



# August 2017

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

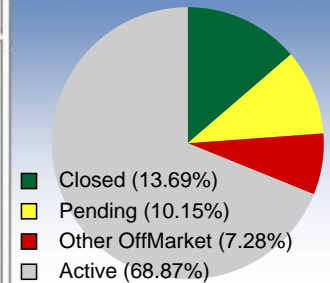


**Absorption:** Last 12 months, an Average of **38** Sales/Month

**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%
Median List Price	88,500	126,000	42.37%
Median Sale Price	82,000	123,000	50.00%
Median Percent of List Price to Selling Price	94.83%	95.81%	1.03%
Median Days on Market to Sale	29.50	34.50	16.95%
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.

### 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 **50.00%** in August 2017 to \$123,000 versus the previous year at \$82,000.

### Median Days on Market Lengthens

The median number of **34.50** days that homes spent on the market before selling increased by 5.00 days or **16.95%** in August 2017 compared to last year's same month at **29.50** DOM.

### Sales Success for August 2017 is Positive

Overall, with Median 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

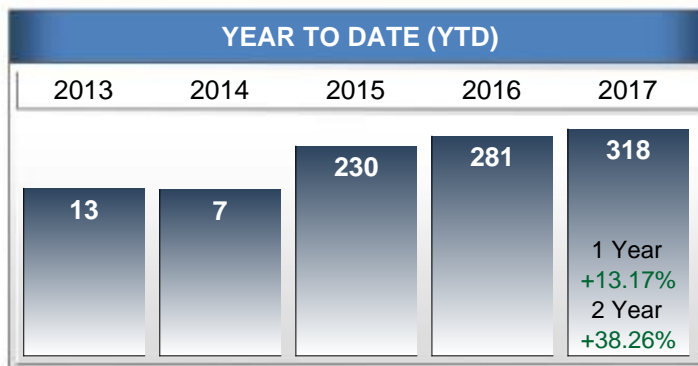
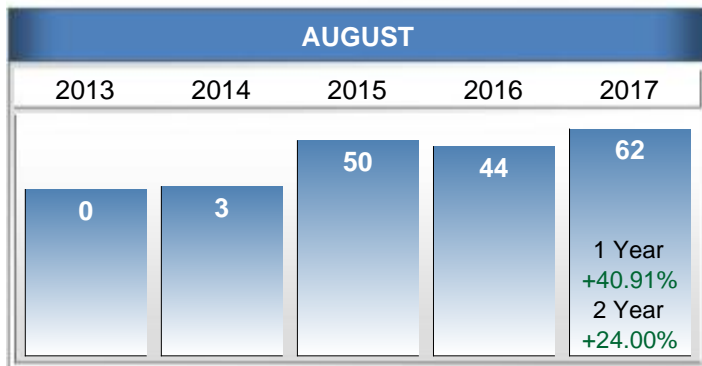
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

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



Closed Listings  
  
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**5yr AUG AVG = 32**      **3 MONTHS**

**High**  
Aug 2017 = 62

**Low**  
Oct 2014 = 1

Closed Listings this month at **62**, above the 5 yr AUG average of **32**

JUN	45
JUL	45
0.00%	
AUG	62
37.78%	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	7	11.29%	27.0	4	3	0	0
\$40,001 - \$50,000	3	4.84%	1.0	2	1	0	0
\$50,001 - \$90,000	13	20.97%	28.0	1	10	2	0
\$90,001 - \$130,000	12	19.35%	45.5	2	10	0	0
\$130,001 - \$180,000	12	19.35%	98.5	1	10	1	0
\$180,001 - \$200,000	6	9.68%	15.0	0	5	1	0
\$200,001 and up	9	14.52%	52.0	1	4	4	0
<b>Total Closed Units:</b>	<b>62</b>		<b>34.5</b>	<b>11</b>	<b>43</b>	<b>8</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>7,941,128</b>			<b>774.42K</b>	<b>5.56M</b>	<b>1.60M</b>	<b>0.00B</b>
<b>Median Closed Price:</b>	<b>\$123,000</b>			<b>\$50,000</b>	<b>\$125,000</b>	<b>\$203,750</b>	<b>\$0</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

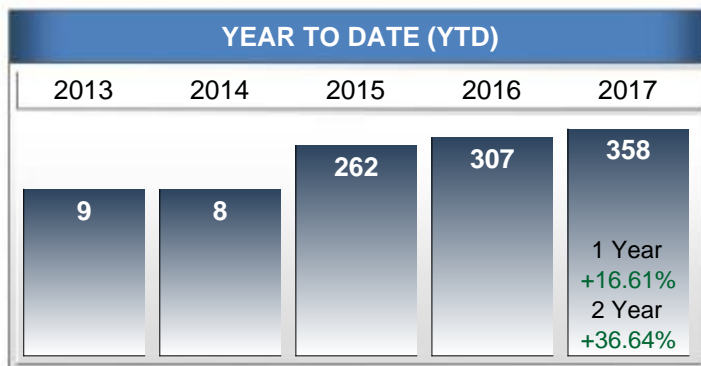
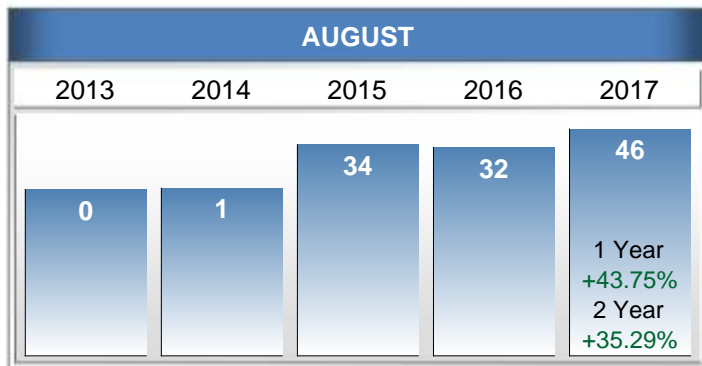
Pending Listings as of Sep 12, 2017



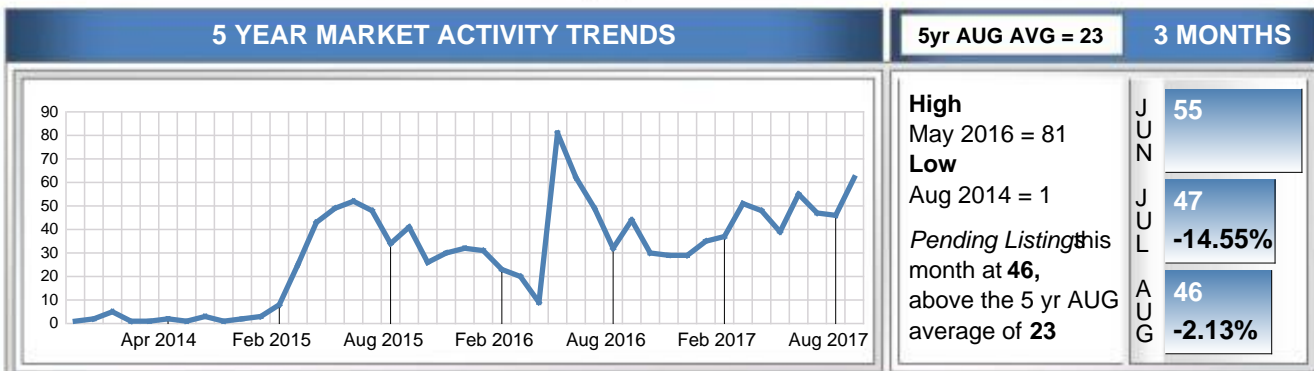
### Pending Listings

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	3	6.52%	33.0	3	0	0	0		
\$30,001 - \$40,000	4	8.70%	11.5	1	3	0	0		
\$40,001 - \$80,000	10	21.74%	33.0	3	6	1	0		
\$80,001 - \$140,000	11	23.91%	41.0	2	9	0	0		
\$140,001 - \$160,000	4	8.70%	31.5	2	2	0	0		
\$160,001 - \$250,000	9	19.57%	50.0	1	8	0	0		
\$250,001 and up	5	10.87%	32.0	0	3	1	1		
Total Pending Units:				46	35.5	12	31	2	1
Total Pending Volume:				6,226,340		950.94K	4.37M	365.00K	539.00K
Median Listing Price:				\$112,250		\$66,500	\$127,500	\$182,500	\$539,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

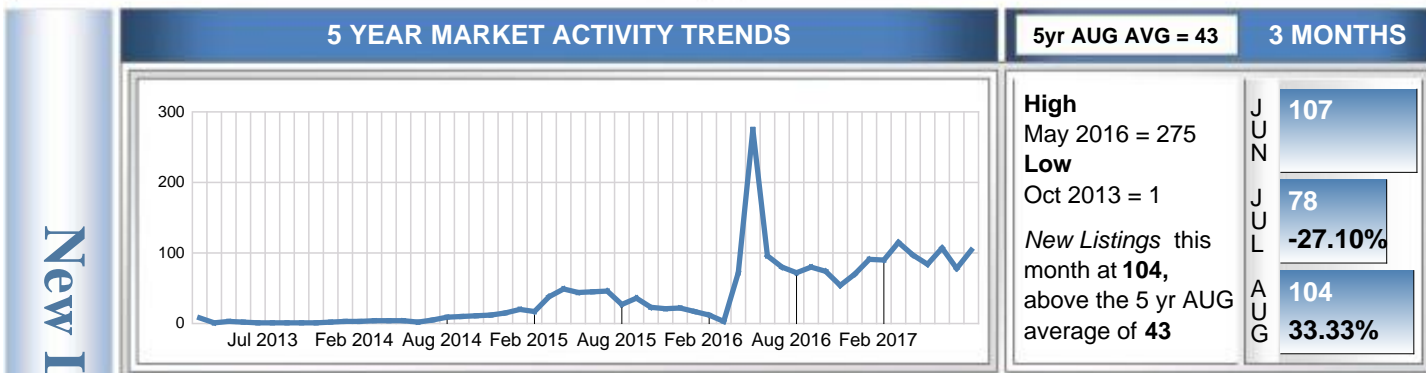
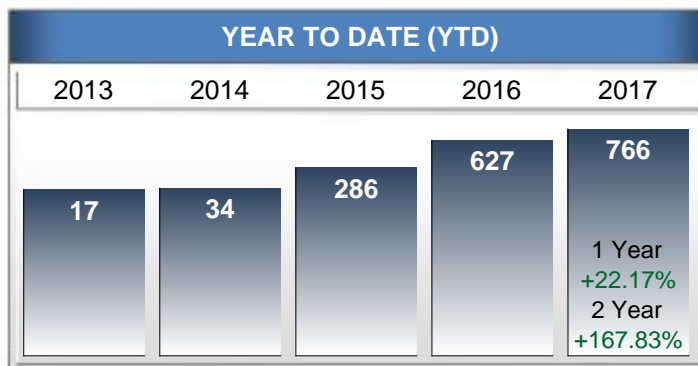
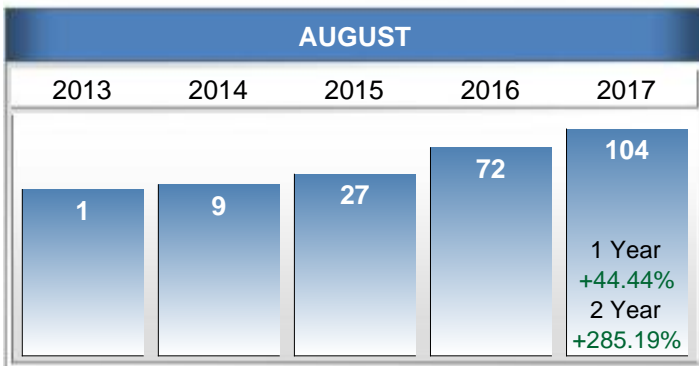
New Listings as of Sep 12, 2017



### 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
<b>Total New Listed Units:</b>	<b>104</b>		<b>32</b>	<b>53</b>	<b>15</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>15,753,400</b>		<b>4.24M</b>	<b>6.98M</b>	<b>3.08M</b>	<b>1.45M</b>
<b>Median New Listed Listing Price:</b>	<b>\$112,500</b>		<b>\$64,900</b>	<b>\$110,000</b>	<b>\$185,500</b>	<b>\$372,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

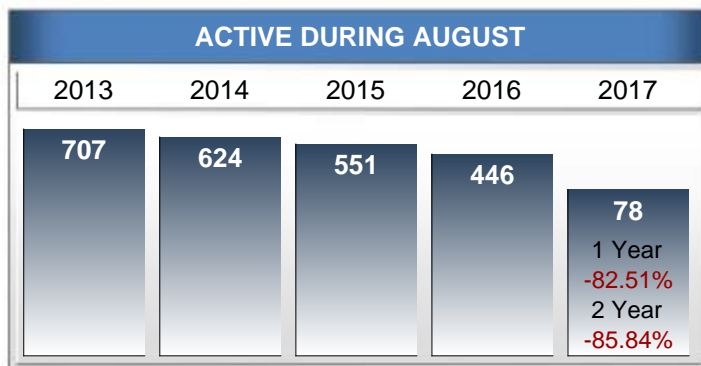
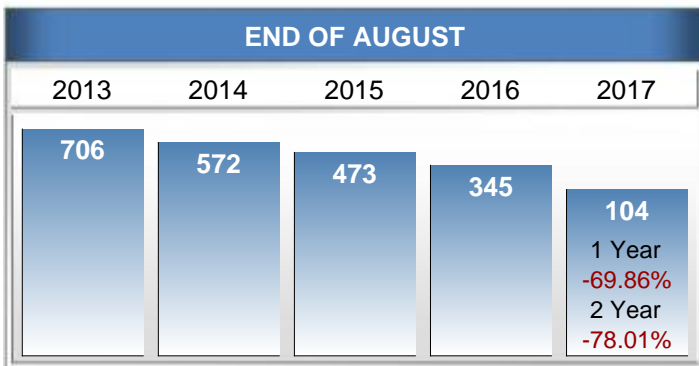
Active Inventory as of Sep 12, 2017



### 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
<b>-8.73%</b>	
AUG	312
<b>-9.57%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	22	7.05%	51.0	18	4	0	0		
\$30,001 - \$60,000	40	12.82%	71.0	33	6	1	0		
\$60,001 - \$90,000	55	17.63%	43.0	24	25	6	0		
\$90,001 - \$150,000	74	23.72%	70.5	15	49	10	0		
\$150,001 - \$230,000	50	16.03%	67.5	10	28	11	1		
\$230,001 - \$330,000	40	12.82%	64.5	7	15	14	4		
\$330,001 and up	31	9.94%	117.0	10	6	7	8		
Total Active Inventory by Units:				312	68.0	117	133	49	13
Total Active Inventory by Volume:				57,722,160		17.71M	22.34M	11.16M	6.52M
Median Active Inventory Listing Price:				\$128,250		\$65,000	\$139,000	\$198,500	\$409,900





# Monthly Inventory Analysis

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## August 2017

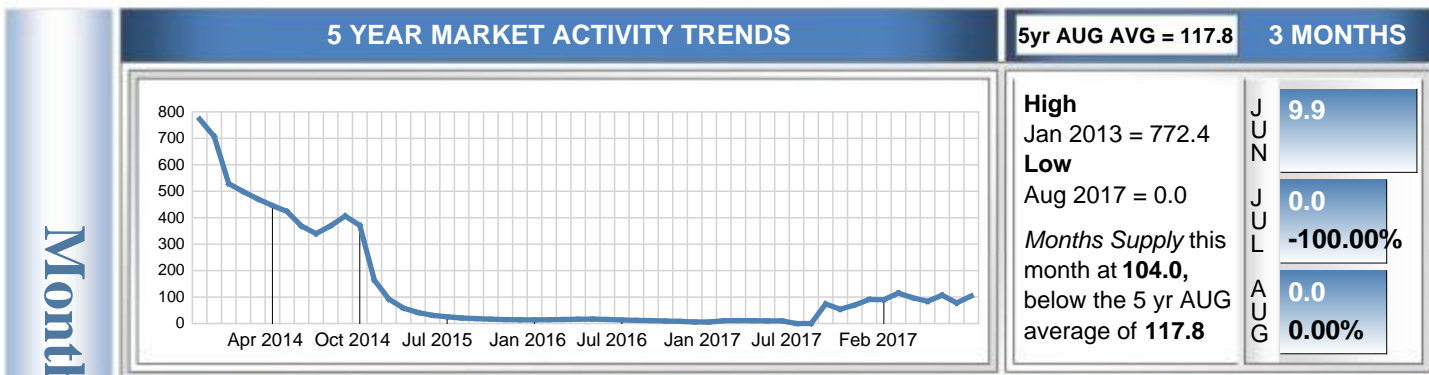
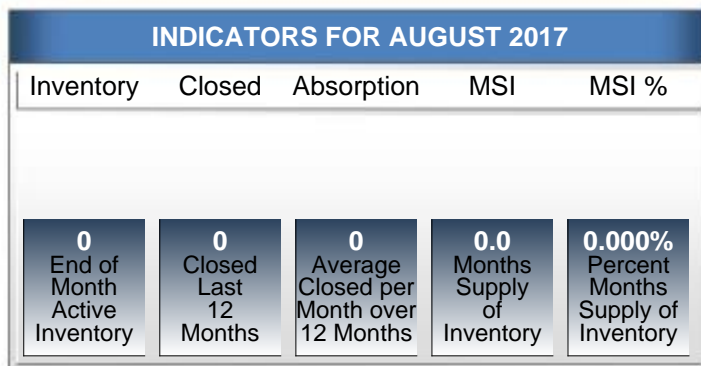
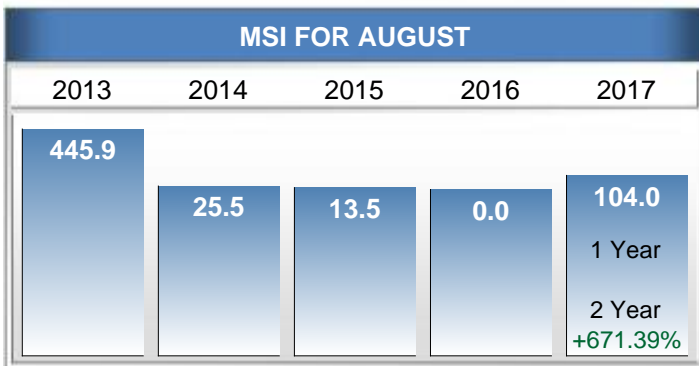
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

Report Produced on: Sep 12, 2017

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



Months Supply

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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

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## August 2017

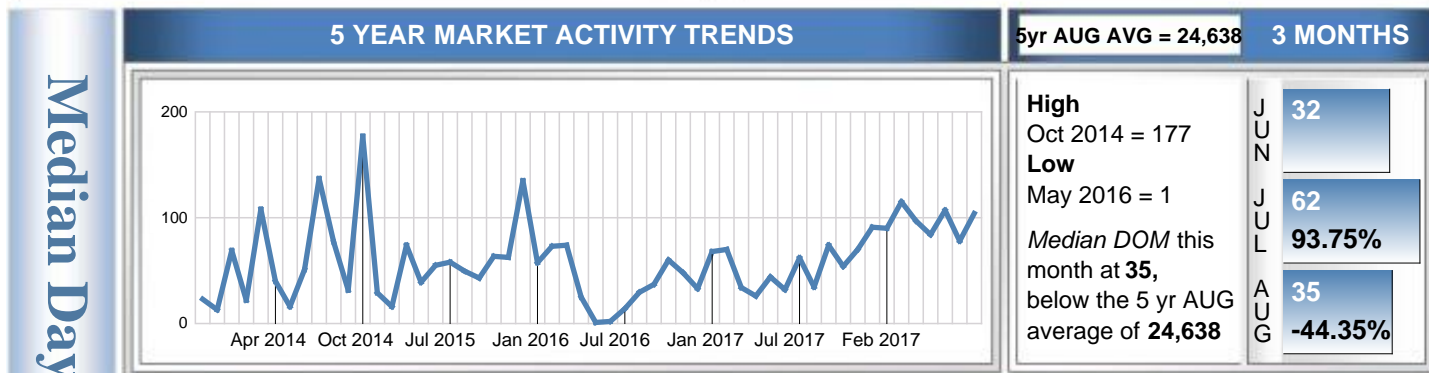
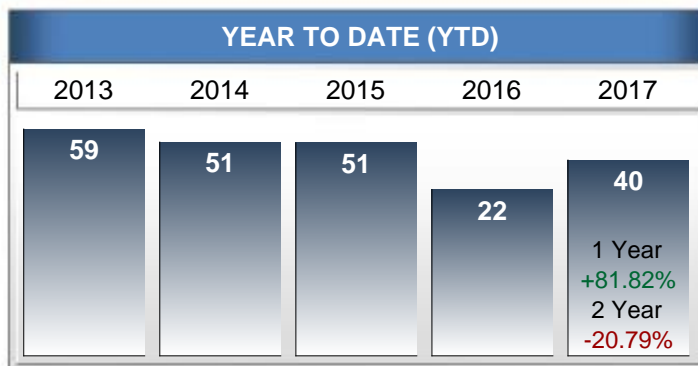
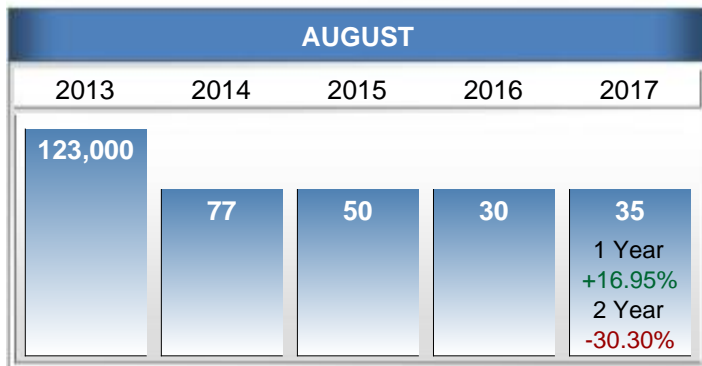
Closed Sales as of Sep 12, 2017



### Median Days on Market to Sale

Report Produced on: Sep 12, 2017

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



Median Days on Market

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#### 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+
\$40,000 and less	7	11.29%	27.0	9.5	107.0	0.0	0.0
\$40,001 \$50,000	3	4.84%	1.0	38.0	1.0	0.0	0.0
\$50,001 \$90,000	13	20.97%	28.0	20.0	23.5	37.5	0.0
\$90,001 \$130,000	12	19.35%	45.5	22.5	56.5	0.0	0.0
\$130,001 \$180,000	12	19.35%	98.5	123.0	98.5	21.0	0.0
\$180,001 \$200,000	6	9.68%	15.0	0.0	10.0	33.0	0.0
\$200,001 and up	9	14.52%	52.0	197.0	90.0	24.0	0.0
Median Closed DOM:	34.5			20.0	47.0	32.5	0.0
Total Closed Units:	62			11	43	8	
Total Closed Volume:	7,941,128			774.42K	5.56M	1.60M	0.00B



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## August 2017

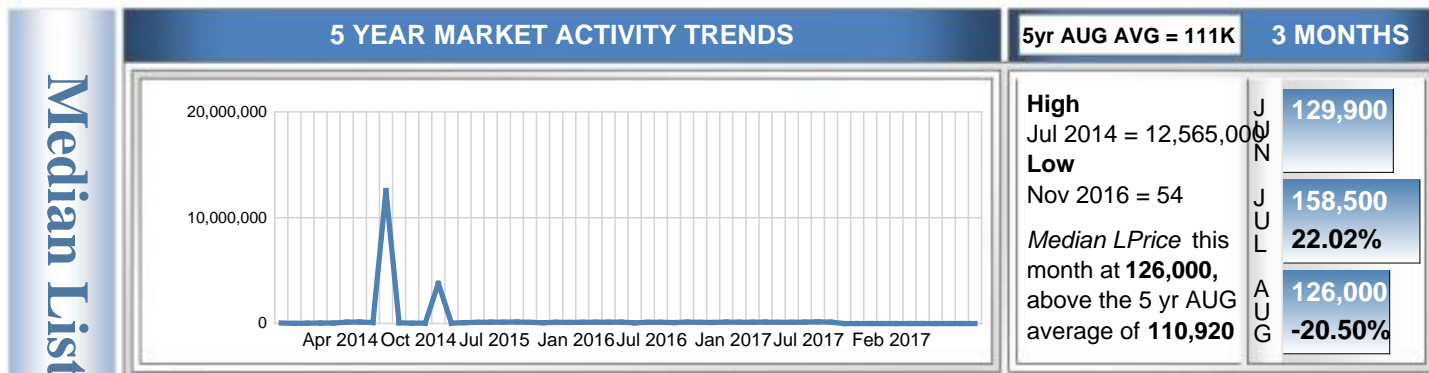
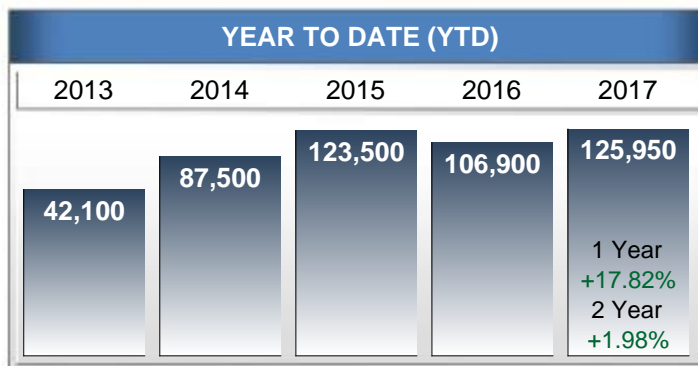
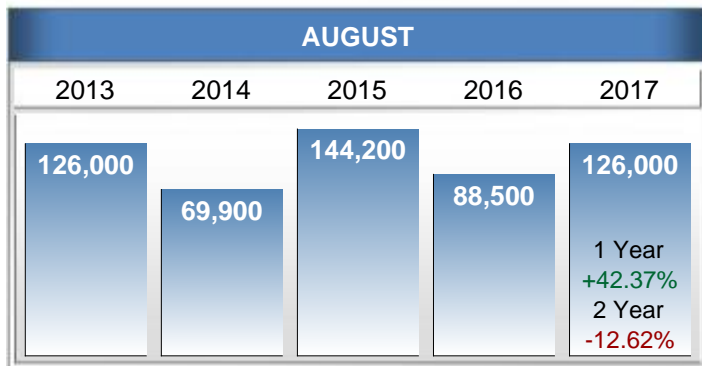
Closed Sales as of Sep 12, 2017



### Median List Price at Closing

Report Produced on: Sep 12, 2017

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



Median List Price

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#### 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+
\$40,000 and less	5		8.06%	23,000	17,500	28,000	0	0
\$40,001 \$50,000	3		4.84%	45,240	45,240	45,000	0	0
\$50,001 \$90,000	14		22.58%	74,700	57,500	74,700	84,950	0
\$90,001 \$130,000	13		20.97%	119,900	113,450	119,900	0	0
\$130,001 \$180,000	12		19.35%	152,400	155,000	152,400	148,000	0
\$180,001 \$200,000	4		6.45%	189,700	0	189,700	0	0
\$200,001 and up	11		17.74%	256,000	256,000	264,690	229,900	0
Median List Price:		\$126,000			\$55,000	\$127,500	\$216,500	\$0
Total Closed Units:		62			11	43	8	
Total List Volume:		8,388,430			878.64K	5.81M	1.70M	0.00B





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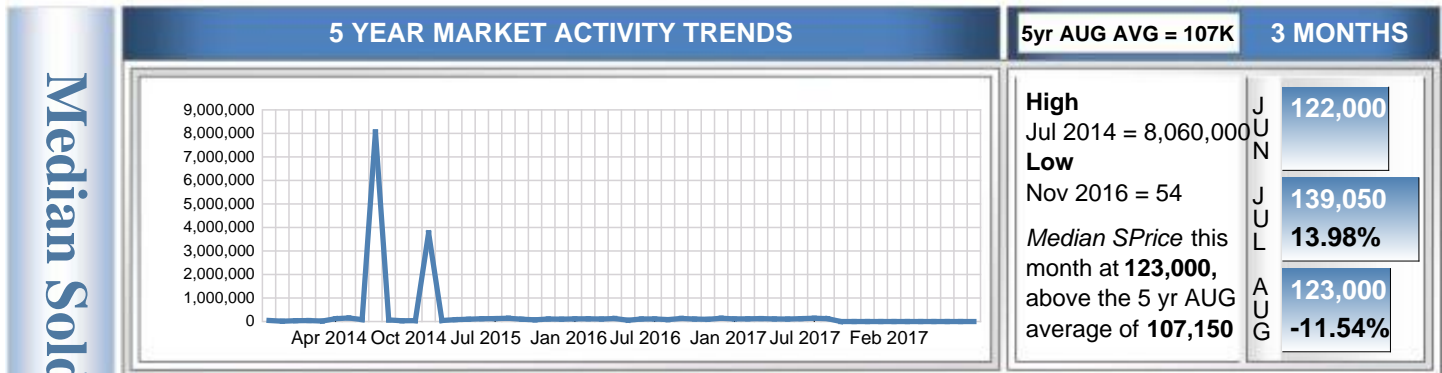
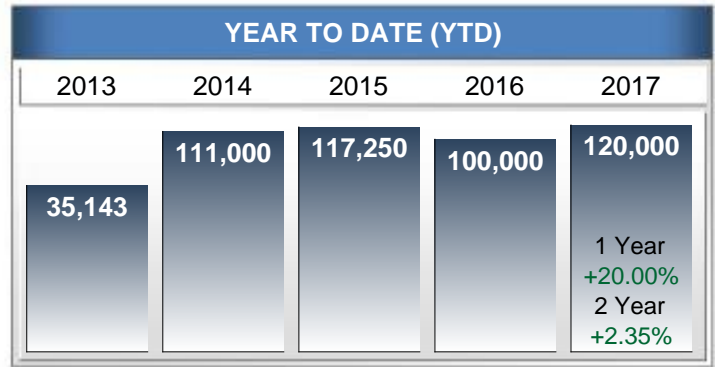
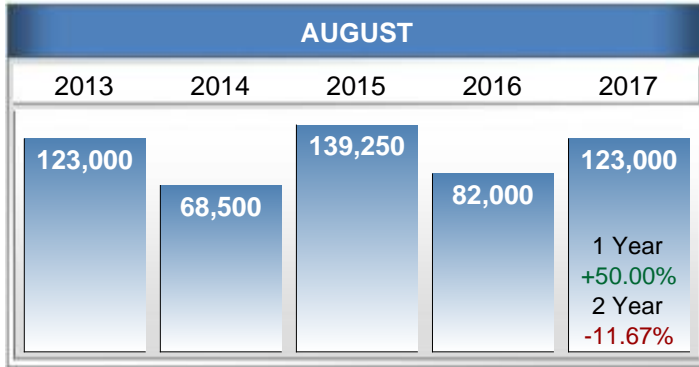
Closed Sales as of Sep 12, 2017



### Median Sold Price at Closing

Report Produced on: Sep 12, 2017

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



Median Sold Price

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#### 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+
\$40,000 and less	7		11.29%	23,000	13,000	38,500	0	0
\$40,001 \$50,000	3		4.84%	45,125	46,250	45,125	0	0
\$50,001 \$90,000	13		20.97%	75,000	57,500	75,792	77,450	0
\$90,001 \$130,000	12		19.35%	115,450	107,000	118,950	0	0
\$130,001 \$180,000	12		19.35%	146,000	140,000	147,250	145,000	0
\$180,001 \$200,000	6		9.68%	189,750	0	189,500	200,000	0
\$200,001 and up	9		14.52%	235,000	205,419	272,500	248,250	0
Median Closed Price:	\$123,000				\$50,000	\$125,000	\$203,750	\$0
Total Closed Units:	62				11	43	8	
Total Closed Volume:	7,941,128				774.42K	5.56M	1.60M	0.00B



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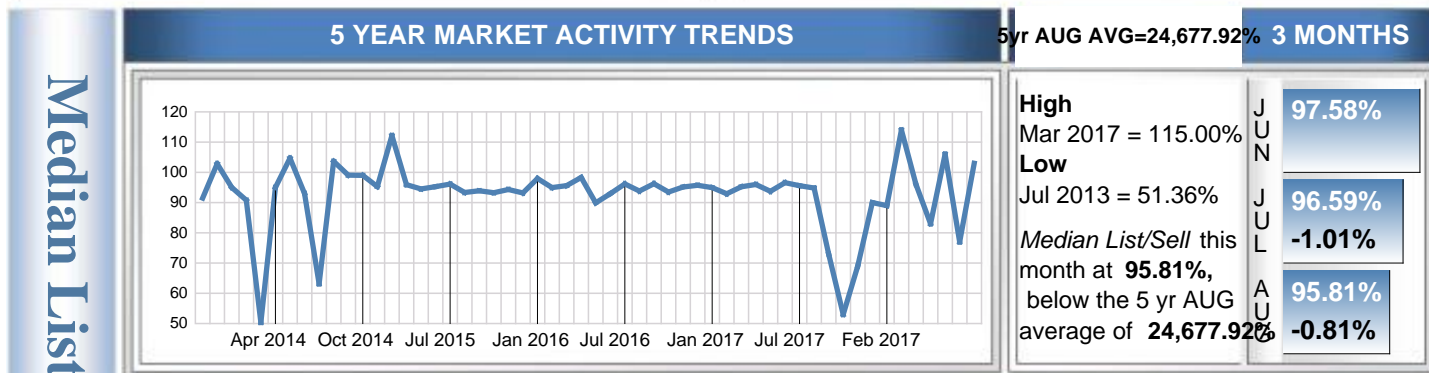
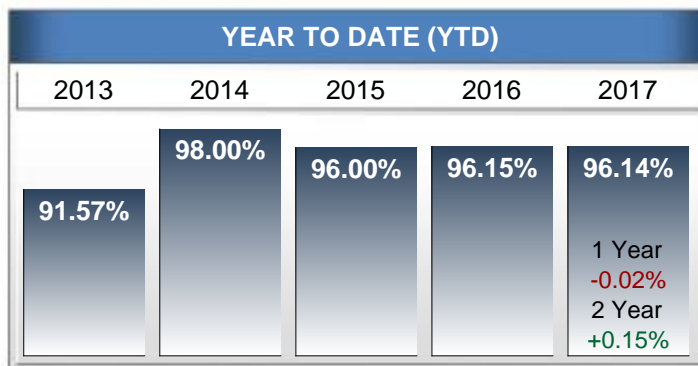
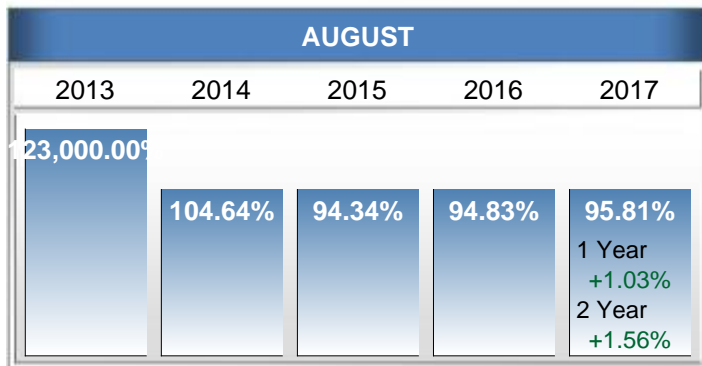
Closed Sales as of Sep 12, 2017



### Median Percent of List Price to Selling Price

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Median List/Sell Price

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#### 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+
\$40,000 and less	7	11.29%	78.26%	72.46%	82.14%	0.00%	0.00%
\$40,001 \$50,000	3	4.84%	93.94%	92.43%	95.00%	0.00%	0.00%
\$50,001 \$90,000	13	20.97%	95.83%	95.83%	96.49%	91.18%	0.00%
\$90,001 \$130,000	12	19.35%	97.00%	94.39%	98.43%	0.00%	0.00%
\$130,001 \$180,000	12	19.35%	97.70%	90.32%	97.74%	97.97%	0.00%
\$180,001 \$200,000	6	9.68%	97.20%	0.00%	97.42%	88.89%	0.00%
\$200,001 and up	9	14.52%	95.47%	80.24%	95.15%	95.98%	0.00%
Median List/Sell Ratio:	95.81%			90.67%	97.18%	95.98%	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

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## August 2017

Inventory as of Sep 12, 2017



### Market Summary

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**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%
Median List Price	88,500	126,000	42.37%	106,900	125,950	17.82%
Median Sale Price	82,000	123,000	50.00%	100,000	120,000	20.00%
Median Percent of List Price to Selling Price	94.83%	95.81%	1.03%	96.15%	96.14%	-0.02%
Median Days on Market to Sale	29.50	34.50	16.95%	22.00	40.00	81.82%
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%

