



# November 2016

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

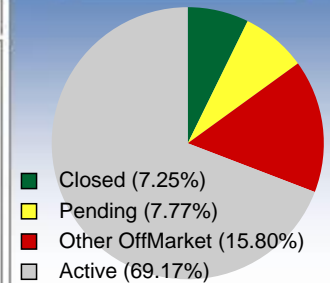


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of November 30, 2016 = **267**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	28	28	0.00%
Pending Listings	29	30	3.45%
New Listings	19	54	184.21%
Median List Price	114,950	104,450	-9.13%
Median Sale Price	108,250	99,374	-8.20%
Median Percent of List Price to Selling Price	95.33%	96.18%	0.89%
Median Days on Market to Sale	62.50	49.00	-21.60%
End of Month Inventory	80	267	233.75%
Months Supply of Inventory	2.94	7.95	170.81%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 rose **233.75%** to 267 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 **7.95** 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 **8.20%** in November 2016 to \$99,374 versus the previous year at \$108,250.

### Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 13.50 days or **21.60%** in November 2016 compared to last year's same month at **62.50** DOM.

### Sales Success for November 2016 is Positive

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

There were 54 New Listings in November 2016, up **184.21%** from last year at 19. Furthermore, there were 28 Closed Listings this month versus last year at 28, a **0.00%** decrease.

Closed versus Listed trends yielded a **51.9%** ratio, down from last year's November 2016 at **147.4%**, a **64.81%** 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®

## November 2016

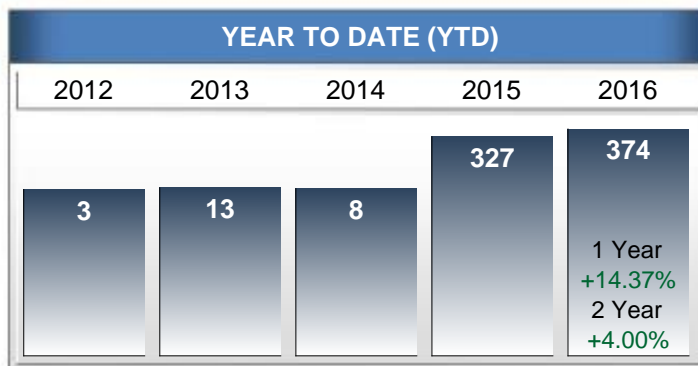
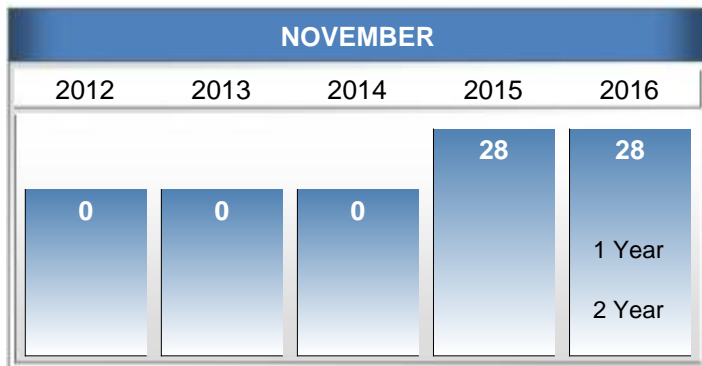
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

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



Closed Listings  
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**5yr NOV AVG = 11**      **3 MONTHS**

**High**  
Jun 2015 = 52  
**Low**  
Jan 2015 = 1

Closed Listing this month at **28**, above the 5 yr NOV average of **11**

SEP	39
OCT	35
NOV	28

**-10.26%**  
**-20.00%**

#### 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	2	7.14%	68.5	2	0	0	0
\$30,001 - \$50,000	4	14.29%	61.0	4	0	0	0
\$50,001 - \$80,000	4	14.29%	48.0	2	2	0	0
\$80,001 - \$120,000	5	17.86%	48.0	2	3	0	0
\$120,001 - \$160,000	6	21.43%	84.5	0	4	1	1
\$160,001 - \$290,000	5	17.86%	35.0	0	2	3	0
\$290,001 and up	2	7.14%	65.5	0	2	0	0
<b>Total Closed Units:</b>	<b>28</b>		<b>49.0</b>	<b>10</b>	<b>13</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>3,711,647</b>			<b>505.75K</b>	<b>2.24M</b>	<b>832.75K</b>	<b>132.50K</b>
<b>Median Closed Price:</b>	<b>\$99,374</b>			<b>\$43,250</b>	<b>\$128,000</b>	<b>\$213,875</b>	<b>\$132,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

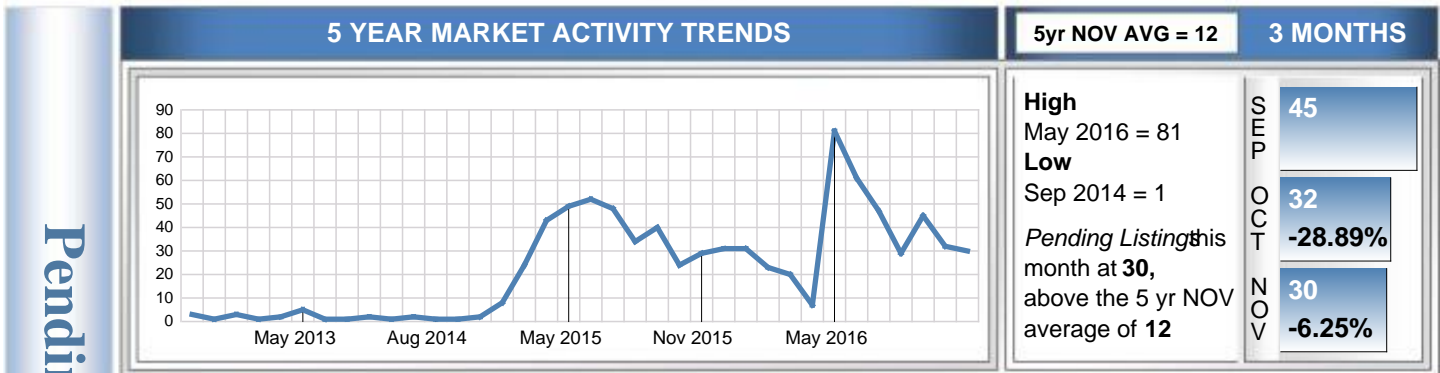
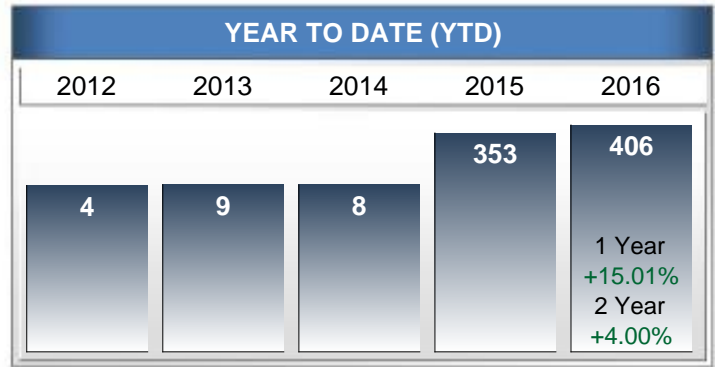
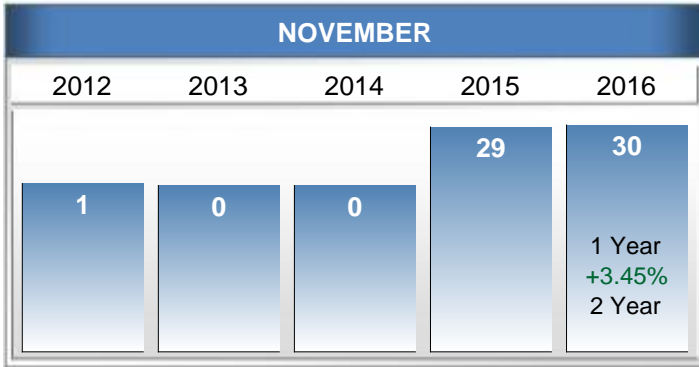
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

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	2	6.67%	130.0	1	1	0	0
\$30,001 - \$90,000	4	13.33%	65.5	3	1	0	0
\$90,001 - \$120,000	5	16.67%	98.0	0	3	2	0
\$120,001 - \$160,000	7	23.33%	55.0	0	6	1	0
\$160,001 - \$220,000	5	16.67%	62.0	0	3	1	1
\$220,001 - \$350,000	4	13.33%	55.5	0	3	1	0
\$350,001 and up	3	10.00%	47.0	0	2	0	1
<b>Total Pending Units:</b>	<b>30</b>		<b>71.5</b>	<b>4</b>	<b>19</b>	<b>5</b>	<b>2</b>
<b>Total Pending Volume:</b>	<b>4,780,899</b>			<b>139.50K</b>	<b>3.29M</b>	<b>763.90K</b>	<b>584.00K</b>
<b>Median Listing Price:</b>	<b>\$134,750</b>			<b>\$34,750</b>	<b>\$139,900</b>	<b>\$130,000</b>	<b>\$292,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

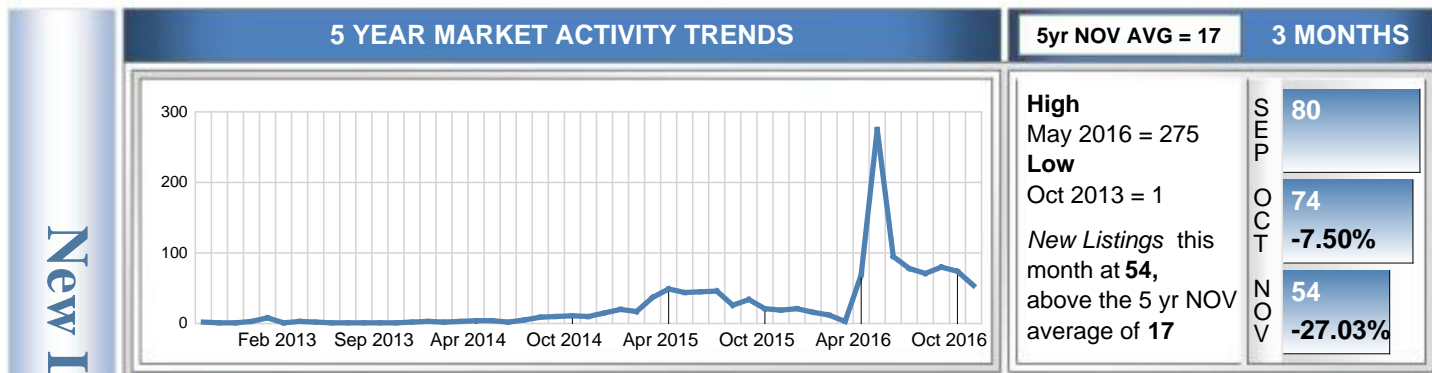
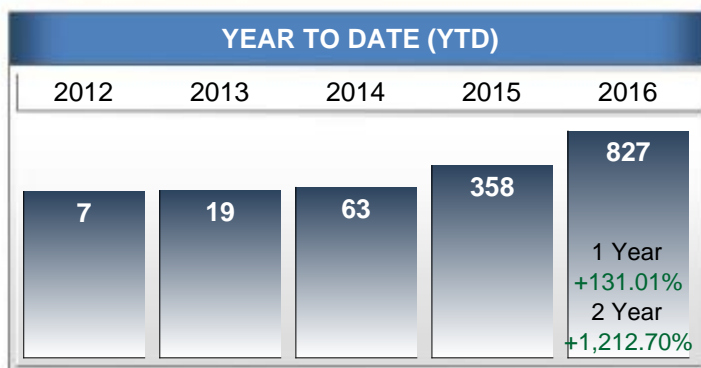
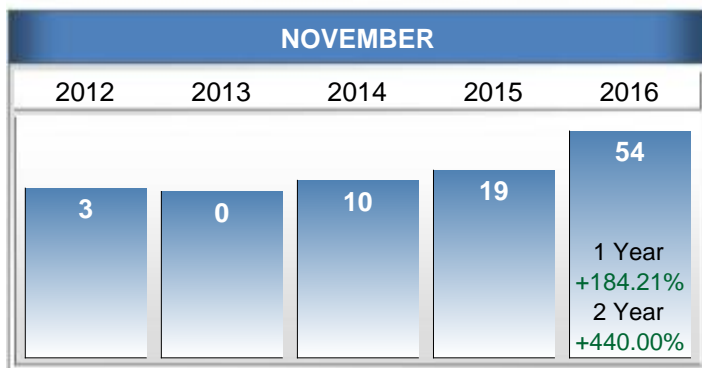
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 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+
\$50,000 and less	5	9.26%	3	2	0	0
\$50,001 - \$90,000	6	11.11%	2	4	0	0
\$90,001 - \$120,000	6	11.11%	1	4	1	0
\$120,001 - \$170,000	15	27.78%	1	14	0	0
\$170,001 - \$250,000	9	16.67%	3	4	1	1
\$250,001 - \$340,000	7	12.96%	2	3	2	0
\$340,001 and up	6	11.11%	2	1	2	1
<b>Total New Listed Units:</b>	<b>54</b>		<b>14</b>	<b>32</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>10,937,300</b>		<b>3.28M</b>	<b>4.92M</b>	<b>1.94M</b>	<b>804.00K</b>
<b>Median New Listed Listing Price:</b>	<b>\$140,950</b>		<b>\$153,250</b>	<b>\$134,200</b>	<b>\$259,850</b>	<b>\$402,000</b>



# Monthly Inventory Analysis

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## November 2016

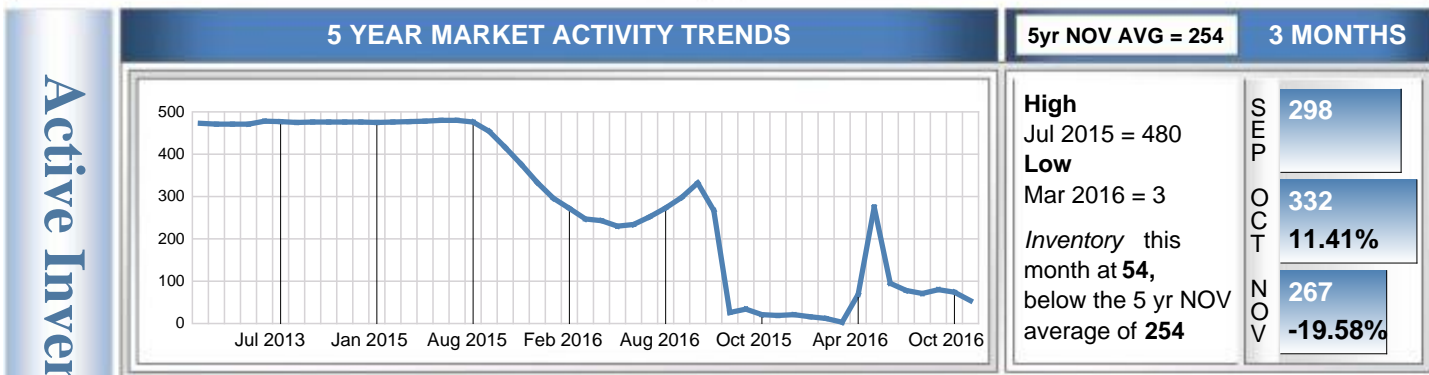
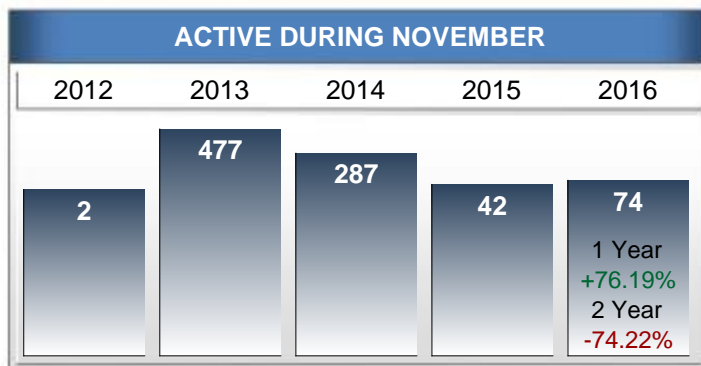
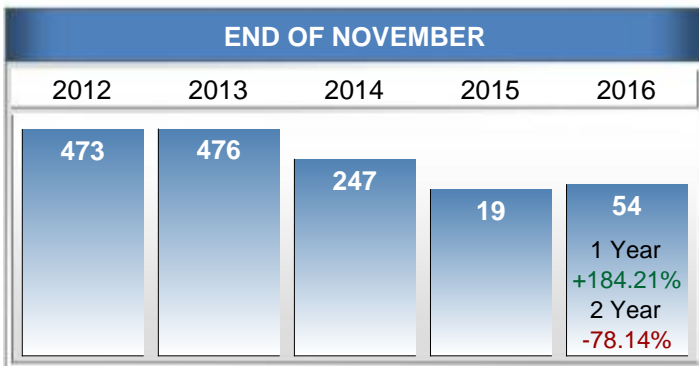
Active Inventory as of Dec 12, 2016



### Active Inventory

Report Produced on: Dec 12, 2016

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	15	5.62%	148.0	15	0	0	0
\$20,001 \$50,000	38	14.23%	77.0	33	5	0	0
\$50,001 \$90,000	41	15.36%	78.0	19	21	1	0
\$90,001 \$160,000	67	25.09%	73.0	14	46	6	1
\$160,001 \$230,000	44	16.48%	72.5	8	27	8	1
\$230,001 \$320,000	29	10.86%	60.0	6	15	8	0
\$320,001 and up	33	12.36%	60.0	10	14	7	2
Total Active Inventory by Units:				105	128	30	4
Total Active Inventory by Volume:				14.97M	23.70M	7.45M	1.54M
Median Active Inventory Listing Price:				\$59,900	\$147,000	\$231,000	\$400,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

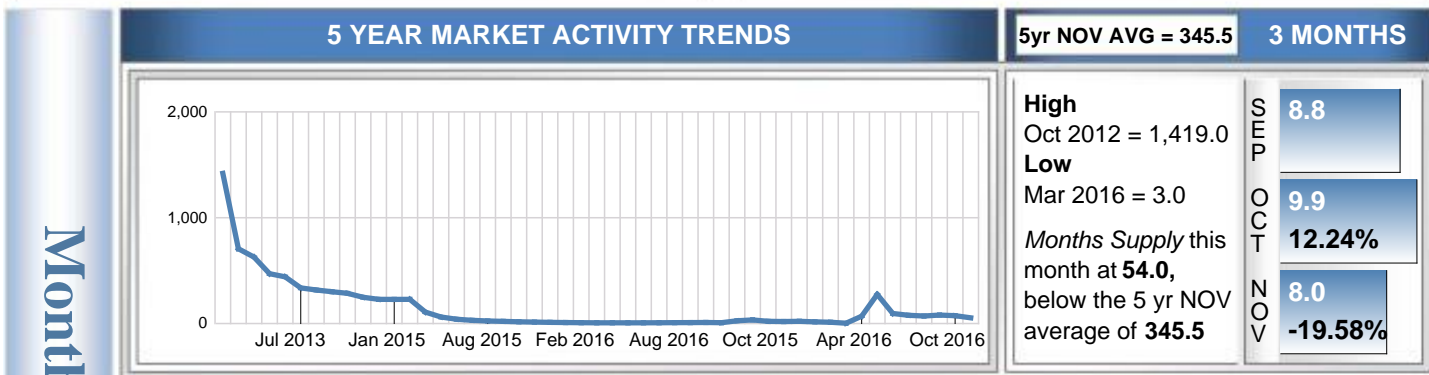
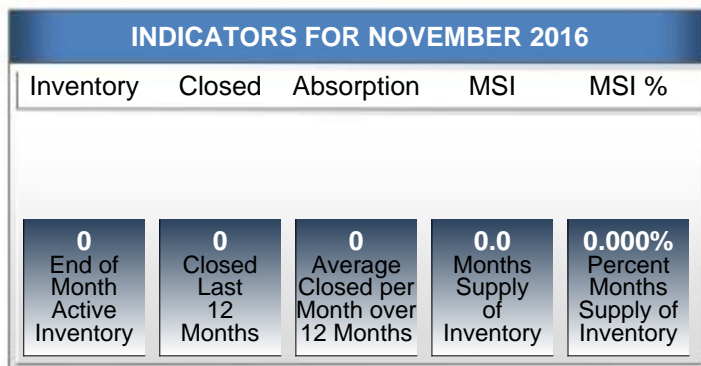
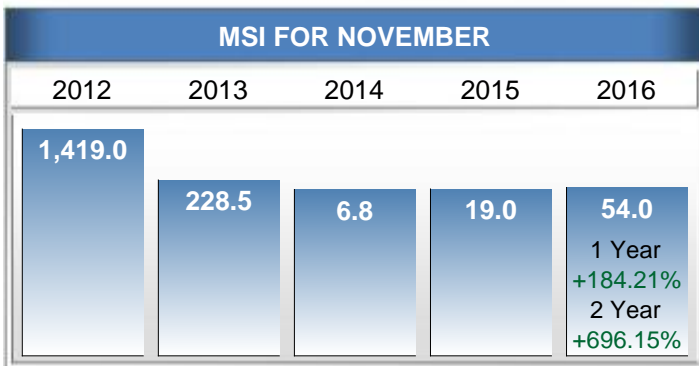
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 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+
\$20,000 and less	15	5.62%	5.1	5.8	0.0	0.0	0.0
\$20,001 \$50,000	38	14.23%	8.0	11.3	3.0	0.0	0.0
\$50,001 \$90,000	41	15.36%	5.7	7.6	5.0	2.0	0.0
\$90,001 \$160,000	67	25.09%	7.1	10.5	6.5	7.2	6.0
\$160,001 \$230,000	44	16.48%	8.0	24.0	7.4	6.4	4.0
\$230,001 \$320,000	29	10.86%	11.6	72.0	11.3	8.7	0.0
\$320,001 and up	33	12.36%	26.4	40.0	33.6	42.0	4.8
MSI:			8.0	10.5	6.9	7.7	3.7
Total Active Inventory:			267	105	128	30	4



# Monthly Inventory Analysis

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## November 2016

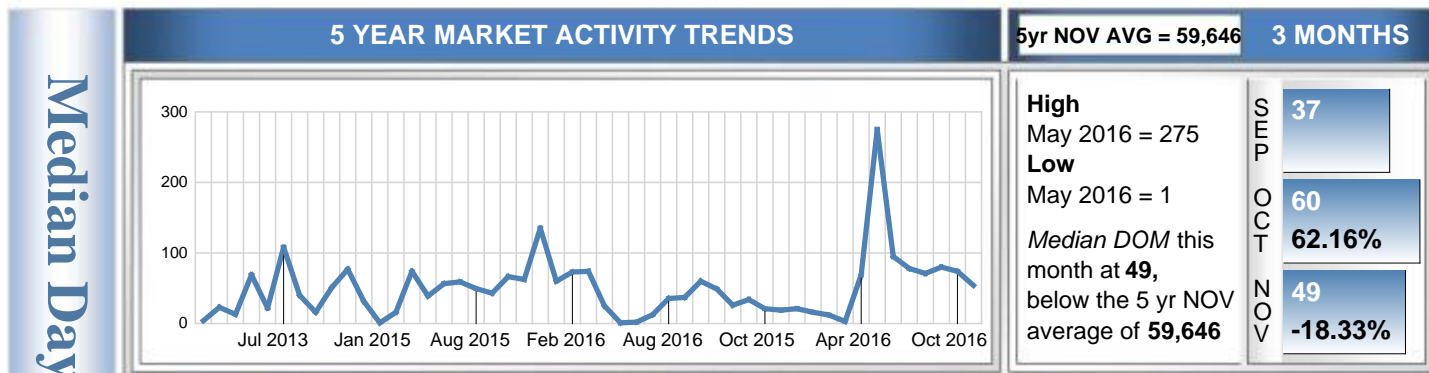
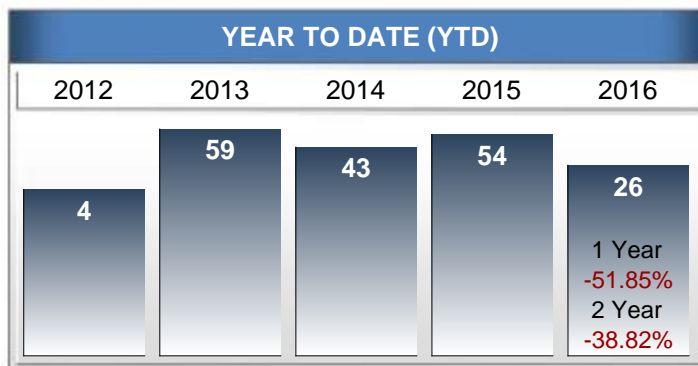
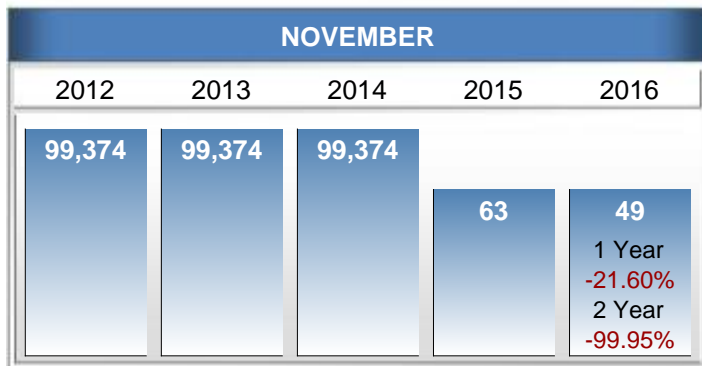
Closed Sales as of Dec 12, 2016



### Median Days on Market to Sale

Report Produced on: Dec 12, 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+
\$30,000 and less	2	7.14%	68.5	68.5	0.0	0.0	0.0
\$30,001 - \$50,000	4	14.29%	61.0	61.0	0.0	0.0	0.0
\$50,001 - \$80,000	4	14.29%	48.0	48.0	39.5	0.0	0.0
\$80,001 - \$120,000	5	17.86%	48.0	48.0	48.0	0.0	0.0
\$120,001 - \$160,000	6	21.43%	84.5	0.0	84.5	99.0	17.0
\$160,001 - \$290,000	5	17.86%	35.0	0.0	44.0	35.0	0.0
\$290,001 and up	2	7.14%	65.5	0.0	65.5	0.0	0.0
Median Closed DOM:	49.0			48.0	56.0	67.0	17.0
Total Closed Units:	28			10	13	4	1
Total Closed Volume:	3,711,647			505.75K	2.24M	832.75K	132.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

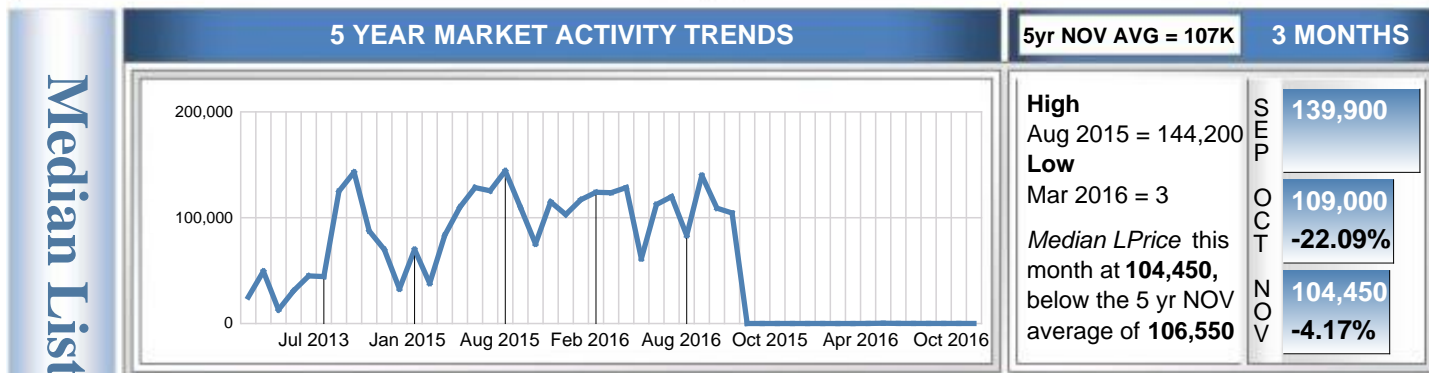
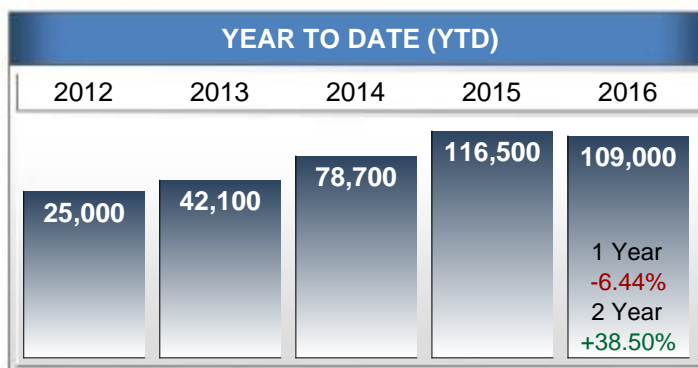
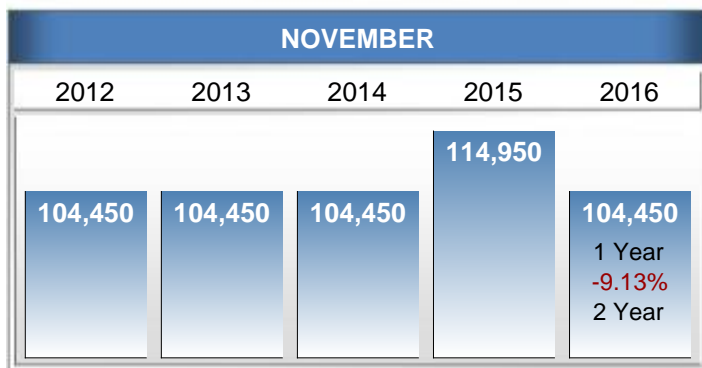
Closed Sales as of Dec 12, 2016



### Median List Price at Closing

Report Produced on: Dec 12, 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+
\$30,000 and less	2		7.14%	19,500	19,500	0	0	0
\$30,001 - \$50,000	4		14.29%	42,950	42,950	0	0	0
\$50,001 - \$80,000	5		17.86%	59,900	59,900	59,950	0	0
\$80,001 - \$120,000	4		14.29%	94,900	109,000	89,900	0	0
\$120,001 - \$160,000	4		14.29%	132,500	0	135,000	130,000	0
\$160,001 - \$290,000	6		21.43%	181,900	0	167,450	209,500	169,000
\$290,001 and up	3		10.71%	329,000	0	329,000	0	0
Median List Price:	\$104,450				\$45,000	\$135,000	\$201,700	\$169,000
Total Closed Units:	28				10	13	4	1
Total List Volume:	3,911,130				511.70K	2.41M	818.40K	169.00K





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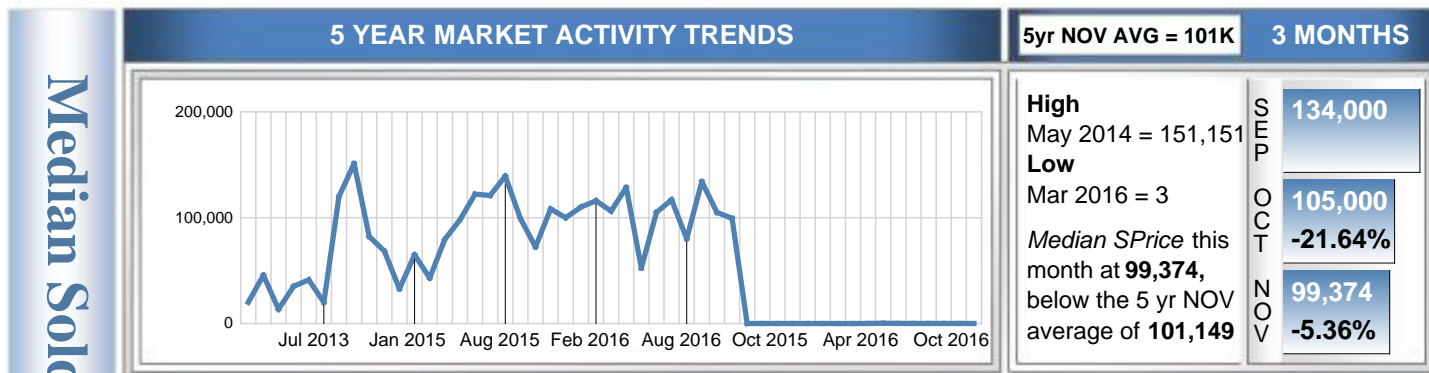
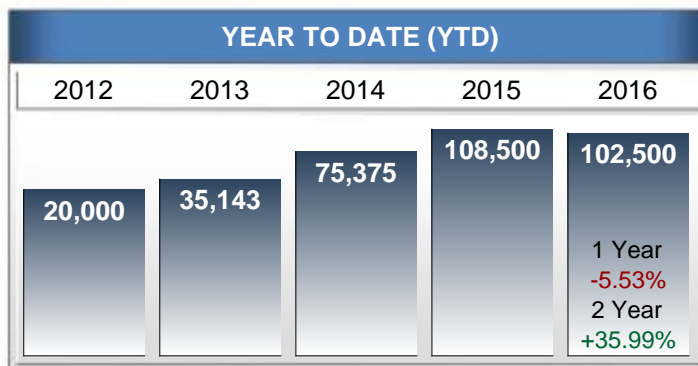
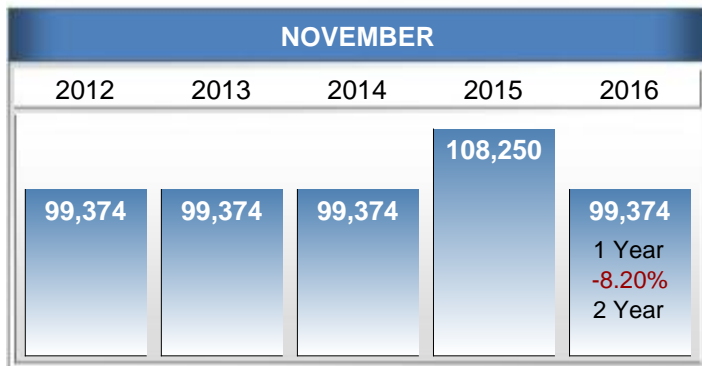
Closed Sales as of Dec 12, 2016



### Median Sold Price at Closing

Report Produced on: Dec 12, 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+
\$30,000 and less	2		7.14%	15,500	15,500	0	0	0
\$30,001 - \$50,000	4		14.29%	36,750	36,750	0	0	0
\$50,001 - \$80,000	4		14.29%	57,000	60,000	55,250	0	0
\$80,001 - \$120,000	5		17.86%	92,500	99,374	89,000	0	0
\$120,001 - \$160,000	6		21.43%	129,000	0	129,000	125,000	132,500
\$160,001 - \$290,000	5		17.86%	235,000	0	229,950	235,000	0
\$290,001 and up	2		7.14%	431,000	0	431,000	0	0
Median Closed Price:	\$99,374				\$43,250	\$128,000	\$213,875	\$132,500
Total Closed Units:	28				10	13	4	1
Total Closed Volume:	3,711,647				505.75K	2.24M	832.75K	132.50K



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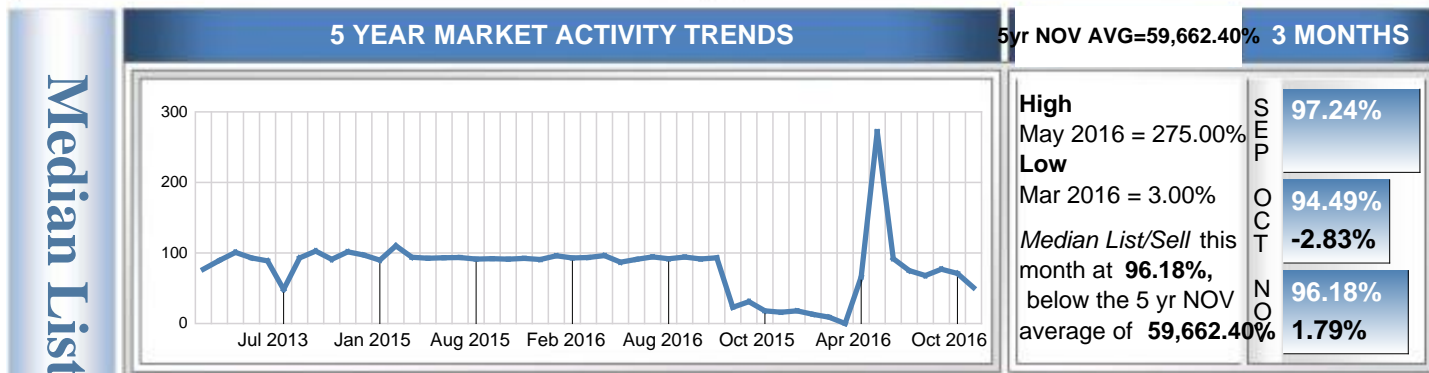
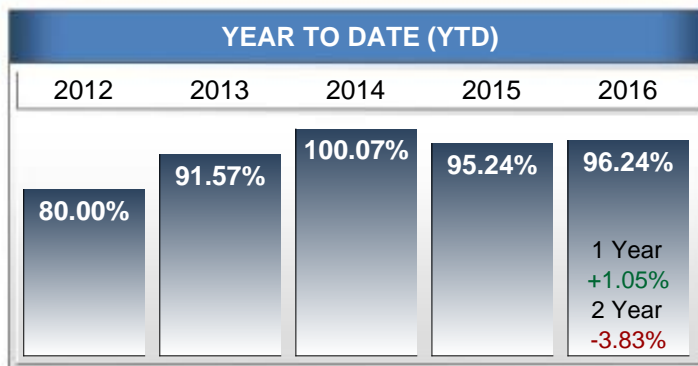
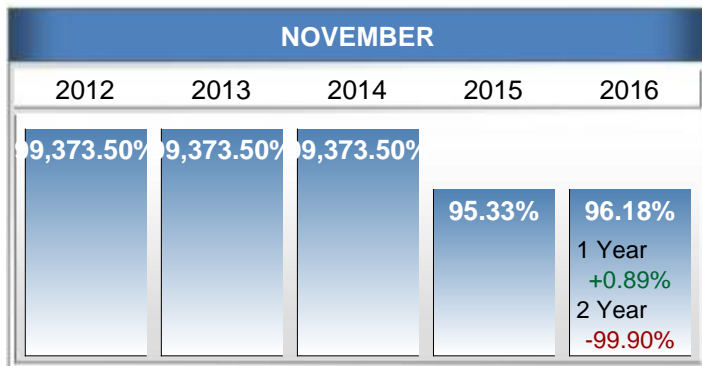
Closed Sales as of Dec 12, 2016



### 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+
\$30,000 and less	2	7.14%	84.72%	84.72%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	4	14.29%	97.07%	97.07%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	4	14.29%	95.59%	101.29%	92.41%	0.00%	0.00%
\$80,001 - \$120,000	5	17.86%	99.00%	106.96%	99.00%	0.00%	0.00%
\$120,001 - \$160,000	6	21.43%	96.18%	0.00%	96.25%	96.15%	78.40%
\$160,001 - \$290,000	5	17.86%	99.41%	0.00%	94.62%	99.41%	0.00%
\$290,001 and up	2	7.14%	92.46%	0.00%	92.46%	0.00%	0.00%
Median List/Sell Ratio: 96.18%				95.68%	96.21%	98.83%	78.40%
Total Closed Units: 28				10	13	4	1
Total Closed Volume: 3,711,647				505.75K	2.24M	832.75K	132.50K



# Monthly Inventory Analysis

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## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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

**Active Inventory** as of November 30, 2016 = 267

	NOVEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	28	28	0.00%	327	374	14.37%
Pending Sales	29	30	3.45%	353	406	15.01%
New Listings	19	54	184.21%	358	827	131.01%
Median List Price	114,950	104,450	-9.13%	116,500	109,000	-6.44%
Median Sale Price	108,250	99,374	-8.20%	108,500	102,500	-5.53%
Median Percent of List Price to Selling Price	95.33%	96.18%	0.89%	95.24%	96.24%	1.05%
Median Days on Market to Sale	62.50	49.00	-21.60%	54.00	26.00	-51.85%
Monthly Inventory	80	267	233.75%	80	267	233.75%
Months Supply of Inventory	2.94	7.95	170.81%	2.94	7.95	170.81%

