



February 2017

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

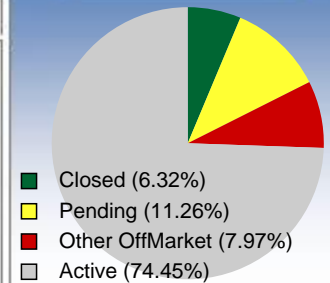


Absorption: Last 12 months, an Average of **33** Sales/Month

Active Inventory as of February 28, 2017 = **271**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	30	23	-23.33%
Pending Listings	23	41	78.26%
New Listings	12	90	650.00%
Median List Price	124,000	122,000	-1.61%
Median Sale Price	116,000	115,000	-0.86%
Median Percent of List Price to Selling Price	95.57%	93.91%	-1.74%
Median Days on Market to Sale	67.50	70.00	3.70%
End of Month Inventory	42	271	545.24%
Months Supply of Inventory	1.22	8.15	567.88%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **545.24%** to 271 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 **8.15** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.86%** in February 2017 to \$115,000 versus the previous year at \$116,000.

Median Days on Market Lengthens

The median number of **70.00** days that homes spent on the market before selling increased by 2.50 days or **3.70%** in February 2017 compared to last year's same month at **67.50** DOM.

Sales Success for February 2017 is Positive

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

There were 90 New Listings in February 2017, up **650.00%** from last year at 12. Furthermore, there were 23 Closed Listings this month versus last year at 30, a **-23.33%** decrease.

Closed versus Listed trends yielded a **25.6%** ratio, down from last year's February 2017 at **250.0%**, a **89.78%** 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.

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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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February 2017

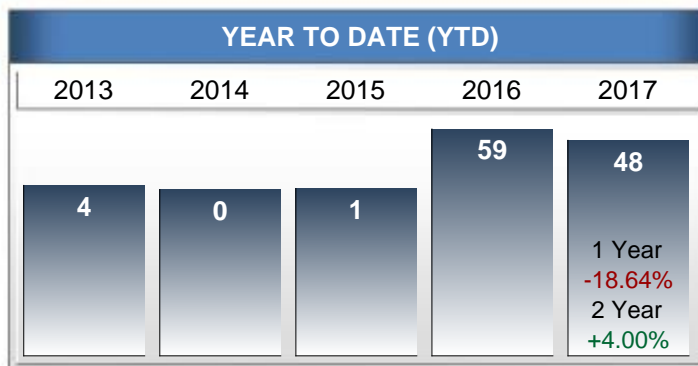
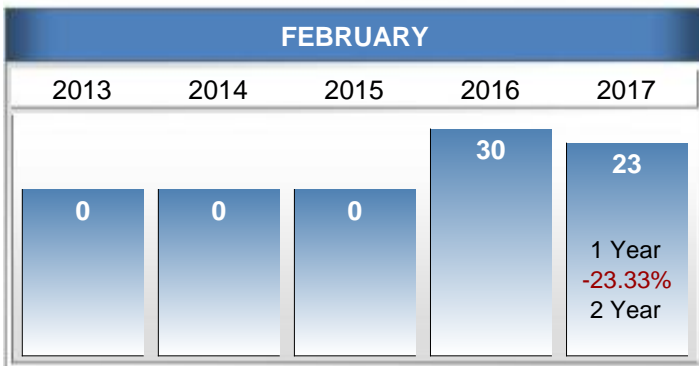
Closed Sales as of Mar 13, 2017



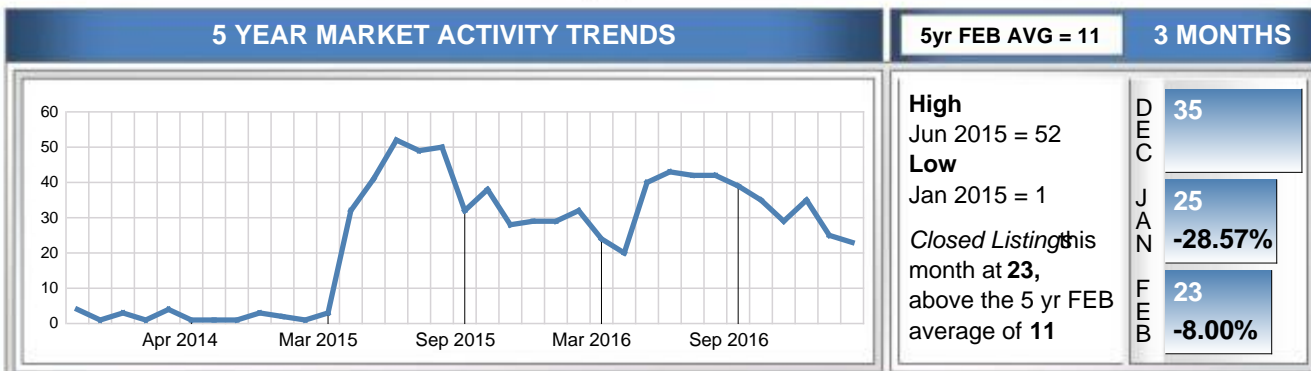
Closed Listings

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	1	4.35%	1.0	1	0	0	0
\$20,001 \$30,000	3	13.04%	11.0	3	0	0	0
\$30,001 \$60,000	4	17.39%	84.5	3	1	0	0
\$60,001 \$130,000	6	26.09%	89.5	0	5	1	0
\$130,001 \$160,000	3	13.04%	108.0	1	2	0	0
\$160,001 \$260,000	3	13.04%	72.0	1	1	0	1
\$260,001 and up	3	13.04%	44.0	0	1	2	0
Total Closed Units:	23		70.0	9	10	3	1
Total Closed Volume:	2,996,211			595.20K	1.48M	753.00K	166.50K
Median Closed Price:	\$115,000			\$31,500	\$121,500	\$269,000	\$166,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

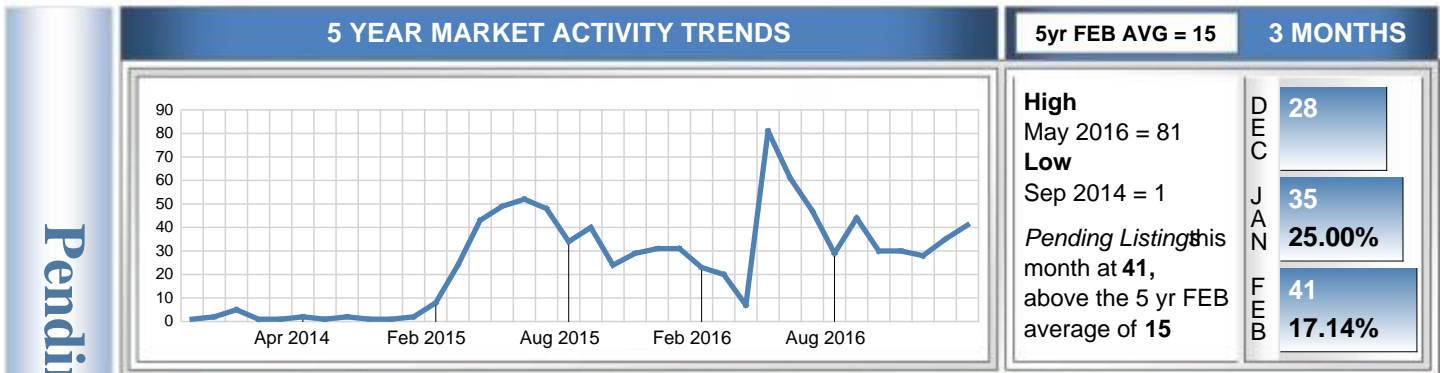
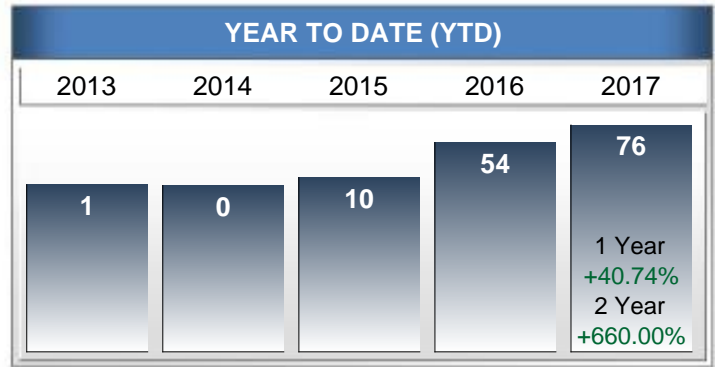
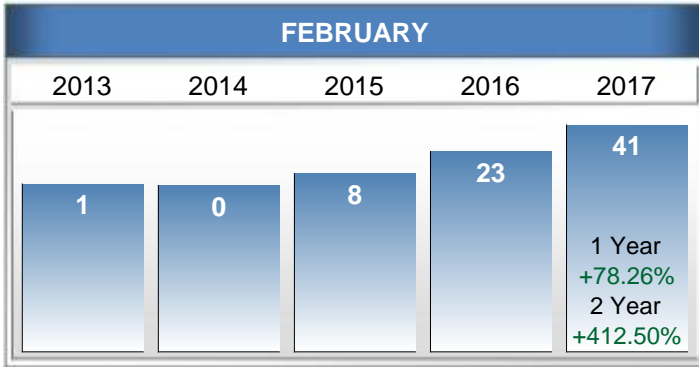
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 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+		
\$40,000 and less	4	9.76%	48.5	2	2	0	0		
\$40,001 - \$60,000	5	12.20%	104.0	4	1	0	0		
\$60,001 - \$110,000	6	14.63%	40.5	2	3	1	0		
\$110,001 - \$130,000	9	21.95%	26.0	3	5	1	0		
\$130,001 - \$180,000	7	17.07%	70.0	2	5	0	0		
\$180,001 - \$240,000	5	12.20%	25.0	0	4	1	0		
\$240,001 and up	5	12.20%	26.0	0	5	0	0		
Total Pending Units:				41	47.0	13	25	3	0.00B
Total Pending Volume:				5,651,820		1.04M	4.14M	478.90K	
Median Listing Price:				\$120,000		\$62,900	\$140,000	\$129,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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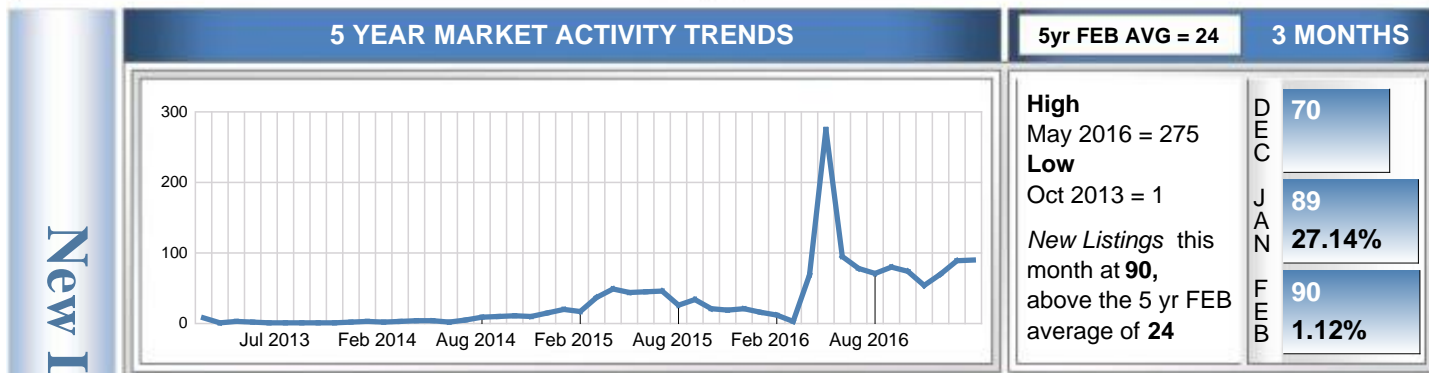
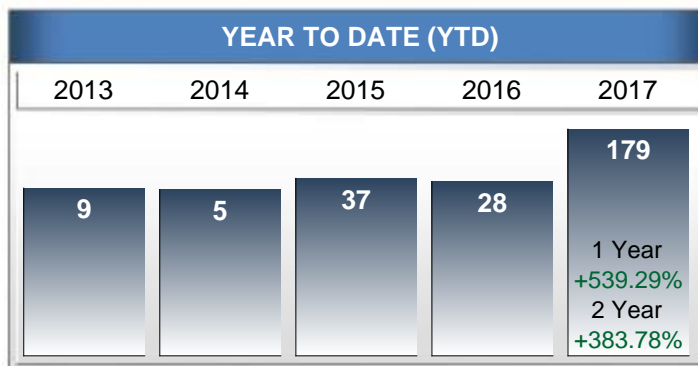
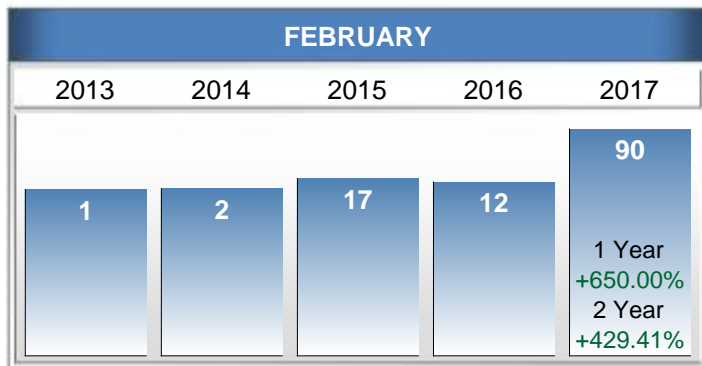
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 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	7.78%	5	2	0	0
\$30,001 - \$50,000	9	10.00%	7	2	0	0
\$50,001 - \$70,000	10	11.11%	5	3	2	0
\$70,001 - \$140,000	29	32.22%	7	16	5	1
\$140,001 - \$180,000	13	14.44%	1	11	1	0
\$180,001 - \$230,000	13	14.44%	2	8	2	1
\$230,001 and up	9	10.00%	2	4	3	0
Total New Listed Units:			29	46	13	2
Total New Listed Volume:			2.48M	6.36M	2.19M	328.90K
Median New Listed Listing Price:			\$59,000	\$143,250	\$139,900	\$164,450



Monthly Inventory Analysis

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February 2017

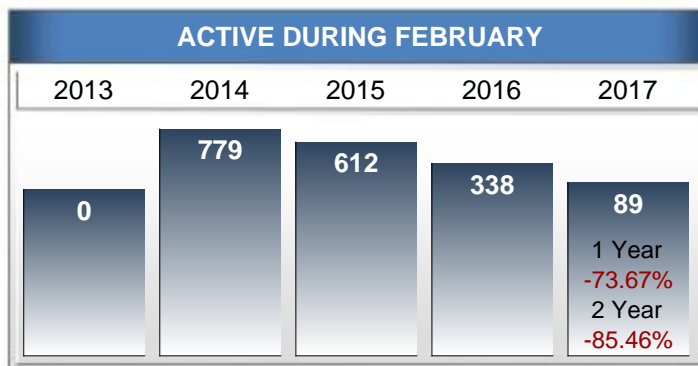
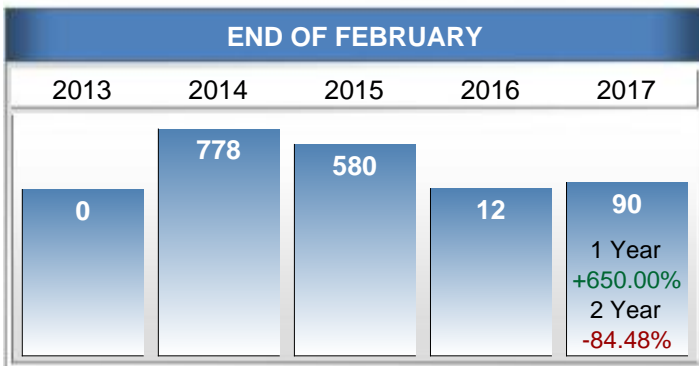
Active Inventory as of Mar 13, 2017



Active Inventory

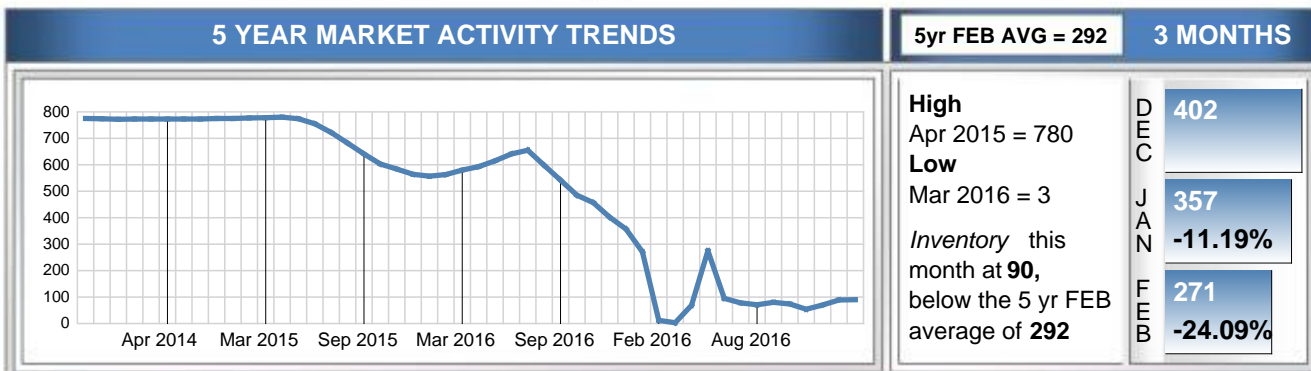
Report Produced on: Mar 13, 2017

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



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	12	4.43%	55.5	12	0	0	0
\$20,001 \$60,000	48	17.71%	57.0	40	8	0	0
\$60,001 \$80,000	32	11.81%	33.5	13	15	4	0
\$80,001 \$160,000	71	26.20%	54.0	12	53	4	2
\$160,001 \$240,000	47	17.34%	56.0	14	25	6	2
\$240,001 \$310,000	31	11.44%	78.0	5	18	8	0
\$310,001 and up	30	11.07%	85.5	7	12	9	2
Total Active Inventory by Units:				103	131	31	6
Total Active Inventory by Volume:				11.89M	22.30M	8.20M	1.84M
Median Active Inventory Listing Price:				\$59,900	\$149,000	\$259,800	\$182,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

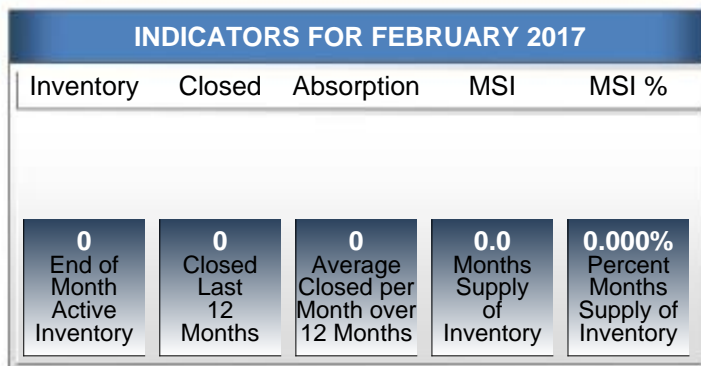
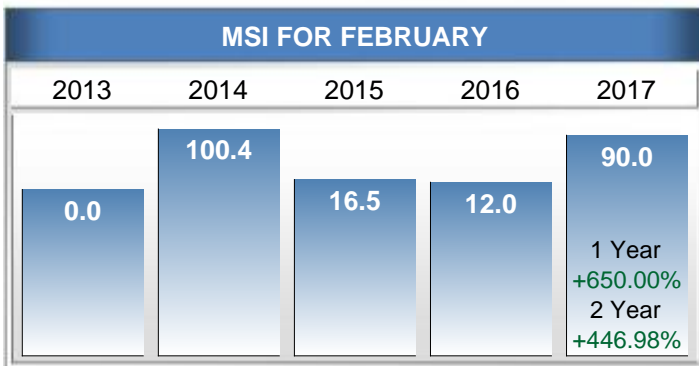
Active Inventory as of Mar 13, 2017



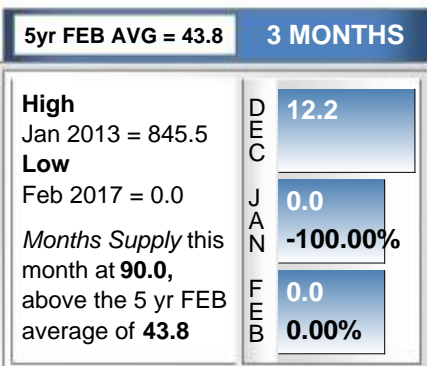
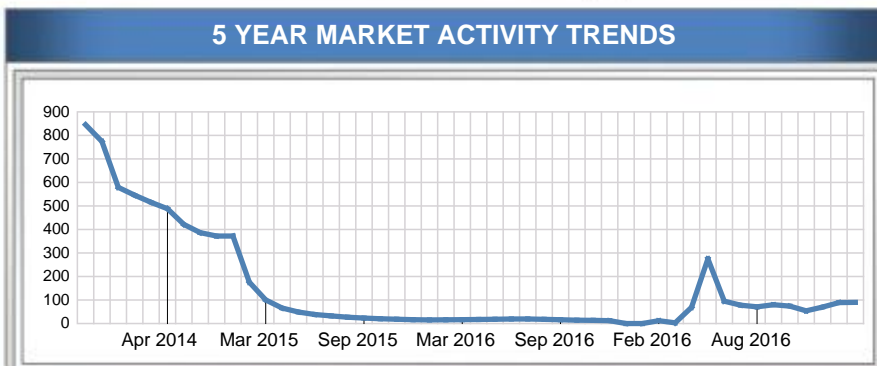
Months Supply of Inventory

Report Produced on: Mar 13, 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+
\$20,000 and less	12		4.43%	4.8	5.1	0.0	0.0	0.0
\$20,001 \$60,000	48		17.71%	7.7	11.7	3.2	0.0	0.0
\$60,001 \$80,000	32		11.81%	8.7	9.2	7.5	48.0	0.0
\$80,001 \$160,000	71		26.20%	6.2	8.5	6.2	3.0	12.0
\$160,001 \$240,000	47		17.34%	7.9	42.0	6.5	4.2	6.0
\$240,001 \$310,000	31		11.44%	16.9	60.0	18.0	13.7	0.0
\$310,001 and up	30		11.07%	21.2	28.0	18.0	54.0	6.0
MSI:		8.2			11.1	7.0	7.8	5.1
Total Active Inventory:		271			103	131	31	6



Monthly Inventory Analysis

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February 2017

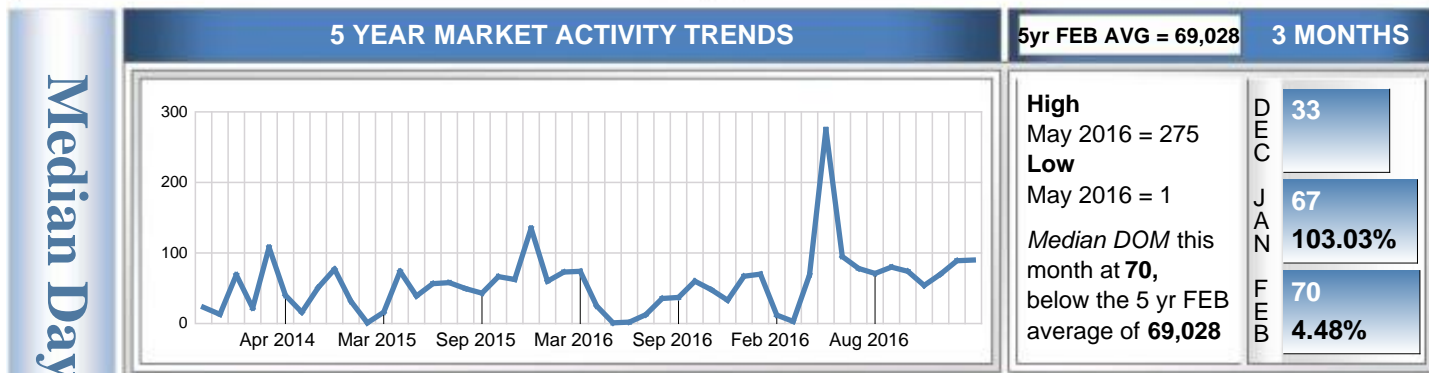
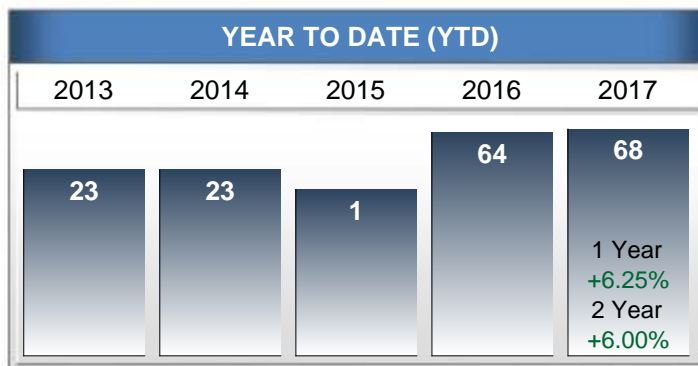
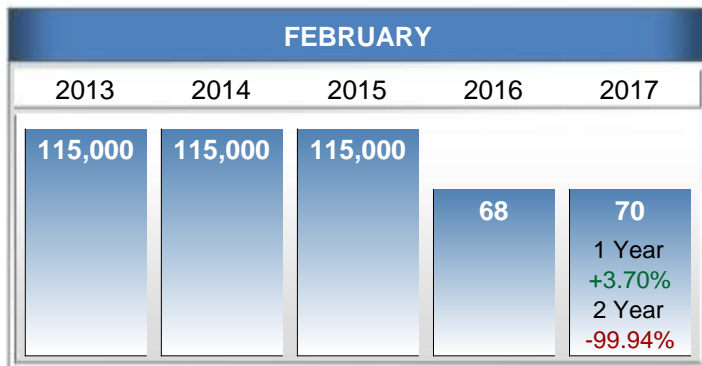
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

Report Produced on: Mar 13, 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+
\$20,000 and less	1		4.35%	1.0	1.0	0.0	0.0	0.0
\$20,001 \$30,000	3		13.04%	11.0	11.0	0.0	0.0	0.0
\$30,001 \$60,000	4		17.39%	84.5	70.0	99.0	0.0	0.0
\$60,001 \$130,000	6		26.09%	89.5	0.0	141.0	7.0	0.0
\$130,001 \$160,000	3		13.04%	108.0	156.0	60.0	0.0	0.0
\$160,001 \$260,000	3		13.04%	72.0	88.0	1.0	0.0	72.0
\$260,001 and up	3		13.04%	44.0	0.0	78.0	23.5	0.0
Median Closed DOM:	70.0				70.0	88.5	7.0	72.0
Total Closed Units:	23				9	10	3	1
Total Closed Volume:	2,996,211				595.20K	1.48M	753.00K	166.50K



Monthly Inventory Analysis

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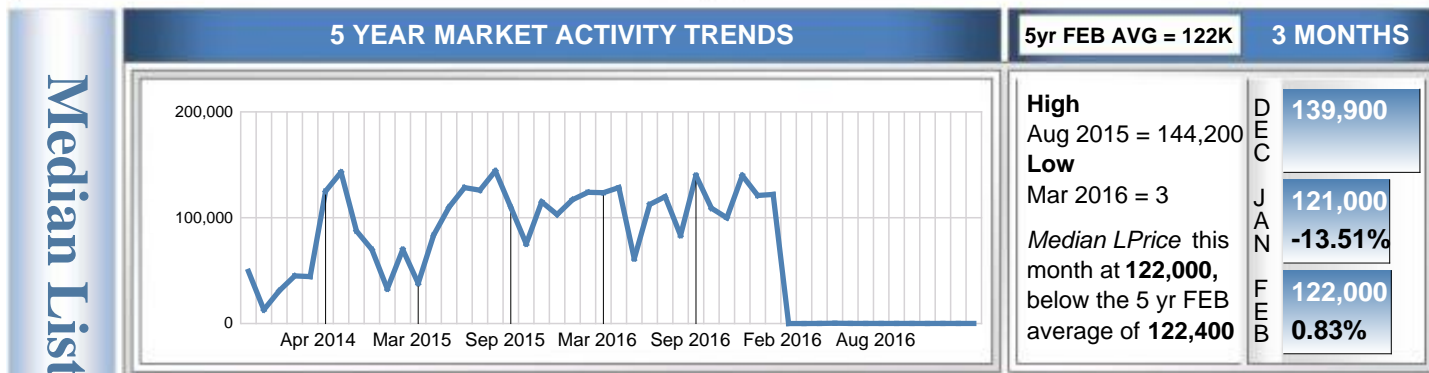
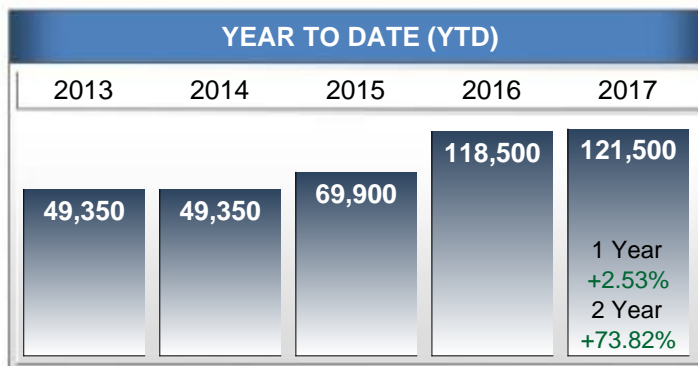
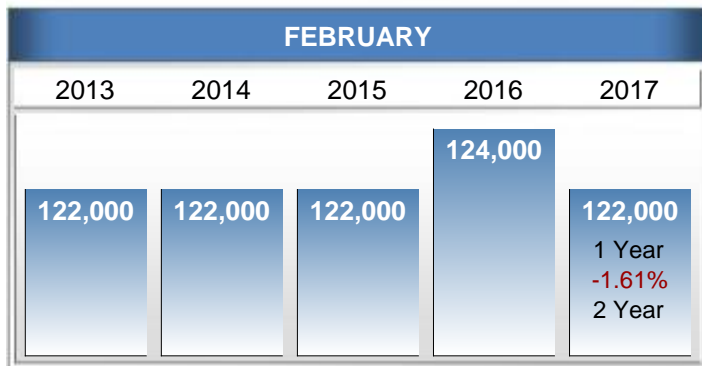
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 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+
\$20,000 and less	2		8.70%	14,000	14,000	0	0	0
\$20,001 \$30,000	2		8.70%	28,250	28,250	0	0	0
\$30,001 \$60,000	4		17.39%	51,500	54,000	49,000	0	0
\$60,001 \$130,000	7		30.43%	122,000	0	125,000	99,000	0
\$130,001 \$160,000	0		0.00%	122,000	0	0	0	0
\$160,001 \$260,000	5		21.74%	185,000	197,950	197,500	0	175,000
\$260,001 and up	3		13.04%	369,900	0	485,000	319,450	0
Median List Price:		\$122,000			\$35,000	\$128,750	\$269,000	\$175,000
Total Closed Units:		23			9	10	3	1
Total List Volume:		3,165,500			629.30K	1.62M	737.90K	175.00K



Monthly Inventory Analysis

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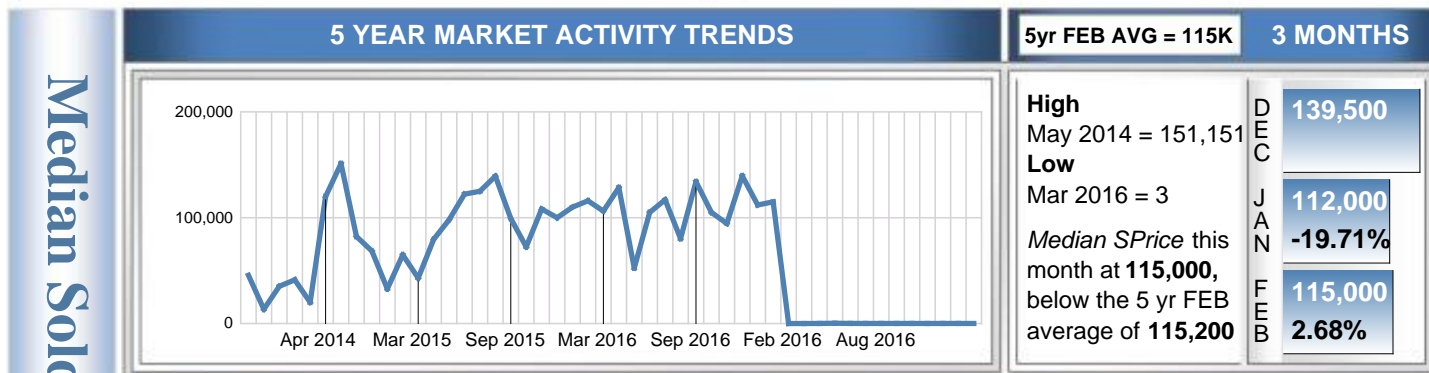
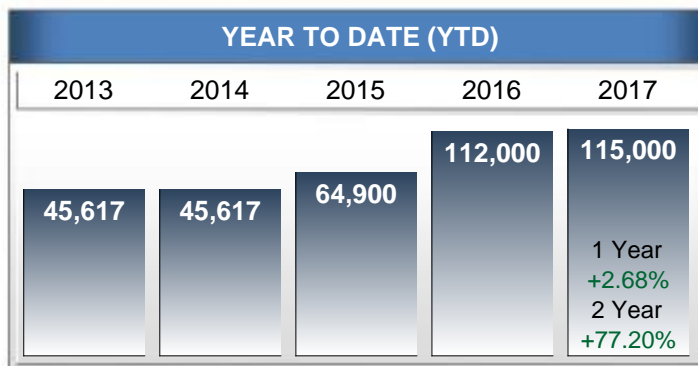
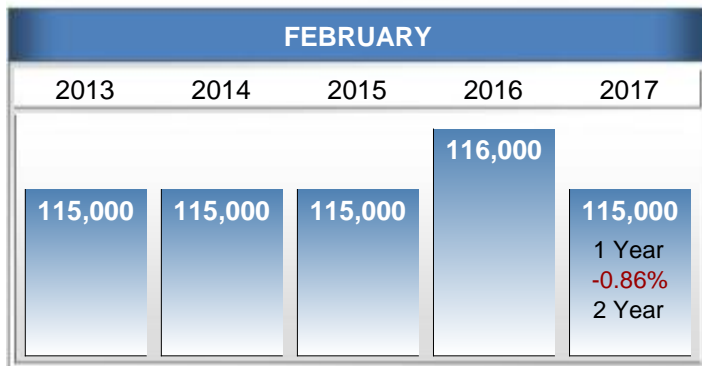
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

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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+
\$20,000 and less	1		4.35%	15,000	15,000	0	0	0
\$20,001 \$30,000	3		13.04%	23,299	23,299	0	0	0
\$30,001 \$60,000	4		17.39%	44,000	50,000	38,000	0	0
\$60,001 \$130,000	6		26.09%	115,000	0	115,000	115,000	0
\$130,001 \$160,000	3		13.04%	140,000	145,000	136,006	0	0
\$160,001 \$260,000	3		13.04%	190,000	222,500	190,000	0	166,500
\$260,001 and up	3		13.04%	369,000	0	450,000	319,000	0
Median Closed Price:	\$115,000				\$31,500	\$121,500	\$269,000	\$166,500
Total Closed Units:	23				9	10	3	1
Total Closed Volume:	2,996,211				595.20K	1.48M	753.00K	166.50K



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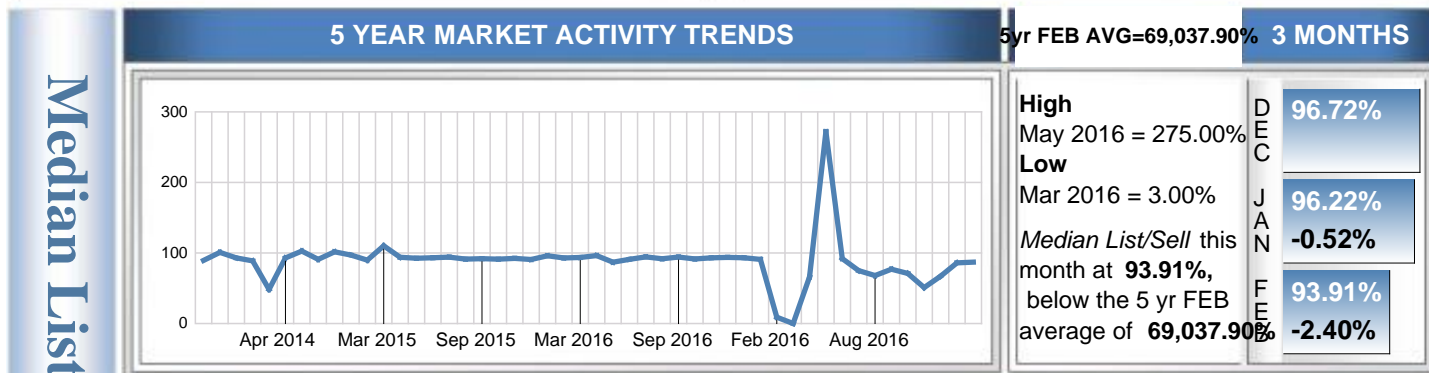
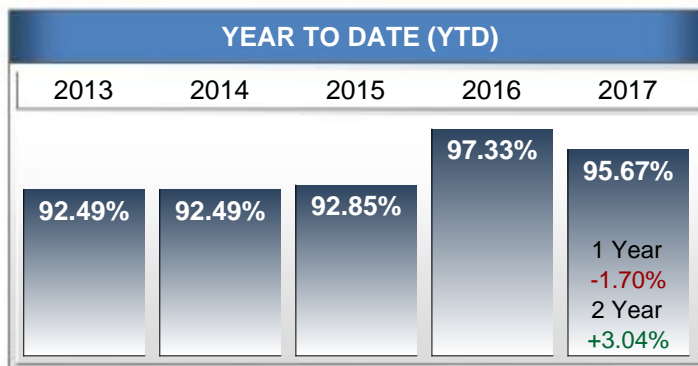
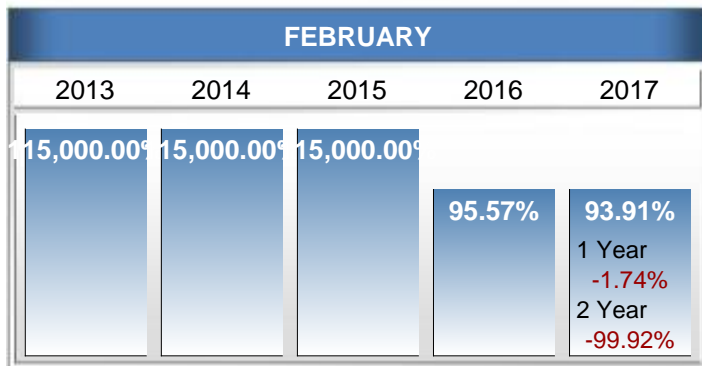
Closed Sales as of Mar 13, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price
 Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	1	4.35%	100.00%	100.00%	0.00%	0.00%	0.00%
\$20,001-\$30,000	3	13.04%	86.79%	86.79%	0.00%	0.00%	0.00%
\$30,001-\$60,000	4	17.39%	91.30%	92.59%	77.55%	0.00%	0.00%
\$60,001-\$130,000	6	26.09%	94.91%	0.00%	93.91%	116.16%	0.00%
\$130,001-\$160,000	3	13.04%	87.93%	87.93%	88.65%	0.00%	0.00%
\$160,001-\$260,000	3	13.04%	95.14%	96.32%	90.48%	0.00%	95.14%
\$260,001 and up	3	13.04%	99.76%	0.00%	92.78%	99.88%	0.00%
Median List/Sell Ratio:	93.91%			92.59%	93.24%	100.00%	95.14%
Total Closed Units:	23			9	10	3	1
Total Closed Volume:	2,996,211			595.20K	1.48M	753.00K	166.50K



Monthly Inventory Analysis

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February 2017

Inventory as of Mar 13, 2017



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 February 28, 2017 = 271

	FEBRUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	30	23	-23.33%	59	48	-18.64%
Pending Sales	23	41	78.26%	54	76	40.74%
New Listings	12	90	650.00%	28	179	539.29%
Median List Price	124,000	122,000	-1.61%	118,500	121,500	2.53%
Median Sale Price	116,000	115,000	-0.86%	112,000	115,000	2.68%
Median Percent of List Price to Selling Price	95.57%	93.91%	-1.74%	97.33%	95.67%	-1.70%
Median Days on Market to Sale	67.50	70.00	3.70%	64.00	68.00	6.25%
Monthly Inventory	42	271	545.24%	42	271	545.24%
Months Supply of Inventory	1.22	8.15	567.88%	1.22	8.15	567.88%

