



April 2017

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

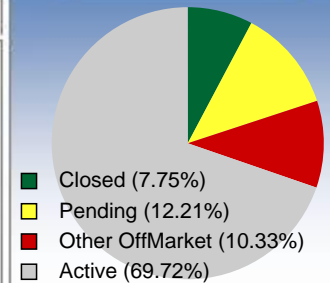


Absorption: Last 12 months, an Average of **35** Sales/Month

Active Inventory as of April 30, 2017 = **297**

	APRIL		
	2016	2017	+/- %
Closed Listings	20	33	65.00%
Pending Listings	7	52	642.86%
New Listings	69	97	40.58%
Median List Price	128,500	110,000	-14.40%
Median Sale Price	128,500	110,000	-14.40%
Median Percent of List Price to Selling Price	99.30%	96.98%	-2.33%
Median Days on Market to Sale	25.00	26.00	4.00%
End of Month Inventory	81	297	266.67%
Months Supply of Inventory	2.29	8.47	269.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2017 rose **266.67%** to 297 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **8.47** 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 **14.40%** in April 2017 to \$110,000 versus the previous year at \$128,500.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 1.00 days or **4.00%** in April 2017 compared to last year's same month at **25.00** DOM.

Sales Success for April 2017 is Positive

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

There were 97 New Listings in April 2017, up **40.58%** from last year at 69. Furthermore, there were 33 Closed Listings this month versus last year at 20, a **65.00%** increase.

Closed versus Listed trends yielded a **34.0%** ratio, up from last year's April 2017 at **29.0%**, a **17.37%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

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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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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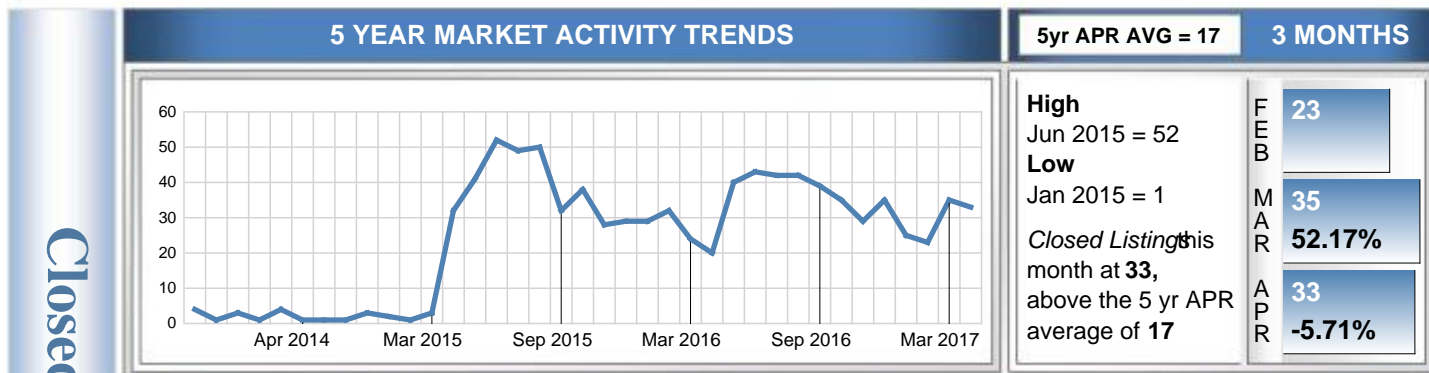
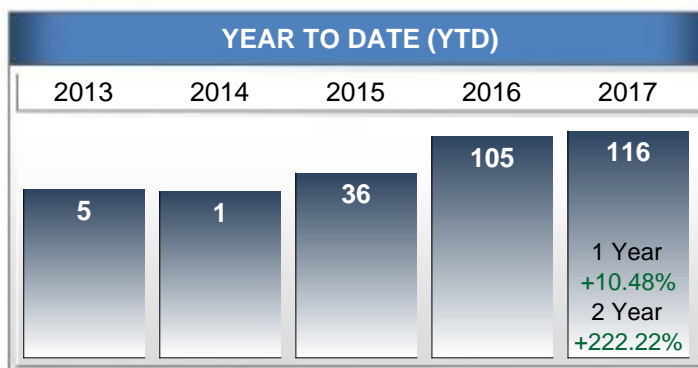
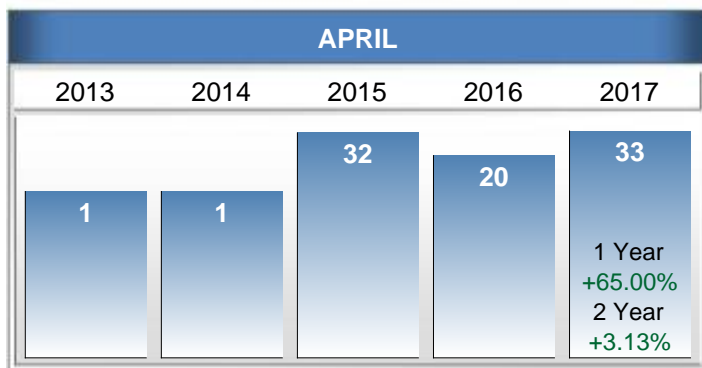
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

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



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	4	12.12%	85.0	3	1	0	0
\$30,001 - \$50,000	3	9.09%	14.0	2	1	0	0
\$50,001 - \$80,000	5	15.15%	47.0	2	3	0	0
\$80,001 - \$120,000	10	30.30%	38.0	1	8	1	0
\$120,001 - \$130,000	0	0.00%	38.0	0	0	0	0
\$130,001 - \$250,000	8	24.24%	20.0	0	5	3	0
\$250,001 and up	3	9.09%	26.0	0	3	0	0
Total Closed Units: 33				26.0			
Total Closed Volume: 3,730,413				376.50K	2.69M	663.00K	0.00B
Median Closed Price: \$110,000				\$40,750	\$112,500	\$149,500	\$0

Closed Listings

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Monthly Inventory Analysis

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April 2017

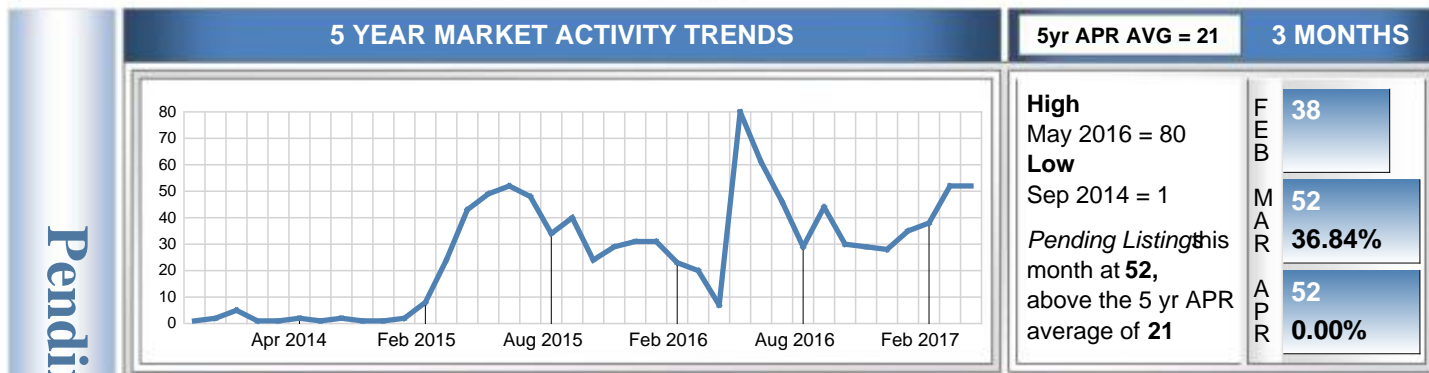
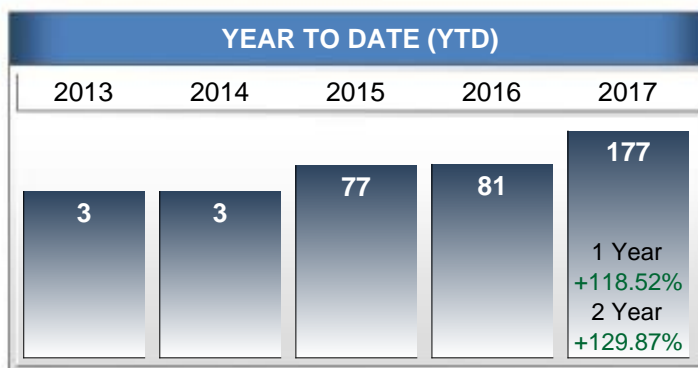
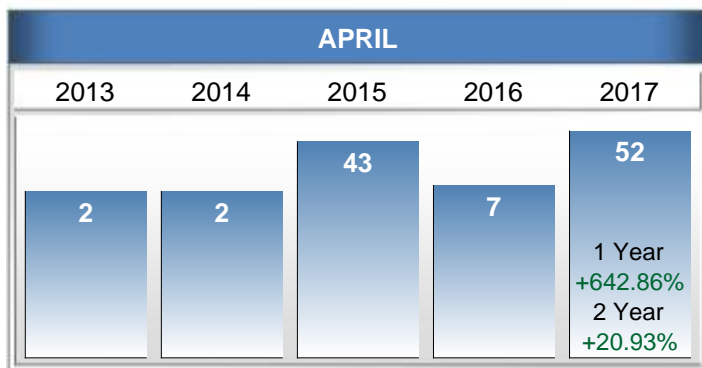
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

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



Pending Listings

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 Contact an experienced REALTOR

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	4	7.69%	44.5	4	0	0	0
\$30,001 - \$60,000	6	11.54%	3.0	4	2	0	0
\$60,001 - \$80,000	8	15.38%	45.5	3	5	0	0
\$80,001 - \$140,000	14	26.92%	53.0	6	8	0	0
\$140,001 - \$160,000	6	11.54%	14.0	0	6	0	0
\$160,001 - \$220,000	8	15.38%	35.5	0	7	1	0
\$220,001 and up	6	11.54%	106.5	1	4	1	0
Total Pending Units: 52				36.5			
Total Pending Volume: 7,447,350				18	32	2	0.00B
Median Listing Price: \$115,000				2.31M	4.55M	588.50K	\$0
				\$69,900	\$142,900	\$294,250	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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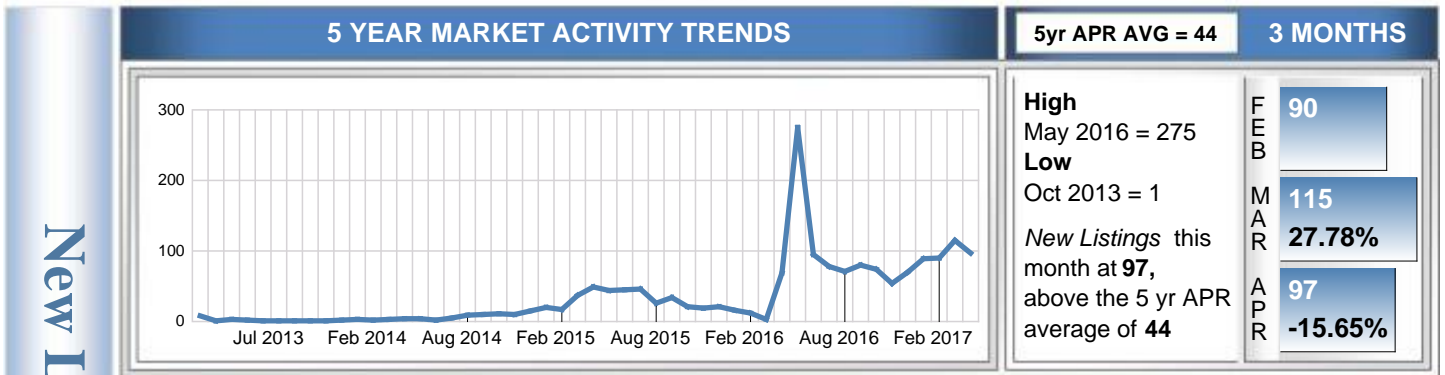
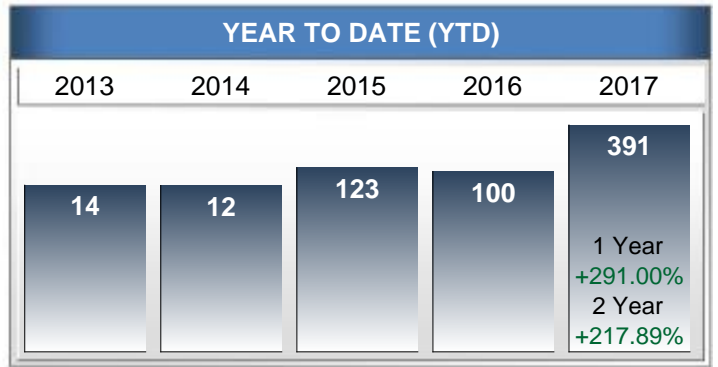
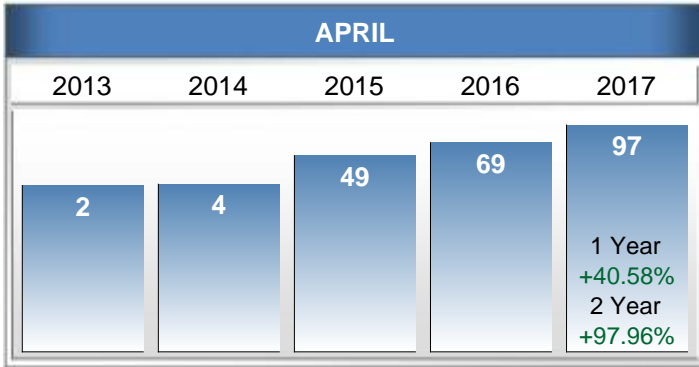
New Listings as of May 11, 2017



New Listings

Report Produced on: May 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+
\$30,000 and less	5	5.15%	4	1	0	0
\$30,001 - \$50,000	14	14.43%	14	0	0	0
\$50,001 - \$110,000	17	17.53%	5	11	1	0
\$110,001 - \$160,000	22	22.68%	2	16	4	0
\$160,001 - \$260,000	18	18.56%	3	10	3	2
\$260,001 - \$380,000	11	11.34%	0	5	6	0
\$380,001 and up	10	10.31%	6	0	1	3
Total New Listed Units:			34	43	15	5
Total New Listed Volume:			8.99M	6.59M	3.50M	1.86M
Median New Listed Listing Price:			\$45,000	\$135,000	\$240,000	\$385,000



Monthly Inventory Analysis

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April 2017

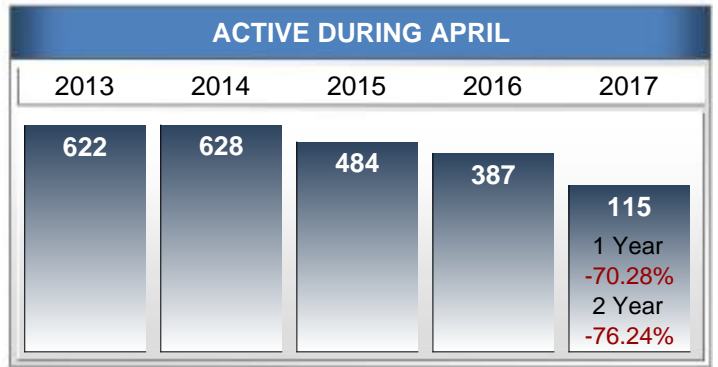
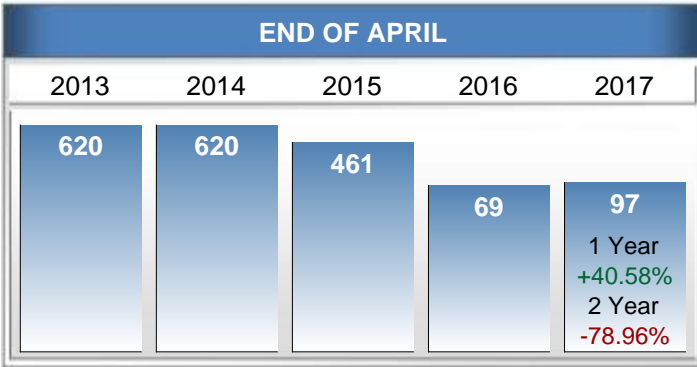
Active Inventory as of May 11, 2017



Active Inventory

Report Produced on: May 11, 2017

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



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	20	6.73%	74.0	17	3	0	0		
\$30,001 - \$60,000	43	14.48%	54.0	32	9	2	0		
\$60,001 - \$100,000	46	15.49%	62.0	14	26	6	0		
\$100,001 - \$170,000	76	25.59%	58.0	9	56	10	1		
\$170,001 - \$250,000	48	16.16%	56.0	12	25	8	3		
\$250,001 - \$320,000	30	10.10%	58.0	3	15	12	0		
\$320,001 and up	34	11.45%	53.5	13	8	8	5		
Total Active Inventory by Units:				297	58.0	100	142	46	9
Total Active Inventory by Volume:				53,932,240		16.63M	23.30M	10.78M	3.23M
Median Active Inventory Listing Price:				\$139,900		\$63,750	\$149,950	\$229,000	\$385,000

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

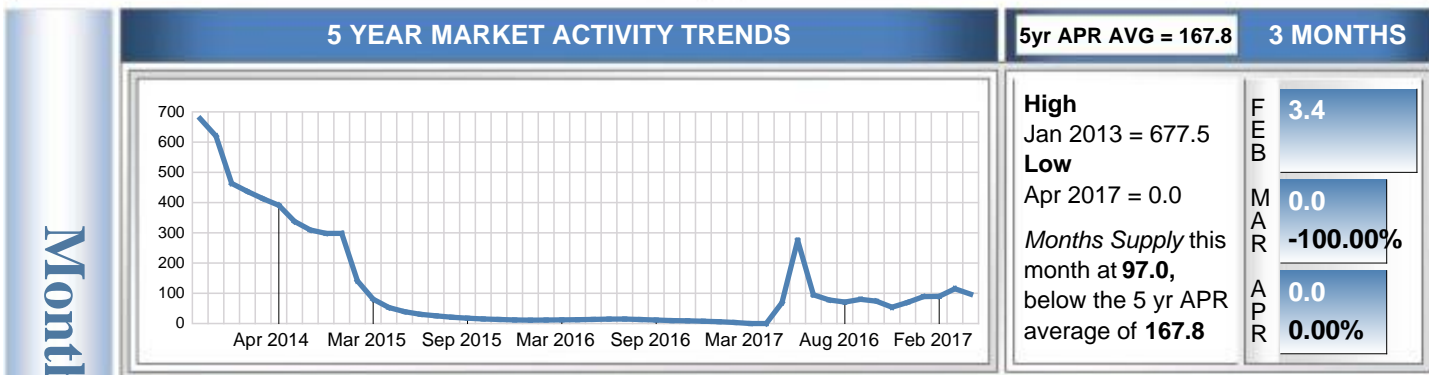
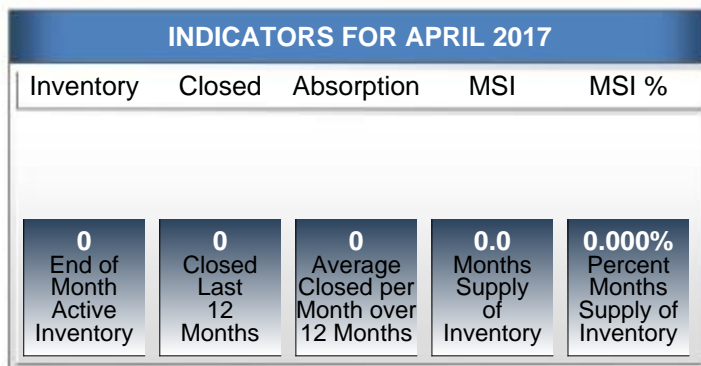
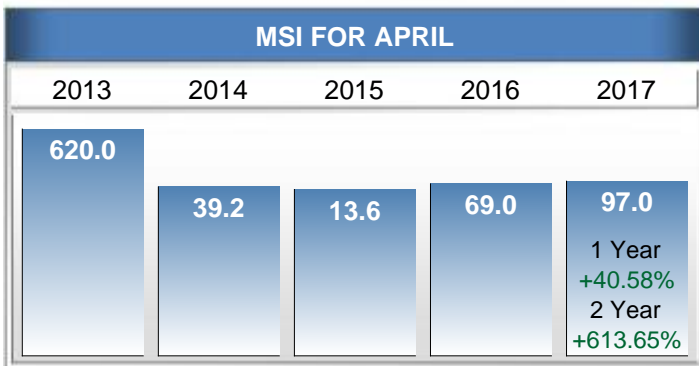
Active Inventory as of May 11, 2017



Months Supply of Inventory

Report Produced on: May 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+
\$30,000 and less	20		6.73%	5.0	4.9	7.2	0.0	0.0
\$30,001 - \$60,000	43		14.48%	7.9	11.6	3.9	6.0	0.0
\$60,001 - \$100,000	46		15.49%	6.8	6.7	6.6	10.3	0.0
\$100,001 - \$170,000	76		25.59%	6.7	9.8	6.4	7.1	4.0
\$170,001 - \$250,000	48		16.16%	10.9	48.0	9.1	6.4	18.0
\$250,001 - \$320,000	30		10.10%	16.4	36.0	13.8	24.0	0.0
\$320,001 and up	34		11.45%	25.5	156.0	10.7	32.0	20.0
MSI:		8.5			10.3	7.1	10.4	9.0
Total Active Inventory:		297			100	142	46	9



Monthly Inventory Analysis

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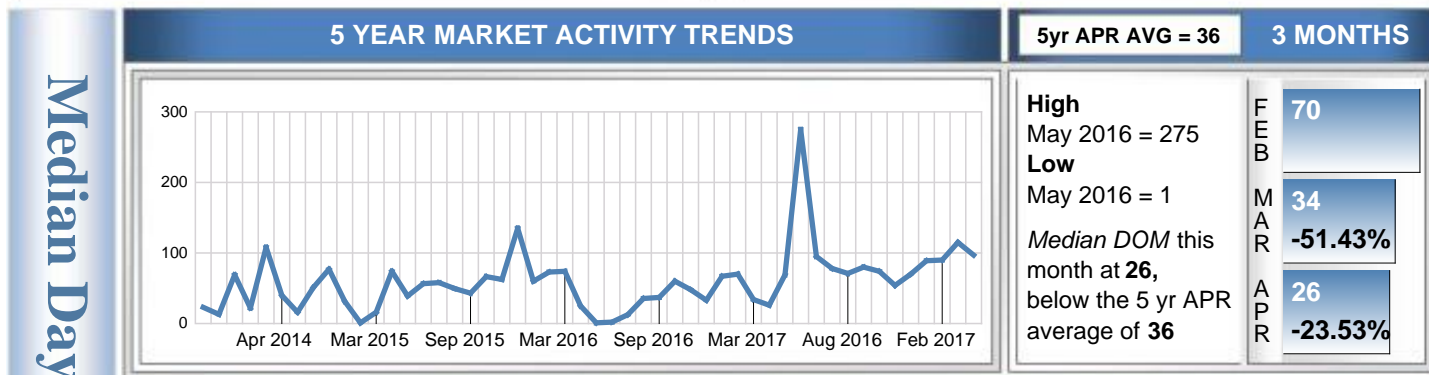
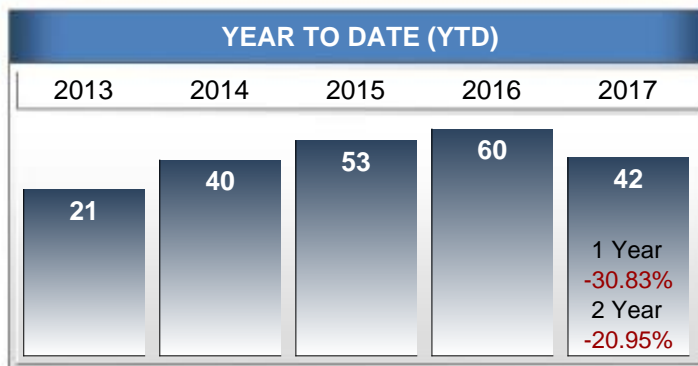
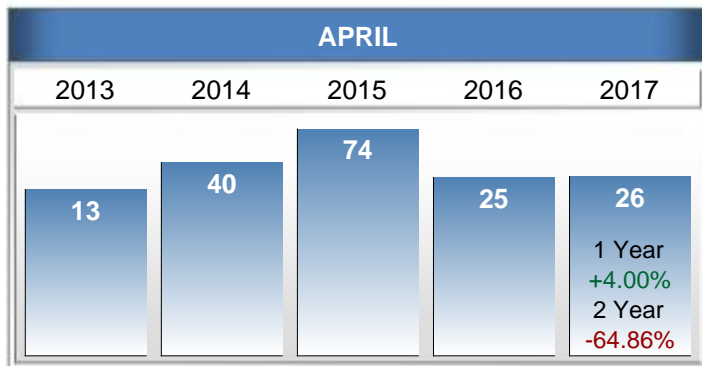
Closed Sales as of May 11, 2017



Median Days on Market to Sale

Report Produced on: May 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	4			12.12%	85.0	90.0	80.0	0.0	0.0
\$30,001 \$50,000	3			9.09%	14.0	15.5	12.0	0.0	0.0
\$50,001 \$80,000	5			15.15%	47.0	109.0	4.0	0.0	0.0
\$80,001 \$120,000	10			30.30%	38.0	26.0	59.0	8.0	0.0
\$120,001 \$130,000	0			0.00%	38.0	0.0	0.0	0.0	0.0
\$130,001 \$250,000	8			24.24%	20.0	0.0	3.0	56.0	0.0
\$250,001 and up	3			9.09%	26.0	0.0	26.0	0.0	0.0
Median Closed DOM:	26.0					40.5	15.0	41.0	0.0
Total Closed Units:	33					8	21	4	
Total Closed Volume:	3,730,413					376.50K	2.69M	663.00K	0.00B



Monthly Inventory Analysis

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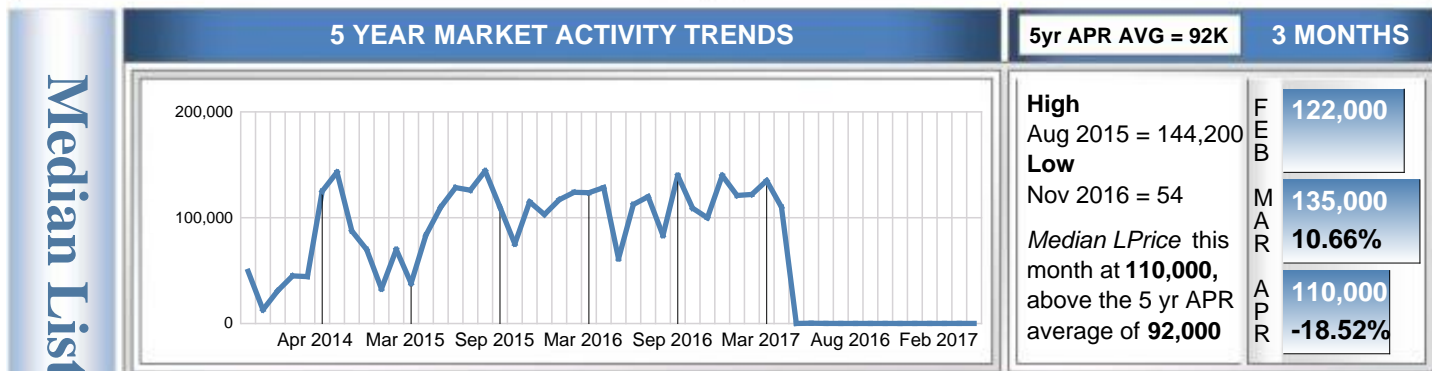
Closed Sales as of May 11, 2017



Median List Price at Closing

Report Produced on: May 11, 2017

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



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	3		9.09%	20,000	14,250	25,000	0	0
\$30,001 \$50,000	3		9.09%	39,000	44,450	38,000	0	0
\$50,001 \$80,000	6		18.18%	62,775	58,500	66,900	0	0
\$80,001 \$120,000	9		27.27%	110,000	120,000	110,000	110,000	0
\$120,001 \$130,000	0		0.00%	110,000	0	0	0	0
\$130,001 \$250,000	8		24.24%	142,500	0	142,500	154,700	0
\$250,001 and up	4		12.12%	289,450	0	289,900	252,000	0
Median List Price:		\$110,000			\$52,450	\$118,900	\$154,700	\$0
Total Closed Units:		33			8	21	4	
Total List Volume:		3,951,850			420.80K	2.86M	671.40K	0.00B



Monthly Inventory Analysis

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April 2017

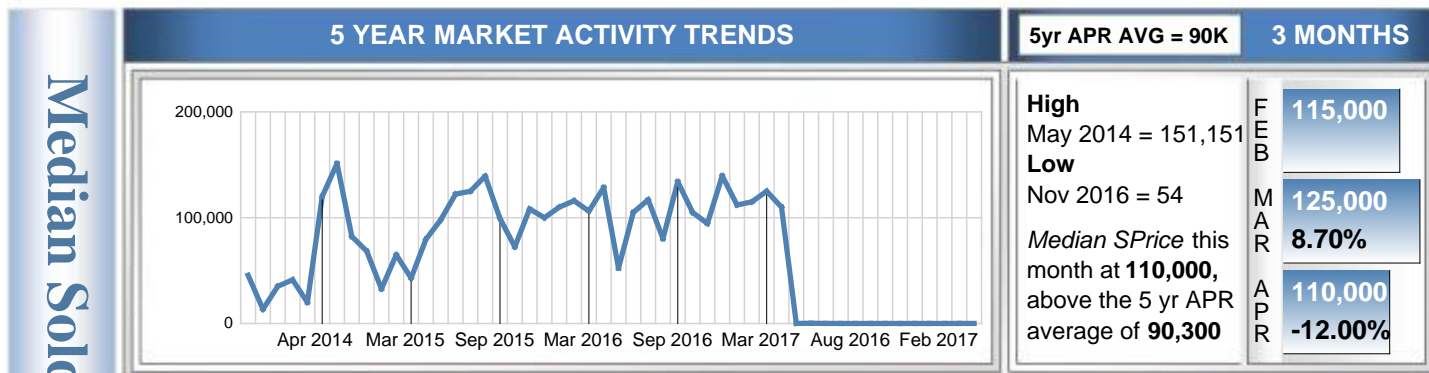
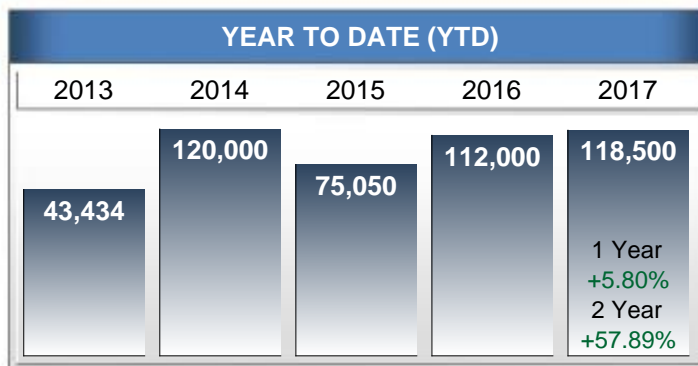
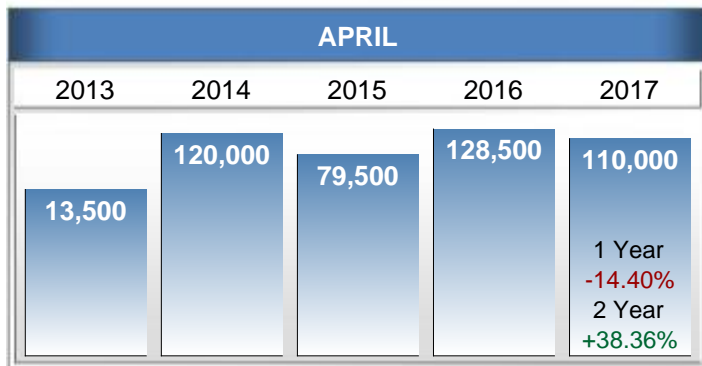
Closed Sales as of May 11, 2017



Median Sold Price at Closing

Report Produced on: May 11, 2017

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	4		12.12%	18,000	20,000	16,000	0	0
\$30,001 \$50,000	3		9.09%	38,213	40,750	38,213	0	0
\$50,001 \$80,000	5		15.15%	62,000	58,500	66,900	0	0
\$80,001 \$120,000	10		30.30%	111,250	120,000	109,500	114,000	0
\$120,001 \$130,000	0		0.00%	111,250	0	0	0	0
\$130,001 \$250,000	8		24.24%	150,950	0	136,900	165,000	0
\$250,001 and up	3		9.09%	260,000	0	260,000	0	0
Median Closed Price:		\$110,000			\$40,750	\$112,500	\$149,500	\$0
Total Closed Units:		33			8	21	4	
Total Closed Volume:		3,730,413			376.50K	2.69M	663.00K	0.00B



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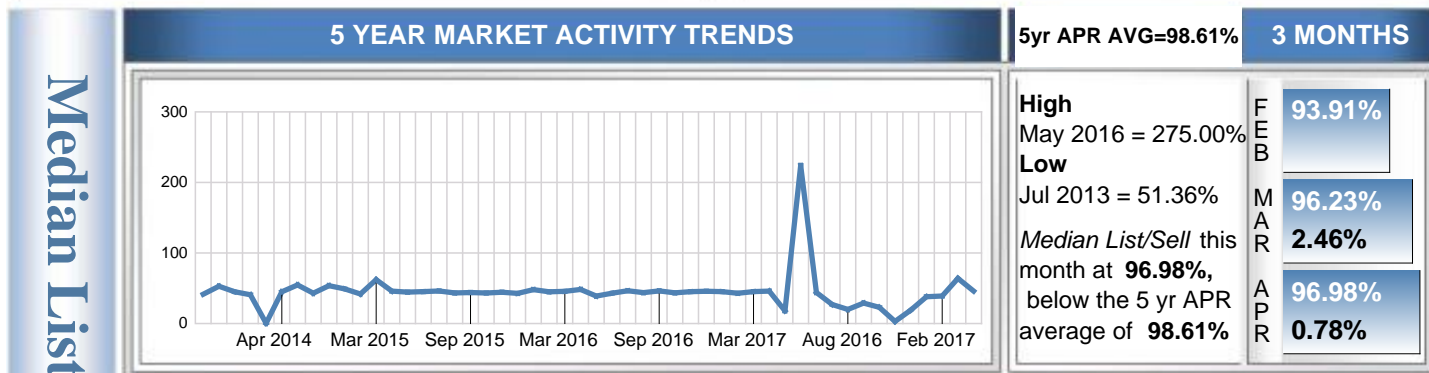
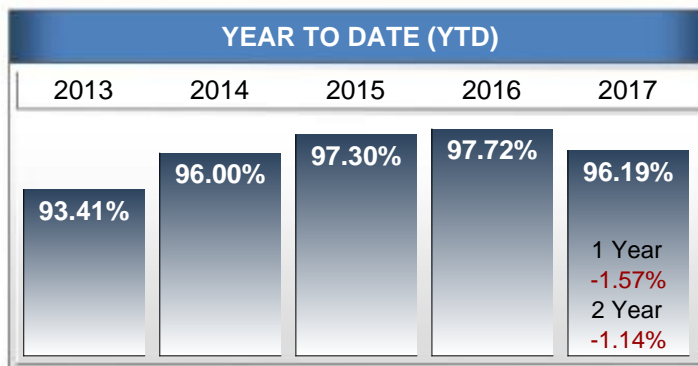
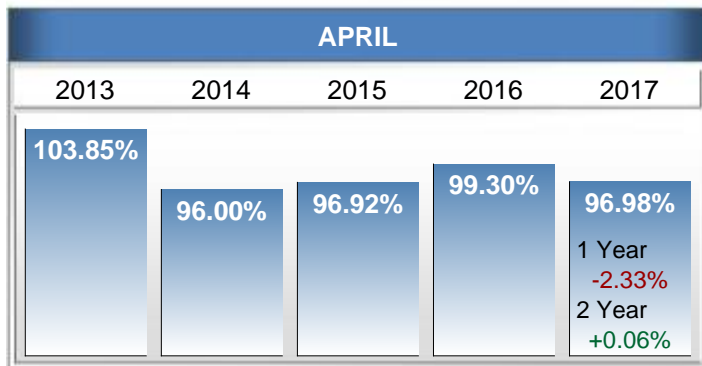
Closed Sales as of May 11, 2017



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	4	12.12%	79.06%	94.12%	64.00%	0.00%	0.00%
\$30,001 \$50,000	3	9.09%	93.19%	91.46%	100.56%	0.00%	0.00%
\$50,001 \$80,000	5	15.15%	100.00%	94.35%	100.00%	0.00%	0.00%
\$80,001 \$120,000	10	30.30%	97.42%	100.00%	95.77%	103.64%	0.00%
\$120,001 \$130,000	0	0.00%	97.42%	0.00%	0.00%	0.00%	0.00%
\$130,001 \$250,000	8	24.24%	96.89%	0.00%	96.43%	97.35%	0.00%
\$250,001 and up	3	9.09%	89.69%	0.00%	89.69%	0.00%	0.00%
Median List/Sell Ratio:	96.98%			93.65%	96.98%	98.28%	0.00%
Total Closed Units:	33			8	21	4	
Total Closed Volume:	3,730,413			376.50K	2.69M	663.00K	0.00B



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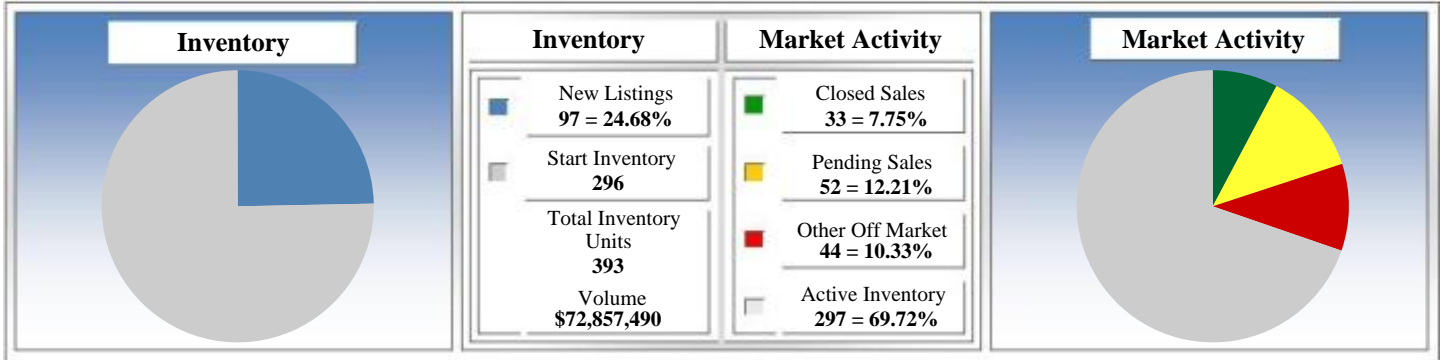
Inventory as of May 11, 2017



Market Summary

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



Absorption: Last 12 months, an Average of 35 Sales/Month

Active Inventory as of April 30, 2017 = 297

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	20	33	65.00%	105	116	10.48%
Pending Sales	7	52	642.86%	81	177	118.52%
New Listings	69	97	40.58%	100	391	291.00%
Median List Price	128,500	110,000	-14.40%	121,500	123,250	1.44%
Median Sale Price	128,500	110,000	-14.40%	112,000	118,500	5.80%
Median Percent of List Price to Selling Price	99.30%	96.98%	-2.33%	97.72%	96.19%	-1.57%
Median Days on Market to Sale	25.00	26.00	4.00%	60.00	41.50	-30.83%
Monthly Inventory	81	297	266.67%	81	297	266.67%
Months Supply of Inventory	2.29	8.47	269.28%	2.29	8.47	269.28%

