



# December 2016

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

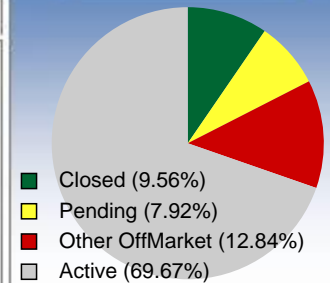


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of December 31, 2016 = **255**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	29	35	20.69%
Pending Listings	31	29	-6.45%
New Listings	21	70	233.33%
Median List Price	103,000	139,900	35.83%
Median Sale Price	100,000	139,500	39.50%
Median Percent of List Price to Selling Price	93.75%	96.72%	3.17%
Median Days on Market to Sale	135.00	33.00	-75.56%
End of Month Inventory	70	255	264.29%
Months Supply of Inventory	2.36	7.46	216.31%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 11, 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 December 2016 rose **264.29%** to 255 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 **7.46** 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 **39.50%** in December 2016 to \$139,500 versus the previous year at \$100,000.

### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 102.00 days or **75.56%** in December 2016 compared to last year's same month at **135.00** DOM.

### Sales Success for December 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 70 New Listings in December 2016, up **233.33%** from last year at 21. Furthermore, there were 35 Closed Listings this month versus last year at 29, a **20.69%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, down from last year's December 2016 at **138.1%**, a **63.79%** 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®

## December 2016

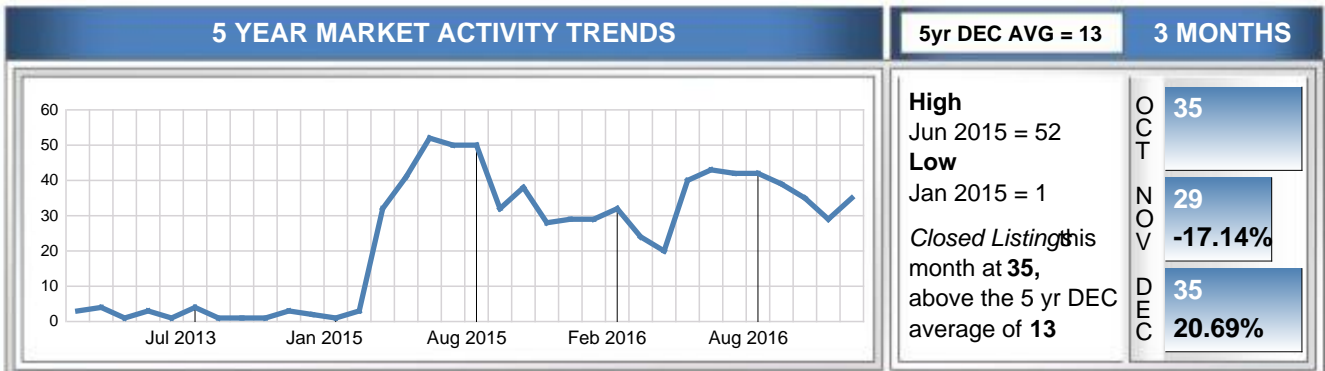
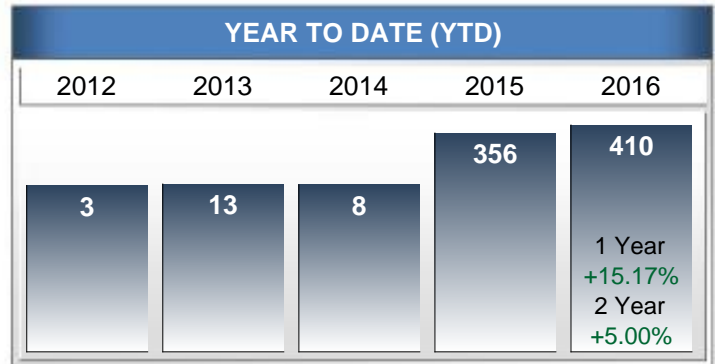
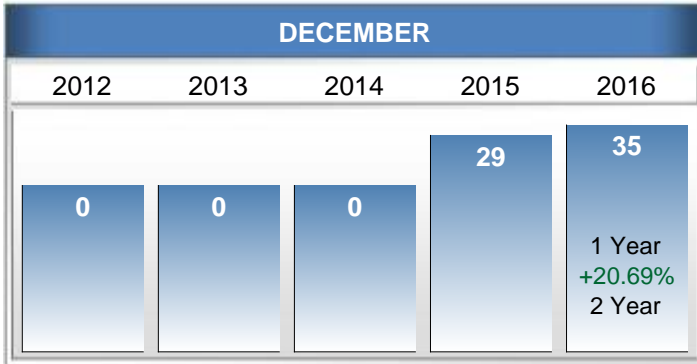
Closed Sales as of Jan 11, 2017



### Closed Listings

Report Produced on: Jan 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	8.57%	84.0	3	0	0	0
\$30,001 - \$80,000	3	8.57%	1.0	2	1	0	0
\$80,001 - \$100,000	6	17.14%	109.5	1	3	2	0
\$100,001 - \$170,000	9	25.71%	8.0	0	5	4	0
\$170,001 - \$210,000	5	14.29%	33.0	0	3	2	0
\$210,001 - \$250,000	5	14.29%	77.0	0	2	3	0
\$250,001 and up	4	11.43%	94.5	0	3	0	1
<b>Total Closed Units:</b>	<b>35</b>		<b>33.0</b>	<b>6</b>	<b>17</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>5,320,654</b>			<b>266.30K</b>	<b>2.95M</b>	<b>1.72M</b>	<b>380.00K</b>
<b>Median Closed Price:</b>	<b>\$139,500</b>			<b>\$34,950</b>	<b>\$160,500</b>	<b>\$159,000</b>	<b>\$380,000</b>



# Monthly Inventory Analysis

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## December 2016

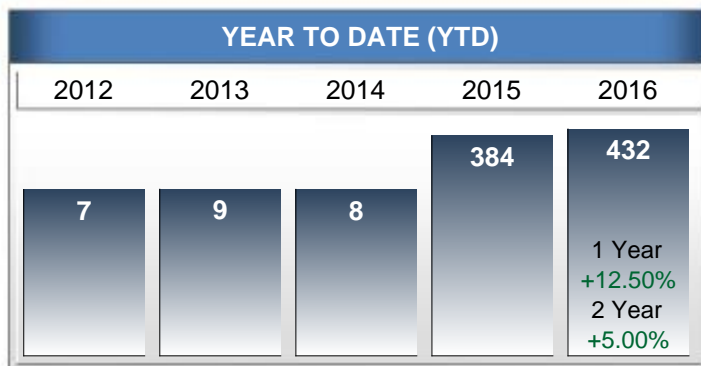
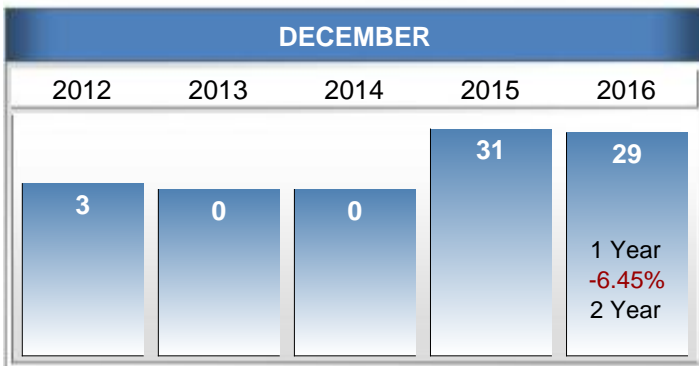
Pending Listings as of Jan 11, 2017



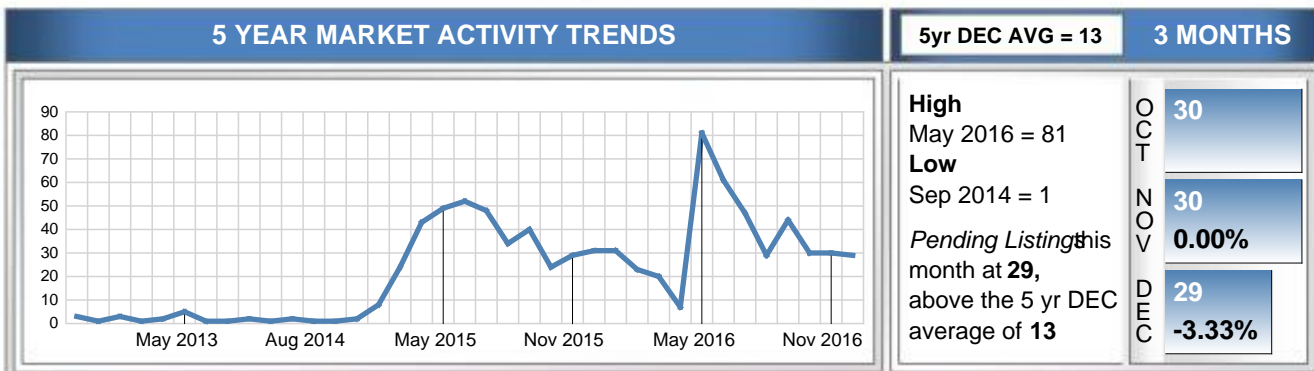
### Pending Listings

Report Produced on: Jan 11, 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	2	6.90%	83.0	2	0	0	0
\$40,001 \$50,000	3	10.34%	0.0	1	2	0	0
\$50,001 \$90,000	5	17.24%	104.0	2	2	1	0
\$90,001 \$130,000	6	20.69%	26.5	1	3	2	0
\$130,001 \$160,000	4	13.79%	6.5	0	3	1	0
\$160,001 \$230,000	6	20.69%	86.0	0	4	2	0
\$230,001 and up	3	10.34%	96.0	1	2	0	0
<b>Total Pending Units:</b>	29		62.0	7	16	6	0.00B
<b>Total Pending Volume:</b>	4,110,354			556.40K	2.77M	781.50K	
<b>Median Listing Price:</b>	\$125,000			\$59,900	\$135,950	\$130,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

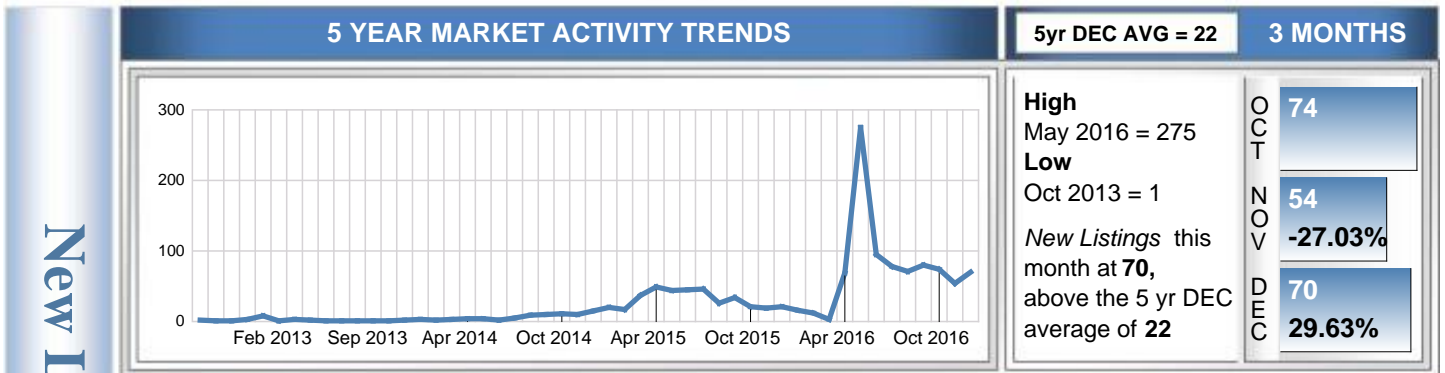
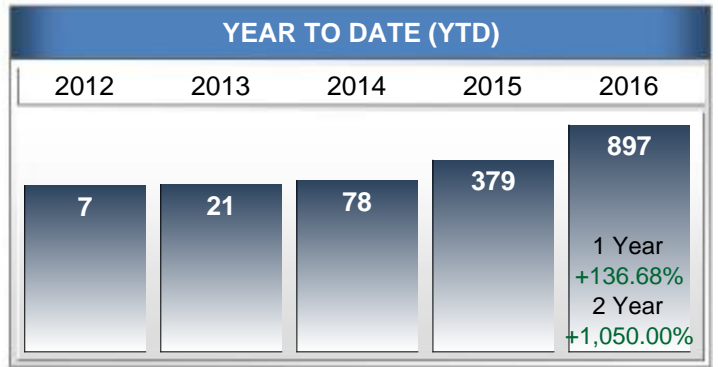
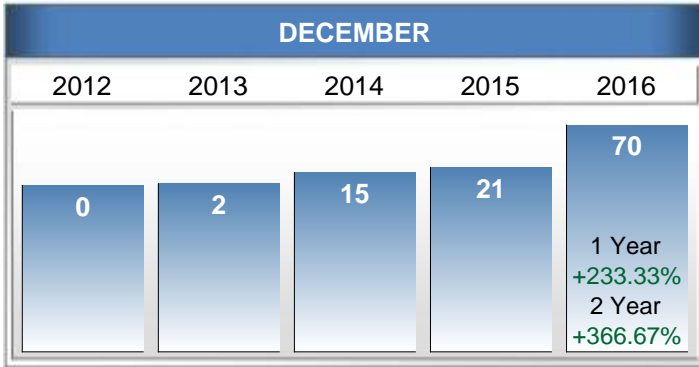
New Listings as of Jan 11, 2017



### New Listings

Report Produced on: Jan 11, 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+
\$40,000 and less	7	10.00%	7	0	0	0
\$40,001 - \$80,000	7	10.00%	4	2	1	0
\$80,001 - \$120,000	11	15.71%	3	7	1	0
\$120,001 - \$170,000	18	25.71%	1	14	3	0
\$170,001 - \$260,000	11	15.71%	3	5	3	0
\$260,001 - \$340,000	9	12.86%	3	3	3	0
\$340,001 and up	7	10.00%	1	3	3	0
Total New Listed Units:			22	34	14	0.00B
Total New Listed Volume:			2.88M	5.92M	3.87M	\$0
Median New Listed Listing Price:			\$80,000	\$148,250	\$236,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

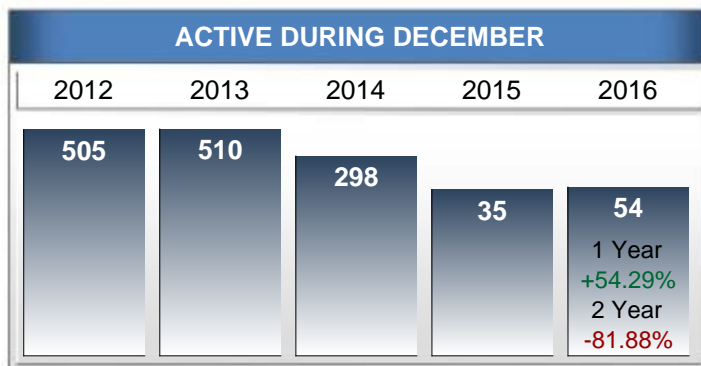
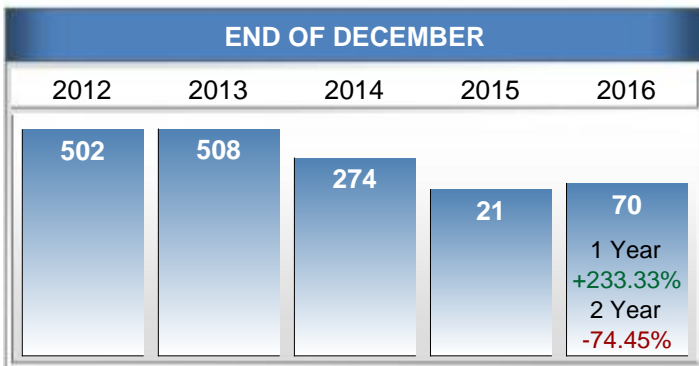
Active Inventory as of Jan 11, 2017



### Active Inventory

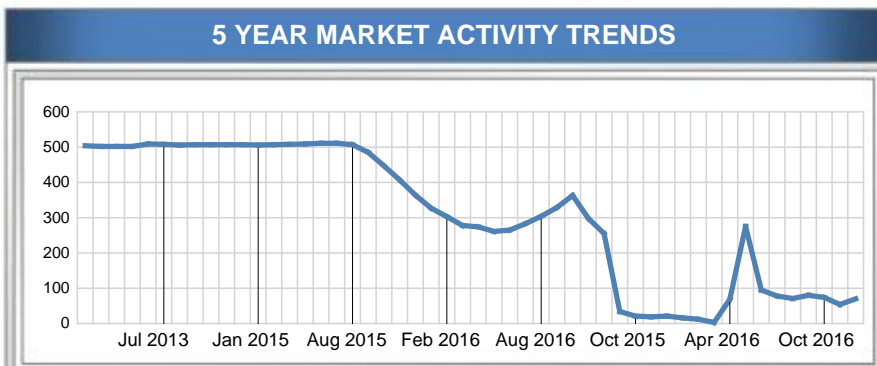
Report Produced on: Jan 11, 2017

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



Active Inventory

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**5yr DEC AVG = 275**     **3 MONTHS**

**High**  
Jul 2015 = 511

**Low**  
Mar 2016 = 3

*Inventory* this month at **70**, below the 5 yr DEC average of **275**

OCT	363
NOV	298
DEC	255
	-17.91%
	-14.43%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	11	4.31%	70.0	11	0	0	0		
\$20,001 \$60,000	39	15.29%	102.0	32	7	0	0		
\$60,001 \$100,000	44	17.25%	69.5	15	27	2	0		
\$100,001 \$160,000	56	21.96%	78.5	10	41	4	1		
\$160,001 \$240,000	45	17.65%	75.0	11	26	7	1		
\$240,001 \$320,000	32	12.55%	52.5	6	17	9	0		
\$320,001 and up	28	10.98%	55.5	9	11	6	2		
Total Active Inventory by Units:				255	72.0	94	129	28	4
Total Active Inventory by Volume:				46,526,460		14.05M	23.21M	7.72M	1.54M
Median Active Inventory Listing Price:				\$135,000		\$67,000	\$149,000	\$252,400	\$400,000





# Monthly Inventory Analysis

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## December 2016

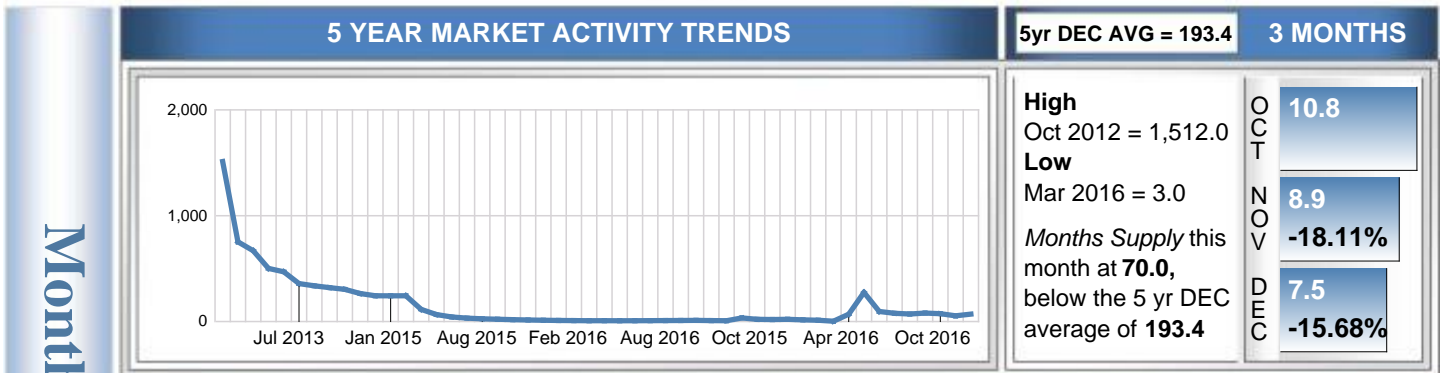
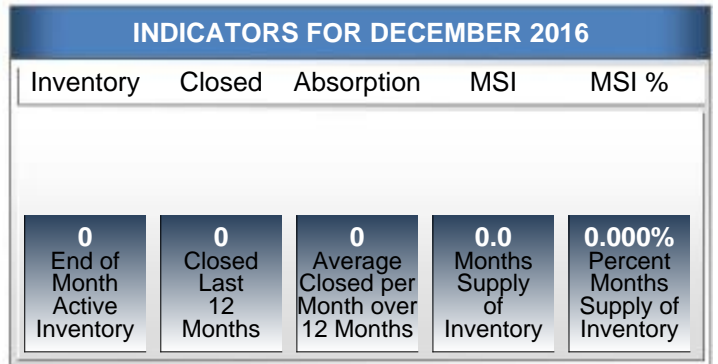
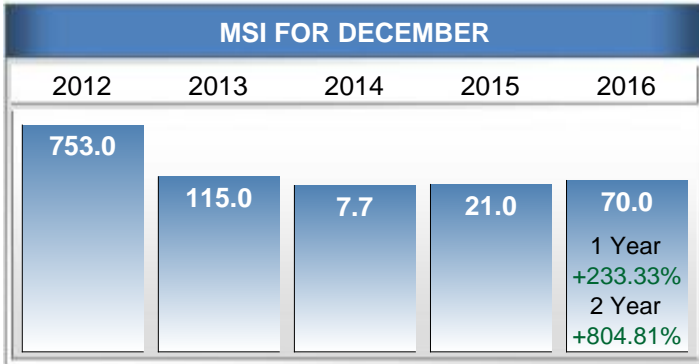
Active Inventory as of Jan 11, 2017



### Months Supply of Inventory

Report Produced on: Jan 11, 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	11		4.31%	4.3	4.9	0.0	0.0	0.0
\$20,001 \$60,000	39		15.29%	5.9	9.1	2.5	0.0	0.0
\$60,001 \$100,000	44		17.25%	6.1	6.2	6.6	3.4	0.0
\$100,001 \$160,000	56		21.96%	7.3	15.0	6.9	4.4	6.0
\$160,001 \$240,000	45		17.65%	6.9	33.0	6.4	3.8	4.0
\$240,001 \$320,000	32		12.55%	14.8	72.0	13.6	13.5	0.0
\$320,001 and up	28		10.98%	19.8	36.0	18.9	36.0	4.8
MSI:		7.5			9.9	6.8	6.1	3.4
Total Active Inventory:		255			94	129	28	4



# Monthly Inventory Analysis

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## December 2016

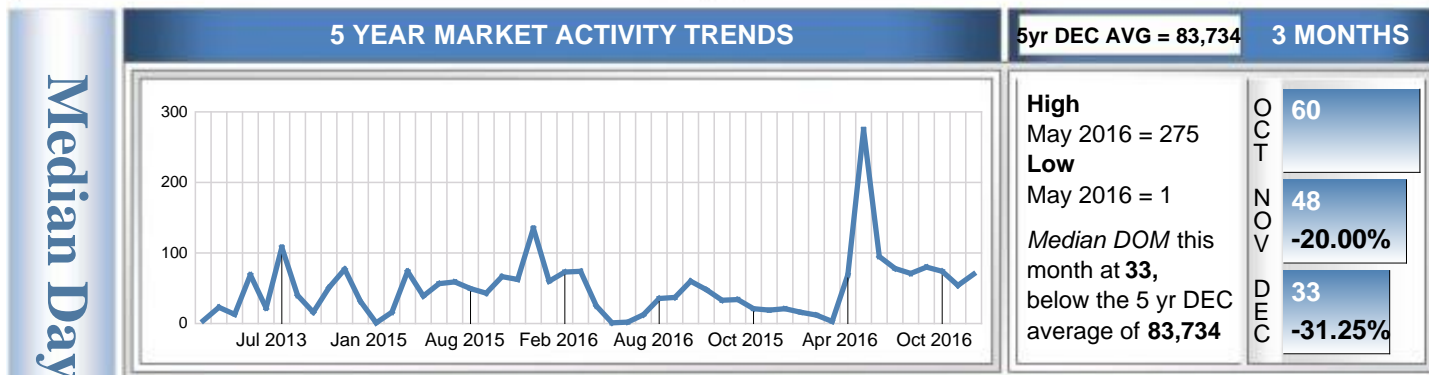
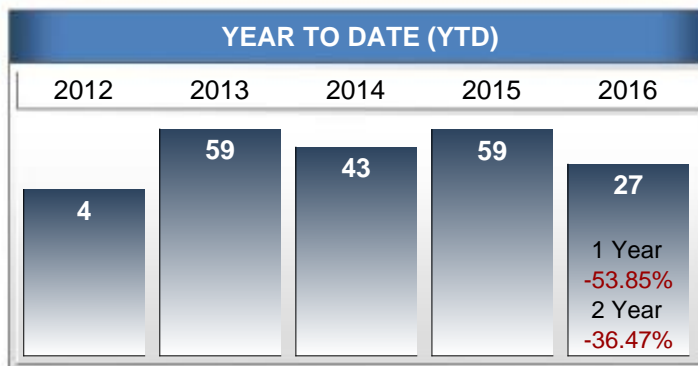
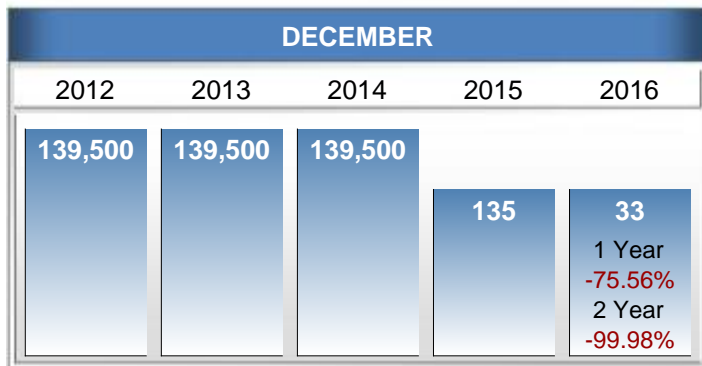
Closed Sales as of Jan 11, 2017



### Median Days on Market to Sale

Report Produced on: Jan 11, 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+
\$30,000 and less	3	8.57%	84.0	84.0	0.0	0.0	0.0
\$30,001 - \$80,000	3	8.57%	1.0	7.5	1.0	0.0	0.0
\$80,001 - \$100,000	6	17.14%	109.5	93.0	126.0	95.5	0.0
\$100,001 - \$170,000	9	25.71%	8.0	0.0	30.0	2.5	0.0
\$170,001 - \$210,000	5	14.29%	33.0	0.0	28.0	58.0	0.0
\$210,001 - \$250,000	5	14.29%	77.0	0.0	96.5	77.0	0.0
\$250,001 and up	4	11.43%	94.5	0.0	155.0	0.0	34.0
Median Closed DOM:	33.0			54.5	30.0	33.0	34.0
Total Closed Units:	35			6	17	11	1
Total Closed Volume:	5,320,654			266.30K	2.95M	1.72M	380.00K



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## December 2016

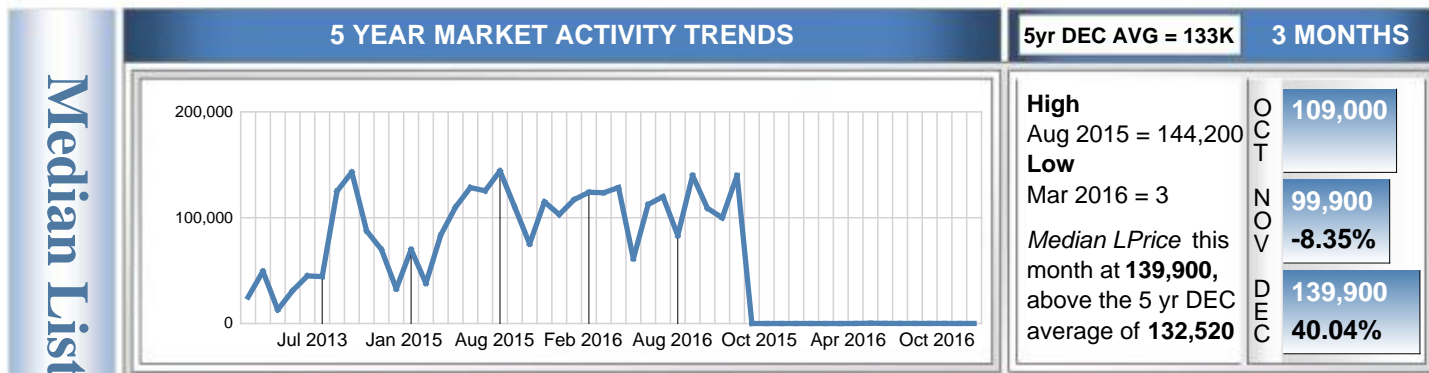
Closed Sales as of Jan 11, 2017



### Median List Price at Closing

Report Produced on: Jan 11, 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+
\$30,000 and less	1		2.86%	7,000	7,000	0	0	0
\$30,001 - \$80,000	4		11.43%	40,527	40,000	41,054	0	0
\$80,001 - \$100,000	6		17.14%	87,450	83,950	94,700	87,450	0
\$100,001 - \$170,000	9		25.71%	125,000	0	139,500	121,500	0
\$170,001 - \$210,000	6		17.14%	177,950	0	176,450	183,700	0
\$210,001 - \$250,000	5		14.29%	229,000	0	232,900	229,000	0
\$250,001 and up	4		11.43%	377,000	0	359,000	0	415,000
Median List Price:		\$139,900			\$43,750	\$174,000	\$159,000	\$415,000
Total Closed Units:		35			6	17	11	1
Total List Volume:		5,564,454			296.90K	3.09M	1.76M	415.00K





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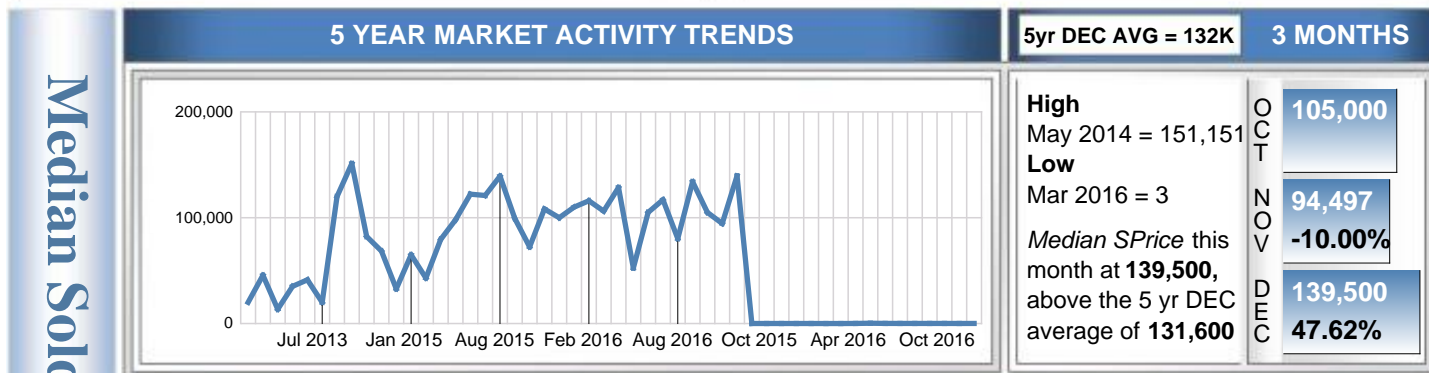
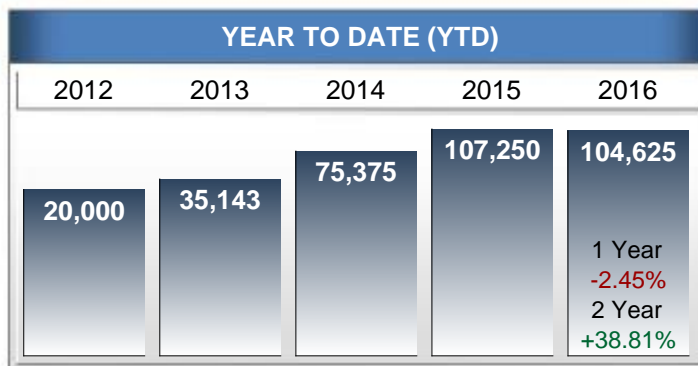
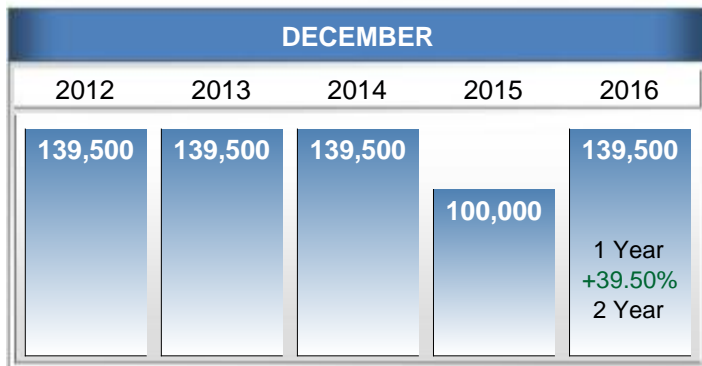
Closed Sales as of Jan 11, 2017



### Median Sold Price at Closing

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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+
\$30,000 and less	3		8.57%	27,500	27,500	0	0	0
\$30,001 - \$80,000	3		8.57%	41,054	59,200	41,054	0	0
\$80,001 - \$100,000	6		17.14%	87,700	85,400	93,500	85,500	0
\$100,001 - \$170,000	9		25.71%	137,500	0	139,500	112,500	0
\$170,001 - \$210,000	5		14.29%	176,000	0	176,000	181,250	0
\$210,001 - \$250,000	5		14.29%	228,900	0	215,000	229,000	0
\$250,001 and up	4		11.43%	355,000	0	340,000	0	380,000
Median Closed Price:	\$139,500				\$34,950	\$160,500	\$159,000	\$380,000
Total Closed Units:	35				6	17	11	1
Total Closed Volume:	5,320,654				266.30K	2.95M	1.72M	380.00K



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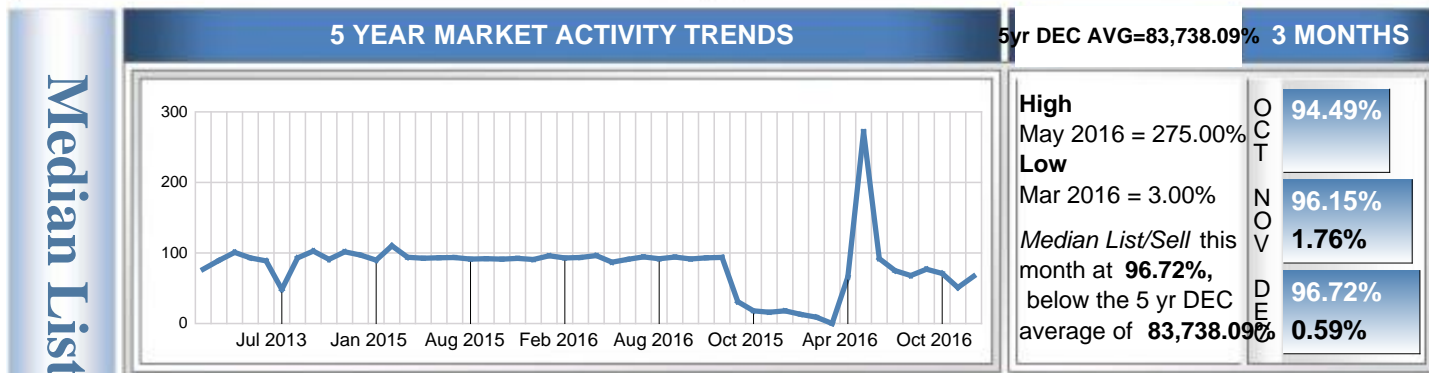
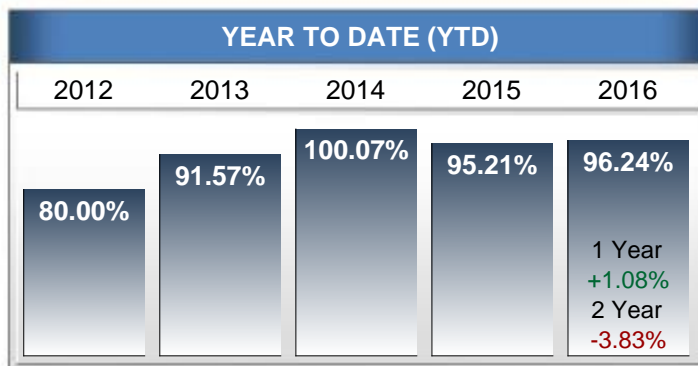
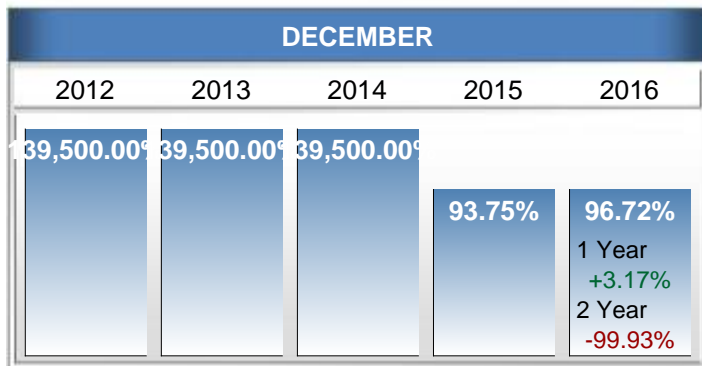
Closed Sales as of Jan 11, 2017



### 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+
\$30,000 and less	3	8.57%	71.43%	71.43%	0.00%	0.00%	0.00%
\$30,001 - \$80,000	3	8.57%	92.35%	88.18%	100.00%	0.00%	0.00%
\$80,001 - \$100,000	6	17.14%	96.09%	103.02%	90.42%	97.70%	0.00%
\$100,001 - \$170,000	9	25.71%	96.00%	0.00%	98.28%	94.59%	0.00%
\$170,001 - \$210,000	5	14.29%	99.44%	0.00%	99.44%	98.64%	0.00%
\$210,001 - \$250,000	5	14.29%	97.24%	0.00%	92.44%	100.00%	0.00%
\$250,001 and up	4	11.43%	94.19%	0.00%	94.71%	0.00%	91.57%
Median List/Sell Ratio:	96.72%			85.48%	96.89%	97.82%	91.57%
Total Closed Units:	35			6	17	11	1
Total Closed Volume:	5,320,654			266.30K	2.95M	1.72M	380.00K



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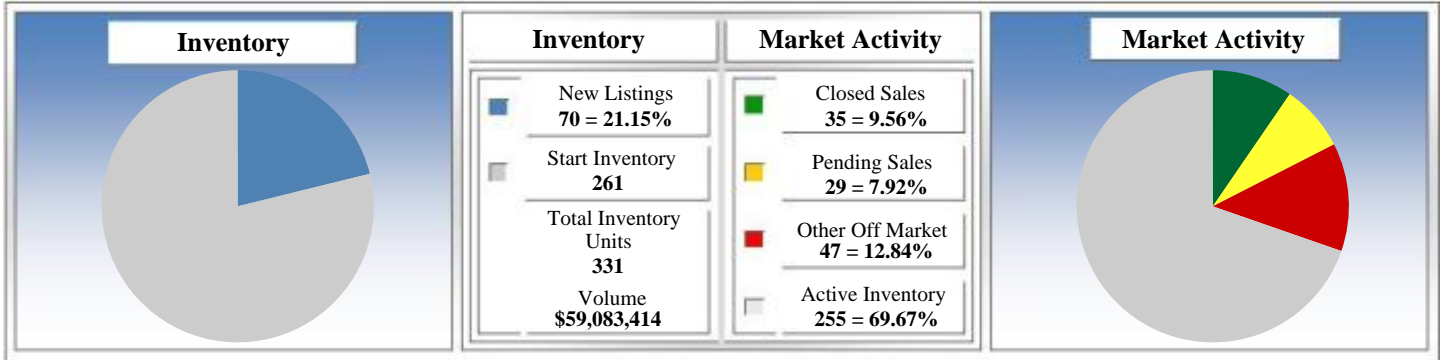
Inventory as of Jan 11, 2017



### Market Summary

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



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

**Active Inventory** as of December 31, 2016 = 255

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	29	35	20.69%	356	410	15.17%
Pending Sales	31	29	-6.45%	384	432	12.50%
New Listings	21	70	233.33%	379	897	136.68%
Median List Price	103,000	139,900	35.83%	114,900	110,000	-4.26%
Median Sale Price	100,000	139,500	39.50%	107,250	104,625	-2.45%
Median Percent of List Price to Selling Price	93.75%	96.72%	3.17%	95.21%	96.24%	1.08%
Median Days on Market to Sale	135.00	33.00	-75.56%	58.50	27.00	-53.85%
Monthly Inventory	70	255	264.29%	70	255	264.29%
Months Supply of Inventory	2.36	7.46	216.31%	2.36	7.46	216.31%

