



# September 2016

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

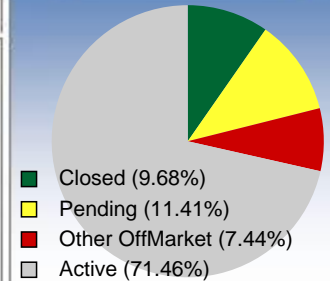


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of September 30, 2016 = **288**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	32	39	21.88%
Pending Listings	40	46	15.00%
New Listings	34	80	135.29%
Average List Price	136,675	160,250	17.25%
Average Sale Price	128,063	154,190	20.40%
Average Percent of List Price to Selling Price	91.98%	95.30%	3.61%
Average Days on Market to Sale	77.91	45.41	-41.71%
End of Month Inventory	96	288	200.00%
Months Supply of Inventory	4.41	8.53	93.33%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **200.00%** to 288 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 **8.53** 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 **20.40%** in September 2016 to \$154,190 versus the previous year at \$128,063.

### Average Days on Market Shortens

The average number of **45.41** days that homes spent on the market before selling decreased by 32.50 days or **41.71%** in September 2016 compared to last year's same month at **77.91** DOM.

### Sales Success for September 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 80 New Listings in September 2016, up **135.29%** from last year at 34. Furthermore, there were 39 Closed Listings this month versus last year at 32, a **21.88%** increase.

Closed versus Listed trends yielded a **48.8%** ratio, down from last year's September 2016 at **94.1%**, a **48.20%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## September 2016

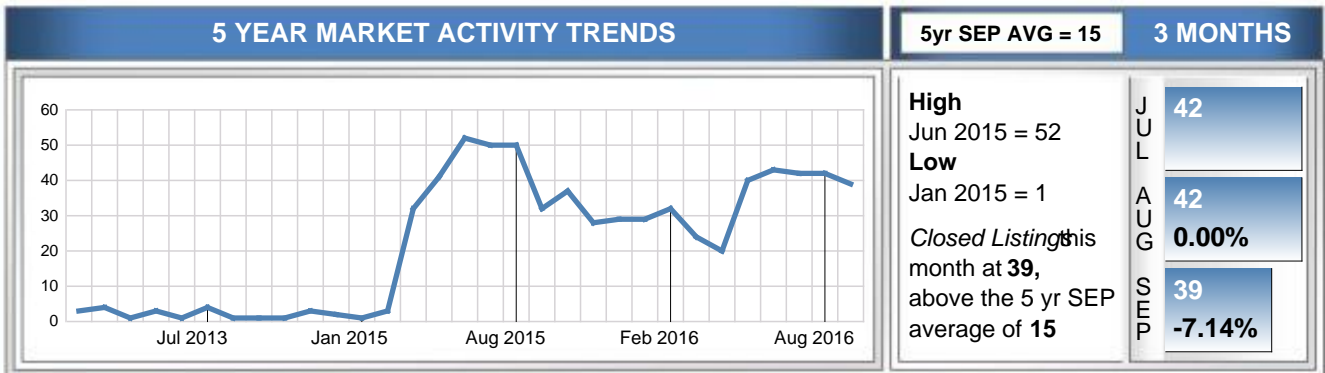
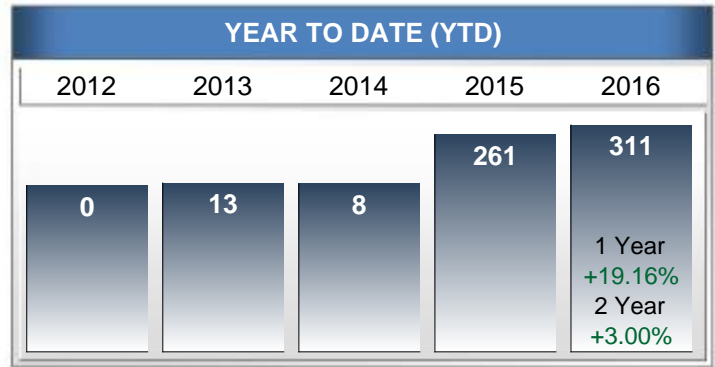
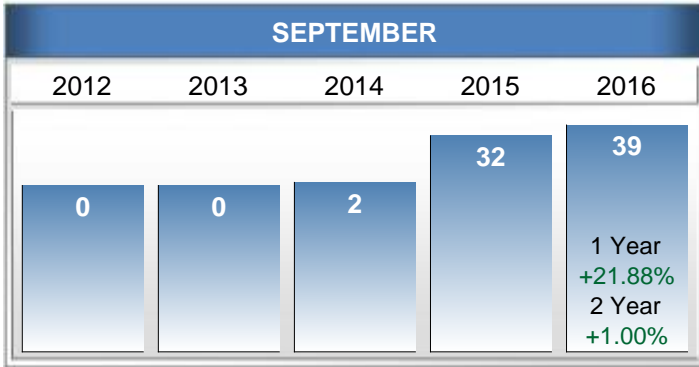
Closed Sales as of Oct 11, 2016



### Closed Listings

Report Produced on: Oct 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	2	5.13%	3.5	2	0	0	0
\$25,001 \$50,000	5	12.82%	41.6	3	2	0	0
\$50,001 \$100,000	8	20.51%	46.9	4	2	2	0
\$100,001 \$150,000	8	20.51%	73.8	0	7	1	0
\$150,001 \$175,000	3	7.69%	16.3	1	2	0	0
\$175,001 \$275,000	8	20.51%	36.6	0	4	2	2
\$275,001 and up	5	12.82%	49.8	1	1	2	1
<b>Total Closed Units:</b>	<b>39</b>		<b>45.4</b>	<b>11</b>	<b>18</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>6,013,403</b>			<b>920.60K</b>	<b>2.94M</b>	<b>1.22M</b>	<b>941.50K</b>
<b>Average Closed Price:</b>	<b>\$154,190</b>			<b>\$83,691</b>	<b>\$163,056</b>	<b>\$173,757</b>	<b>\$313,833</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

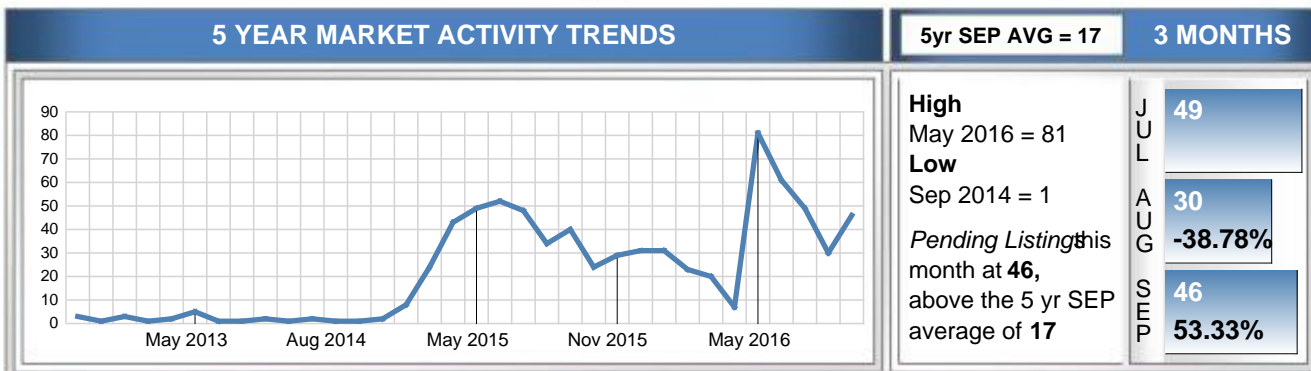
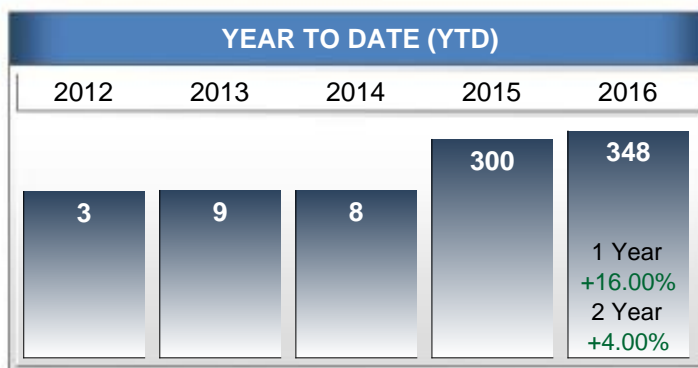
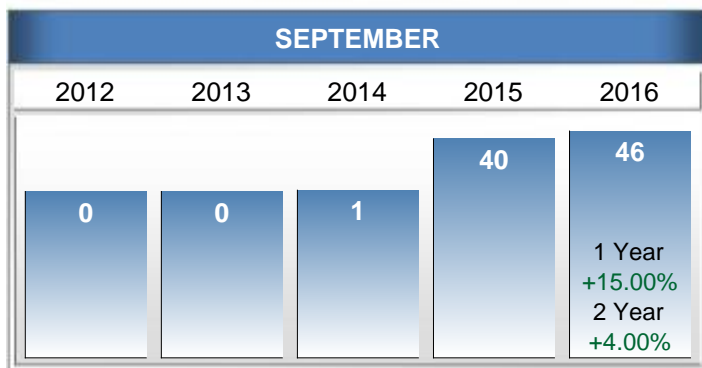
Pending Listings as of Oct 11, 2016



### Pending Listings

Report Produced on: Oct 11, 2016

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



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	2	4.35%	4.5	2	0	0	0		
\$30,001 \$50,000	6	13.04%	47.5	5	1	0	0		
\$50,001 \$80,000	9	19.57%	58.8	5	3	1	0		
\$80,001 \$130,000	8	17.39%	69.9	2	3	2	1		
\$130,001 \$180,000	9	19.57%	61.4	0	8	1	0		
\$180,001 \$270,000	6	13.04%	105.2	1	2	3	0		
\$270,001 and up	6	13.04%	78.2	1	1	3	1		
Total Pending Units:				46	51.0	16	18	10	2
Total Pending Volume:				6,717,950		1.36M	2.46M	2.51M	387.00K
Average Listing Price:				\$101,650		\$85,147	\$136,500	\$251,160	\$193,500

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

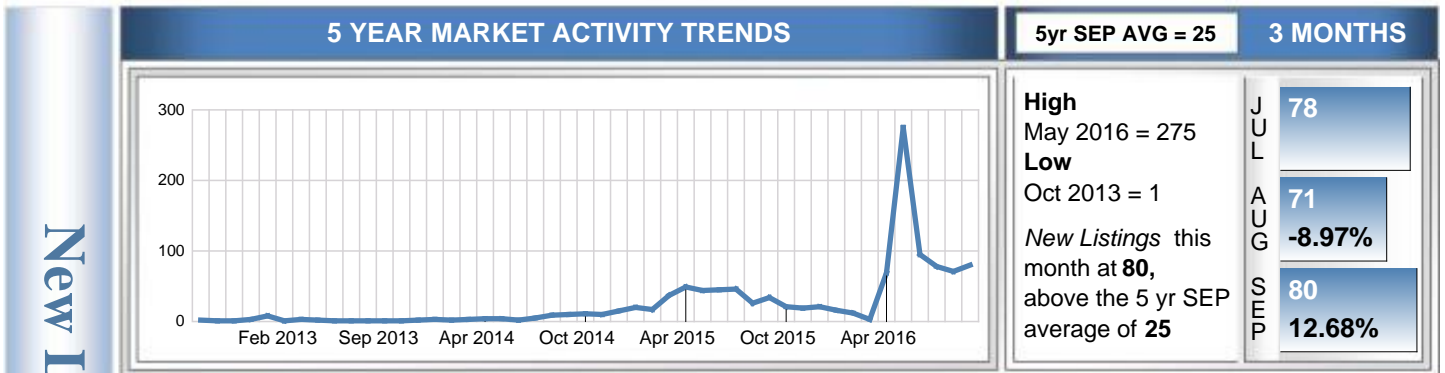
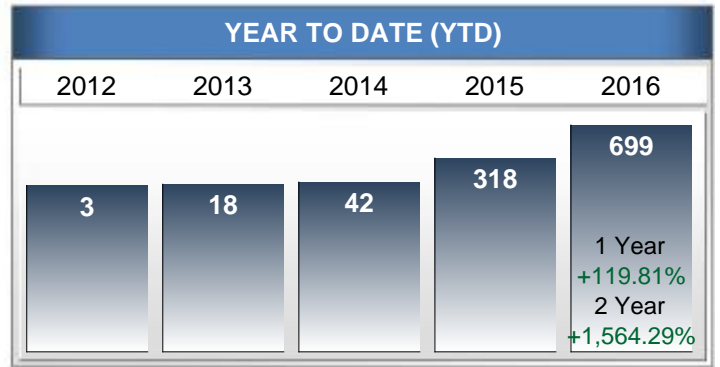
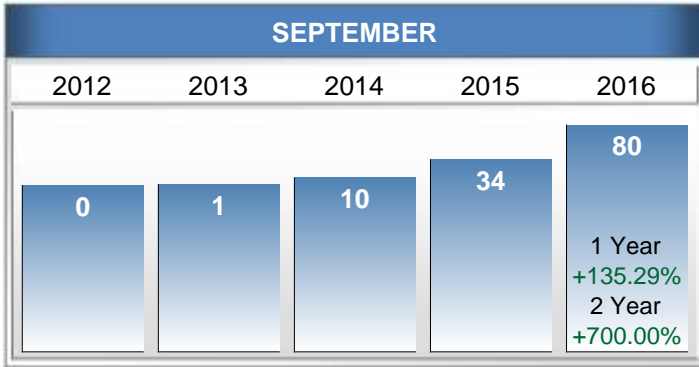
New Listings as of Oct 11, 2016



### New Listings

Report Produced on: Oct 11, 2016

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



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	1	1.25%	1	0	0	0
\$20,001 \$50,000	16	20.00%	15	1	0	0
\$50,001 \$90,000	12	15.00%	5	7	0	0
\$90,001 \$160,000	20	25.00%	3	12	5	0
\$160,001 \$190,000	11	13.75%	0	8	3	0
\$190,001 \$280,000	12	15.00%	3	7	2	0
\$280,001 and up	8	10.00%	2	4	1	1
<b>Total New Listed Units:</b>	<b>80</b>		<b>29</b>	<b>39</b>	<b>11</b>	<b>1</b>
<b>Total New Listed Volume:</b>	<b>11,411,150</b>		<b>2.62M</b>	<b>6.45M</b>	<b>1.91M</b>	<b>425.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$95,000</b>		<b>\$90,333</b>	<b>\$165,503</b>	<b>\$173,809</b>	<b>\$425,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

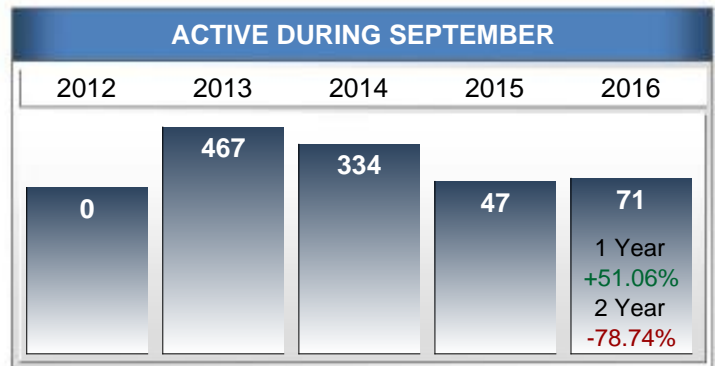
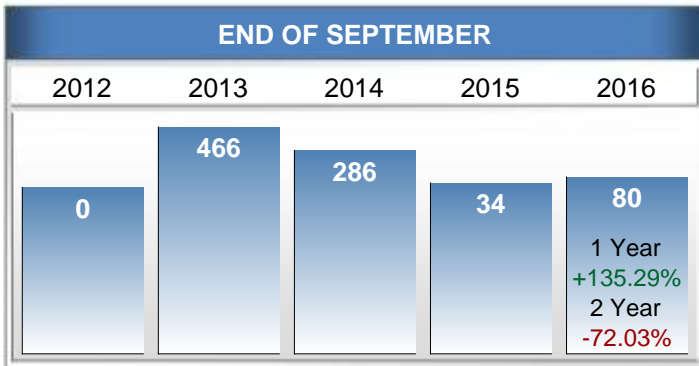
Active Inventory as of Oct 11, 2016



### Active Inventory

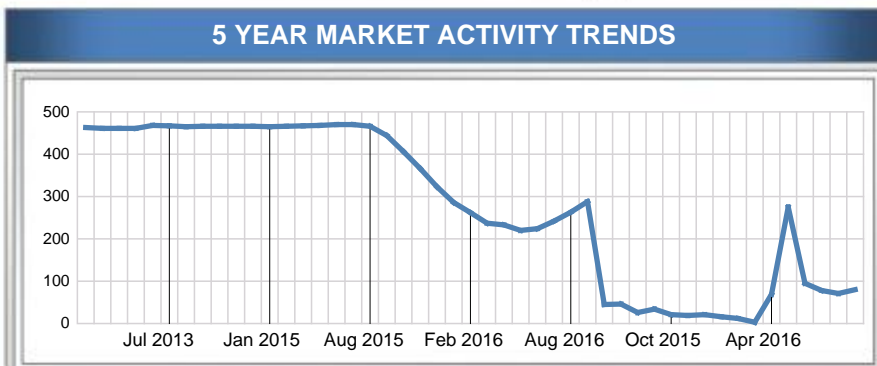
Report Produced on: Oct 11, 2016

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



Active Inventory

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**5yr SEP AVG = 173**      **3 MONTHS**

**High**  
Jul 2015 = 470

**Low**  
Mar 2016 = 3

*Inventory* this month at **80**, below the 5 yr SEP average of **173**

JUL	242
AUG	263
SEP	288
	<b>8.68%</b>
	<b>9.51%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	31	10.76%	79.2	31	0	0	0		
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0		
\$25,001 - \$75,000	62	21.53%	83.6	45	17	0	0		
\$75,001 - \$150,000	80	27.78%	72.0	18	50	12	0		
\$150,001 - \$200,000	45	15.63%	76.7	7	31	7	0		
\$200,001 - \$325,000	37	12.85%	80.5	11	14	12	0		
\$325,001 and up	33	11.46%	120.8	10	17	3	3		
Total Active Inventory by Units:				288	82.7	122	129	34	3
Total Active Inventory by Volume:				49,229,640		15.35M	24.45M	7.55M	1.88M
Average Active Inventory Listing Price:				\$170,936		\$125,842	\$189,529	\$222,006	\$626,500





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

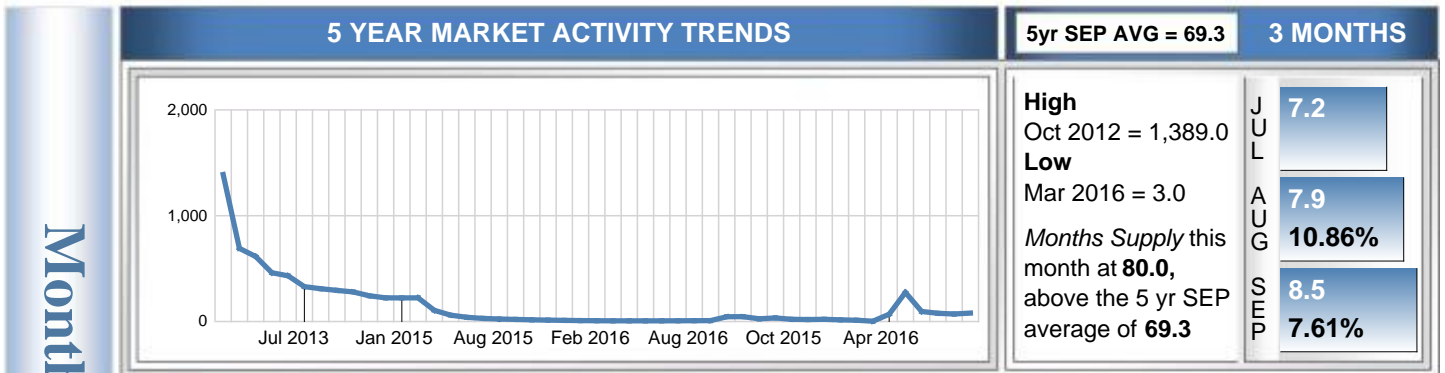
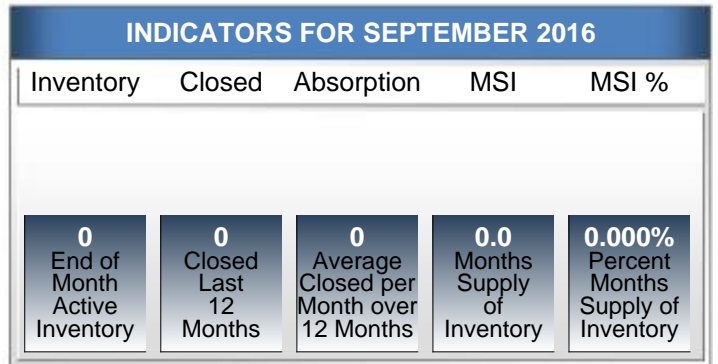
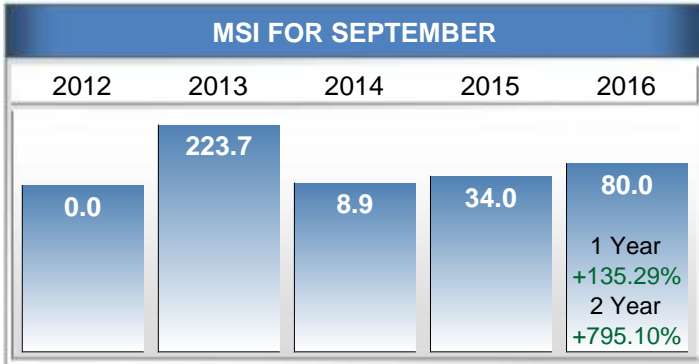
Active Inventory as of Oct 11, 2016



### Months Supply of Inventory

Report Produced on: Oct 11, 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	6.94%	6.2	7.1	0.0	0.0	0.0
\$20,001 \$40,000	39	13.54%	14.2	22.7	3.0	0.0	0.0
\$40,001 \$80,000	42	14.58%	5.5	7.6	4.5	0.0	0.0
\$80,001 \$160,000	79	27.43%	7.2	10.1	6.2	11.1	0.0
\$160,001 \$210,000	42	14.58%	8.1	24.0	7.8	6.9	0.0
\$210,001 \$340,000	37	12.85%	13.1	120.0	9.1	14.7	0.0
\$340,001 and up	29	10.07%	26.8	30.0	78.0	18.0	7.2
MSI:			8.5	12.4	6.8	8.7	3.0
Total Active Inventory:			288	122	129	34	3



# Monthly Inventory Analysis

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## September 2016

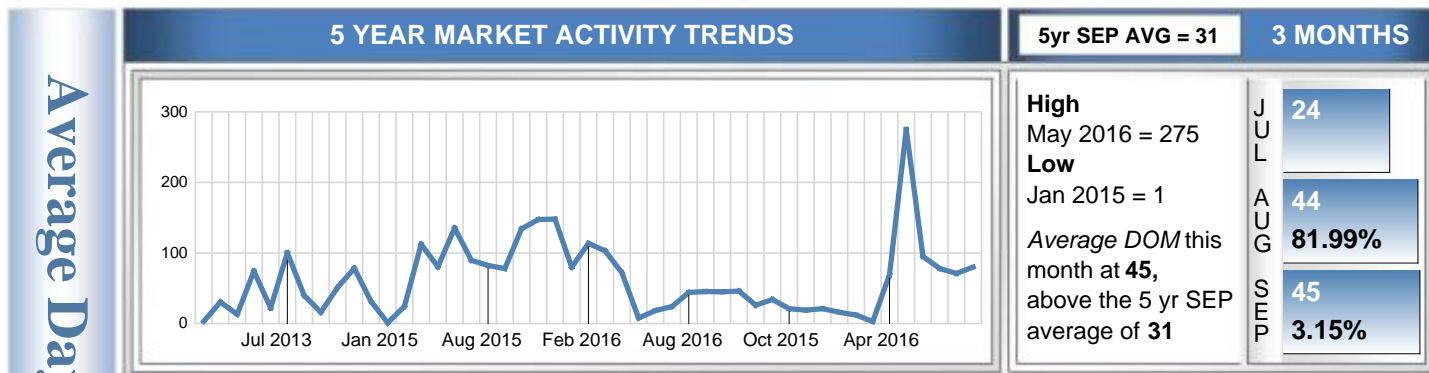
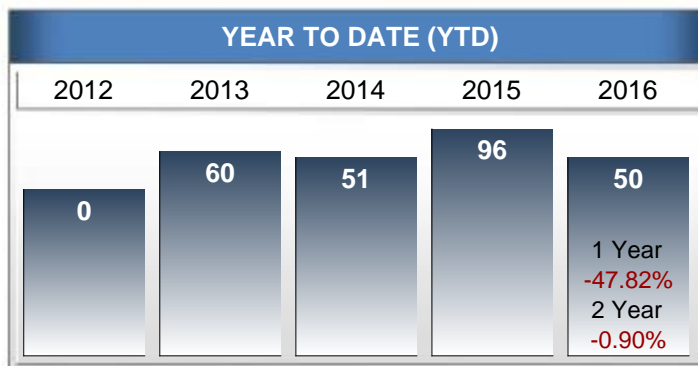
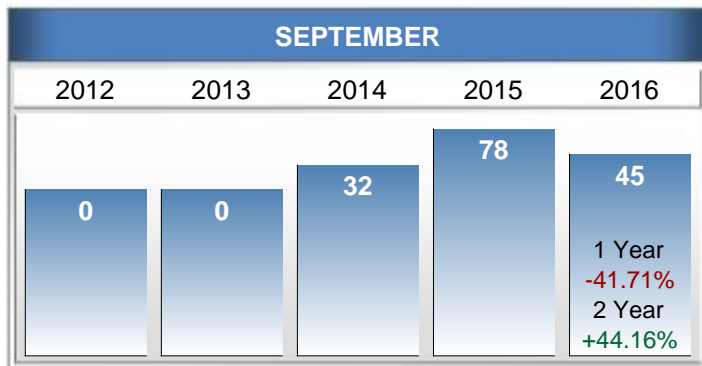
Closed Sales as of Oct 11, 2016



### Average Days on Market to Sale

Report Produced on: Oct 11, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$25,000 and less	2	5.13%	3.5	3.5	0.0	0.0	0.0
\$25,001 \$50,000	5	12.82%	41.6	44.0	38.0	0.0	0.0
\$50,001 \$100,000	8	20.51%	46.9	42.5	38.5	64.0	0.0
\$100,001 \$150,000	8	20.51%	73.8	0.0	72.7	81.0	0.0
\$150,001 \$175,000	3	7.69%	16.3	19.0	15.0	0.0	0.0
\$175,001 \$275,000	8	20.51%	36.6	0.0	45.3	21.0	35.0
\$275,001 and up	5	12.82%	49.8	66.0	33.0	55.0	40.0
Average Closed DOM: 45.4				35.8	50.3	51.6	36.7
Total Closed Units: 39				11	18	7	3
Total Closed Volume: 6,013,403				920.60K	2.94M	1.22M	941.50K



# Monthly Inventory Analysis

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## September 2016

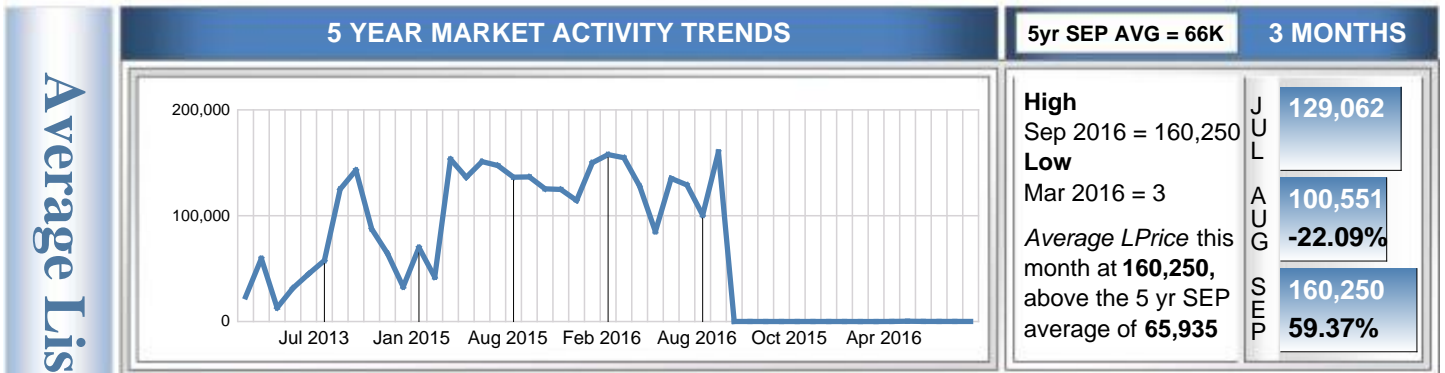
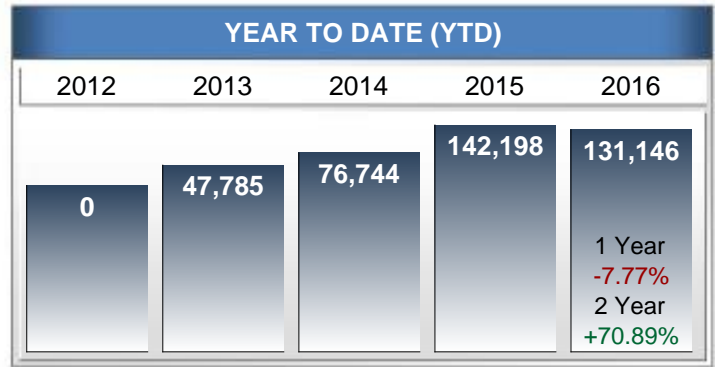
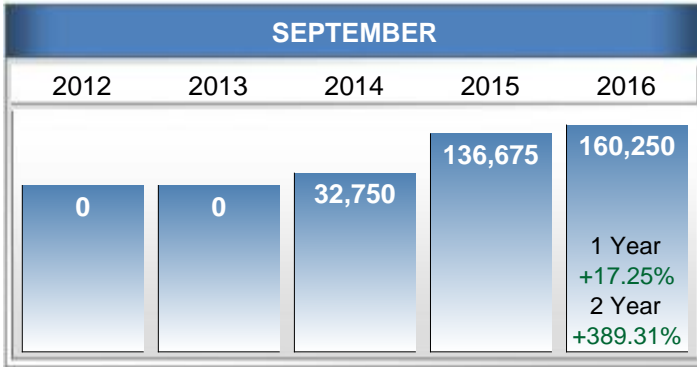
Closed Sales as of Oct 11, 2016



### Average List Price at Closing

Report Produced on: Oct 11, 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+
\$25,000 and less	2	5.13%	17,500	17,500	0	0	0
\$25,001 \$50,000	4	10.26%	42,475	43,167	47,450	0	0
\$50,001 \$100,000	8	20.51%	75,880	77,185	104,950	76,950	0
\$100,001 \$150,000	8	20.51%	130,575	0	136,643	143,000	0
\$150,001 \$175,000	4	10.26%	162,200	144,000	164,950	0	0
\$175,001 \$275,000	8	20.51%	208,438	0	217,175	189,400	210,000
\$275,001 and up	5	12.82%	415,380	349,000	589,500	294,450	549,500
Average List Price:	\$160,250			\$87,840	\$169,411	\$180,657	\$323,167
Total Closed Units:	39			11	18	7	3
Total List Volume:	6,249,739			966.24K	3.05M	1.26M	969.50K





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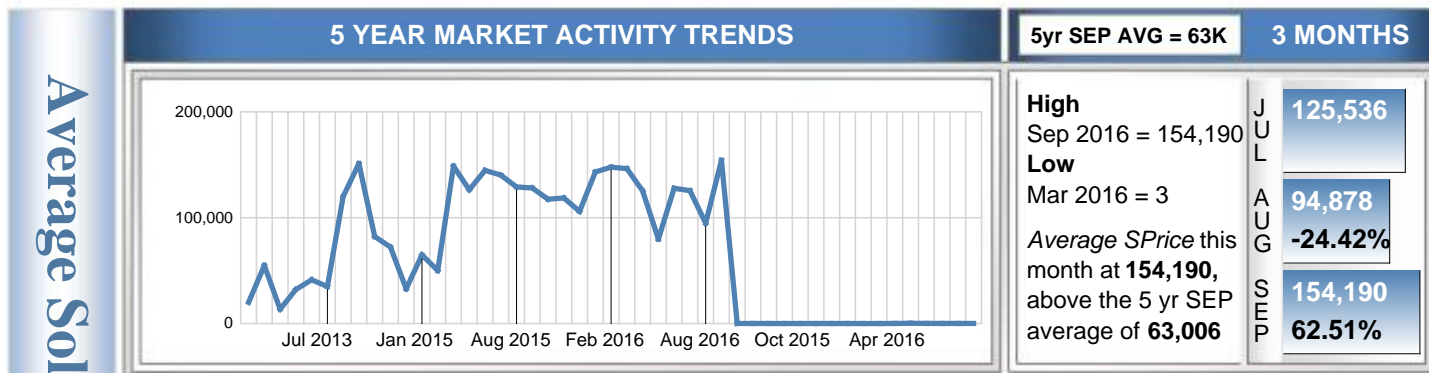
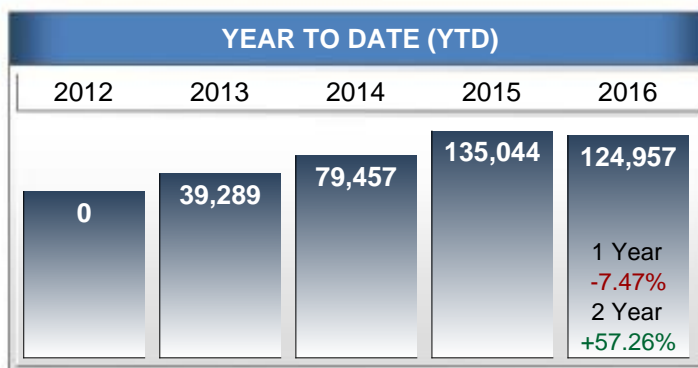
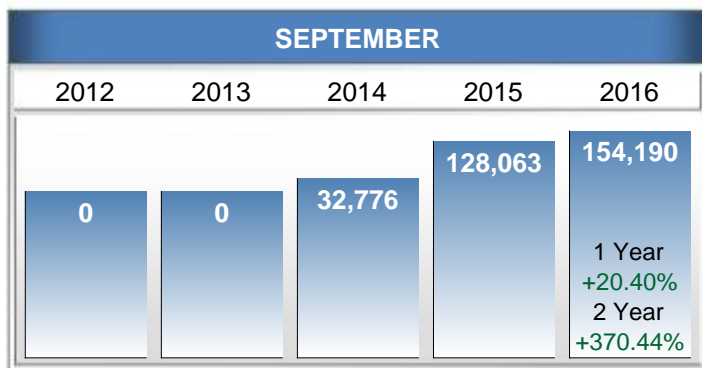
Closed Sales as of Oct 11, 2016



### Average Sold Price at Closing

Report Produced on: Oct 11, 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+
\$25,000 and less	2		5.13%	16,000	16,000	0	0	0
\$25,001 \$50,000	5		12.82%	41,200	37,500	46,750	0	0
\$50,001 \$100,000	8		20.51%	78,863	76,125	88,200	75,000	0
\$100,001 \$150,000	8		20.51%	129,988	0	129,415	134,000	0
\$150,001 \$175,000	3		7.69%	162,800	165,900	161,250	0	0
\$175,001 \$275,000	8		20.51%	205,325	0	214,300	182,700	210,000
\$275,001 and up	5		12.82%	394,720	305,700	579,500	283,450	521,500
Average Closed Price:	\$154,190				\$83,691	\$163,056	\$173,757	\$313,833
Total Closed Units:	39				11	18	7	3
Total Closed Volume:	6,013,403				920.60K	2.94M	1.22M	941.50K



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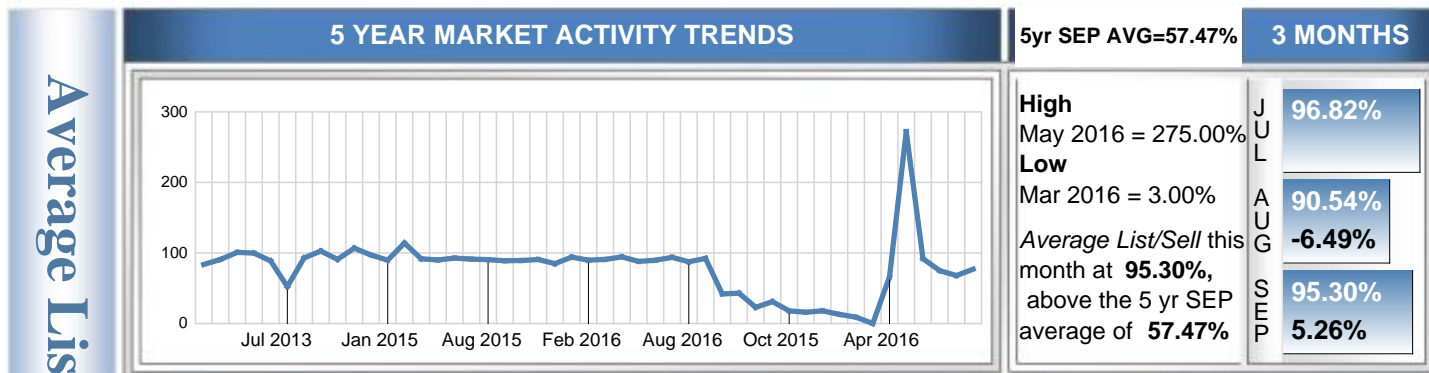
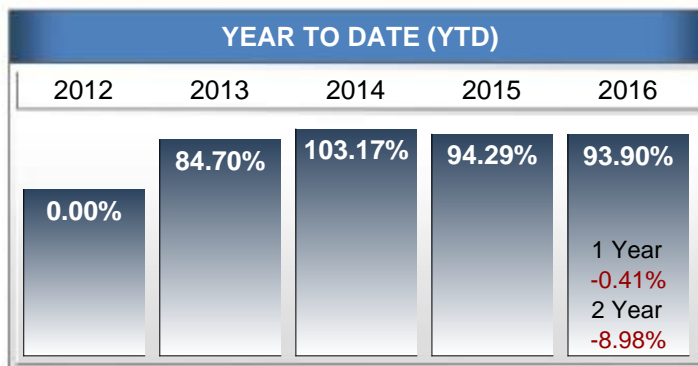
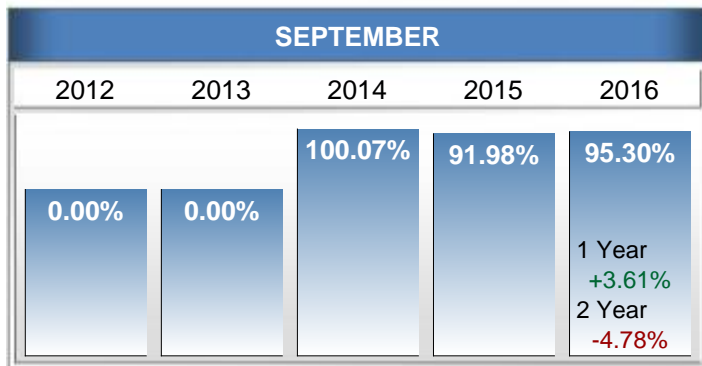
Closed Sales as of Oct 11, 2016



### 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

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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+
\$25,000 and less	2	5.13%	85.00%	85.00%	0.00%	0.00%	0.00%
\$25,001 \$50,000	5	12.82%	91.67%	87.08%	98.55%	0.00%	0.00%
\$50,001 \$100,000	8	20.51%	94.72%	97.85%	85.57%	97.63%	0.00%
\$100,001 \$150,000	8	20.51%	94.65%	0.00%	94.78%	93.71%	0.00%
\$150,001 \$175,000	3	7.69%	103.57%	115.21%	97.76%	0.00%	0.00%
\$175,001 \$275,000	8	20.51%	98.60%	0.00%	98.88%	96.65%	100.00%
\$275,001 and up	5	12.82%	94.74%	87.59%	98.30%	96.44%	94.90%
Average List/Sell Ratio: 95.30%				93.22%	95.61%	96.45%	98.30%
Total Closed Units: 39				11	18	7	3
Total Closed Volume: 6,013,403				920.60K	2.94M	1.22M	941.50K



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## September 2016

Inventory as of Oct 11, 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 September 30, 2016 = 288

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	32	39	21.88%	261	311	19.16%
Pending Sales	40	46	15.00%	300	348	16.00%
New Listings	34	80	135.29%	318	699	119.81%
Average List Price	136,675	160,250	17.25%	142,198	131,146	-7.77%
Average Sale Price	128,063	154,190	20.40%	135,044	124,957	-7.47%
Average Percent of List Price to Selling Price	91.98%	95.30%	3.61%	94.29%	93.90%	-0.41%
Average Days on Market to Sale	77.91	45.41	-41.71%	96.15	50.17	-47.82%
Monthly Inventory	96	288	200.00%	96	288	200.00%
Months Supply of Inventory	4.41	8.53	93.33%	4.41	8.53	93.33%

