



# August 2017

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

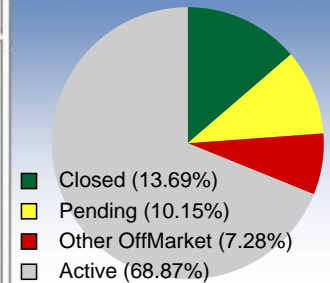


**Absorption:** Last 12 months, an Average of **38** Sales/Month

**Active Inventory** as of August 31, 2017 = **312**

	AUGUST		
	2016	2017	+/- %
Closed Listings	44	62	40.91%
Pending Listings	32	46	43.75%
New Listings	72	104	44.44%
Average List Price	100,742	135,297	34.30%
Average Sale Price	95,057	128,083	34.74%
Average Percent of List Price to Selling Price	90.70%	93.00%	2.54%
Average Days on Market to Sale	43.11	52.27	21.25%
End of Month Inventory	272	312	14.71%
Months Supply of Inventory	7.92	8.17	3.19%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 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 August 2017 rose **14.71%** to 312 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **8.17** 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 **34.74%** in August 2017 to \$128,083 versus the previous year at \$95,057.

### Average Days on Market Lengthens

The average number of **52.27** days that homes spent on the market before selling increased by 9.16 days or **21.25%** in August 2017 compared to last year's same month at **43.11** DOM.

### Sales Success for August 2017 is Positive

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

There were 104 New Listings in August 2017, up **44.44%** from last year at 72. Furthermore, there were 62 Closed Listings this month versus last year at 44, a **40.91%** increase.

Closed versus Listed trends yielded a **59.6%** ratio, down from last year's August 2017 at **61.1%**, a **2.45%** 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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

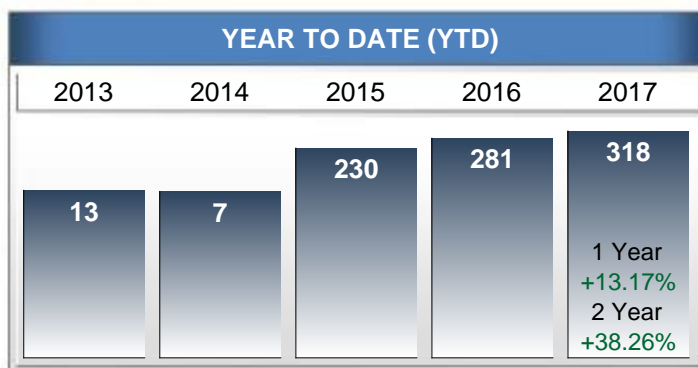
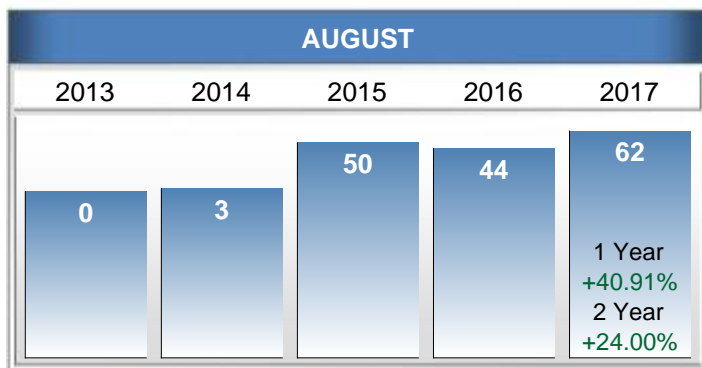
Closed Sales as of Sep 12, 2017



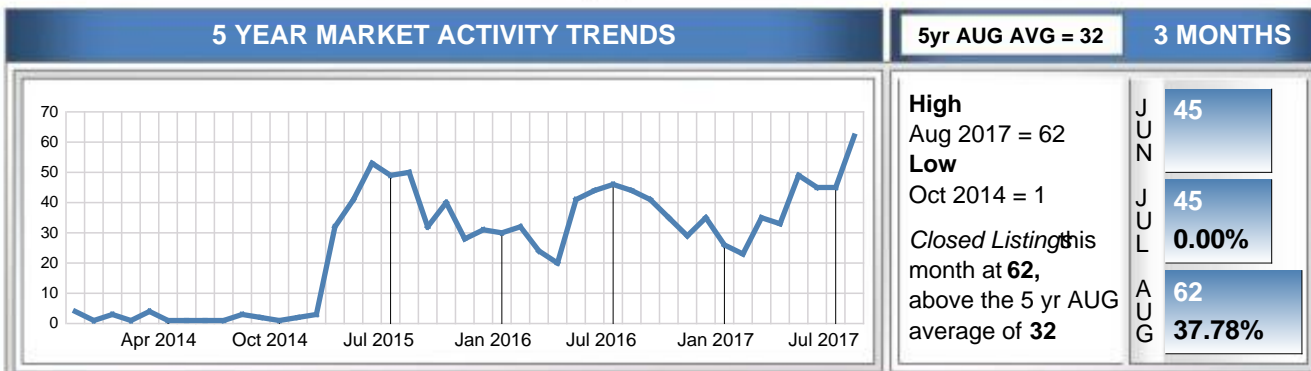
### Closed Listings

Report Produced on: Sep 12, 2017

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+
\$40,000 and less	7	11.29%	52.3	4	3	0	0
\$40,001 - \$50,000	3	4.84%	25.7	2	1	0	0
\$50,001 - \$90,000	13	20.97%	36.3	1	10	2	0
\$90,001 - \$130,000	12	19.35%	52.4	2	10	0	0
\$130,001 - \$180,000	12	19.35%	81.3	1	10	1	0
\$180,001 - \$200,000	6	9.68%	19.3	0	5	1	0
\$200,001 and up	9	14.52%	67.2	1	4	4	0
<b>Total Closed Units:</b>	<b>62</b>		<b>52.3</b>	<b>11</b>	<b>43</b>	<b>8</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>7,941,128</b>			<b>774.42K</b>	<b>5.56M</b>	<b>1.60M</b>	<b>0.00B</b>
<b>Average Closed Price:</b>	<b>\$128,083</b>			<b>\$70,402</b>	<b>\$129,368</b>	<b>\$200,488</b>	<b>\$0</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

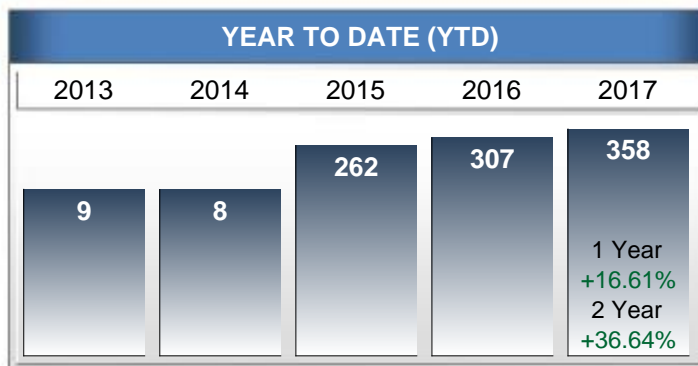
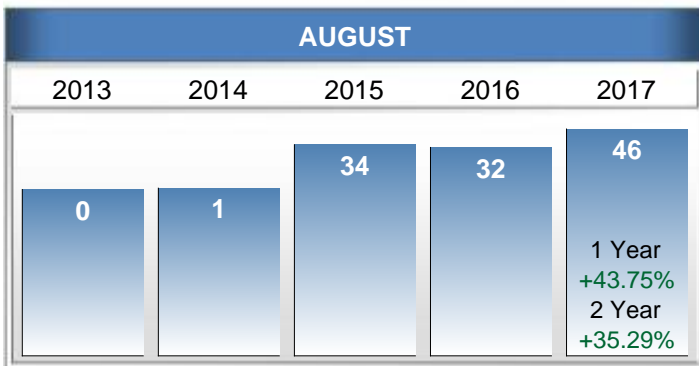
Pending Listings as of Sep 12, 2017



### Pending Listings

Report Produced on: Sep 12, 2017

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+	
\$30,000 and less	3	6.52%	71.7	3	0	0	0	
\$30,001 \$40,000	4	8.70%	16.5	1	3	0	0	
\$40,001 \$80,000	10	21.74%	41.1	3	6	1	0	
\$80,001 \$140,000	11	23.91%	52.6	2	9	0	0	
\$140,001 \$160,000	4	8.70%	41.3	2	2	0	0	
\$160,001 \$250,000	9	19.57%	57.9	1	8	0	0	
\$250,001 and up	5	10.87%	60.0	0	3	1	1	
Total Pending Units: 46				59.7	12	31	2	1
Total Pending Volume: 6,226,340					950.94K	4.37M	365.00K	539.00K
Average Listing Price: \$107,782					\$79,245	\$141,013	\$182,500	\$539,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

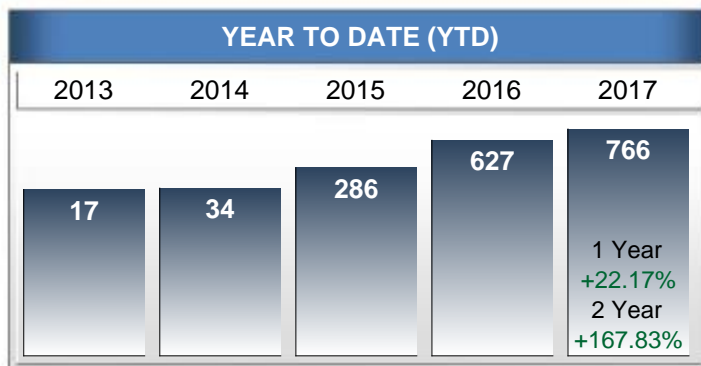
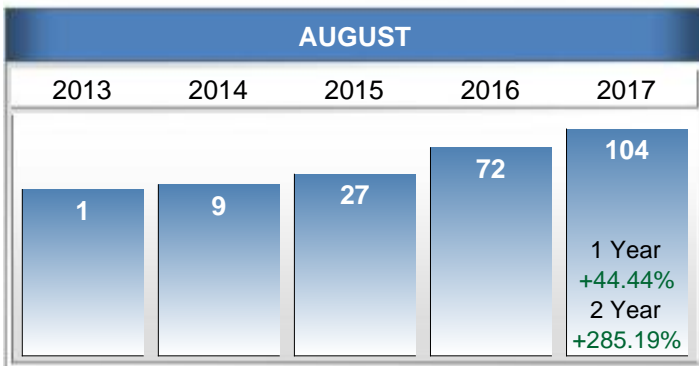
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 12, 2017

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



New Listings  
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**5yr AUG AVG = 43**      **3 MONTHS**

**High**  
May 2016 = 275  
**Low**  
Oct 2013 = 1

*New Listings* this month at **104**, above the 5 yr AUG average of **43**

JUN	107
JUL	78 -27.10%
AUG	104 33.33%

#### 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	6.73%	5	2	0	0
\$30,001 - \$50,000	11	10.58%	5	6	0	0
\$50,001 - \$70,000	17	16.35%	9	5	3	0
\$70,001 - \$130,000	27	25.96%	4	20	3	0
\$130,001 - \$190,000	19	18.27%	3	13	2	1
\$190,001 - \$320,000	12	11.54%	2	4	5	1
\$320,001 and up	11	10.58%	4	3	2	2
<b>Total New Listed Units:</b>	<b>104</b>		<b>32</b>	<b>53</b>	<b>15</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>15,753,400</b>		<b>4.24M</b>	<b>6.98M</b>	<b>3.08M</b>	<b>1.45M</b>
<b>Average New Listed Listing Price:</b>	<b>\$63,500</b>		<b>\$132,442</b>	<b>\$131,727</b>	<b>\$205,447</b>	<b>\$363,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

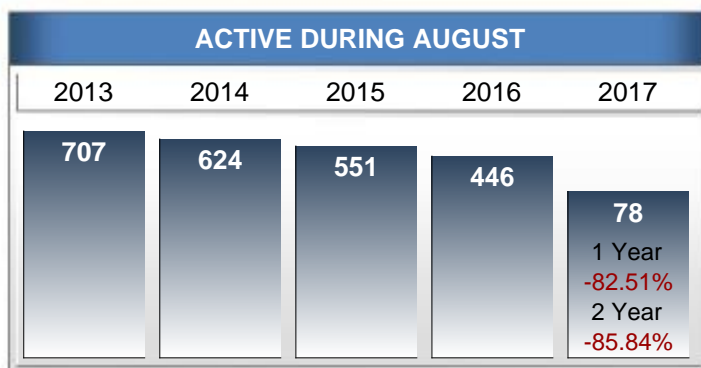
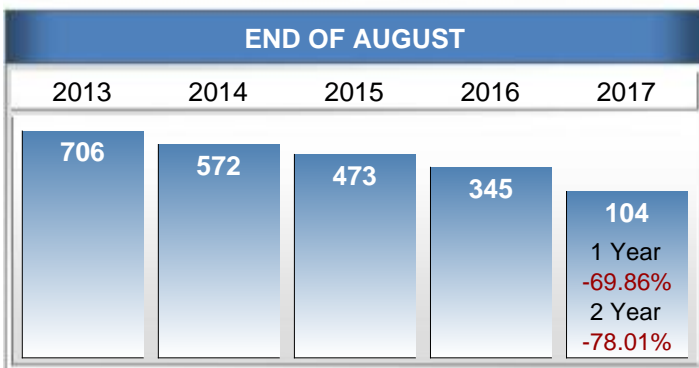
Active Inventory as of Sep 12, 2017



### Active Inventory

Report Produced on: Sep 12, 2017

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



Active Inventory

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**5yr AUG AVG = 440**    **3 MONTHS**

**High**  
Jan 2015 = 712

**Low**  
Nov 2016 = 54

*Inventory* this month at **104**, below the 5 yr AUG average of **440**

JUN	378
JUL	345
AUG	312

**-8.73%**  
**-9.57%**

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	13	4.17%	75.9	13	0	0	0		
\$25,001 \$50,000	37	11.86%	83.4	32	5	0	0		
\$50,001 \$75,000	38	12.18%	63.5	23	11	4	0		
\$75,001 \$150,000	103	33.01%	68.5	22	68	13	0		
\$150,001 \$225,000	49	15.71%	75.0	10	27	11	1		
\$225,001 \$325,000	39	12.50%	78.6	5	16	14	4		
\$325,001 and up	33	10.58%	90.2	12	6	7	8		
Total Active Inventory by Units:				312	74.5	117	133	49	13
Total Active Inventory by Volume:				57,722,160		17.71M	22.34M	11.16M	6.52M
Average Active Inventory Listing Price:				\$185,007		\$151,330	\$167,968	\$227,722	\$501,408



# Monthly Inventory Analysis

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## August 2017

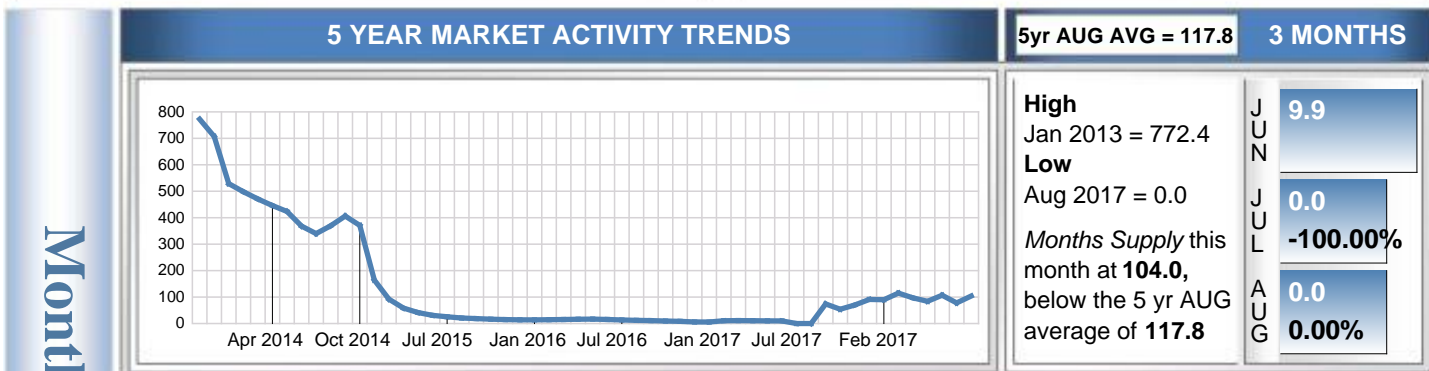
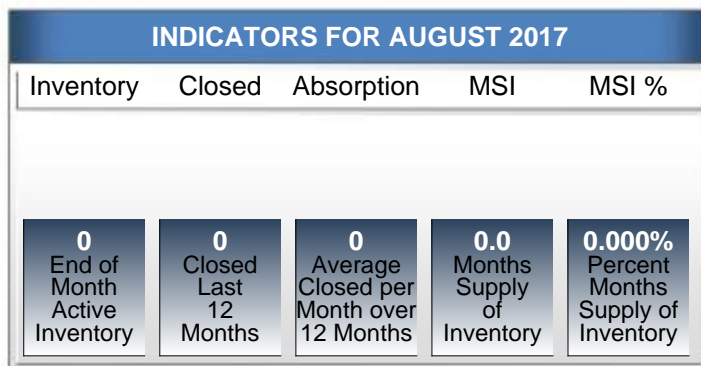
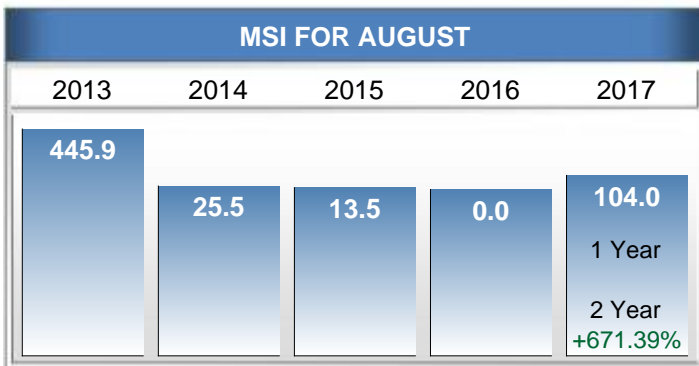
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

Report Produced on: Sep 12, 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	22		7.05%	8.8	8.0	16.0	0.0	0.0
\$30,001 - \$60,000	40		12.82%	6.7	9.4	2.5	12.0	0.0
\$60,001 - \$90,000	55		17.63%	9.6	16.0	7.7	7.2	0.0
\$90,001 - \$150,000	74		23.72%	6.6	10.6	5.8	7.5	0.0
\$150,001 - \$230,000	50		16.03%	6.2	17.1	5.4	5.7	2.4
\$230,001 - \$330,000	40		12.82%	11.7	84.0	6.9	14.0	24.0
\$330,001 and up	31		9.94%	26.6	60.0	12.0	21.0	48.0
MSI:				8.2	12.3	6.0	8.9	13.0
Total Active Inventory:				312	117	133	49	13



# Monthly Inventory Analysis

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## August 2017

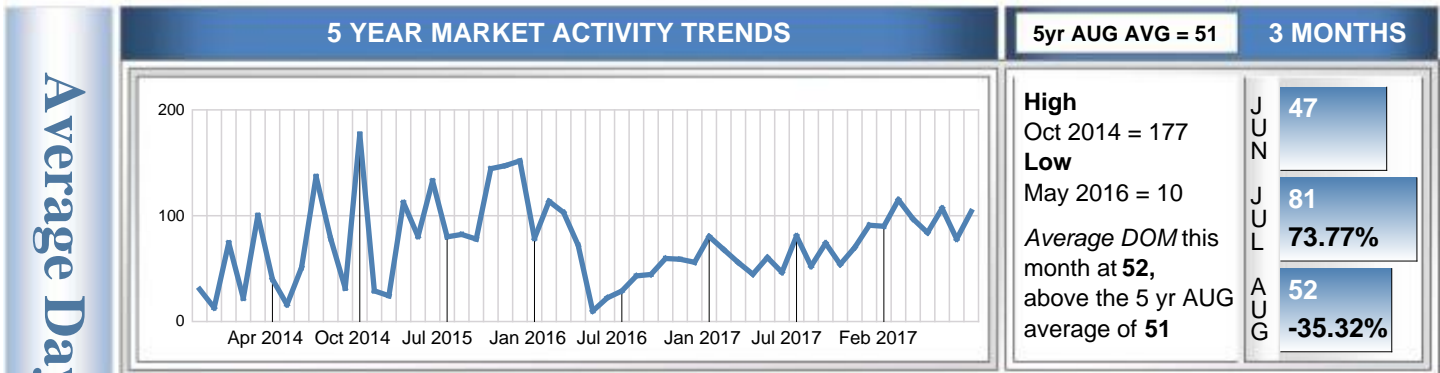
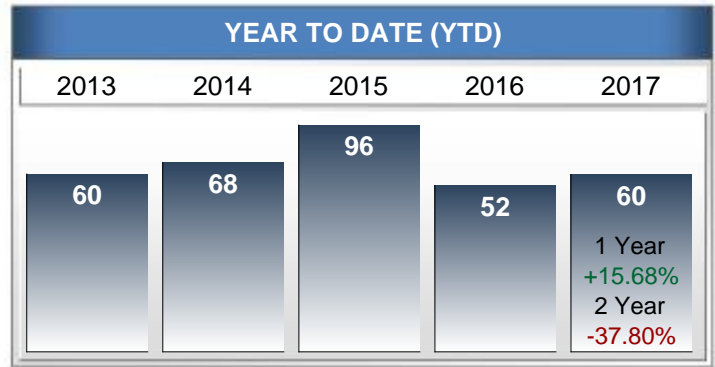
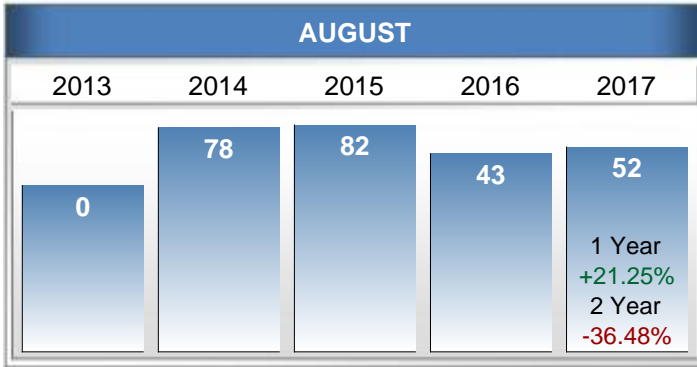
Closed Sales as of Sep 12, 2017



### Average Days on Market to Sale

Report Produced on: Sep 12, 2017

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+
\$40,000 and less	7	11.29%	52.3	28.0	84.7	0.0	0.0
\$40,001 \$50,000	3	4.84%	25.7	38.0	1.0	0.0	0.0
\$50,001 \$90,000	13	20.97%	36.3	20.0	37.7	37.5	0.0
\$90,001 \$130,000	12	19.35%	52.4	22.5	58.4	0.0	0.0
\$130,001 \$180,000	12	19.35%	81.3	123.0	83.2	21.0	0.0
\$180,001 \$200,000	6	9.68%	19.3	0.0	16.6	33.0	0.0
\$200,001 and up	9	14.52%	67.2	197.0	76.8	25.3	0.0
Average Closed DOM: 52.3				52.1	56.7	28.8	0.0
Total Closed Units: 62				11	43	8	
Total Closed Volume: 7,941,128				774.42K	5.56M	1.60M	0.00B



# Monthly Inventory Analysis

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## August 2017

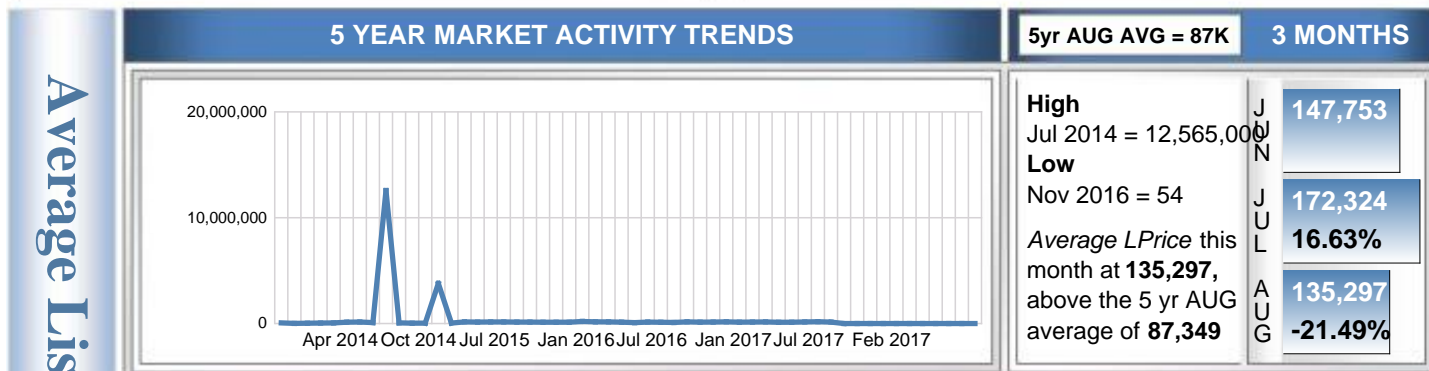
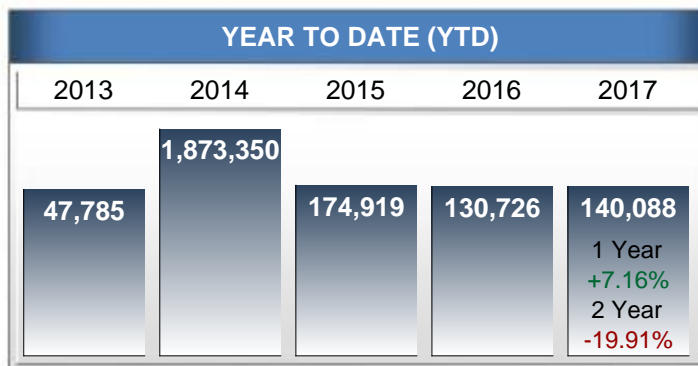
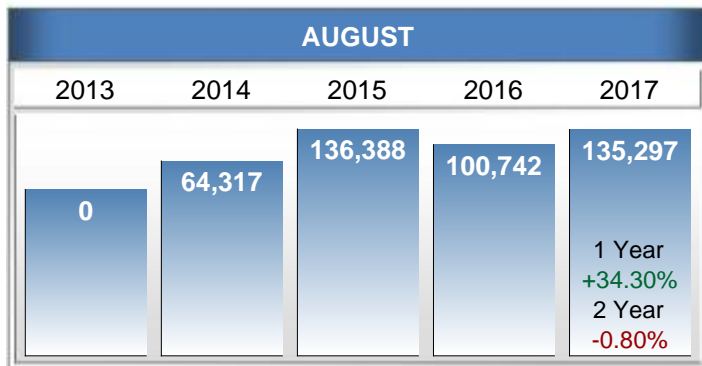
Closed Sales as of Sep 12, 2017



### Average List Price at Closing

Report Produced on: Sep 12, 2017

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+
\$40,000 and less	5	8.06%	21,700	20,125	41,800	0	0
\$40,001 \$50,000	3	4.84%	45,080	50,120	47,500	0	0
\$50,001 \$90,000	14	22.58%	73,929	60,000	79,420	84,950	0
\$90,001 \$130,000	13	20.97%	117,646	113,450	120,350	0	0
\$130,001 \$180,000	12	19.35%	152,367	155,000	152,540	148,000	0
\$180,001 \$200,000	4	6.45%	191,075	0	194,860	225,000	0
\$200,001 and up	11	17.74%	271,599	256,000	285,173	288,975	0
Average List Price:	\$135,297			\$79,876	\$135,139	\$212,350	\$0
Total Closed Units:	62			11	43	8	
Total List Volume:	8,388,430			878.64K	5.81M	1.70M	0.00B





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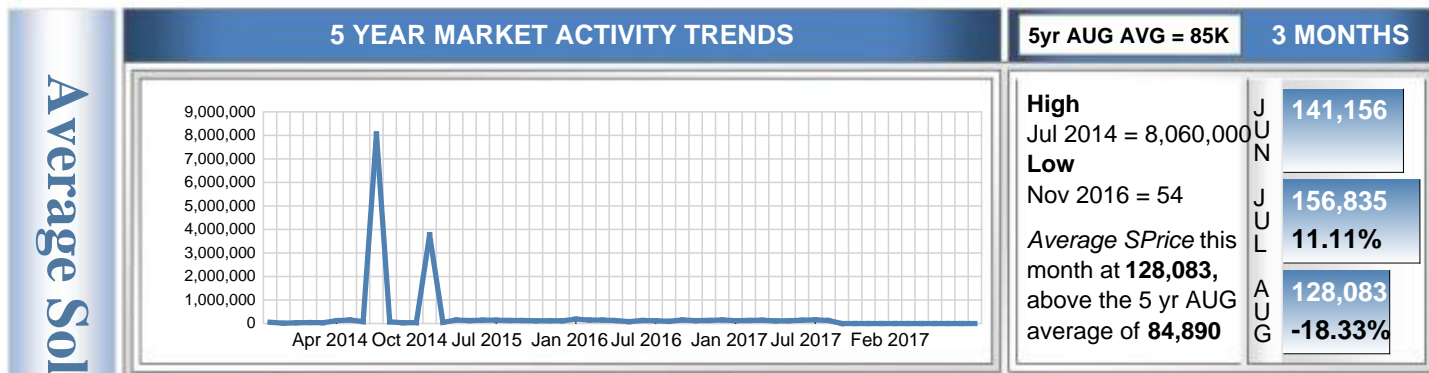
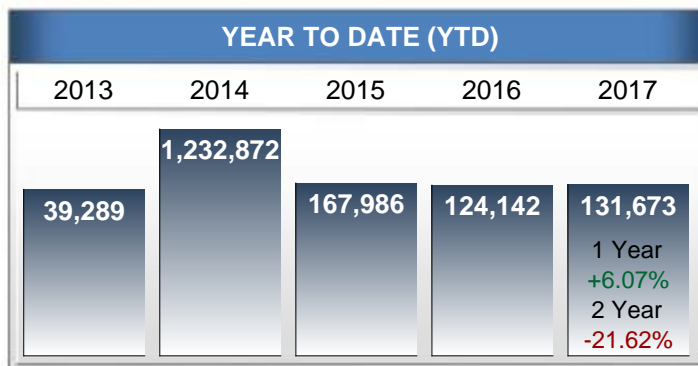
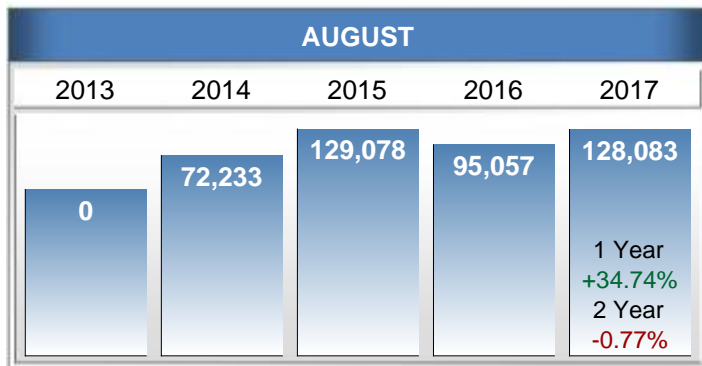
Closed Sales as of Sep 12, 2017



### Average Sold Price at Closing

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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+
\$40,000 and less	7	11.29%	23,786	16,250	33,833	0	0
\$40,001 - \$50,000	3	4.84%	45,875	46,250	45,125	0	0
\$50,001 - \$90,000	13	20.97%	72,530	57,500	73,048	77,450	0
\$90,001 - \$130,000	12	19.35%	115,567	107,000	117,280	0	0
\$130,001 - \$180,000	12	19.35%	146,950	140,000	147,840	145,000	0
\$180,001 - \$200,000	6	9.68%	191,583	0	189,900	200,000	0
\$200,001 and up	9	14.52%	266,047	205,419	271,250	276,000	0
Average Closed Price:	\$128,083			\$70,402	\$129,368	\$200,488	\$0
Total Closed Units:	62			11	43	8	
Total Closed Volume:	7,941,128			774.42K	5.56M	1.60M	0.00B



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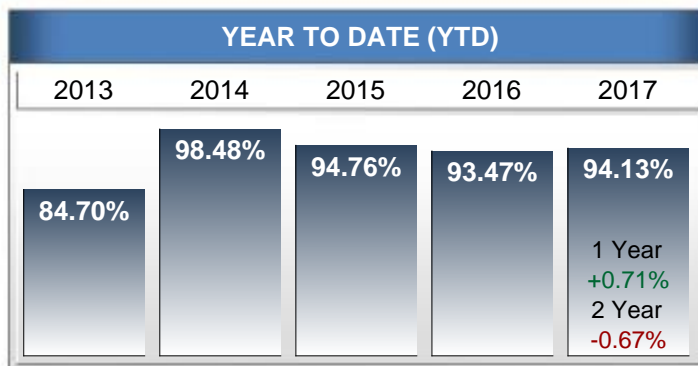
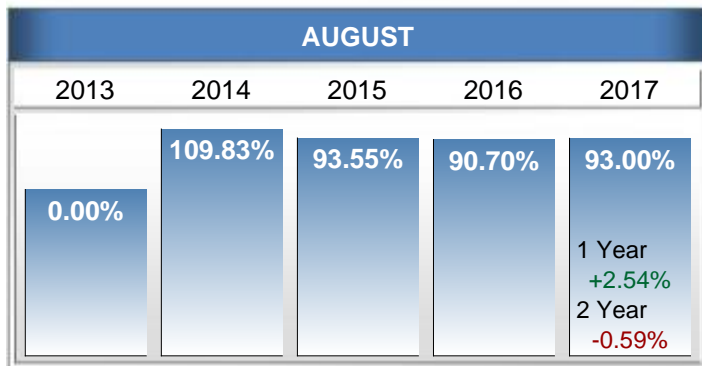
Closed Sales as of Sep 12, 2017



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 5yr AUG AVG=77.42% 3 MONTHS

<b>High</b>	Mar 2015 = 117.11%
<b>Low</b>	Nov 2016 = 54.00%
Average List/Sell this month at <b>93.00%</b> , above the 5 yr AUG average of <b>77.42%</b>	
JUN	96.38%
JUL	94.21%
AUG	93.00%
	-1.29%

### 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+
\$40,000 and less	7	11.29%	77.67%	74.52%	81.86%	0.00%	0.00%
\$40,001 \$50,000	3	4.84%	93.28%	92.43%	95.00%	0.00%	0.00%
\$50,001 \$90,000	13	20.97%	92.50%	95.83%	92.43%	91.18%	0.00%
\$90,001 \$130,000	12	19.35%	96.99%	94.39%	97.51%	0.00%	0.00%
\$130,001 \$180,000	12	19.35%	96.49%	90.32%	96.96%	97.97%	0.00%
\$180,001 \$200,000	6	9.68%	96.07%	0.00%	97.51%	88.89%	0.00%
\$200,001 and up	9	14.52%	93.50%	80.24%	94.77%	95.55%	0.00%
Average List/Sell Ratio:	93.00%			85.28%	94.80%	93.93%	0.00%
Total Closed Units:	62			11	43	8	
Total Closed Volume:	7,941,128			774.42K	5.56M	1.60M	0.00B



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## August 2017

Inventory as of Sep 12, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 38 Sales/Month

**Active Inventory** as of August 31, 2017 = 312

	AUGUST			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	44	62	40.91%	281	318	13.17%
Pending Sales	32	46	43.75%	307	358	16.61%
New Listings	72	104	44.44%	627	766	22.17%
Average List Price	100,742	135,297	34.30%	130,726	140,088	7.16%
Average Sale Price	95,057	128,083	34.74%	124,142	131,673	6.07%
Average Percent of List Price to Selling Price	90.70%	93.00%	2.54%	93.47%	94.13%	0.71%
Average Days on Market to Sale	43.11	52.27	21.25%	51.68	59.79	15.68%
Monthly Inventory	272	312	14.71%	272	312	14.71%
Months Supply of Inventory	7.92	8.17	3.19%	7.92	8.17	3.19%

