



# July 2016

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

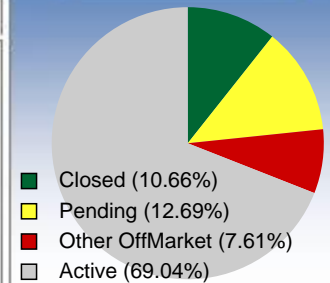


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of July 31, 2016 = **272**

	JULY		
	2015	2016	+/-%
Closed Listings	50	42	-16.00%
Pending Listings	48	50	4.17%
New Listings	46	78	69.57%
Median List Price	125,450	119,900	-4.42%
Median Sale Price	121,000	116,950	-3.35%
Median Percent of List Price to Selling Price	96.56%	97.46%	0.93%
Median Days on Market to Sale	59.00	12.50	-78.81%
End of Month Inventory	107	272	154.21%
Months Supply of Inventory	6.98	8.04	15.21%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 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 July 2016 rose **154.21%** to 272 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 **8.04** 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 **3.35%** in July 2016 to \$116,950 versus the previous year at \$121,000.

### Median Days on Market Shortens

The median number of **12.50** days that homes spent on the market before selling decreased by 46.50 days or **78.81%** in July 2016 compared to last year's same month at **59.00** DOM.

### Sales Success for July 2016 is Positive

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

There were 78 New Listings in July 2016, up **69.57%** from last year at 46. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from last year's July 2016 at **108.7%**, a **50.46%** 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>
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<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®

## July 2016

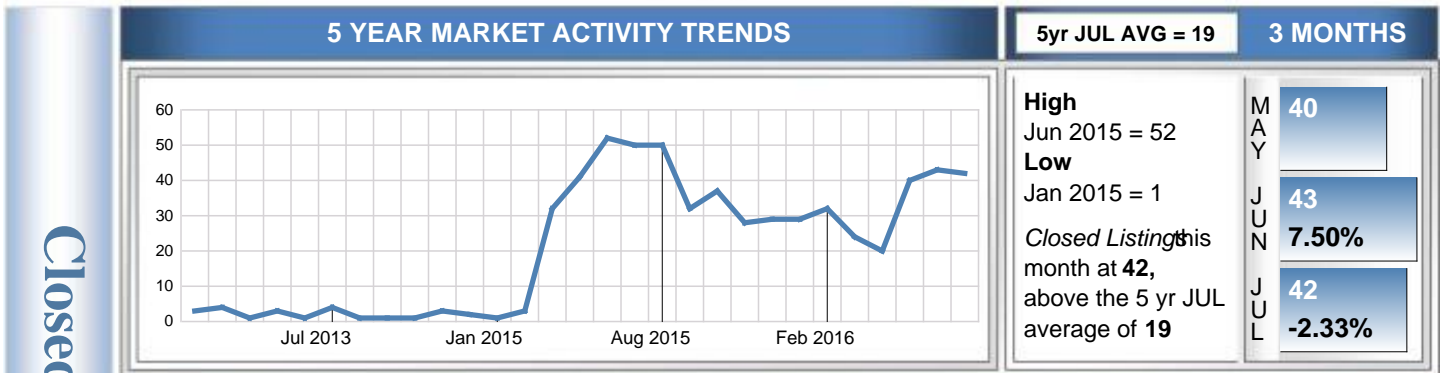
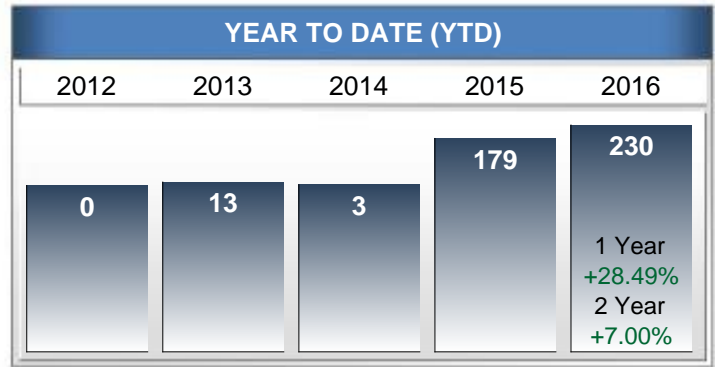
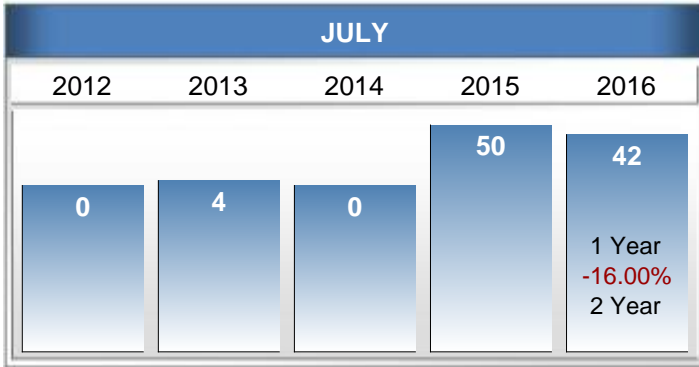
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

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+
\$40,000 and less	5	11.90%	29.0	4	1	0	0
\$40,001 - \$60,000	4	9.52%	5.0	2	2	0	0
\$60,001 - \$90,000	6	14.29%	9.0	3	3	0	0
\$90,001 - \$140,000	11	26.19%	14.0	1	9	1	0
\$140,001 - \$180,000	6	14.29%	16.5	0	6	0	0
\$180,001 - \$230,000	5	11.90%	26.0	0	4	1	0
\$230,001 and up	5	11.90%	4.0	0	3	2	0
<b>Total Closed Units:</b>	<b>42</b>		<b>12.5</b>	<b>10</b>	<b>28</b>	<b>4</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,272,500</b>			<b>507.60K</b>	<b>3.96M</b>	<b>802.90K</b>	<b>\$0</b>
<b>Median Closed Price:</b>	<b>\$116,950</b>			<b>\$51,450</b>	<b>\$134,500</b>	<b>\$214,950</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

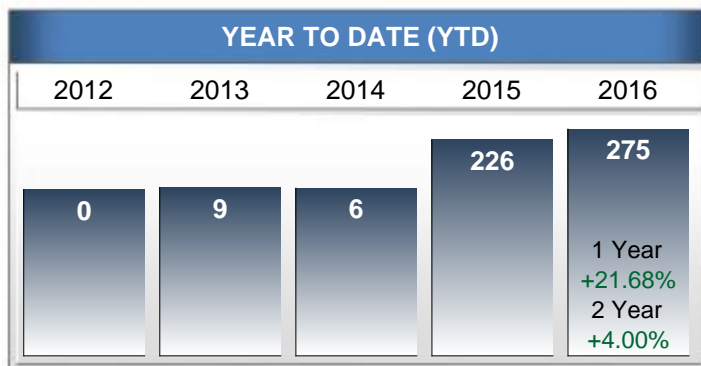
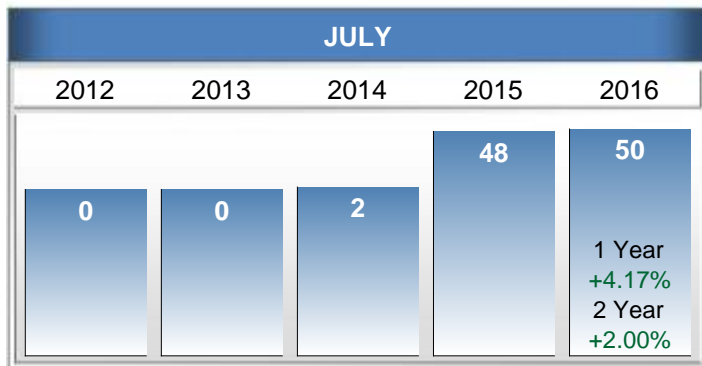
Pending Listings as of Aug 16, 2016



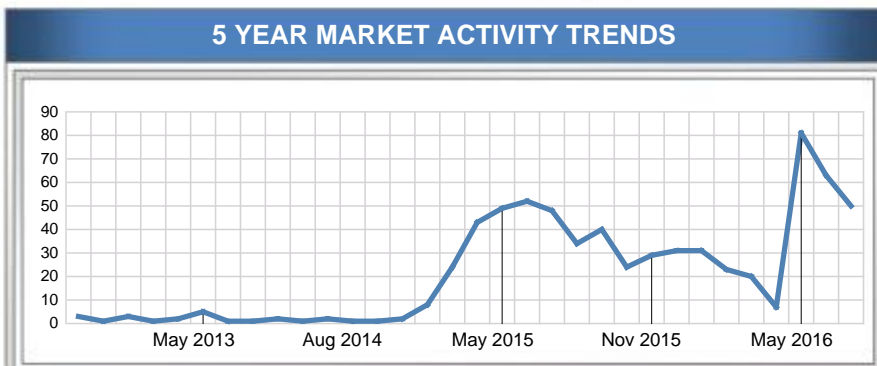
### Pending Listings

Report Produced on: Aug 16, 2016

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



**Pending Listings**  
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**5yr JUL AVG = 20**      **3 MONTHS**

**High**  
May 2016 = 81

**Low**  
Sep 2014 = 1

*Pending Listing* this month at **50**, above the 5 yr JUL average of **20**

Month	Value	% Change
MAY	81	
JUN	63	-22.22%
JUL	50	-20.63%

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.00%	73.5	4	0	0	0
\$20,001 \$50,000	7	14.00%	54.0	3	4	0	0
\$50,001 \$70,000	5	10.00%	40.0	3	1	1	0
\$70,001 \$130,000	15	30.00%	9.0	4	10	1	0
\$130,001 \$170,000	6	12.00%	29.5	1	4	1	0
\$170,001 \$250,000	8	16.00%	21.0	0	3	3	2
\$250,001 and up	5	10.00%	66.0	1	2	1	1
Total Pending Units: 50				34.0			
Total Pending Volume: 6,584,489				1.12M 3.35M 1.32M 789.00K			
Median Listing Price: \$108,500				\$57,200 \$114,900 \$178,900 \$222,000			



# Monthly Inventory Analysis

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## July 2016

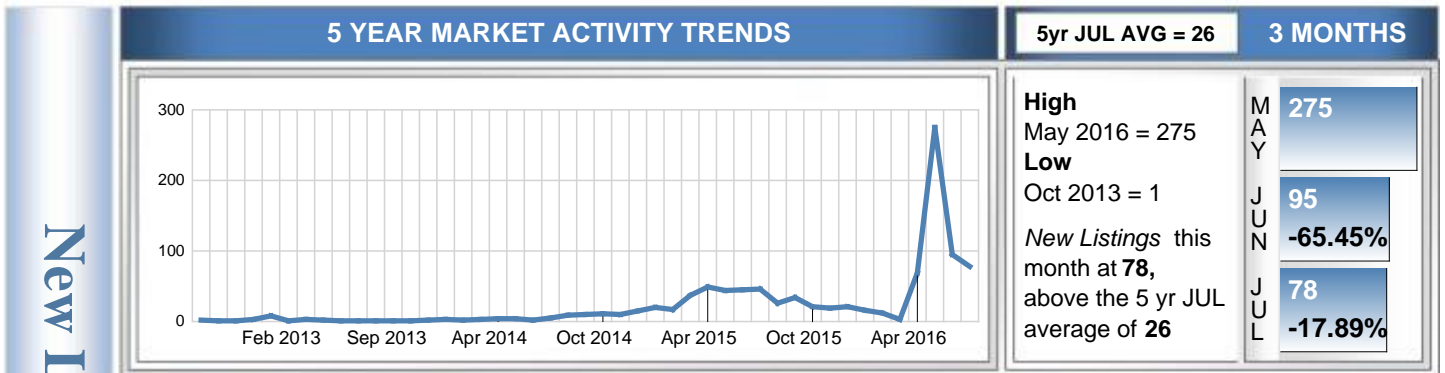
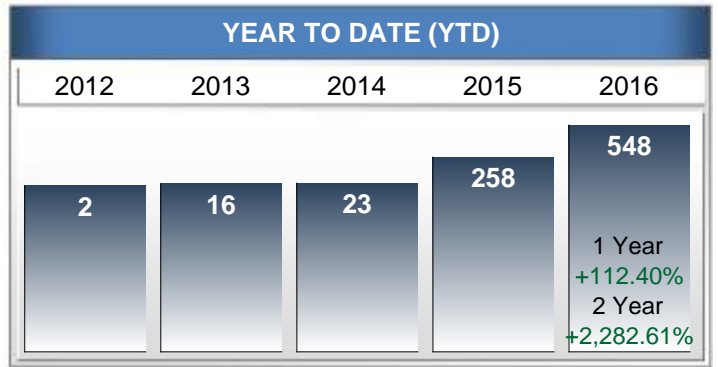
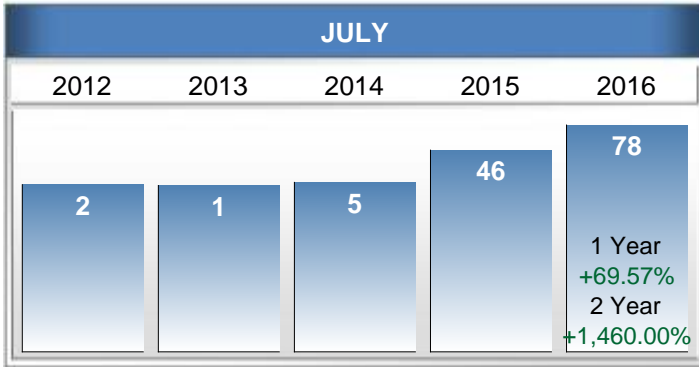
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 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+
\$40,000 and less	7	8.97%	6	1	0	0
\$40,001 - \$70,000	9	11.54%	5	4	0	0
\$70,001 - \$100,000	13	16.67%	6	6	1	0
\$100,001 - \$150,000	19	24.36%	2	17	0	0
\$150,001 - \$210,000	14	17.95%	3	8	3	0
\$210,001 - \$290,000	9	11.54%	2	3	3	1
\$290,001 and up	7	8.97%	1	2	3	1
<b>Total New Listed Units:</b>	<b>78</b>		<b>25</b>	<b>41</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>11,744,939</b>		<b>2.54M</b>	<b>5.69M</b>	<b>2.55M</b>	<b>961.50K</b>
<b>Median New Listed Listing Price:</b>	<b>\$121,000</b>		<b>\$74,900</b>	<b>\$120,000</b>	<b>\$258,450</b>	<b>\$480,750</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

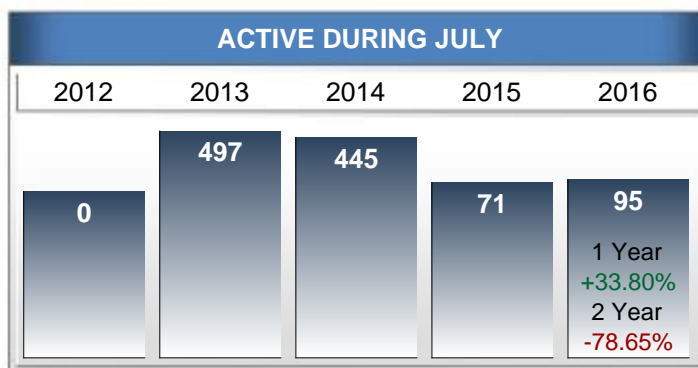
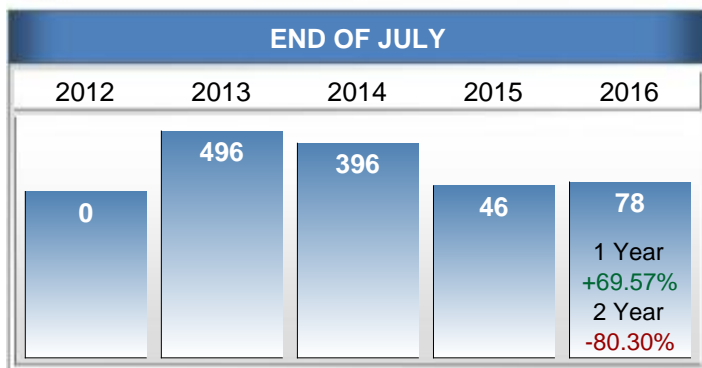
Active Inventory as of Aug 16, 2016



### Active Inventory

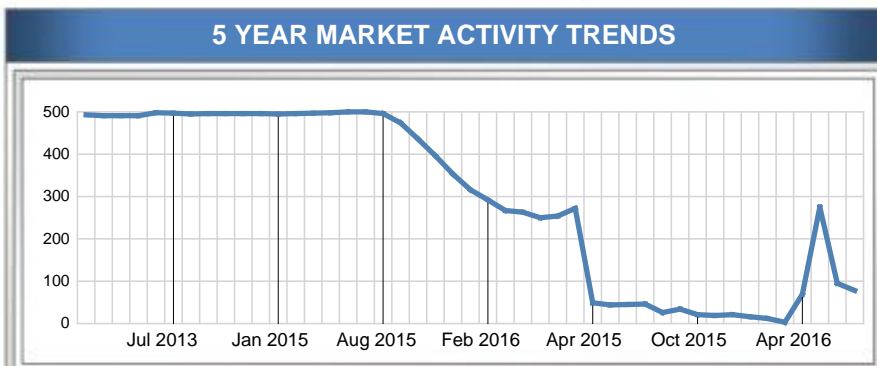
Report Produced on: Aug 16, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?  
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**5yr JUL AVG = 203**      **3 MONTHS**

**High**  
Jul 2015 = 500

**Low**  
Mar 2016 = 3

*Inventory* this month at **78**, below the 5 yr JUL average of **203**

MAY	250
JUN	254
JUL	1.60%
JUL	272
JUL	7.09%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	25	9.19%	73.0	25	0	0	0
\$30,001 - \$60,000	37	13.60%	66.0	24	10	2	1
\$60,001 - \$90,000	32	11.76%	77.0	17	12	3	0
\$90,001 - \$170,000	72	26.47%	67.0	12	52	6	2
\$170,001 - \$260,000	44	16.18%	75.5	7	22	15	0
\$260,001 - \$340,000	32	11.76%	70.5	7	14	10	1
\$340,001 and up	30	11.03%	80.0	12	11	4	3
Total Active Inventory by Units:				104	121	40	7
Total Active Inventory by Volume:				14.60M	23.08M	9.57M	2.55M
Median Active Inventory Listing Price:				\$64,900	\$148,900	\$219,250	\$299,000



# Monthly Inventory Analysis

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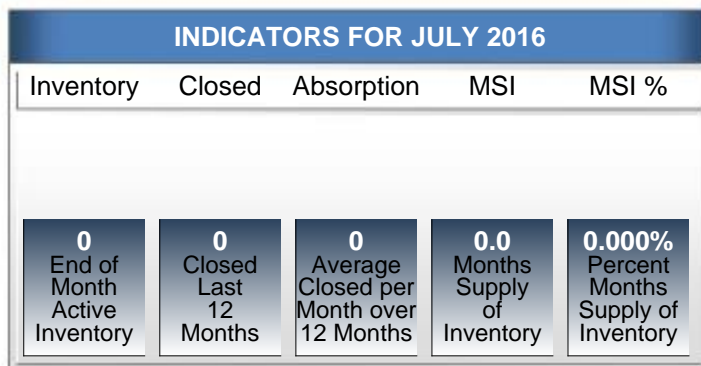
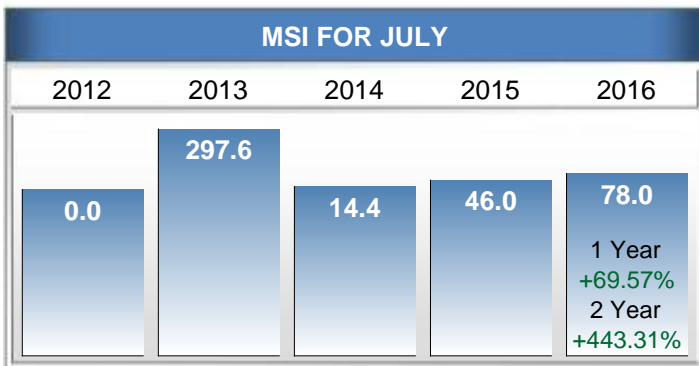
Active Inventory as of Aug 16, 2016



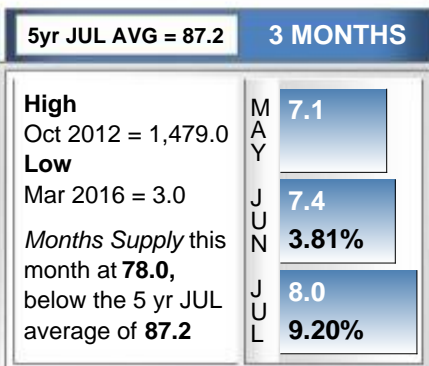
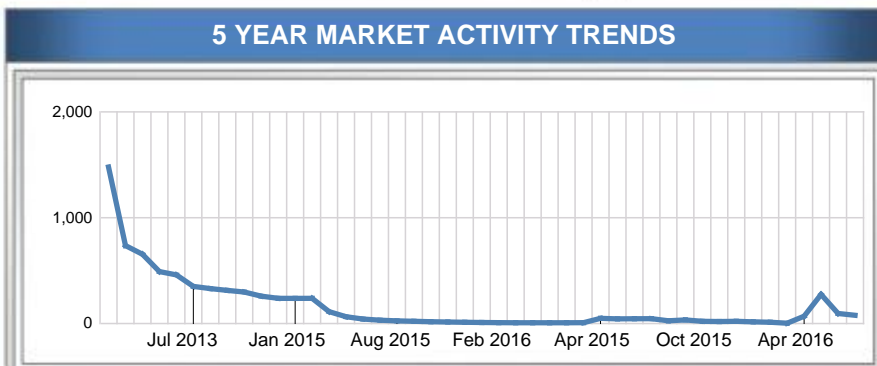
### Months Supply of Inventory

Report Produced on: Aug 16, 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	25		9.19%	6.0	7.7	0.0	0.0	0.0
\$30,001 \$60,000	37		13.60%	6.7	9.9	3.6	6.0	0.0
\$60,001 \$90,000	32		11.76%	6.2	9.3	3.9	12.0	0.0
\$90,001 \$170,000	72		26.47%	6.5	8.0	6.1	7.2	12.0
\$170,001 \$260,000	44		16.18%	8.1	28.0	6.3	10.0	0.0
\$260,001 \$340,000	32		11.76%	21.3	0.0	15.3	24.0	6.0
\$340,001 and up	30		11.03%	30.0	28.8	132.0	16.0	12.0
MSI:		8.0			10.8	6.2	10.7	9.3
Total Active Inventory:		272			104	121	40	7



# Monthly Inventory Analysis

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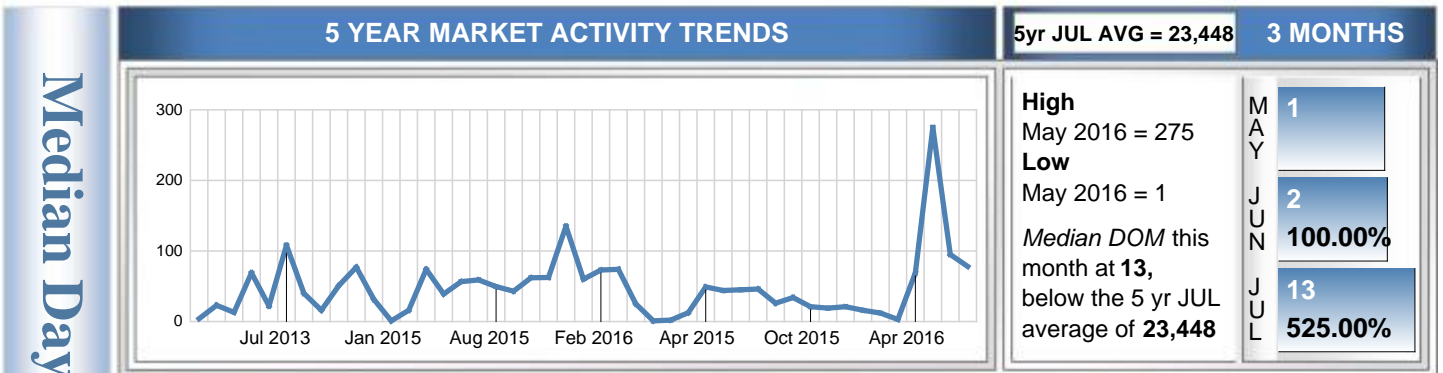
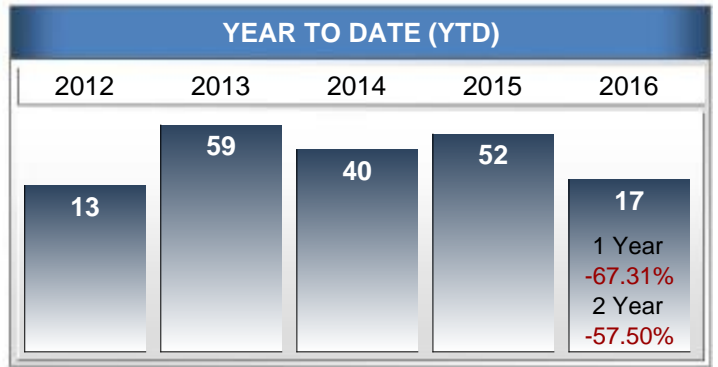
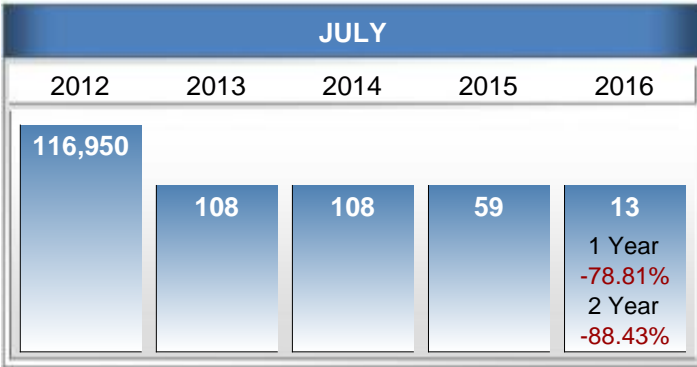
Closed Sales as of Aug 16, 2016



### Median Days on Market to Sale

Report Produced on: Aug 16, 2016

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	5	11.90%	29.0	29.5	10.0	0.0	0.0
\$40,001 \$60,000	4	9.52%	5.0	6.0	4.5	0.0	0.0
\$60,001 \$90,000	6	14.29%	9.0	7.0	11.0	0.0	0.0
\$90,001 \$140,000	11	26.19%	14.0	14.0	17.0	1.0	0.0
\$140,001 \$180,000	6	14.29%	16.5	0.0	16.5	0.0	0.0
\$180,001 \$230,000	5	11.90%	26.0	0.0	35.0	1.0	0.0
\$230,001 and up	5	11.90%	4.0	0.0	4.0	16.0	0.0
Median Closed DOM:	12.5			10.5	13.5	1.0	0.0
Total Closed Units:	42			10	28	4	
Total Closed Volume:	5,272,500			507.60K	3.96M	802.90K	0.00B



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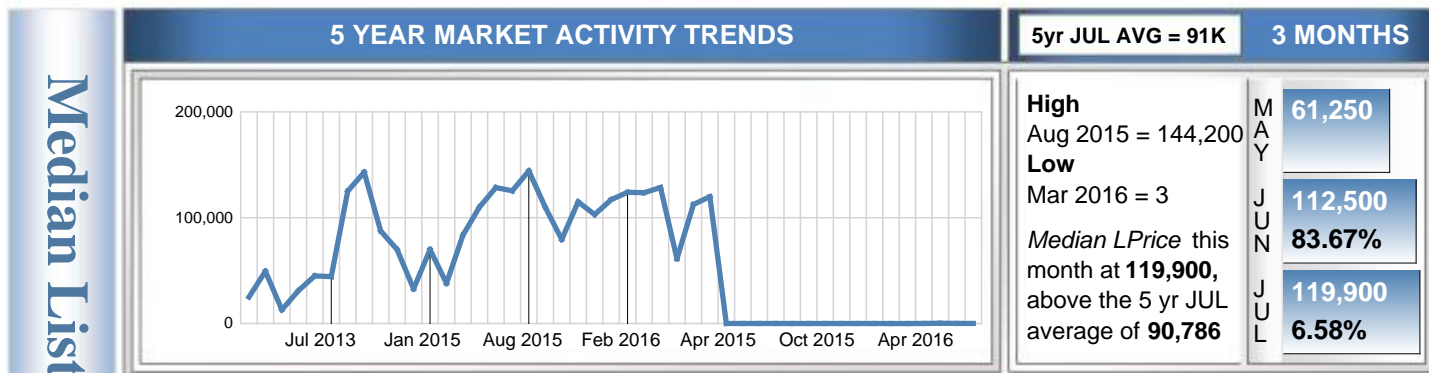
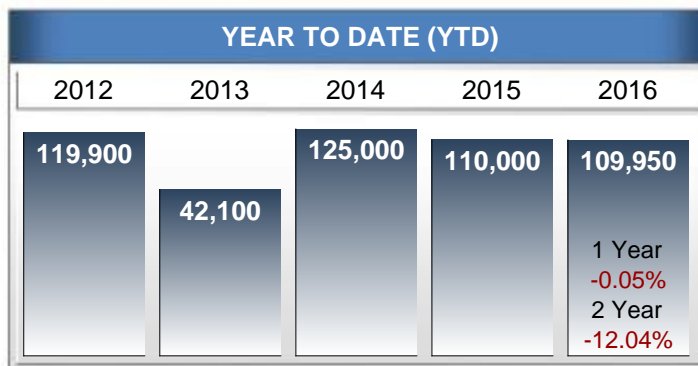
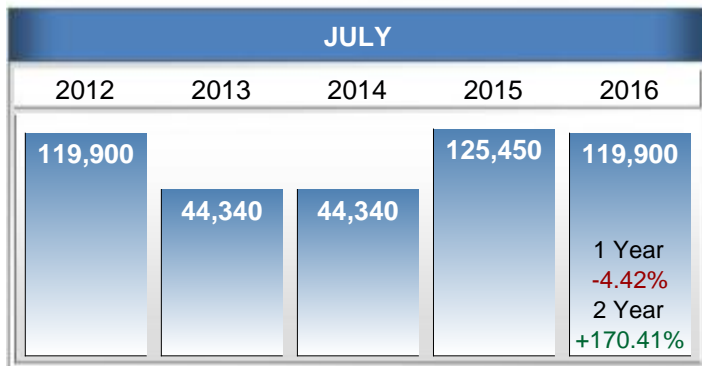
Closed Sales as of Aug 16, 2016



### Median List Price at Closing

Report Produced on: Aug 16, 2016

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	4		9.52%	22,500	22,500	0	0	0
\$40,001 \$60,000	5		11.90%	50,000	52,200	50,000	0	0
\$60,001 \$90,000	6		14.29%	73,950	73,000	74,900	0	0
\$90,001 \$140,000	10		23.81%	117,450	110,000	119,900	109,000	0
\$140,001 \$180,000	8		19.05%	171,400	0	171,400	0	0
\$180,001 \$230,000	3		7.14%	195,000	0	192,450	199,900	0
\$230,001 and up	6		14.29%	253,450	0	253,450	254,900	0
Median List Price:		\$119,900			\$52,200	\$139,950	\$219,900	\$0
Total Closed Units:		42			10	28	4	
Total List Volume:		5,420,600			524.80K	4.08M	818.70K	0.00B





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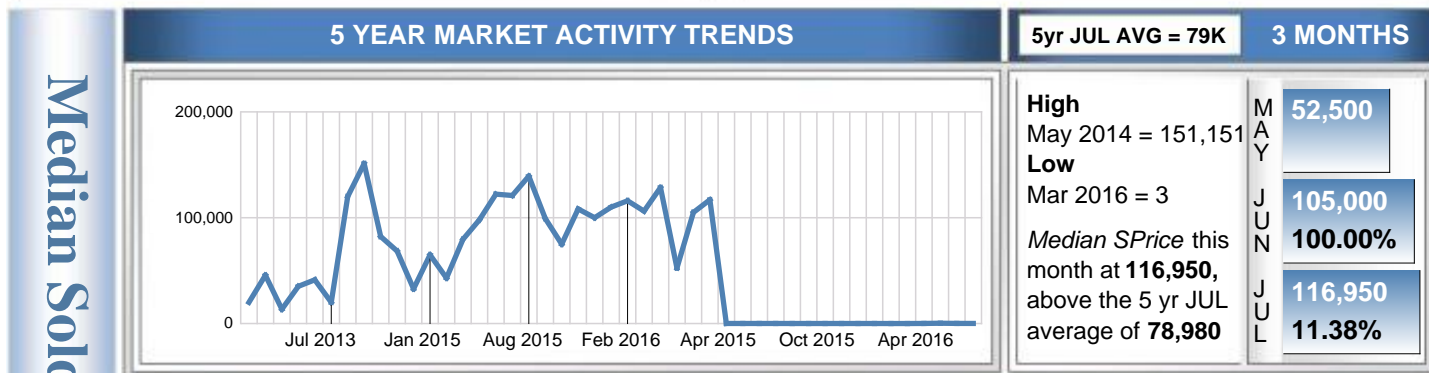
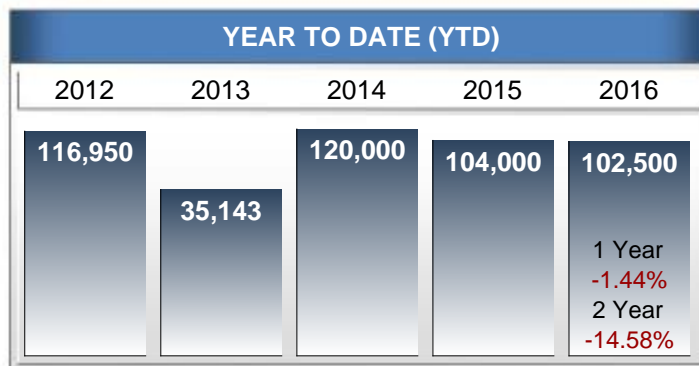
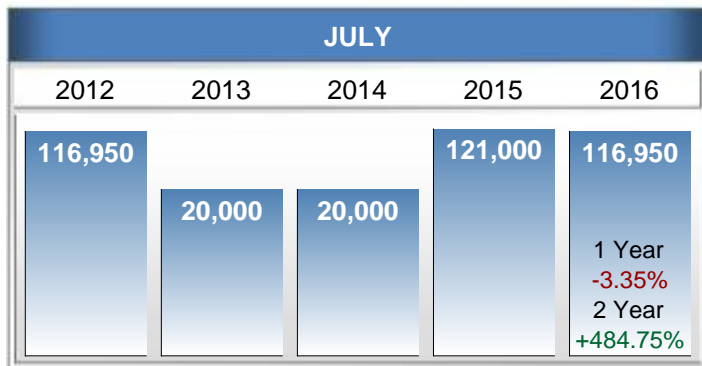
Closed Sales as of Aug 16, 2016



### Median Sold Price at Closing

Report Produced on: Aug 16, 2016

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	5		11.90%	23,500	20,000	40,000	0	0
\$40,001 - \$60,000	4		9.52%	51,950	51,450	54,500	0	0
\$60,001 - \$90,000	6		14.29%	71,250	69,500	73,000	0	0
\$90,001 - \$140,000	11		26.19%	114,900	108,300	119,000	108,000	0
\$140,001 - \$180,000	6		14.29%	166,700	0	166,700	0	0
\$180,001 - \$230,000	5		11.90%	185,000	0	184,500	190,000	0
\$230,001 and up	5		11.90%	257,900	0	257,900	252,450	0
Median Closed Price:	\$116,950				\$51,450	\$134,500	\$214,950	\$0
Total Closed Units:	42				10	28	4	
Total Closed Volume:	5,272,500				507.60K	3.96M	802.90K	0.00B



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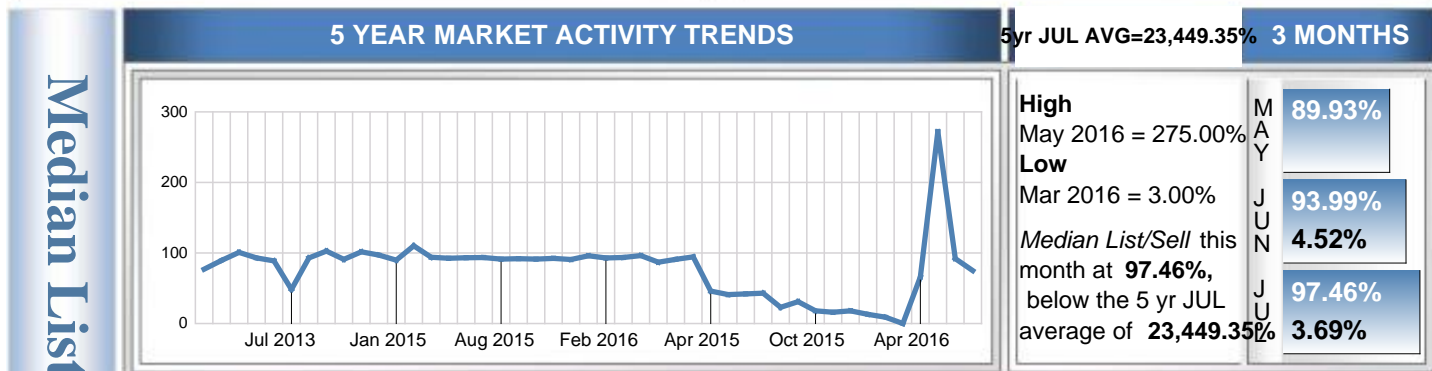
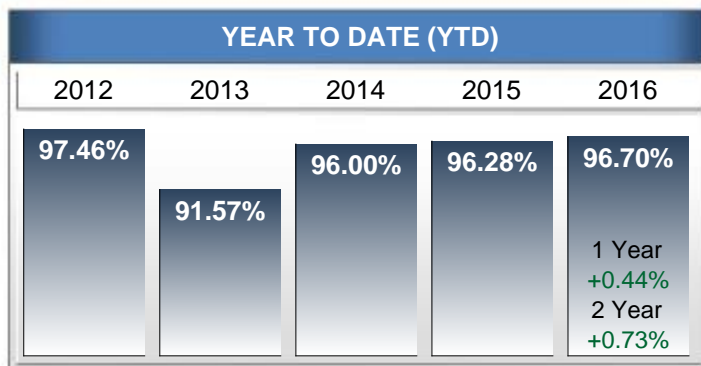
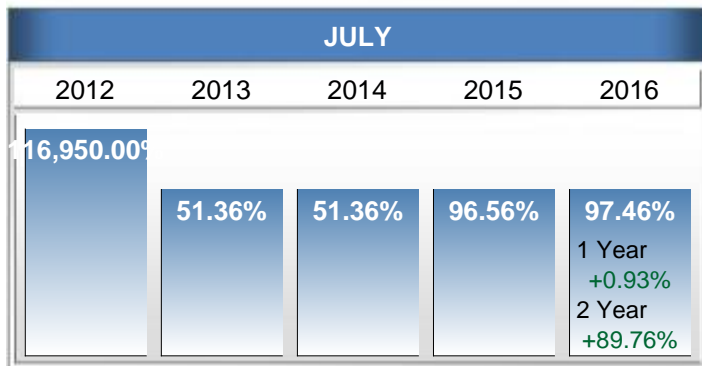
Closed Sales as of Aug 16, 2016



### 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	5	11.90%	97.06%	98.53%	80.16%	0.00%	0.00%
\$40,001 \$60,000	4	9.52%	99.00%	98.48%	103.55%	0.00%	0.00%
\$60,001 \$90,000	6	14.29%	96.33%	95.21%	97.46%	0.00%	0.00%
\$90,001 \$140,000	11	26.19%	96.62%	98.45%	95.65%	99.08%	0.00%
\$140,001 \$180,000	6	14.29%	97.37%	0.00%	97.37%	0.00%	0.00%
\$180,001 \$230,000	5	11.90%	95.05%	0.00%	95.49%	95.05%	0.00%
\$230,001 and up	5	11.90%	100.00%	0.00%	100.00%	99.09%	0.00%
Median List/Sell Ratio:		97.46%		97.76%	97.37%	98.63%	0.00%
Total Closed Units:		42		10	28	4	
Total Closed Volume:		5,272,500		507.60K	3.96M	802.90K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

Inventory as of Aug 16, 2016



### Market Summary

Report Produced on: Aug 16, 2016

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



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

**Active Inventory** as of July 31, 2016 = 272

	JULY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	50	42	-16.00%	179	230	28.49%
Pending Sales	48	50	4.17%	226	275	21.68%
New Listings	46	78	69.57%	258	548	112.40%
Median List Price	125,450	119,900	-4.42%	110,000	109,950	-0.05%
Median Sale Price	121,000	116,950	-3.35%	104,000	102,500	-1.44%
Median Percent of List Price to Selling Price	96.56%	97.46%	0.93%	96.28%	96.70%	0.44%
Median Days on Market to Sale	59.00	12.50	-78.81%	52.00	17.00	-67.31%
Monthly Inventory	107	272	154.21%	107	272	154.21%
Months Supply of Inventory	6.98	8.04	15.21%	6.98	8.04	15.21%

