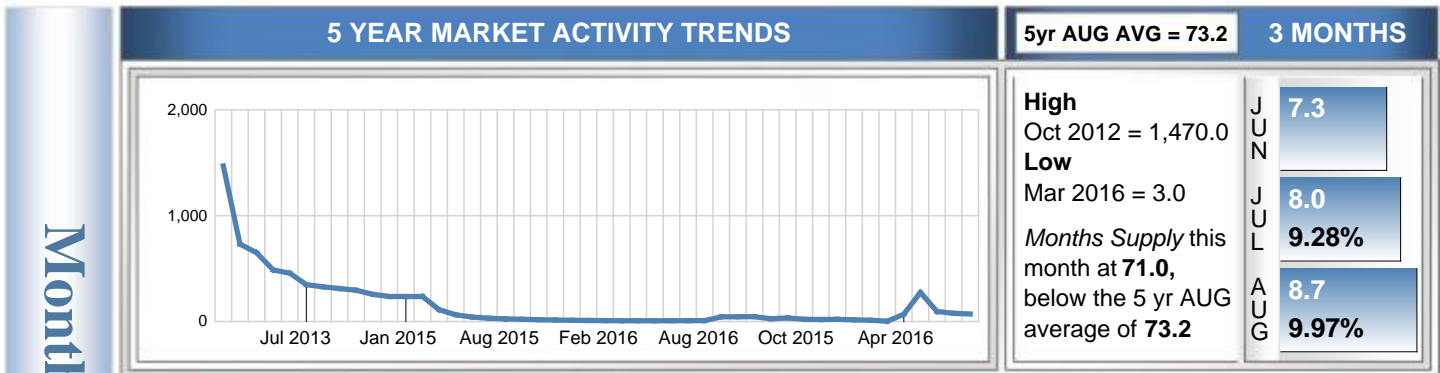
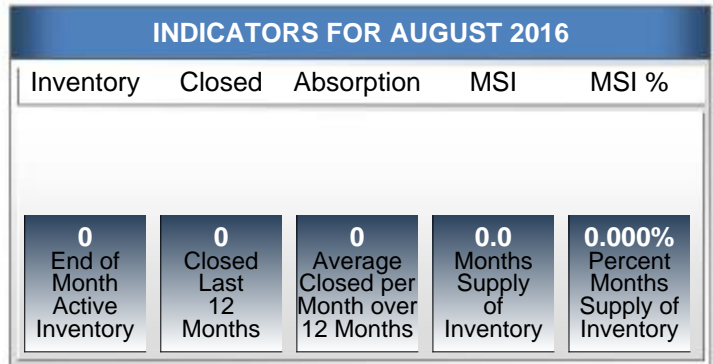
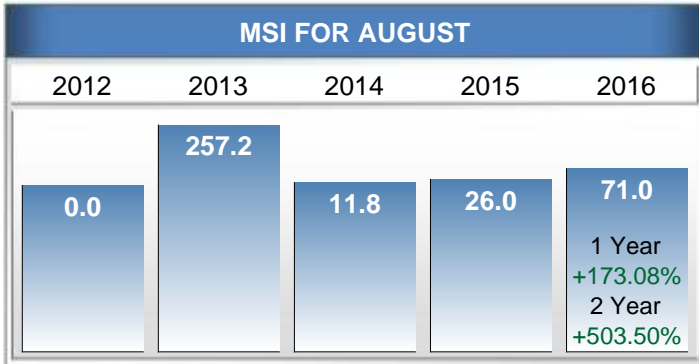
Active Inventory as of Sep 12, 2016



Months Supply of Inventory

Report Produced on: Sep 12, 2016

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	30	10.34%	6.9	9.0	0.0	0.0	0.0
\$30,001 \$50,000	31	10.69%	8.5	11.5	5.1	4.0	0.0
\$50,001 \$80,000	35	12.07%	6.0	10.2	3.6	4.0	0.0
\$80,001 \$160,000	86	29.66%	8.0	9.7	6.8	14.2	24.0
\$160,001 \$220,000	40	13.79%	8.1	48.0	6.4	8.3	0.0
\$220,001 \$340,000	38	13.10%	14.3	0.0	8.2	21.0	6.0
\$340,001 and up	30	10.34%	30.0	28.8	144.0	18.0	9.0
MSI:			8.7	12.2	6.4	11.7	9.3
Total Active Inventory:			290	118	124	41	7



Monthly Inventory Analysis

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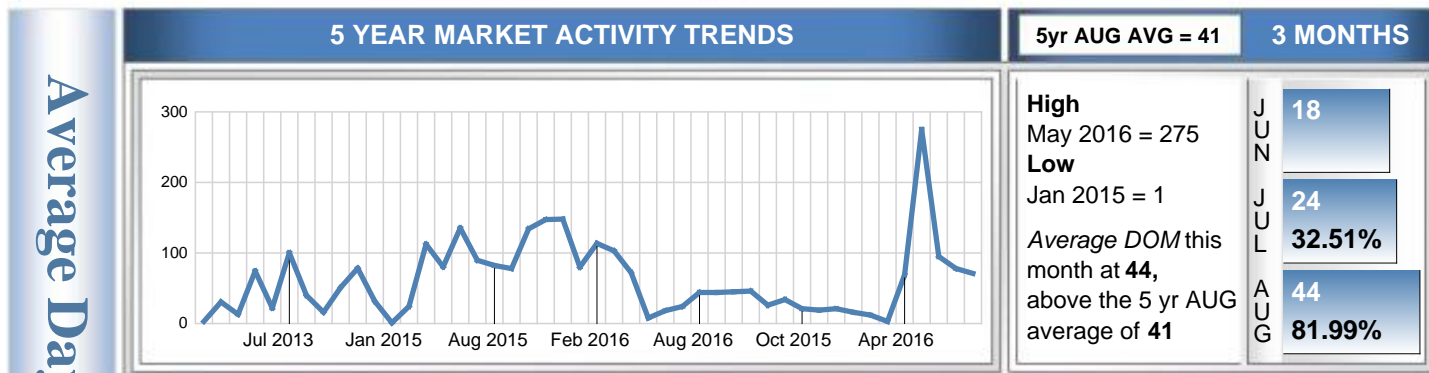
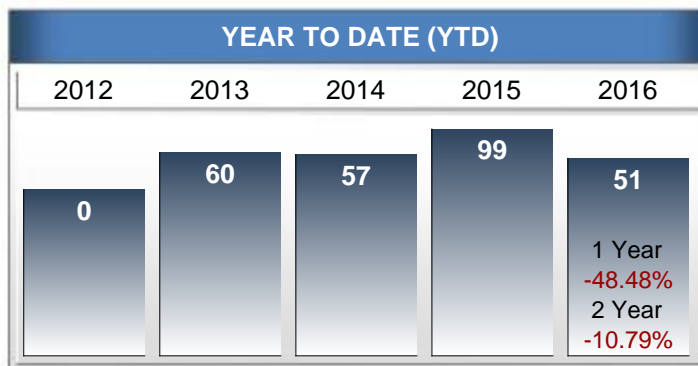
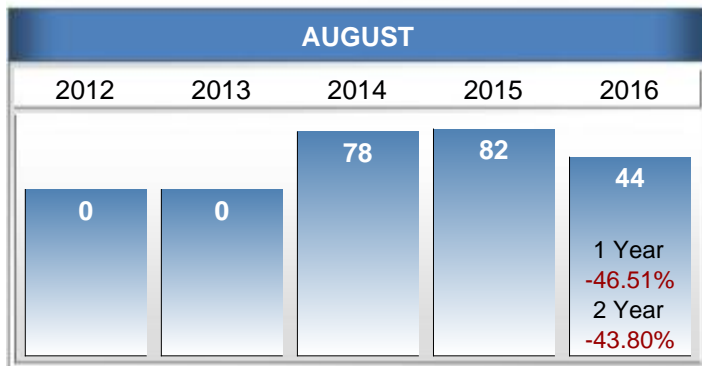
Closed Sales as of Sep 12, 2016



Average Days on Market to Sale

Report Produced on: Sep 12, 2016

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	4	9.52%	71.0	85.0	29.0	0.0	0.0
\$20,001 \$30,000	3	7.14%	36.7	24.0	43.0	0.0	0.0
\$30,001 \$60,000	7	16.67%	54.6	44.5	58.6	0.0	0.0
\$60,001 \$100,000	12	28.57%	29.3	35.0	30.0	18.0	18.0
\$100,001 \$130,000	6	14.29%	17.3	0.0	17.3	0.0	0.0
\$130,001 \$180,000	5	11.90%	70.4	0.0	30.0	232.0	0.0
\$180,001 and up	5	11.90%	53.2	0.0	50.8	0.0	63.0
Average Closed DOM: 44.0				52.6	36.0	125.0	40.5
Total Closed Units: 42				9	29	2	2
Total Closed Volume: 3,984,880				346.43K	2.97M	251.00K	419.50K



Monthly Inventory Analysis

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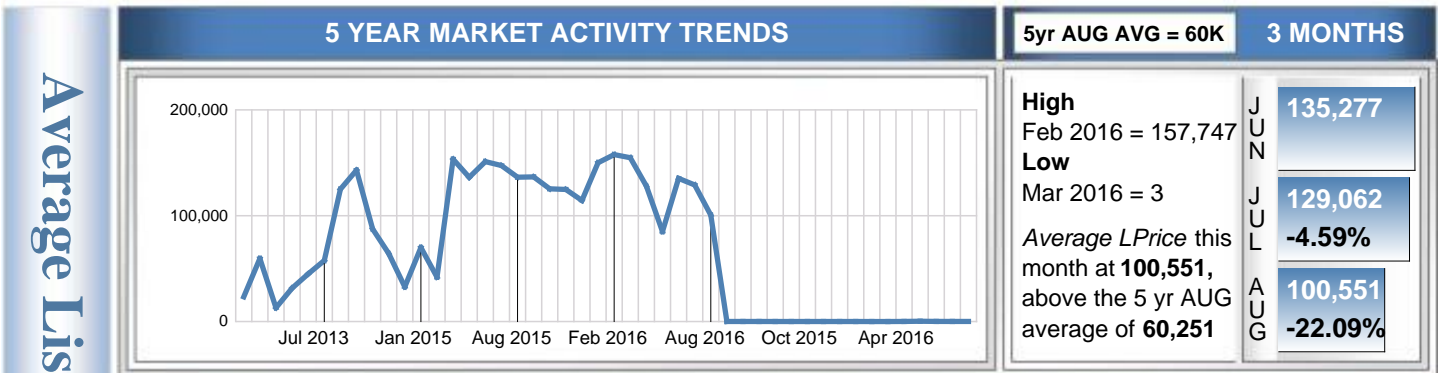
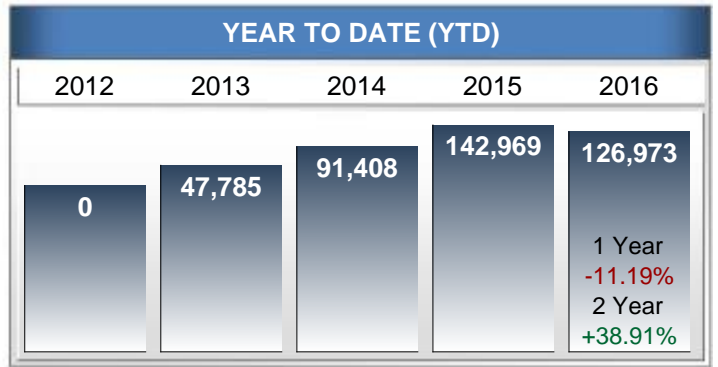
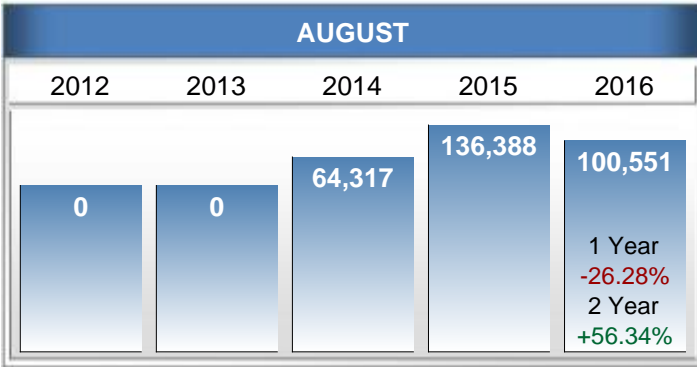
Closed Sales as of Sep 12, 2016



Average List Price at Closing

Report Produced on: Sep 12, 2016

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	7.14%	10,833	17,167	6,000	0	0
\$20,001 \$30,000	3	7.14%	23,833	25,000	30,250	0	0
\$30,001 \$60,000	8	19.05%	47,769	49,900	48,670	0	0
\$60,001 \$100,000	11	26.19%	81,518	74,633	88,971	87,000	69,900
\$100,001 \$130,000	6	14.29%	112,950	0	117,633	0	0
\$130,001 \$180,000	6	14.29%	154,283	0	152,700	179,900	0
\$180,001 and up	5	11.90%	247,380	0	216,975	0	369,000
Average List Price:	\$100,551			\$44,467	\$107,488	\$133,450	\$219,450
Total Closed Units:	42			9	29	2	2
Total List Volume:	4,223,150			400.20K	3.12M	266.90K	438.90K



Monthly Inventory Analysis

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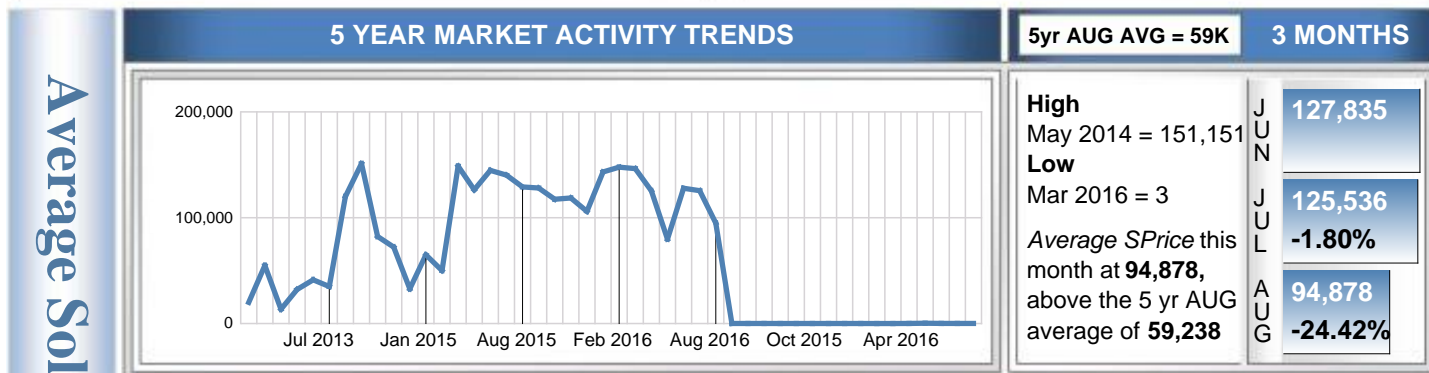
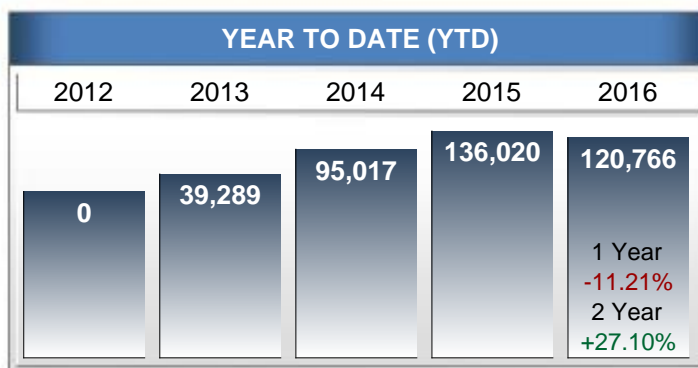
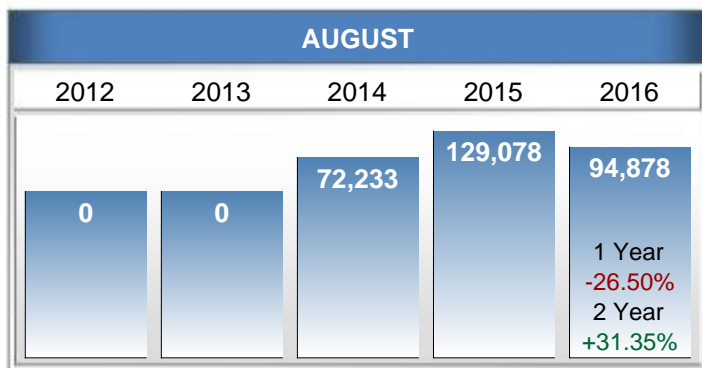
Closed Sales as of Sep 12, 2016



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+
\$20,000 and less	4		9.52%	7,450	7,933	6,000	0	0
\$20,001 \$30,000	3		7.14%	25,300	24,000	25,950	0	0
\$30,001 \$60,000	7		16.67%	40,676	45,690	38,670	0	0
\$60,001 \$100,000	12		28.57%	78,638	69,083	84,129	81,000	66,500
\$100,001 \$130,000	6		14.29%	115,467	0	115,467	0	0
\$130,001 \$180,000	5		11.90%	151,200	0	146,500	170,000	0
\$180,001 and up	5		11.90%	240,400	0	212,250	0	353,000
Average Closed Price:		\$94,878			\$38,492	\$102,343	\$125,500	\$209,750
Total Closed Units:		42			9	29	2	2
Total Closed Volume:		3,984,880			346.43K	2.97M	251.00K	419.50K



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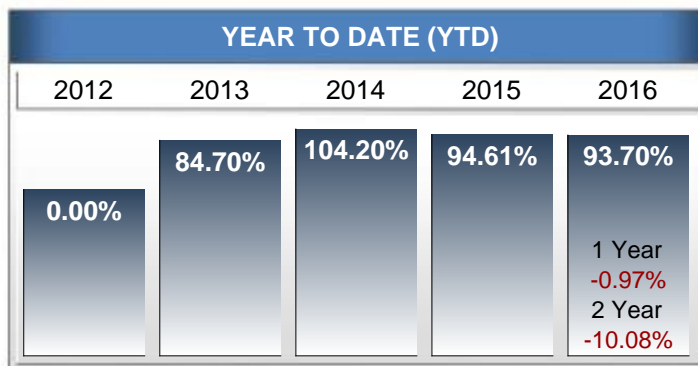
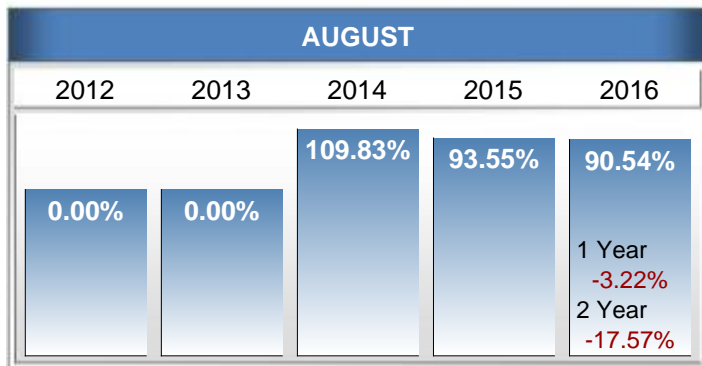
Closed Sales as of Sep 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr AUG AVG=58.78%		3 MONTHS	
High	May 2016 = 275.00%	JUN	92.68%
Low	Mar 2016 = 3.00%	JUL	96.82%
Average List/Sell this month at 90.54% , above the 5 yr AUG average of 58.78%		AUG	90.54%
			-6.49%

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	4	9.52%	65.83%	54.43%	100.00%	0.00%	0.00%
\$20,001 \$30,000	3	7.14%	91.66%	96.00%	89.50%	0.00%	0.00%
\$30,001 \$60,000	7	16.67%	83.07%	92.60%	79.25%	0.00%	0.00%
\$60,001 \$100,000	12	28.57%	94.14%	92.54%	94.84%	93.10%	95.14%
\$100,001 \$130,000	6	14.29%	98.17%	0.00%	98.17%	0.00%	0.00%
\$130,001 \$180,000	5	11.90%	95.60%	0.00%	95.88%	94.50%	0.00%
\$180,001 and up	5	11.90%	97.20%	0.00%	97.59%	0.00%	95.66%
Average List/Sell Ratio: 90.50%				80.24%	93.17%	93.80%	95.40%
Total Closed Units: 42				9	29	2	2
Total Closed Volume: 3,984,880				346.43K	2.97M	251.00K	419.50K



Monthly Inventory Analysis

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August 2016

Inventory as of Sep 12, 2016



Market Summary

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



Absorption: Last 12 months, an Average of 33 Sales/Month

Active Inventory as of August 31, 2016 = 290

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	50	42	-16.00%	229	272	18.78%
Pending Sales	34	31	-8.82%	260	304	16.92%
New Listings	26	71	173.08%	284	619	117.96%
Average List Price	136,388	100,551	-26.28%	142,969	126,973	-11.19%
Average Sale Price	129,078	94,878	-26.50%	136,020	120,766	-11.21%
Average Percent of List Price to Selling Price	93.55%	90.54%	-3.22%	94.61%	93.70%	-0.97%
Average Days on Market to Sale	82.30	44.02	-46.51%	98.70	50.85	-48.48%
Monthly Inventory	99	290	192.93%	99	290	192.93%
Months Supply of Inventory	5.14	8.74	70.02%	5.14	8.74	70.02%

