



October 2016

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

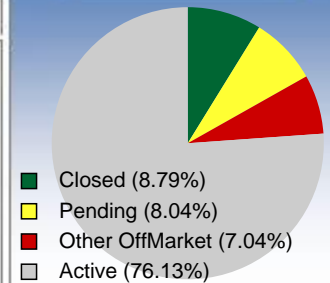


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of October 31, 2016 = **303**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	37	35	-5.41%
Pending Listings	24	32	33.33%
New Listings	21	74	252.38%
Average List Price	125,389	131,721	5.05%
Average Sale Price	117,451	123,712	5.33%
Average Percent of List Price to Selling Price	92.37%	93.77%	1.52%
Average Days on Market to Sale	134.27	59.57	-55.63%
End of Month Inventory	92	303	229.35%
Months Supply of Inventory	3.70	9.02	143.54%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 rose **229.35%** to 303 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 **9.02** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.33%** in October 2016 to \$123,712 versus the previous year at \$117,451.

Average Days on Market Shortens

The average number of **59.57** days that homes spent on the market before selling decreased by 74.70 days or **55.63%** in October 2016 compared to last year's same month at **134.27** DOM.

Sales Success for October 2016 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 74 New Listings in October 2016, up **252.38%** from last year at 21. Furthermore, there were 35 Closed Listings this month versus last year at 37, a **-5.41%** decrease.

Closed versus Listed trends yielded a **47.3%** ratio, down from last year's October 2016 at **176.2%**, a **73.16%** 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

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

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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

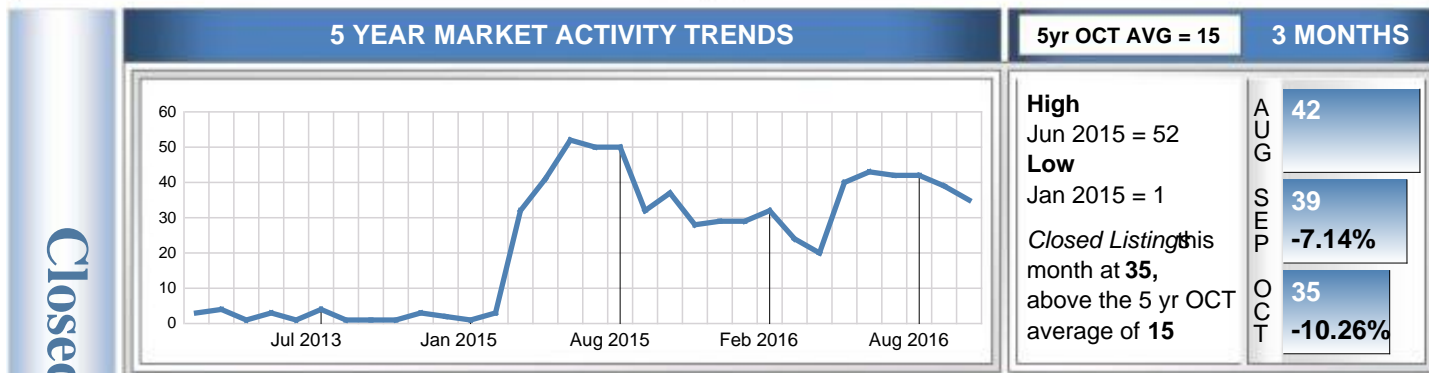
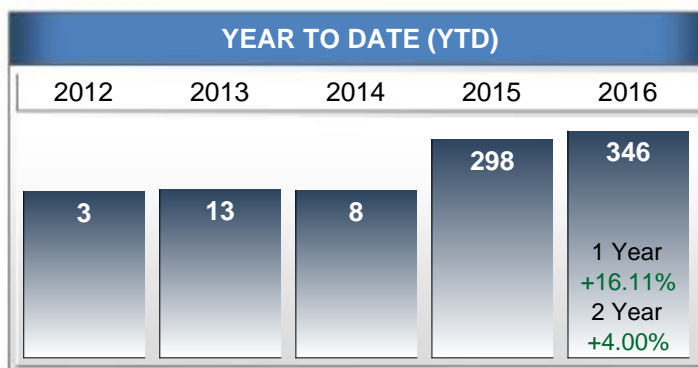
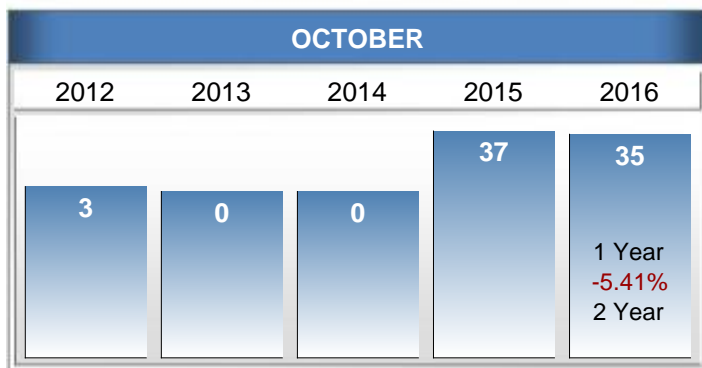
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	2	5.71%	44.5	2	0	0	0		
\$30,001 - \$40,000	4	11.43%	6.5	3	1	0	0		
\$40,001 - \$70,000	7	20.00%	48.0	5	2	0	0		
\$70,001 - \$140,000	9	25.71%	66.7	1	7	1	0		
\$140,001 - \$200,000	6	17.14%	40.5	0	5	1	0		
\$200,001 - \$250,000	3	8.57%	136.0	2	0	1	0		
\$250,001 and up	4	11.43%	95.8	0	3	0	1		
Total Closed Units:				35	59.6	13	18	3	1
Total Closed Volume:				4,329,930		956.73K	2.59M	504.90K	280.00K
Average Closed Price:				\$123,712		\$73,594	\$143,795	\$168,300	\$280,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

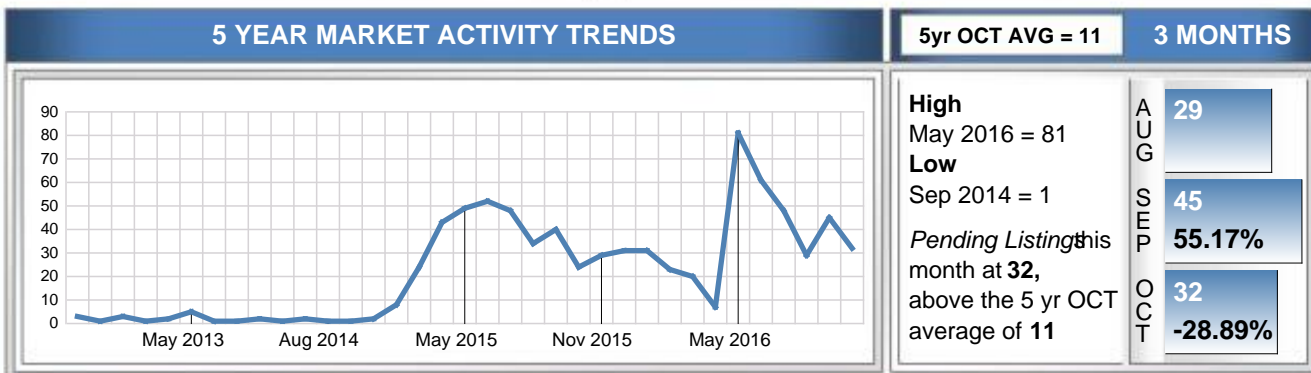
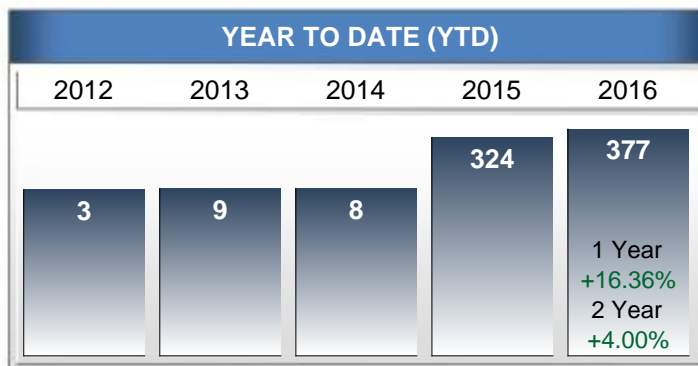
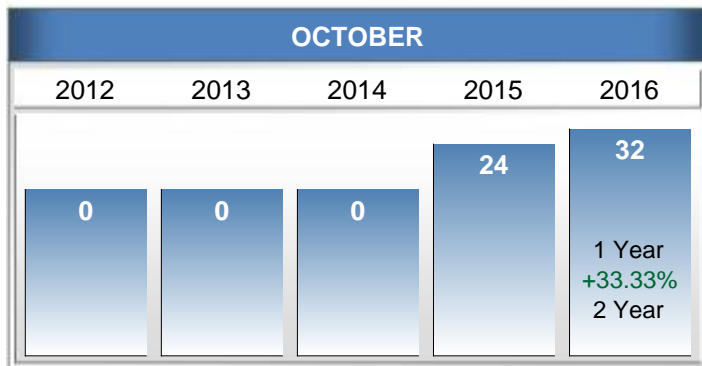
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	3	9.38%	71.7	3	0	0	0
\$40,001 \$50,000	3	9.38%	57.7	3	0	0	0
\$50,001 \$80,000	5	15.63%	59.8	3	2	0	0
\$80,001 \$160,000	8	25.00%	50.6	2	4	2	0
\$160,001 \$170,000	4	12.50%	44.3	0	4	0	0
\$170,001 \$320,000	5	15.63%	60.4	0	2	3	0
\$320,001 and up	4	12.50%	127.3	0	4	0	0
Total Pending Units: 32				11	16	5	
Total Pending Volume: 4,698,930				570.30K	3.36M	771.20K	0.00B
Average Listing Price: \$105,386				\$51,845	\$209,839	\$154,240	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

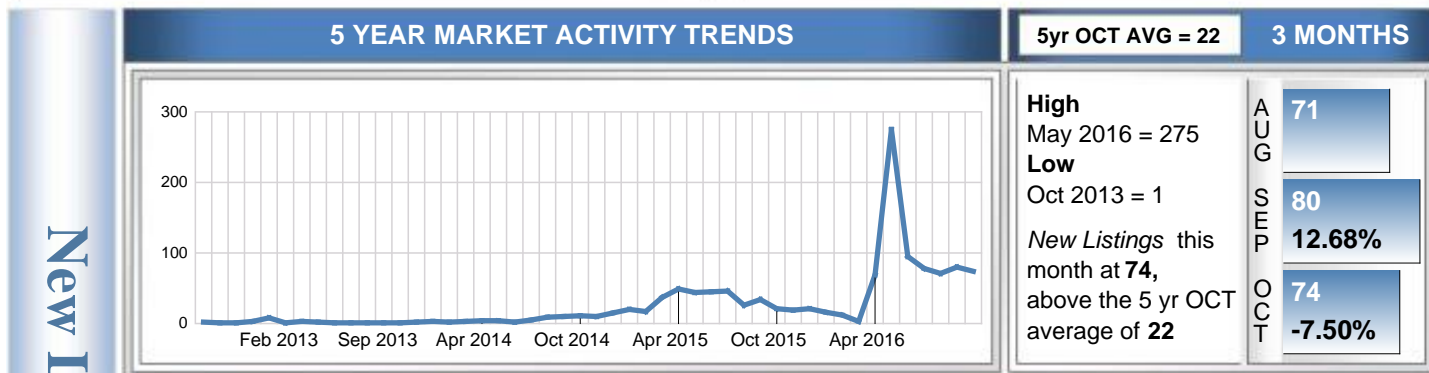
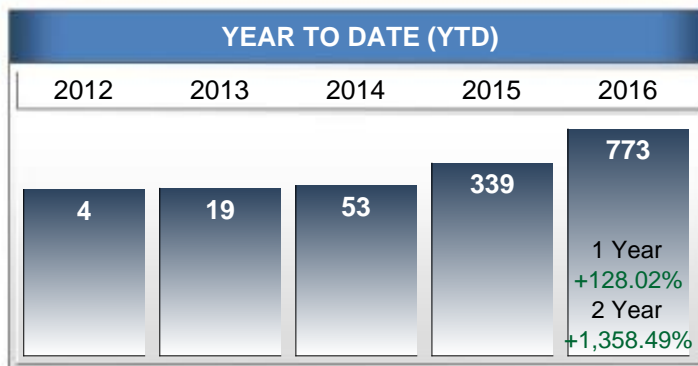
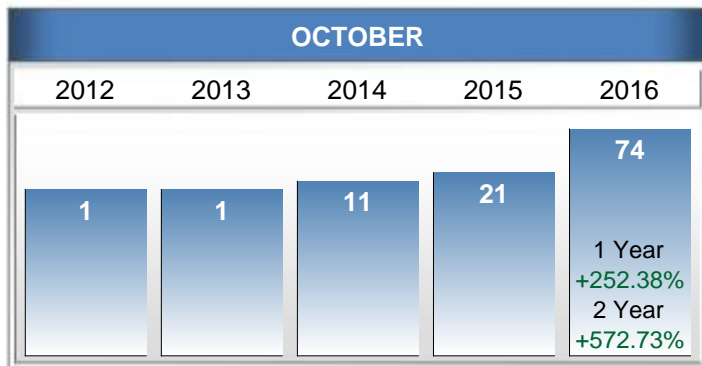
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 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+
\$30,000 and less	7	9.46%	7	0	0	0
\$30,001 - \$50,000	7	9.46%	7	0	0	0
\$50,001 - \$90,000	13	17.57%	6	7	0	0
\$90,001 - \$160,000	18	24.32%	3	14	1	0
\$160,001 - \$230,000	11	14.86%	1	6	3	1
\$230,001 - \$350,000	10	13.51%	1	7	2	0
\$350,001 and up	8	10.81%	3	3	2	0

Total New Listed Units:	74	28	37	8	1
Total New Listed Volume:	13,441,855	4.25M	6.94M	2.08M	169.00K
Average New Listed Listing Price:	\$103,500	\$151,881	\$187,686	\$259,475	\$169,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

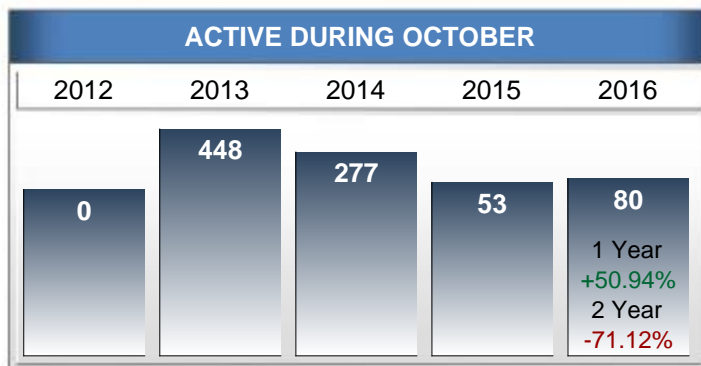
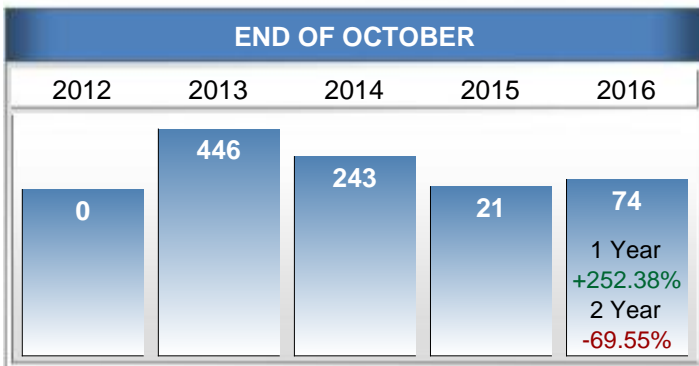
Active Inventory as of Nov 15, 2016



Active Inventory

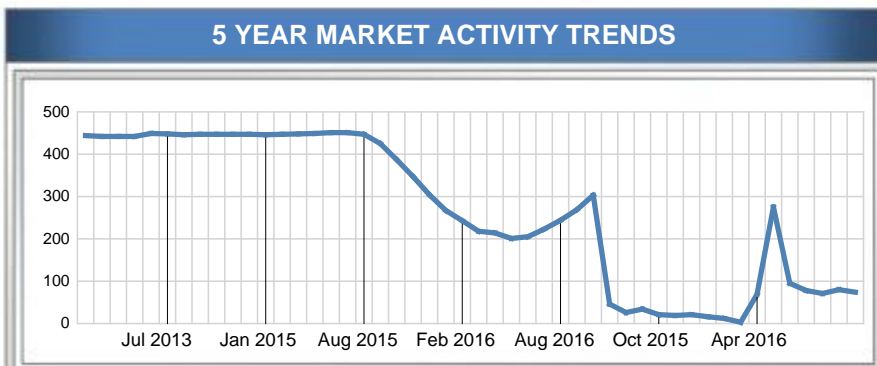
Report Produced on: Nov 15, 2016

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



Active Inventory

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5yr OCT AVG = 157	3 MONTHS								
High Jul 2015 = 451 Low Mar 2016 = 3 <i>Inventory</i> this month at 74 , below the 5 yr OCT average of 157	<table border="1"> <tr> <td>AUG</td> <td>244</td> </tr> <tr> <td>SEP</td> <td>269</td> </tr> <tr> <td>OCT</td> <td>303</td> </tr> <tr> <td colspan="2"> 10.25% 12.64% </td> </tr> </table>	AUG	244	SEP	269	OCT	303	10.25% 12.64%	
AUG	244								
SEP	269								
OCT	303								
10.25% 12.64%									

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	33	10.89%	97.4	33	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	67	22.11%	91.8	49	18	0	0
\$75,001 - \$150,000	89	29.37%	79.5	20	57	12	0
\$150,001 - \$200,000	43	14.19%	83.8	7	29	6	1
\$200,001 - \$325,000	42	13.86%	86.1	11	19	12	0
\$325,001 and up	29	9.57%	92.5	8	15	4	2
Total Active Inventory by Units:				128	138	34	3
Total Active Inventory by Volume:				15.00M	24.88M	7.75M	1.32M
Average Active Inventory Listing Price:				\$117,208	\$180,319	\$227,897	\$441,167



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

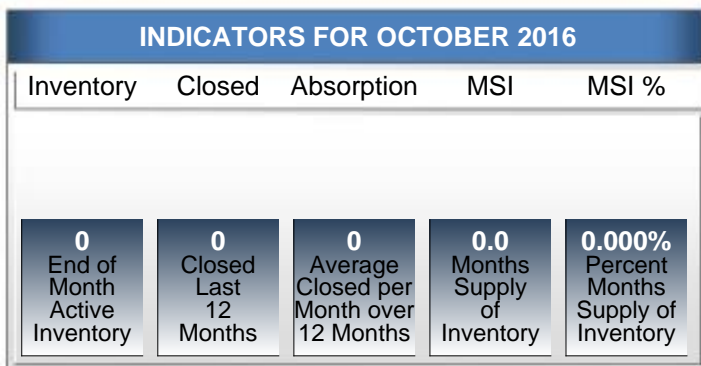
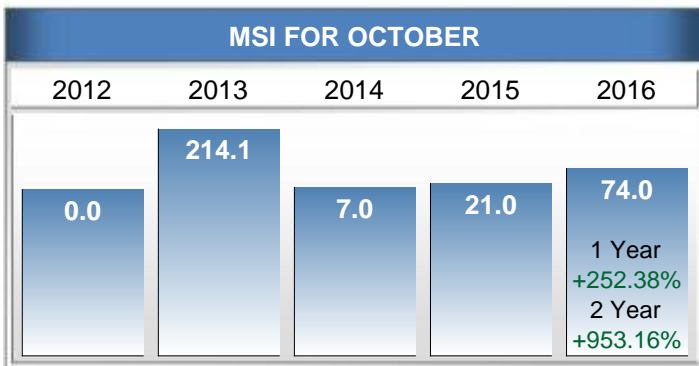
Active Inventory as of Nov 15, 2016



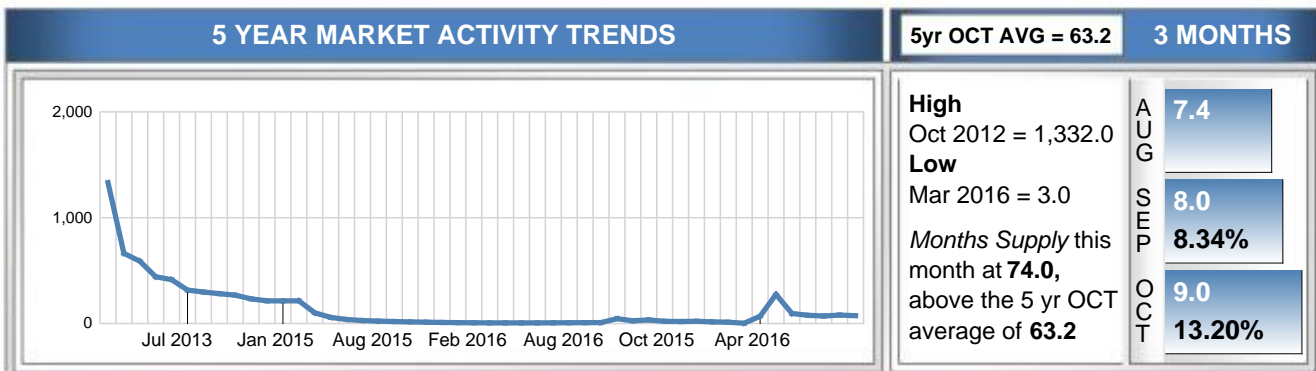
Months Supply of Inventory

Report Produced on: Nov 15, 2016

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



Months Supply
Ready to Buy or Sell Real Estate?
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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	20	6.60%	6.7	7.7	0.0	0.0	0.0	
\$20,001 \$40,000	46	15.18%	16.7	27.2	3.0	0.0	0.0	
\$40,001 \$80,000	42	13.86%	5.5	6.6	5.3	0.0	0.0	
\$80,001 \$150,000	81	26.73%	8.2	13.6	6.9	12.0	0.0	
\$150,001 \$210,000	46	15.18%	7.5	19.2	7.3	4.5	6.0	
\$210,001 \$320,000	34	11.22%	11.3	36.0	9.0	12.0	0.0	
\$320,001 and up	34	11.22%	29.1	36.0	68.0	36.0	4.0	
MSI:	9.0			13.2	7.4	8.3	2.8	
Total Active Inventory:	303			128	138	34	3	



Monthly Inventory Analysis

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October 2016

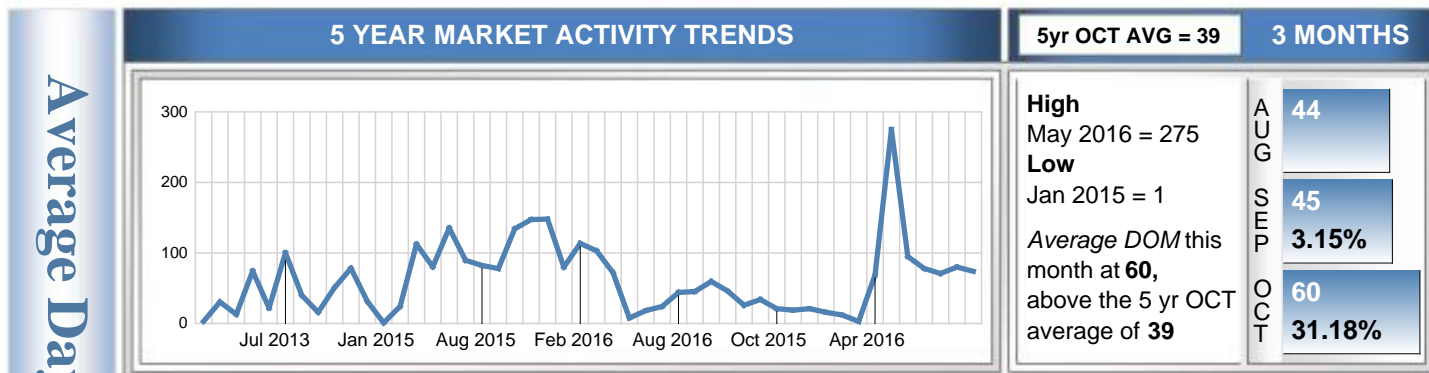
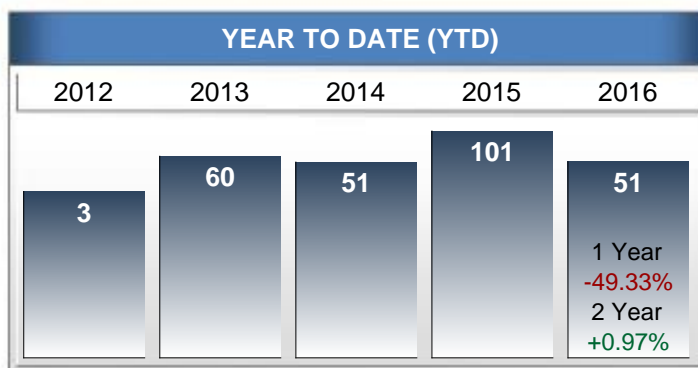
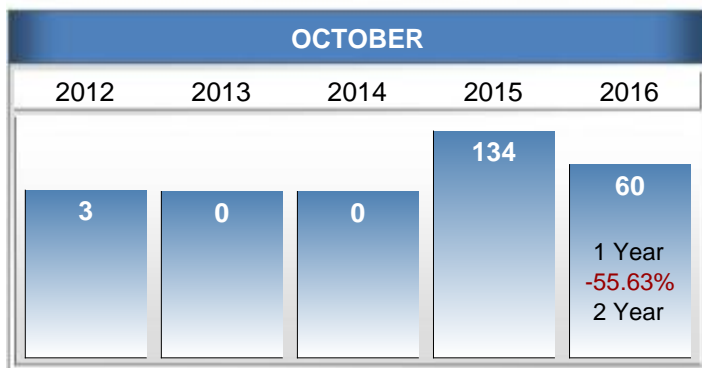
Closed Sales as of Nov 15, 2016



Average Days on Market to Sale

Report Produced on: Nov 15, 2016

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



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	5.71%	44.5	44.5	0.0	0.0	0.0
\$30,001 - \$40,000	4	11.43%	6.5	1.7	21.0	0.0	0.0
\$40,001 - \$70,000	7	20.00%	48.0	61.2	15.0	0.0	0.0
\$70,001 - \$140,000	9	25.71%	66.7	7.0	71.0	96.0	0.0
\$140,001 - \$200,000	6	17.14%	40.5	0.0	33.6	75.0	0.0
\$200,001 - \$250,000	3	8.57%	136.0	133.5	0.0	141.0	0.0
\$250,001 and up	4	11.43%	95.8	0.0	81.3	0.0	139.0
Average Closed DOM: 59.6				51.8	53.3	104.0	139.0
Total Closed Units: 35				13	18	3	1
Total Closed Volume: 4,329,930				956.73K	2.59M	504.90K	280.00K



Monthly Inventory Analysis

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October 2016

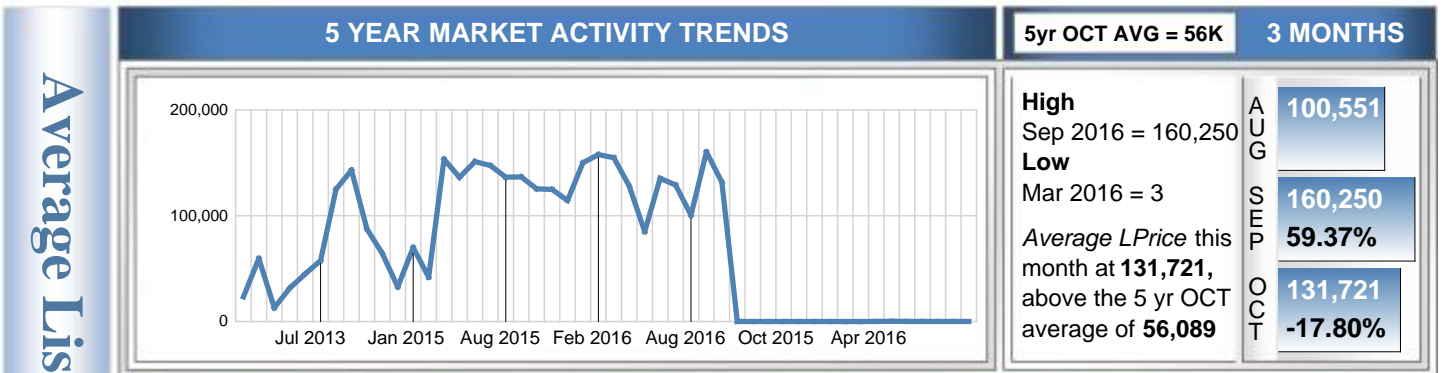
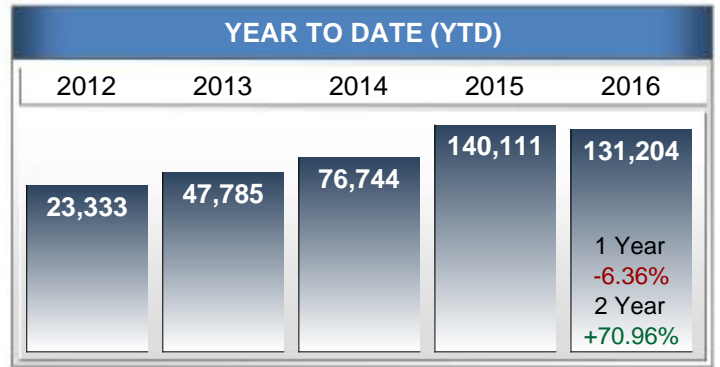
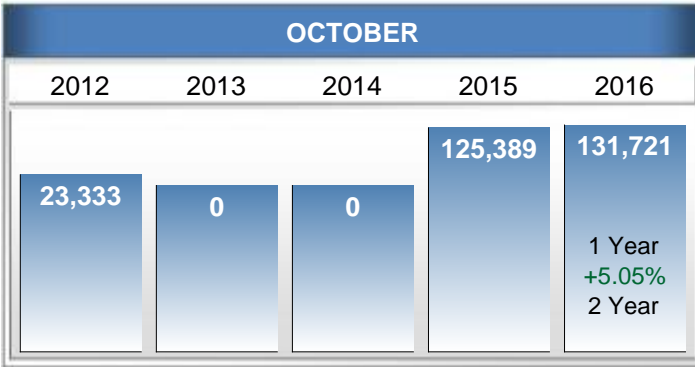
Closed Sales as of Nov 15, 2016



Average List Price at Closing

Report Produced on: Nov 15, 2016

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



Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	5.71%	12,000	12,000	0	0	0
\$30,001 - \$40,000	3	8.57%	38,717	39,883	39,000	0	0
\$40,001 - \$70,000	6	17.14%	54,450	61,840	67,400	0	0
\$70,001 - \$140,000	10	28.57%	100,560	106,000	114,957	89,900	0
\$140,001 - \$200,000	6	17.14%	167,183	0	173,680	189,900	0
\$200,001 - \$250,000	2	5.71%	219,950	267,000	0	229,900	0
\$250,001 and up	6	17.14%	282,467	0	287,267	0	299,000
Average List Price:	\$131,721			\$84,065	\$150,483	\$169,900	\$299,000
Total Closed Units:	35			13	18	3	1
Total List Volume:	4,610,250			1.09M	2.71M	509.70K	299.00K



Monthly Inventory Analysis

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October 2016

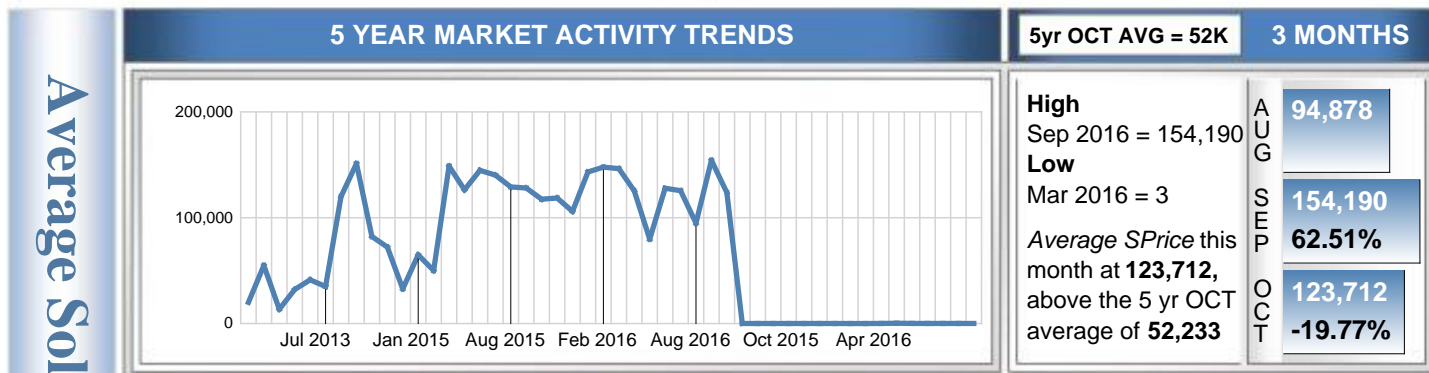
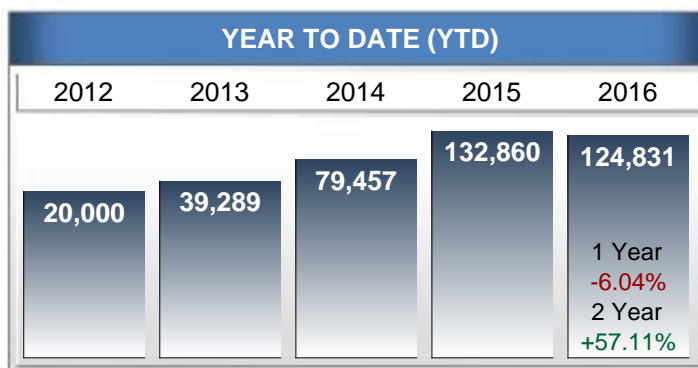
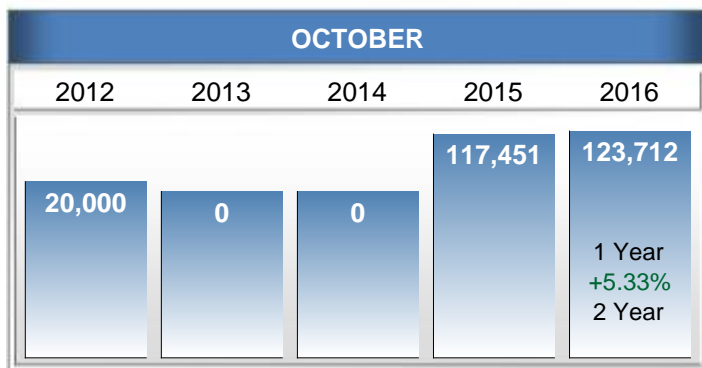
Closed Sales as of Nov 15, 2016



Average Sold Price at Closing

Report Produced on: Nov 15, 2016

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



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2		5.71%	14,138	14,138	0	0	0
\$30,001 - \$40,000	4		11.43%	35,000	35,000	35,000	0	0
\$40,001 - \$70,000	7		20.00%	55,065	51,890	63,003	0	0
\$70,001 - \$140,000	9		25.71%	105,656	106,000	108,429	85,900	0
\$140,001 - \$200,000	6		17.14%	173,067	0	170,680	185,000	0
\$200,001 - \$250,000	3		8.57%	230,667	229,000	0	234,000	0
\$250,001 and up	4		11.43%	273,725	0	271,633	0	280,000
Average Closed Price:	\$123,712				\$73,594	\$143,795	\$168,300	\$280,000
Total Closed Units:	35				13	18	3	1
Total Closed Volume:	4,329,930				956.73K	2.59M	504.90K	280.00K



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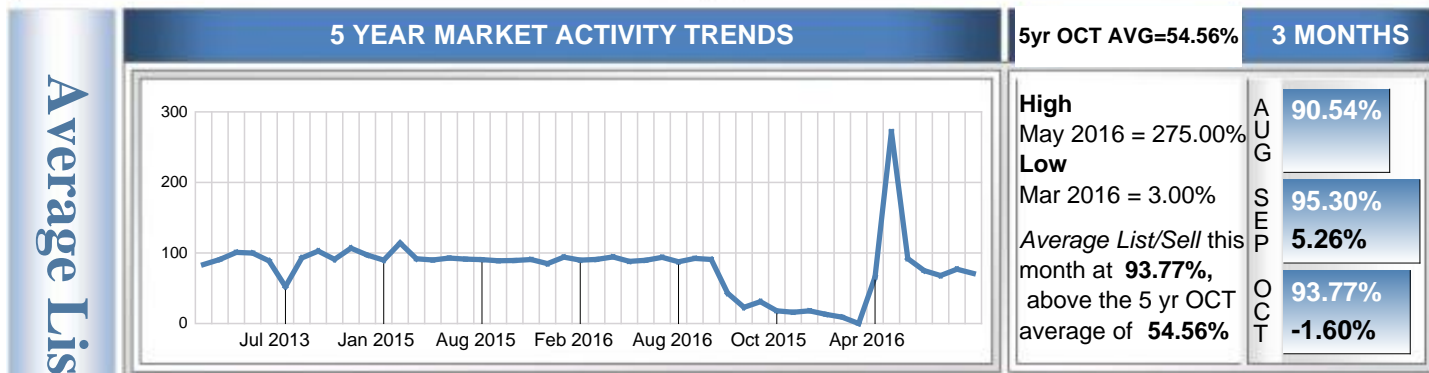
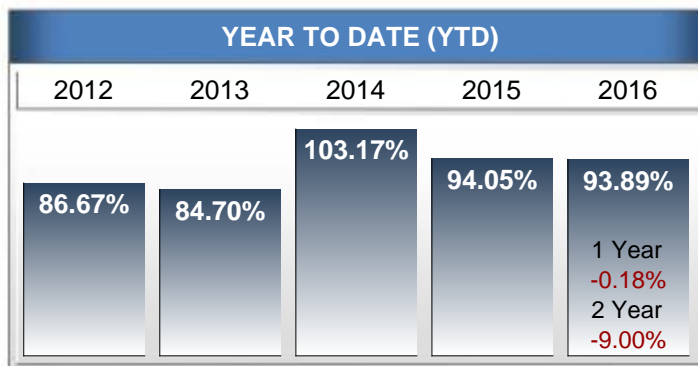
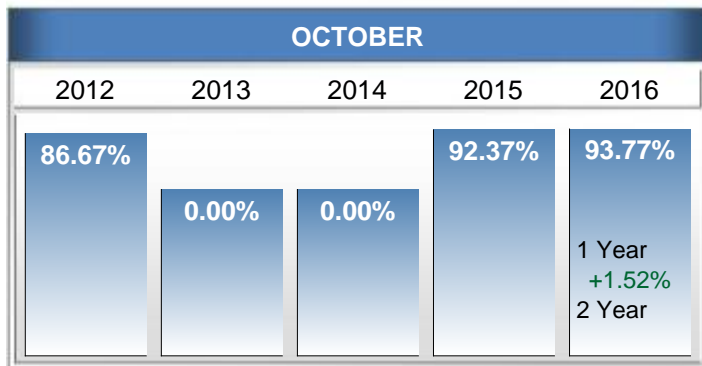
Closed Sales as of Nov 15, 2016



Average Percent of List Price to Selling Price

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	5.71%	110.05%	110.05%	0.00%	0.00%	0.00%
\$30,001 \$40,000	4	11.43%	88.20%	87.68%	89.74%	0.00%	0.00%
\$40,001 \$70,000	7	20.00%	87.47%	84.31%	95.38%	0.00%	0.00%
\$70,001 \$140,000	9	25.71%	95.02%	100.00%	94.23%	95.55%	0.00%
\$140,001 \$200,000	6	17.14%	98.29%	0.00%	98.46%	97.42%	0.00%
\$200,001 \$250,000	3	8.57%	91.11%	85.77%	0.00%	101.78%	0.00%
\$250,001 and up	4	11.43%	94.68%	0.00%	95.03%	0.00%	93.65%
Average List/Sell Ratio: 93.80%				90.48%	95.42%	98.25%	93.65%
Total Closed Units: 35				13	18	3	1
Total Closed Volume: 4,329,930				956.73K	2.59M	504.90K	280.00K



Monthly Inventory Analysis

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October 2016

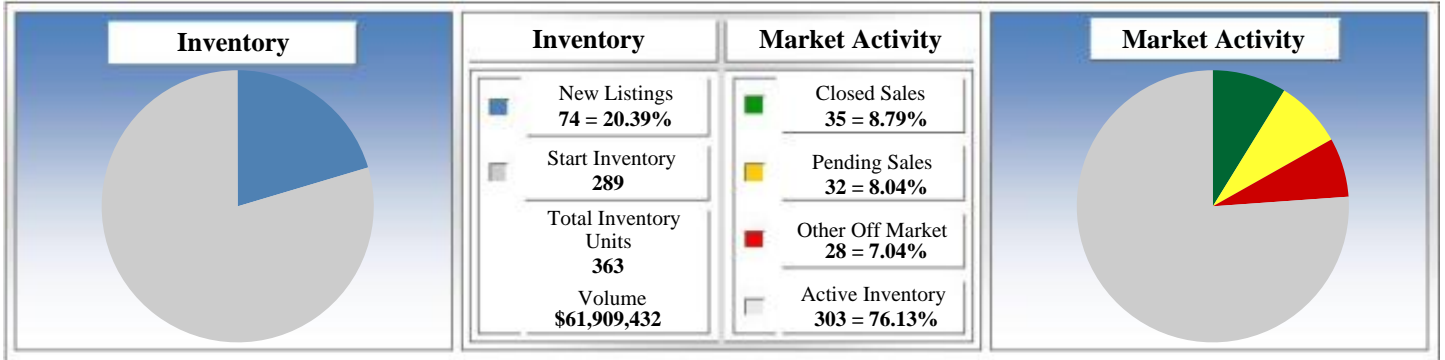
Inventory as of Nov 15, 2016



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 October 31, 2016 = **303**

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	37	35	-5.41%	298	346	16.11%
Pending Sales	24	32	33.33%	324	377	16.36%
New Listings	21	74	252.38%	339	773	128.02%
Average List Price	125,389	131,721	5.05%	140,111	131,204	-6.36%
Average Sale Price	117,451	123,712	5.33%	132,860	124,831	-6.04%
Average Percent of List Price to Selling Price	92.37%	93.77%	1.52%	94.05%	93.89%	-0.18%
Average Days on Market to Sale	134.27	59.57	-55.63%	100.88	51.12	-49.33%
Monthly Inventory	92	303	229.35%	92	303	229.35%
Months Supply of Inventory	3.70	9.02	143.54%	3.70	9.02	143.54%

