



September 2016

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

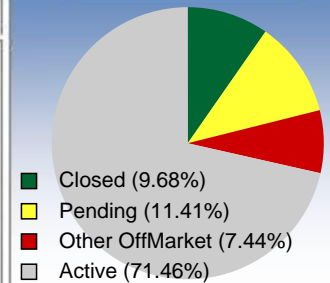


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of September 30, 2016 = **288**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	32	39	21.88%
Pending Listings	40	46	15.00%
New Listings	34	80	135.29%
Median List Price	109,900	139,900	27.30%
Median Sale Price	99,250	134,000	35.01%
Median Percent of List Price to Selling Price	94.91%	97.24%	2.45%
Median Days on Market to Sale	43.00	37.00	-13.95%
End of Month Inventory	96	288	200.00%
Months Supply of Inventory	4.41	8.53	93.33%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **200.00%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **8.53** 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 **35.01%** in September 2016 to \$134,000 versus the previous year at \$99,250.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 6.00 days or **13.95%** in September 2016 compared to last year's same month at **43.00** DOM.

Sales Success for September 2016 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 80 New Listings in September 2016, up **135.29%** from last year at 34. Furthermore, there were 39 Closed Listings this month versus last year at 32, a **21.88%** increase.

Closed versus Listed trends yielded a **48.8%** ratio, down from last year's September 2016 at **94.1%**, a **48.20%** 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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®

September 2016

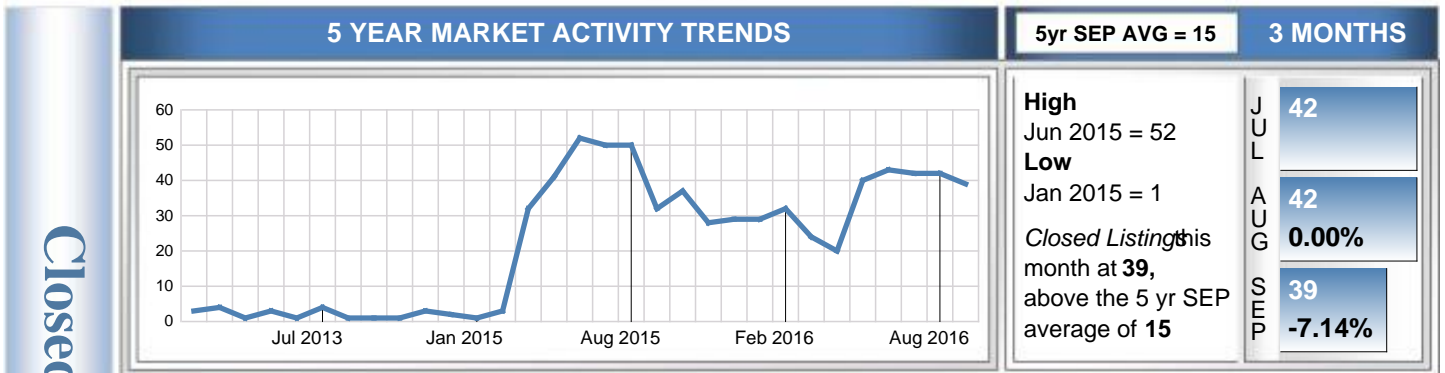
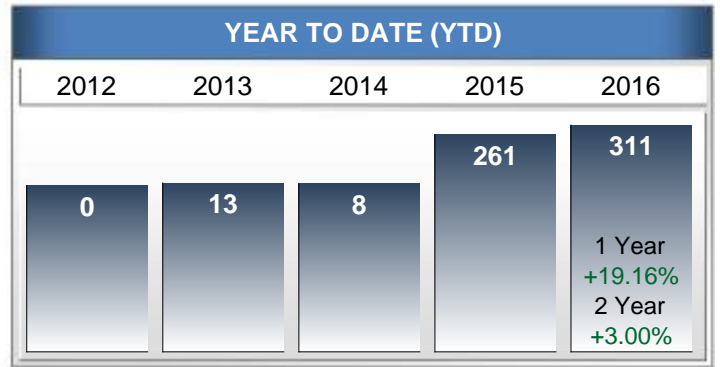
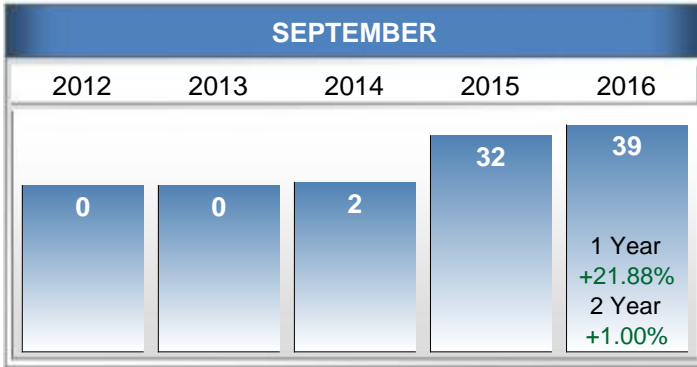
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

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



Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	7.69%	6.0	3	0	0	0
\$30,001 \$50,000	4	10.26%	39.0	2	2	0	0
\$50,001 \$100,000	8	20.51%	46.5	4	2	2	0
\$100,001 \$160,000	9	23.08%	30.0	0	8	1	0
\$160,001 \$190,000	5	12.82%	12.0	1	2	2	0
\$190,001 \$280,000	6	15.38%	46.5	0	3	1	2
\$280,001 and up	4	10.26%	53.0	1	1	1	1
Total Closed Units: 39				37.0			
Total Closed Volume:		6,013,403		920.60K	2.94M	1.22M	941.50K
Median Closed Price:		\$134,000		\$54,500	\$142,500	\$178,900	\$222,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

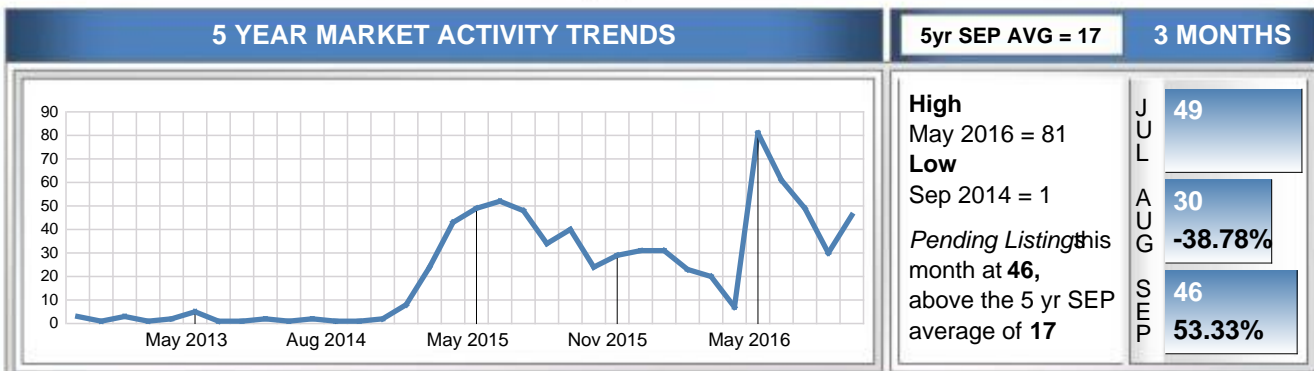
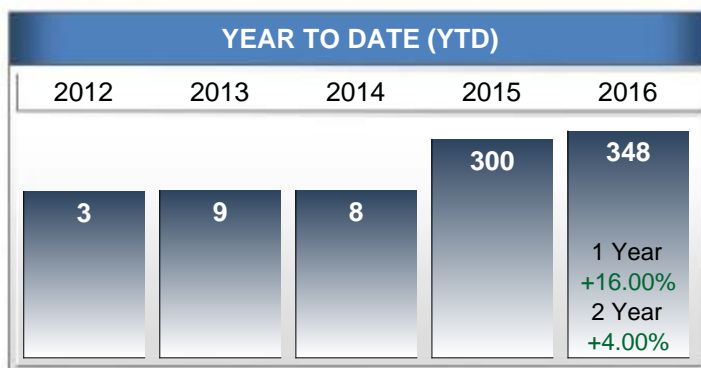
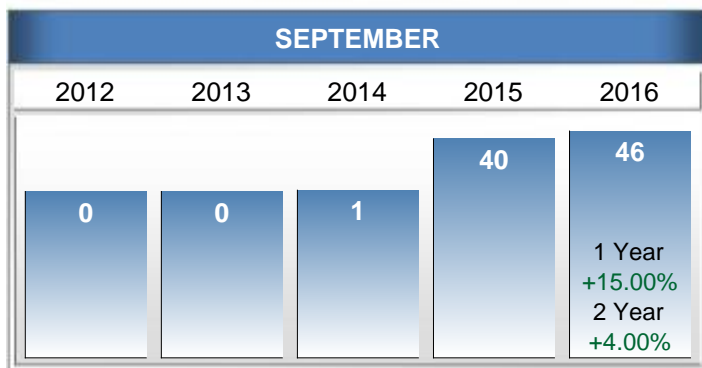
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 2016

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



Pending Listings

Ready to Buy or Sell Real Estate?
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+
\$30,000 and less	2	4.35%	4.5	2	0	0	0
\$30,001 - \$50,000	6	13.04%	28.0	5	1	0	0
\$50,001 - \$80,000	9	19.57%	64.0	5	3	1	0
\$80,001 - \$130,000	8	17.39%	87.0	2	3	2	1
\$130,001 - \$180,000	9	19.57%	60.0	0	8	1	0
\$180,001 - \$270,000	6	13.04%	133.5	1	2	3	0
\$270,001 and up	6	13.04%	78.5	1	1	3	1
Total Pending Units:	46		62.0	16	18	10	2
Total Pending Volume:	6,717,950			1.36M	2.46M	2.51M	387.00K
Median Listing Price:	\$114,000			\$59,950	\$136,950	\$191,900	\$193,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

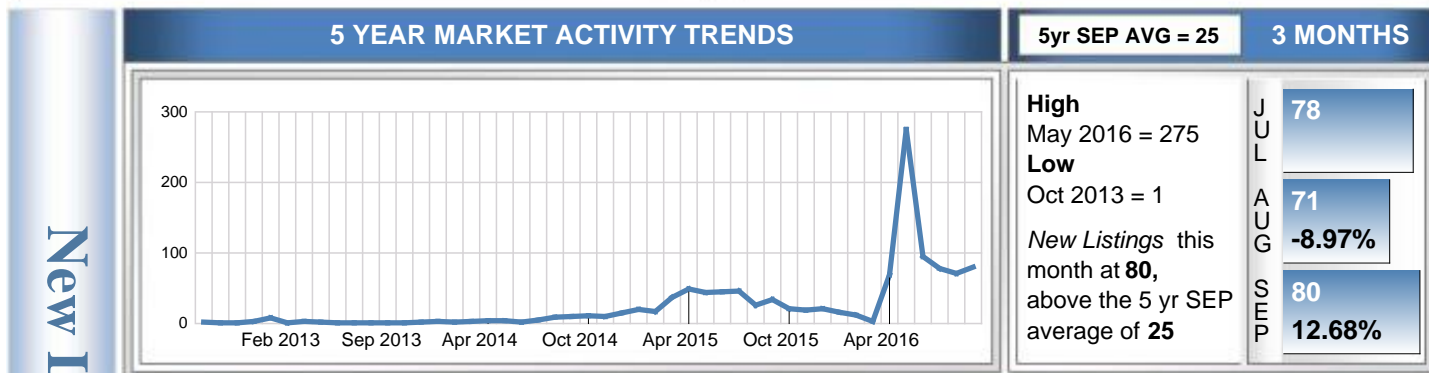
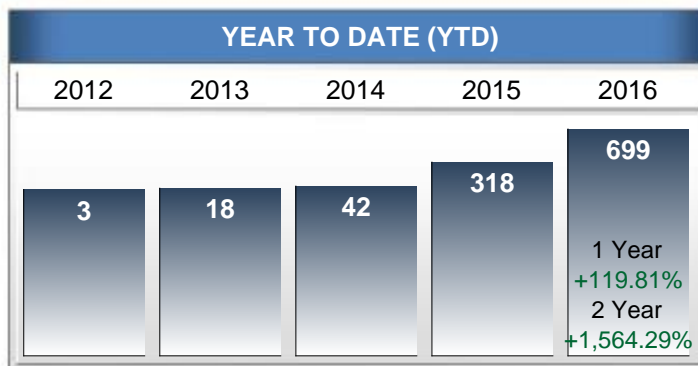
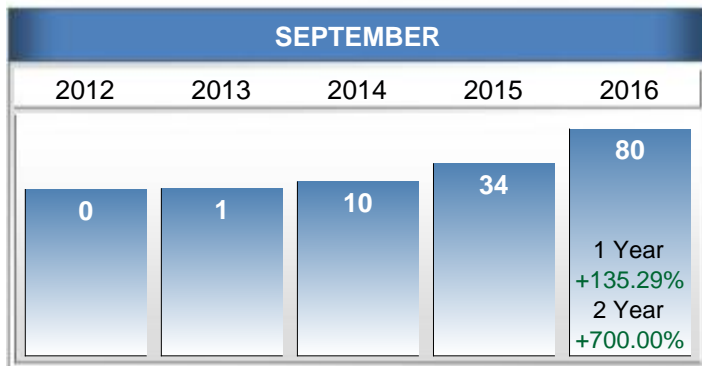
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 2016

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



New Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1	1.25%	1	0	0	0
\$20,001 \$50,000	16	20.00%	15	1	0	0
\$50,001 \$90,000	12	15.00%	5	7	0	0
\$90,001 \$160,000	20	25.00%	3	12	5	0
\$160,001 \$190,000	11	13.75%	0	8	3	0
\$190,001 \$280,000	12	15.00%	3	7	2	0
\$280,001 and up	8	10.00%	2	4	1	1
Total New Listed Units:	80		29	39	11	1
Total New Listed Volume:	11,411,150		2.62M	6.45M	1.91M	425.00K
Median New Listed Listing Price:	\$122,150		\$39,900	\$154,500	\$168,000	\$425,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

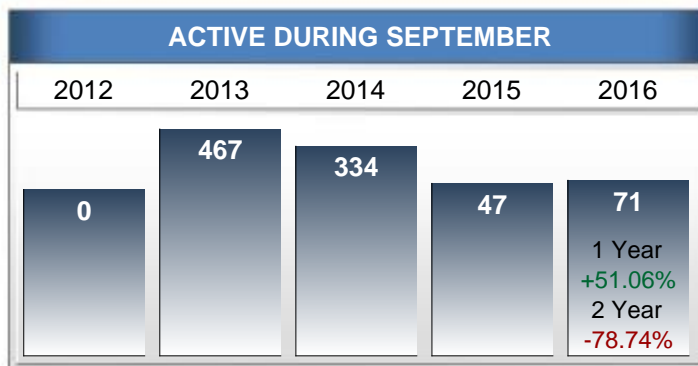
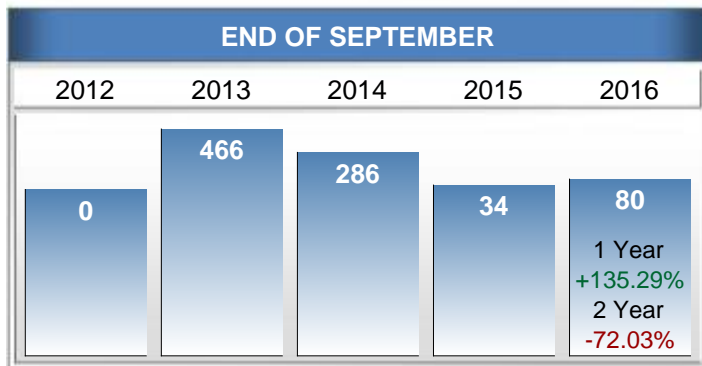
Active Inventory as of Oct 11, 2016



Active Inventory

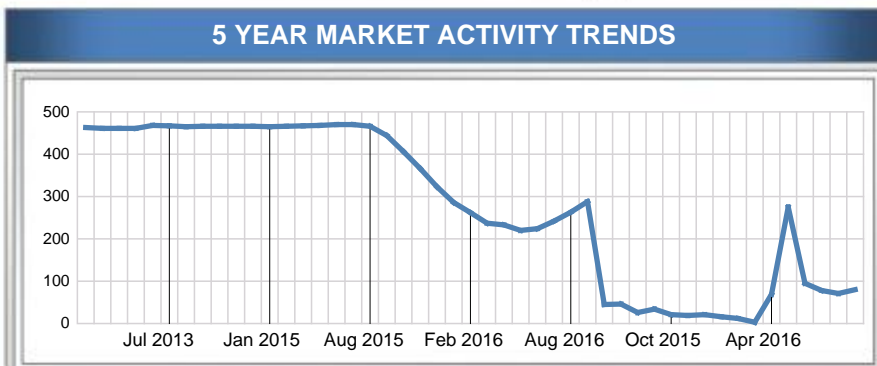
Report Produced on: Oct 11, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr SEP AVG = 173 **3 MONTHS**

High
Jul 2015 = 470

Low
Mar 2016 = 3

Inventory this month at **80**, below the 5 yr SEP average of **173**

JUL	242
AUG	263
SEP	288

8.68% (AUG vs JUL)
9.51% (SEP vs AUG)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	20	6.94%	112.0	20	0	0	0
\$20,001 - \$40,000	39	13.54%	107.0	36	3	0	0
\$40,001 - \$80,000	42	14.58%	61.5	24	18	0	0
\$80,001 - \$160,000	79	27.43%	63.0	16	51	12	0
\$160,001 - \$210,000	42	14.58%	59.5	6	28	8	0
\$210,001 - \$340,000	37	12.85%	84.0	10	16	11	0
\$340,001 and up	29	10.07%	119.0	10	13	3	3
Total Active Inventory by Units:				122	129	34	3
Total Active Inventory by Volume:				15.35M	24.45M	7.55M	1.88M
Median Active Inventory Listing Price:				\$51,950	\$149,500	\$184,200	\$715,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

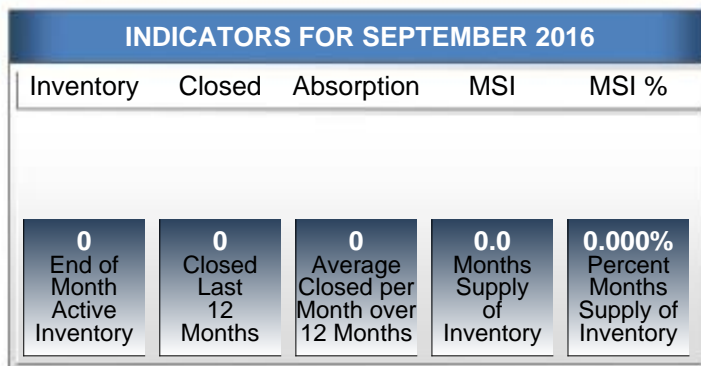
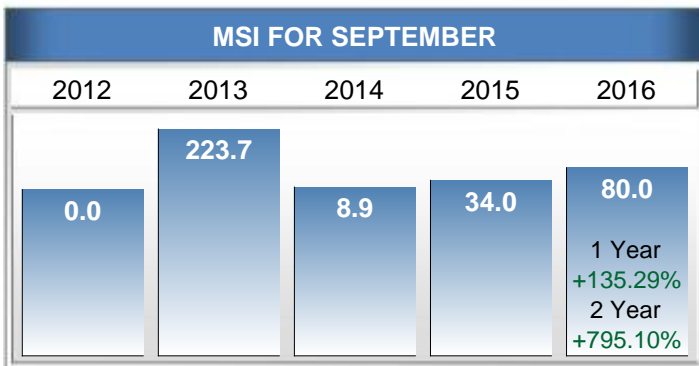
Active Inventory as of Oct 11, 2016



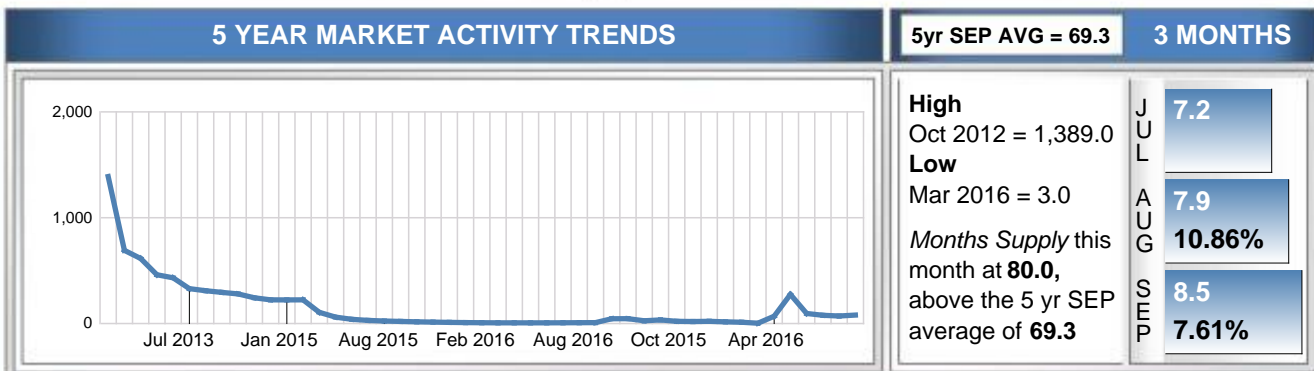
Months Supply of Inventory

Report Produced on: Oct 11, 2016

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



Months Supply
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	20	6.94%	6.2	7.1	0.0	0.0	0.0
\$20,001 \$40,000	39	13.54%	14.2	22.7	3.0	0.0	0.0
\$40,001 \$80,000	42	14.58%	5.5	7.6	4.5	0.0	0.0
\$80,001 \$160,000	79	27.43%	7.2	10.1	6.2	11.1	0.0
\$160,001 \$210,000	42	14.58%	8.1	24.0	7.8	6.9	0.0
\$210,001 \$340,000	37	12.85%	13.1	120.0	9.1	14.7	0.0
\$340,001 and up	29	10.07%	26.8	30.0	78.0	18.0	7.2
MSI:			8.5	12.4	6.8	8.7	3.0
Total Active Inventory:			288	122	129	34	3



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

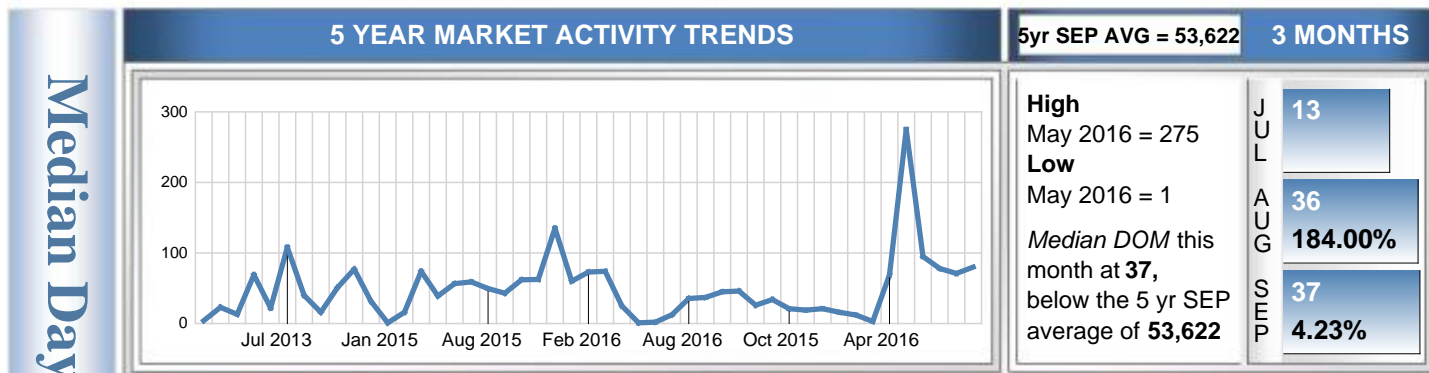
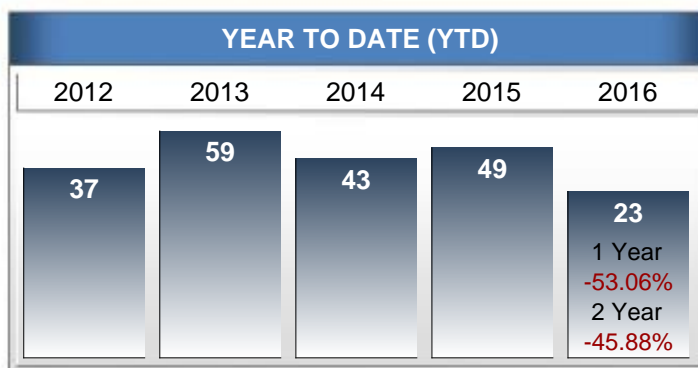
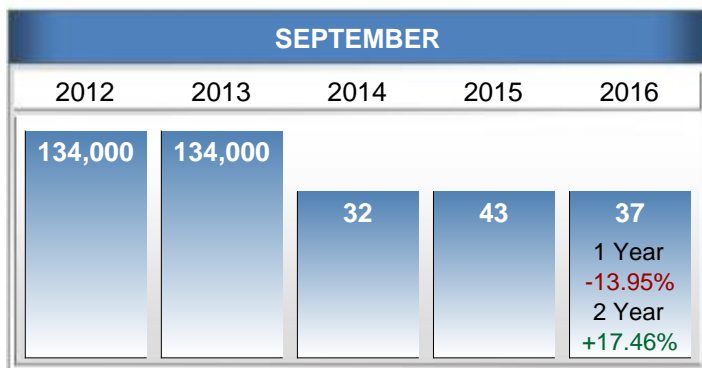
Closed Sales as of Oct 11, 2016



Median Days on Market to Sale

Report Produced on: Oct 11, 2016

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



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$30,000 and less	3		7.69%	6.0	6.0	0.0	0.0	0.0
\$30,001 \$50,000	4		10.26%	39.0	39.0	38.0	0.0	0.0
\$50,001 \$100,000	8		20.51%	46.5	43.5	38.5	64.0	0.0
\$100,001 \$160,000	9		23.08%	30.0	0.0	29.5	81.0	0.0
\$160,001 \$190,000	5		12.82%	12.0	19.0	3.0	21.0	0.0
\$190,001 \$280,000	6		15.38%	46.5	0.0	49.0	42.0	35.0
\$280,001 and up	4		10.26%	53.0	66.0	33.0	68.0	40.0
Median Closed DOM:		37.0			35.0	31.5	42.0	40.0
Total Closed Units:		39			11	18	7	3
Total Closed Volume:		6,013,403			920.60K	2.94M	1.22M	941.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

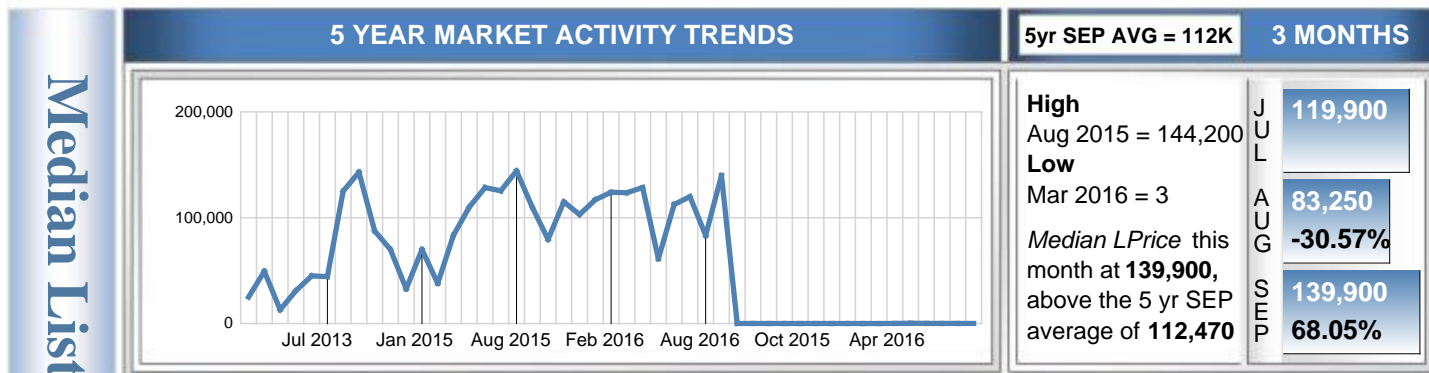
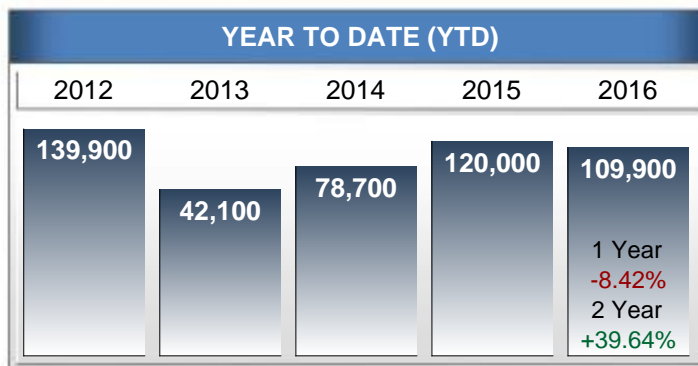
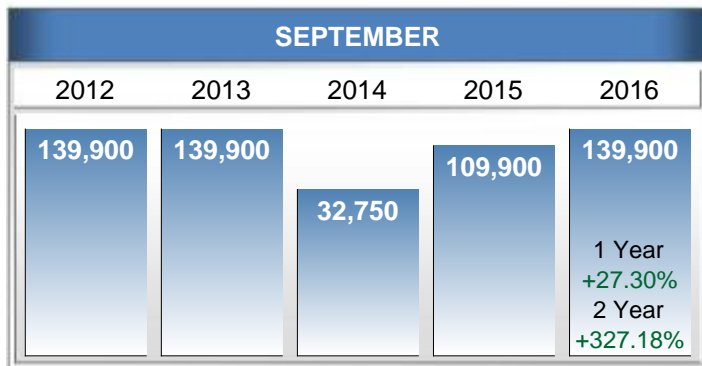
Closed Sales as of Oct 11, 2016



Median List Price at Closing

Report Produced on: Oct 11, 2016

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



Median List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$30,000 and less	3	7.69%	25,000	25,000	0	0	0
\$30,001 - \$50,000	3	7.69%	45,000	45,000	47,450	0	0
\$50,001 - \$100,000	8	20.51%	76,250	72,500	89,900	76,950	0
\$100,001 - \$160,000	10	25.64%	136,450	144,000	131,450	143,000	0
\$160,001 - \$190,000	4	10.26%	171,950	0	165,000	178,900	0
\$190,001 - \$280,000	7	17.95%	209,900	0	209,900	239,900	210,000
\$280,001 and up	4	10.26%	449,250	349,000	589,500	309,000	549,500
Median List Price:	\$139,900			\$59,900	\$149,450	\$178,900	\$222,000
Total Closed Units:	39			11	18	7	3
Total List Volume:	6,249,739			966.24K	3.05M	1.26M	969.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

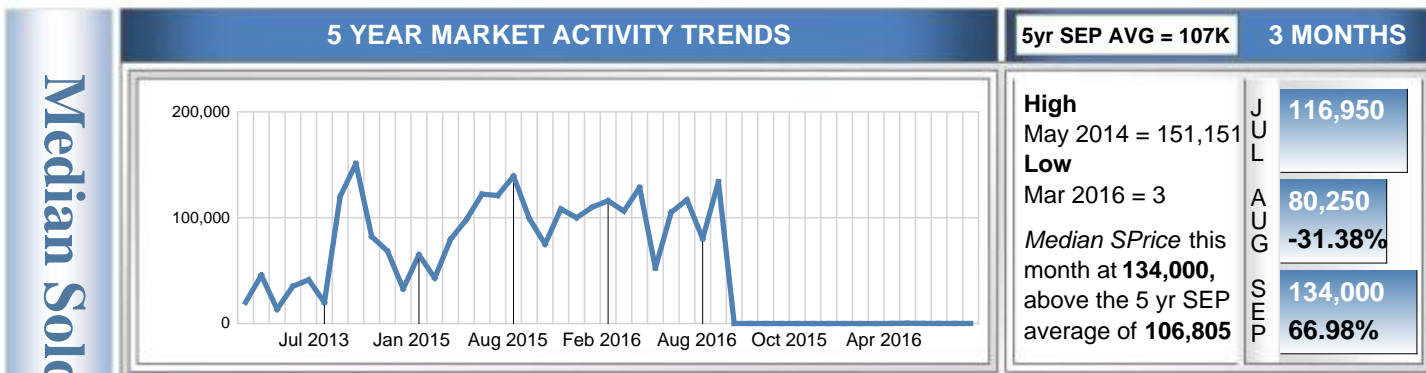
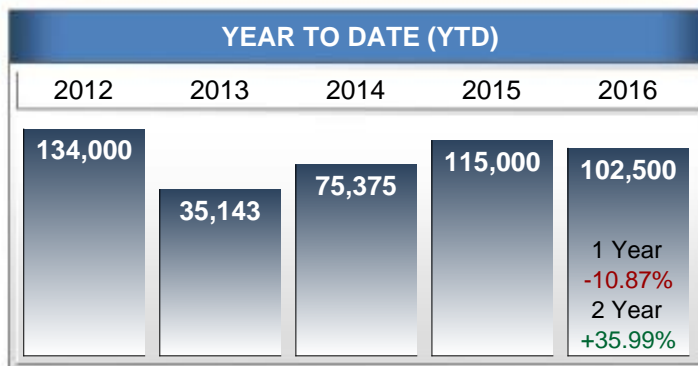
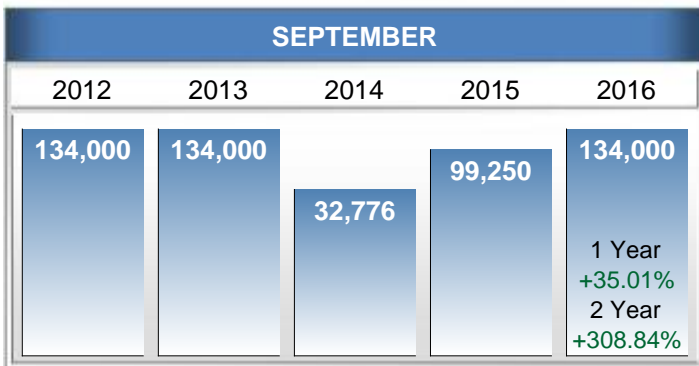
Closed Sales as of Oct 11, 2016



Median Sold Price at Closing

Report Produced on: Oct 11, 2016

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



Median Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$30,000 and less	3		7.69%	25,000	25,000	0	0	0
\$30,001 \$50,000	4		10.26%	45,750	43,000	46,750	0	0
\$50,001 \$100,000	8		20.51%	83,000	75,000	88,200	75,000	0
\$100,001 \$160,000	9		23.08%	134,000	0	134,750	134,000	0
\$160,001 \$190,000	5		12.82%	178,900	165,900	177,000	182,700	0
\$190,001 \$280,000	6		15.38%	215,900	0	209,800	279,900	210,000
\$280,001 and up	4		10.26%	413,600	305,700	579,500	287,000	521,500
Median Closed Price:	\$134,000				\$54,500	\$142,500	\$178,900	\$222,000
Total Closed Units:	39				11	18	7	3
Total Closed Volume:	6,013,403				920.60K	2.94M	1.22M	941.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

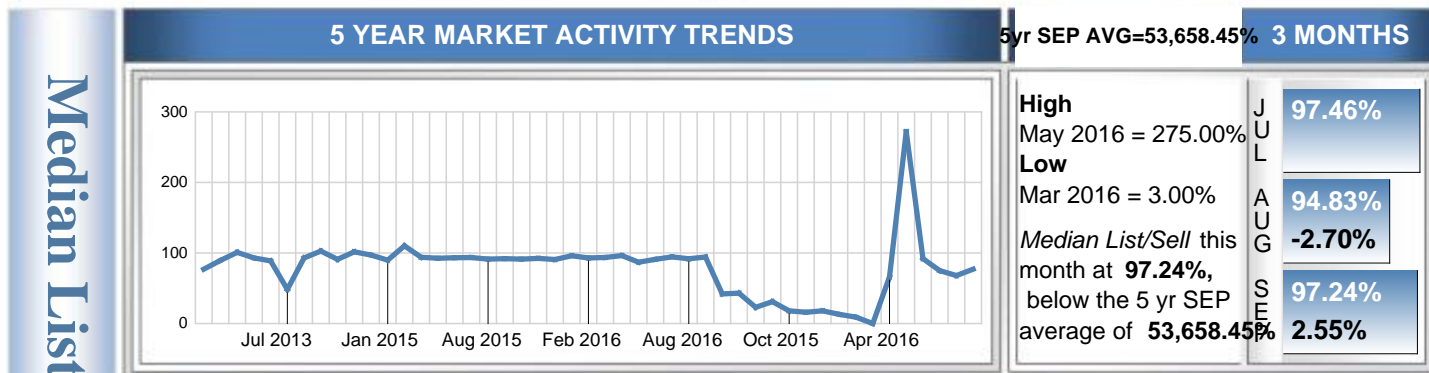
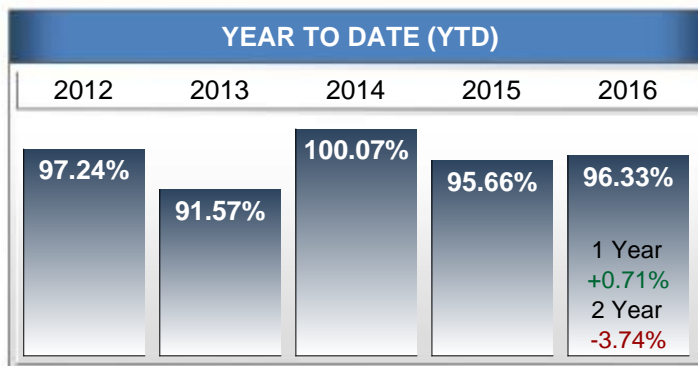
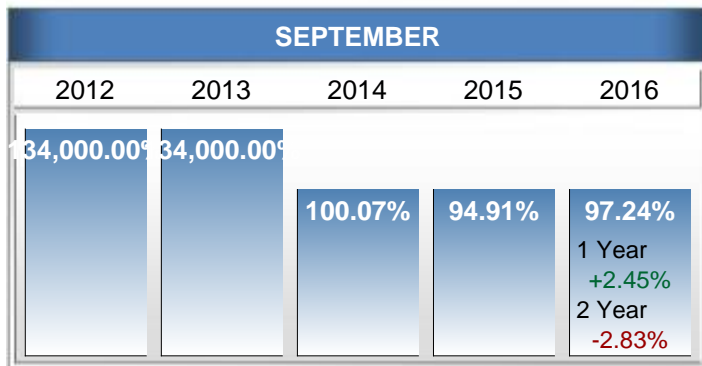
Closed Sales as of Oct 11, 2016



Median Percent of List Price to Selling Price

Report Produced on: Oct 11, 2016

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$30,000 and less	3	7.69%	88.33%	88.33%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	4	10.26%	92.33%	86.45%	98.55%	0.00%	0.00%
\$50,001 - \$100,000	8	20.51%	97.14%	98.31%	85.57%	97.63%	0.00%
\$100,001 - \$160,000	9	23.08%	93.95%	0.00%	94.73%	93.71%	0.00%
\$160,001 - \$190,000	5	12.82%	100.00%	115.21%	100.00%	96.65%	0.00%
\$190,001 - \$280,000	6	15.38%	99.98%	0.00%	99.25%	100.00%	100.00%
\$280,001 and up	4	10.26%	93.89%	87.59%	98.30%	92.88%	94.90%
Median List/Sell Ratio:	97.24%			90.98%	98.06%	97.04%	100.00%
Total Closed Units:	39			11	18	7	3
Total Closed Volume:	6,013,403			920.60K	2.94M	1.22M	941.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

Inventory as of Oct 11, 2016



Market Summary

Report Produced on: Oct 11, 2016

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



Absorption: Last 12 months, an Average of 34 Sales/Month

Active Inventory as of September 30, 2016 = 288

	SEPTEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	32	39	21.88%	261	311	19.16%
Pending Sales	40	46	15.00%	300	348	16.00%
New Listings	34	80	135.29%	318	699	119.81%
Median List Price	109,900	139,900	27.30%	120,000	109,900	-8.42%
Median Sale Price	99,250	134,000	35.01%	115,000	102,500	-10.87%
Median Percent of List Price to Selling Price	94.91%	97.24%	2.45%	95.66%	96.33%	0.71%
Median Days on Market to Sale	43.00	37.00	-13.95%	49.00	23.00	-53.06%
Monthly Inventory	96	288	200.00%	96	288	200.00%
Months Supply of Inventory	4.41	8.53	93.33%	4.41	8.53	93.33%

