



January 2017

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

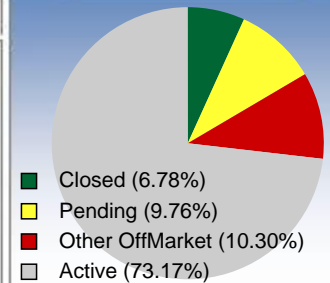


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of January 31, 2017 = **270**

	JANUARY		
	2016	2017	+/- %
Closed Listings	29	25	-13.79%
Pending Listings	31	36	16.13%
New Listings	16	89	456.25%
Median List Price	117,000	121,000	3.42%
Median Sale Price	110,000	112,000	1.82%
Median Percent of List Price to Selling Price	99.05%	96.22%	-2.86%
Median Days on Market to Sale	60.00	67.00	11.67%
End of Month Inventory	53	270	409.43%
Months Supply of Inventory	1.66	7.98	381.83%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 rose **409.43%** to 270 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 **7.98** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **1.82%** in January 2017 to \$112,000 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **67.00** days that homes spent on the market before selling increased by 7.00 days or **11.67%** in January 2017 compared to last year's same month at **60.00** DOM.

Sales Success for January 2017 is Positive

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

There were 89 New Listings in January 2017, up **456.25%** from last year at 16. Furthermore, there were 25 Closed Listings this month versus last year at 29, a **-13.79%** decrease.

Closed versus Listed trends yielded a **28.1%** ratio, down from last year's January 2017 at **181.3%**, a **84.50%** downswing. 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.

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

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January 2017

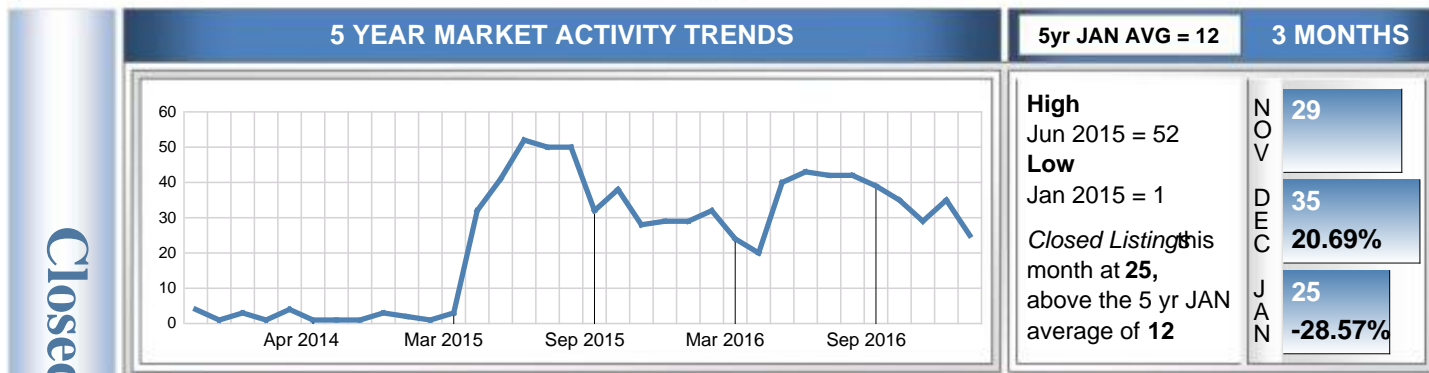
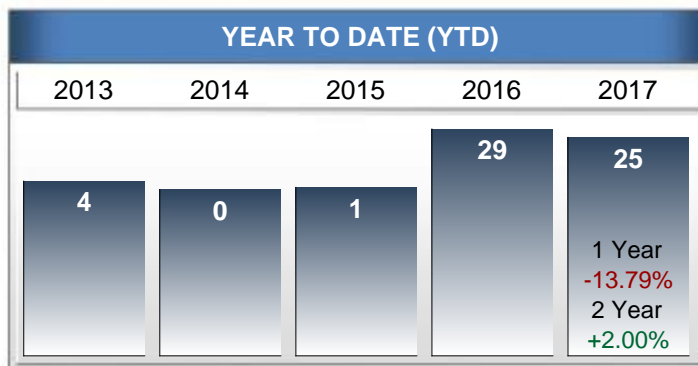
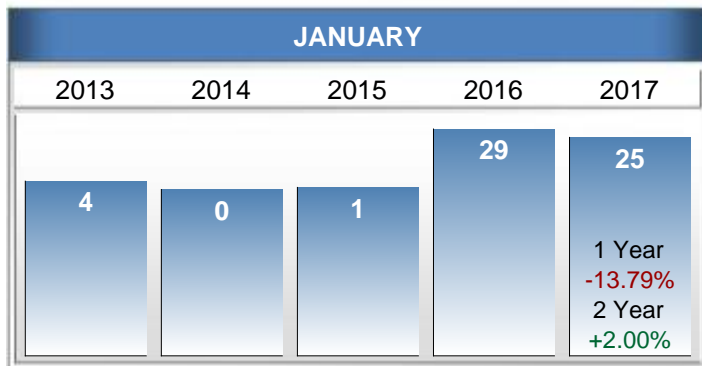
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$60,000 and less	2	8.00%	134.0	1	1	0	0
\$60,001 - \$80,000	3	12.00%	116.0	1	1	1	0
\$80,001 - \$110,000	7	28.00%	46.0	4	3	0	0
\$110,001 - \$130,000	3	12.00%	28.0	0	3	0	0
\$130,001 - \$160,000	4	16.00%	41.0	0	4	0	0
\$160,001 - \$190,000	4	16.00%	59.0	0	3	1	0
\$190,001 and up	2	8.00%	48.5	0	2	0	0
Total Closed Units:	25		67.0	6	17	2	0.00B
Total Closed Volume:	3,132,950			470.75K	2.42M	246.50K	0.00B
Median Closed Price:	\$112,000			\$92,500	\$135,000	\$123,250	\$0

Closed Listings

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Monthly Inventory Analysis

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January 2017

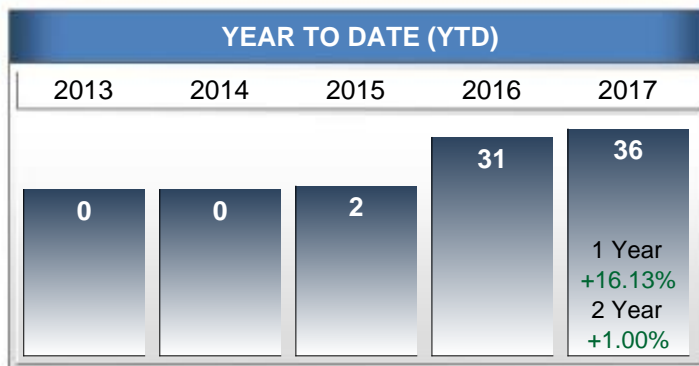
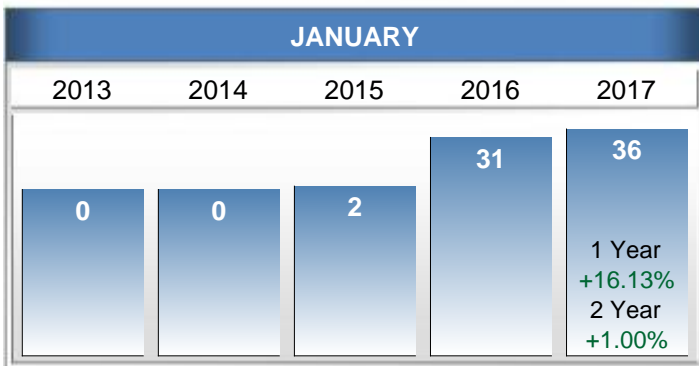
Pending Listings as of Feb 16, 2017



Pending Listings

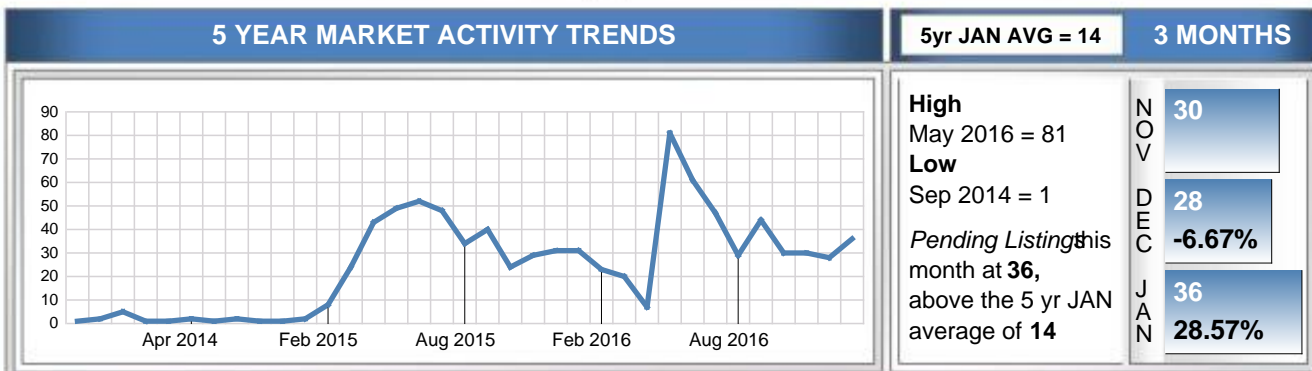
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Area Delimited by Counties Of Coal, Garvin, Murray, Pontotoc



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+
\$20,000 and less	3	8.33%	11.0	3	0	0	0
\$20,001 - \$80,000	5	13.89%	101.0	3	2	0	0
\$80,001 - \$120,000	4	11.11%	87.5	1	3	0	0
\$120,001 - \$150,000	9	25.00%	49.0	0	9	0	0
\$150,001 - \$170,000	5	13.89%	50.0	1	3	1	0
\$170,001 - \$330,000	6	16.67%	15.0	0	4	1	1
\$330,001 and up	4	11.11%	14.5	0	2	2	0
Total Pending Units:	36		45.0	8	23	4	1
Total Pending Volume:	5,775,460			452.26K	3.69M	1.45M	175.00K
Median Listing Price:	\$143,750			\$35,700	\$145,000	\$319,450	\$175,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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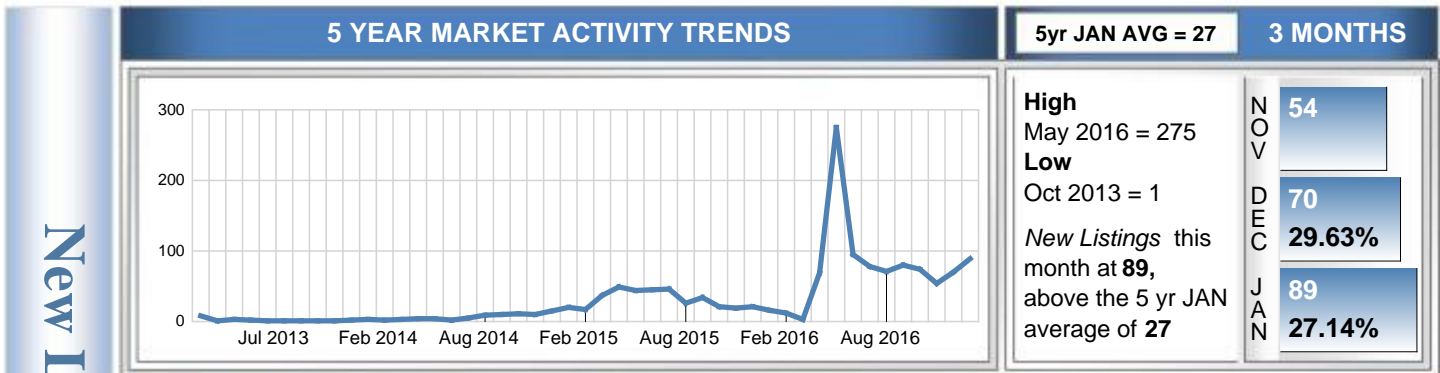
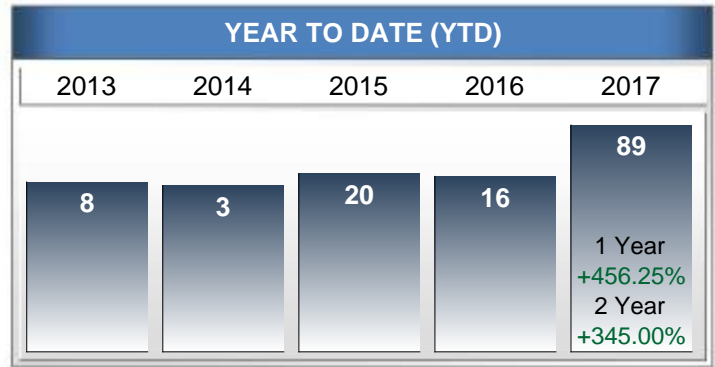
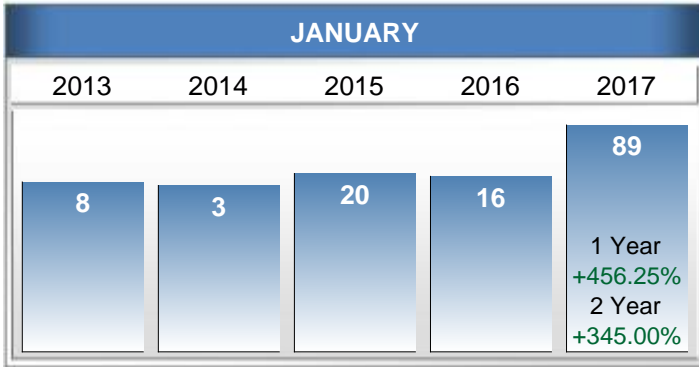
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 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+
\$20,000 and less	6	6.74%	6	0	0	0
\$20,001 \$50,000	14	15.73%	13	1	0	0
\$50,001 \$90,000	12	13.48%	7	5	0	0
\$90,001 \$140,000	23	25.84%	3	20	0	0
\$140,001 \$190,000	12	13.48%	2	7	2	1
\$190,001 \$310,000	13	14.61%	2	10	1	0
\$310,001 and up	9	10.11%	0	4	4	1
Total New Listed Units:			33	47	7	2
Total New Listed Volume:			2.11M	8.13M	2.52M	772.00K
Median New Listed Listing Price:			\$37,500	\$135,000	\$319,900	\$386,000



Monthly Inventory Analysis

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January 2017

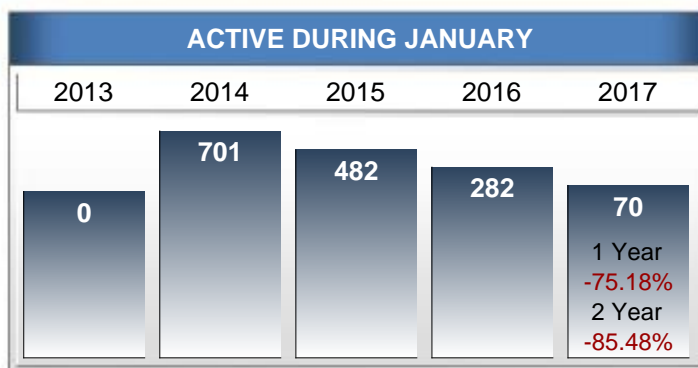
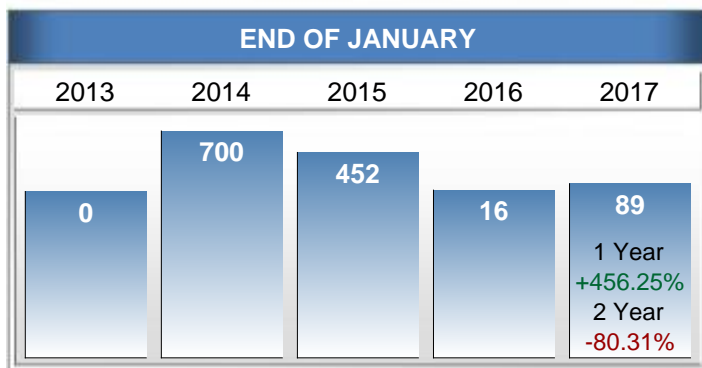
Active Inventory as of Feb 16, 2017



Active Inventory

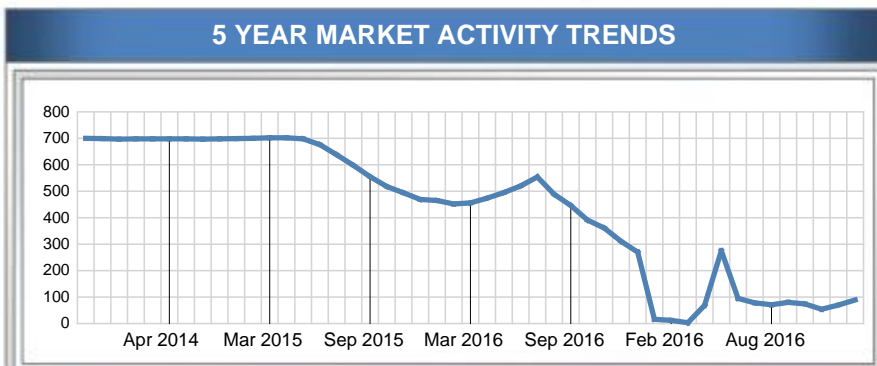
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Active Inventory

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5yr JAN AVG = 251		3 MONTHS	
High	Apr 2015 = 702	NOV	361
Low	Mar 2016 = 3	DEC	311
<i>Inventory this month at 89, below the 5 yr JAN average of 251</i>		JAN	270
			-13.85%
			-13.18%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	11	4.07%	42.0	11	0	0	0	
\$20,001 - \$60,000	48	17.78%	96.5	40	8	0	0	
\$60,001 - \$90,000	39	14.44%	61.0	19	19	1	0	
\$90,001 - \$170,000	70	25.93%	62.0	9	56	4	1	
\$170,001 - \$250,000	42	15.56%	67.5	12	23	6	1	
\$250,001 - \$320,000	29	10.74%	76.0	4	16	9	0	
\$320,001 and up	31	11.48%	64.0	9	13	7	2	
Total Active Inventory by Units:			270	64.0	104	135	27	4
Total Active Inventory by Volume:			48,127,020		14.12M	24.83M	7.66M	1.52M
Median Active Inventory Listing Price:			\$126,950		\$62,200	\$140,000	\$259,900	\$386,000



Monthly Inventory Analysis

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January 2017

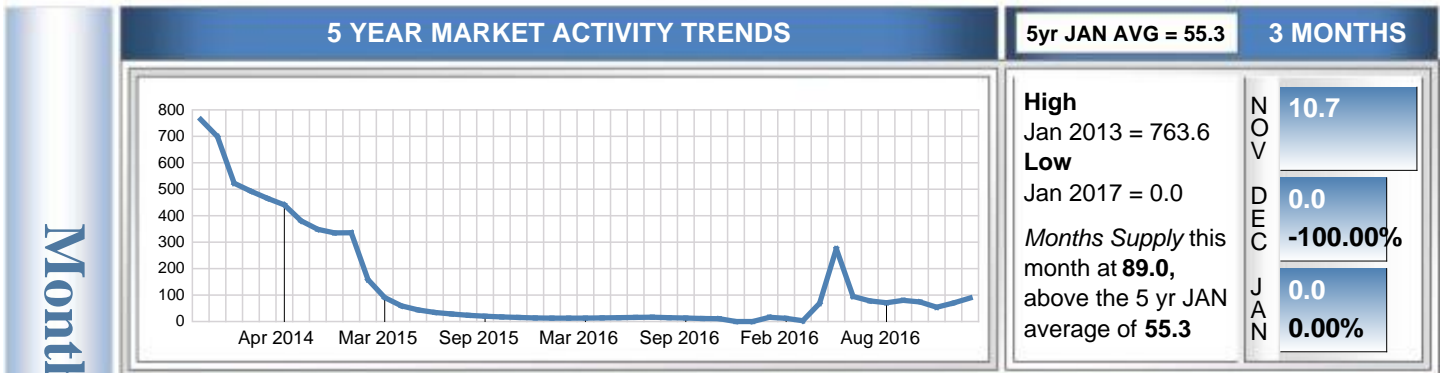
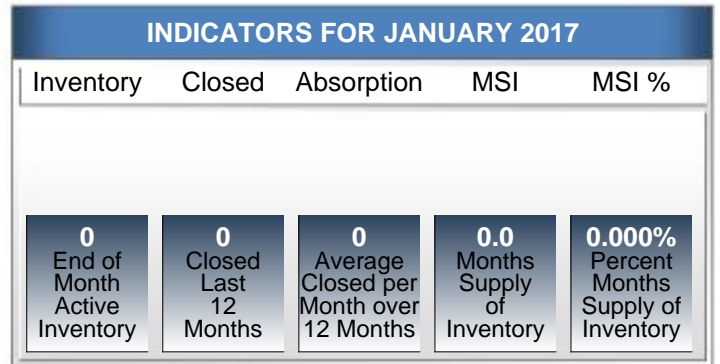
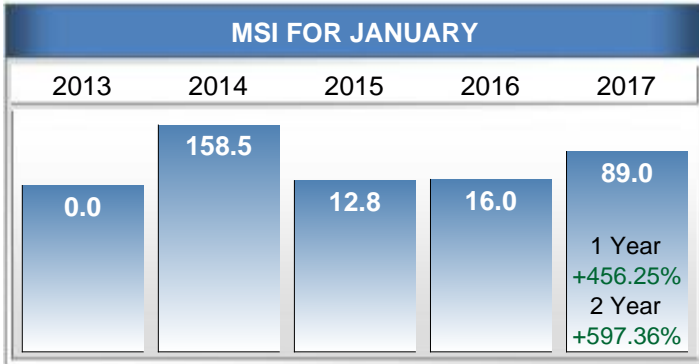
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 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+
\$20,000 and less	11		4.07%	4.3	4.7	0.0	0.0	0.0
\$20,001 - \$60,000	48		17.78%	7.8	13.3	2.8	0.0	0.0
\$60,001 - \$90,000	39		14.44%	7.1	10.9	6.0	2.4	0.0
\$90,001 - \$170,000	70		25.93%	6.1	6.8	6.3	3.4	6.0
\$170,001 - \$250,000	42		15.56%	8.5	72.0	8.1	3.6	4.0
\$250,001 - \$320,000	29		10.74%	15.8	48.0	14.8	18.0	0.0
\$320,001 and up	31		11.48%	23.3	36.0	22.3	84.0	4.8
MSI:		8.0			11.7	6.9	6.4	3.4
Total Active Inventory:		270			104	135	27	4



Monthly Inventory Analysis

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January 2017

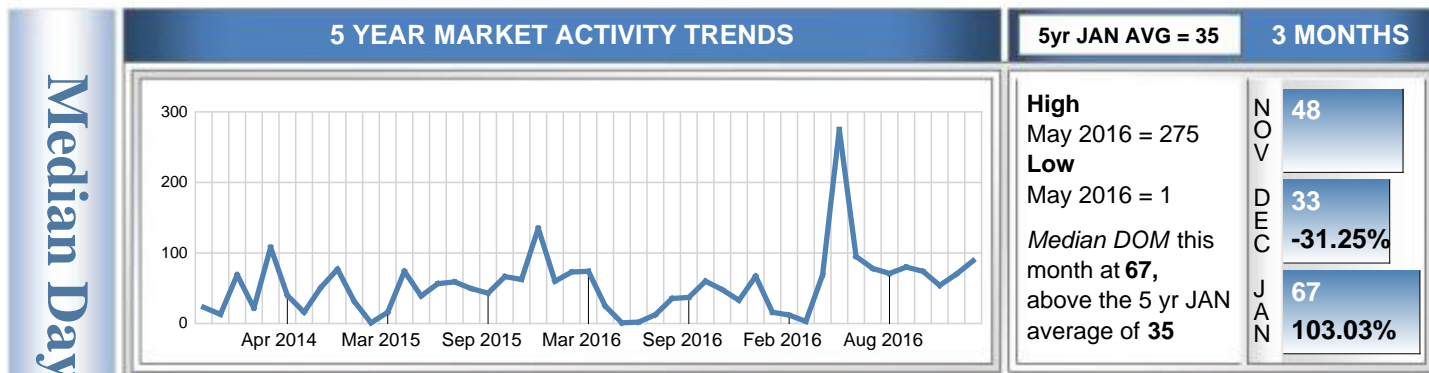
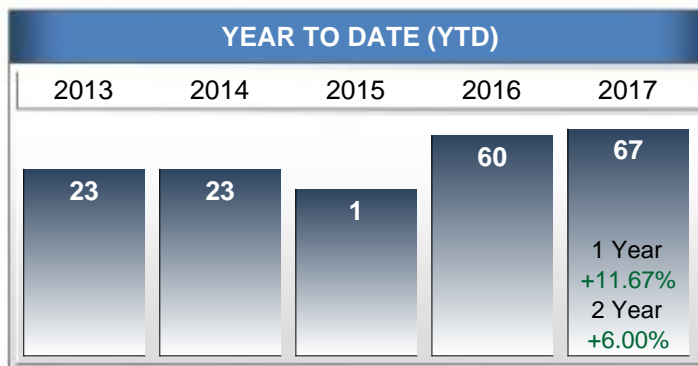
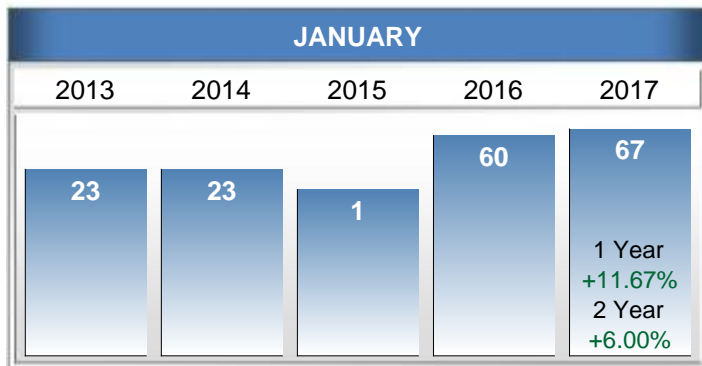
Closed Sales as of Feb 16, 2017



Median Days on Market to Sale

Report Produced on: Feb 16, 2017

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



Median Days on Market

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Contact an experienced REALTOR

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+
\$60,000 and less	2			8.00%	134.0	141.0	127.0	0.0	0.0
\$60,001 - \$80,000	3			12.00%	116.0	116.0	101.0	152.0	0.0
\$80,001 - \$110,000	7			28.00%	46.0	86.5	1.0	0.0	0.0
\$110,001 - \$130,000	3			12.00%	28.0	0.0	28.0	0.0	0.0
\$130,001 - \$160,000	4			16.00%	41.0	0.0	41.0	0.0	0.0
\$160,001 - \$190,000	4			16.00%	59.0	0.0	91.0	27.0	0.0
\$190,001 and up	2			8.00%	48.5	0.0	48.5	0.0	0.0
Median Closed DOM:					67.0	110.0	28.0	89.5	0.0
Total Closed Units:					25	6	17	2	
Total Closed Volume:					3,132,950	470.75K	2.42M	246.50K	0.00B



Monthly Inventory Analysis

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January 2017

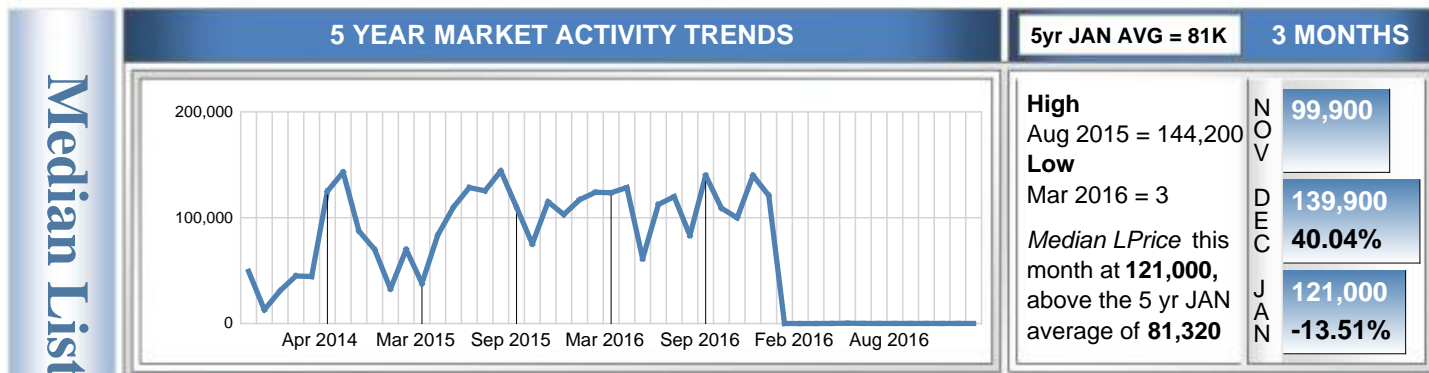
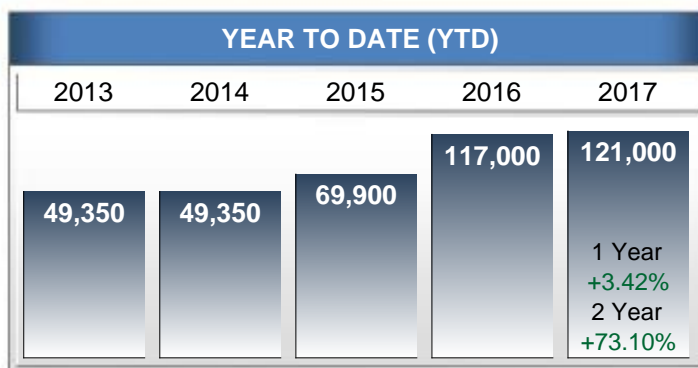
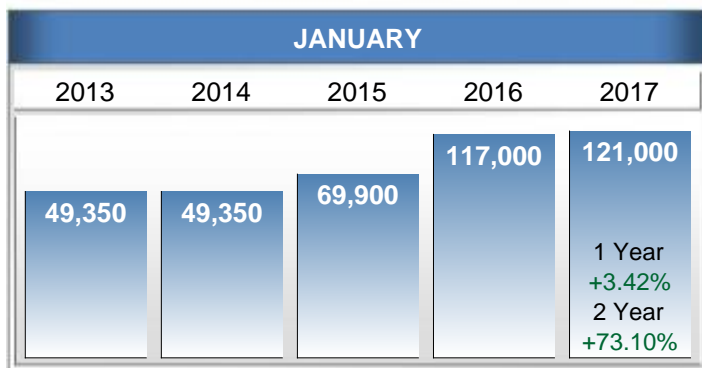
Closed Sales as of Feb 16, 2017



Median List Price at Closing

Report Produced on: Feb 16, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$60,000 and less	2		8.00%	30,700	7,000	54,400	0	0
\$60,001 - \$80,000	2		8.00%	70,400	60,900	79,900	0	0
\$80,001 - \$110,000	5		20.00%	89,900	89,000	90,000	85,000	0
\$110,001 - \$130,000	6		24.00%	120,450	115,960	121,000	0	0
\$130,001 - \$160,000	3		12.00%	136,900	0	136,900	0	0
\$160,001 - \$190,000	5		20.00%	174,000	0	172,450	174,000	0
\$190,001 and up	2		8.00%	302,500	0	302,500	0	0
Median List Price:		\$121,000			\$102,000	\$135,000	\$129,500	\$0
Total Closed Units:		25			6	17	2	
Total List Volume:		3,284,560			516.86K	2.51M	259.00K	0.00B



Monthly Inventory Analysis

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January 2017

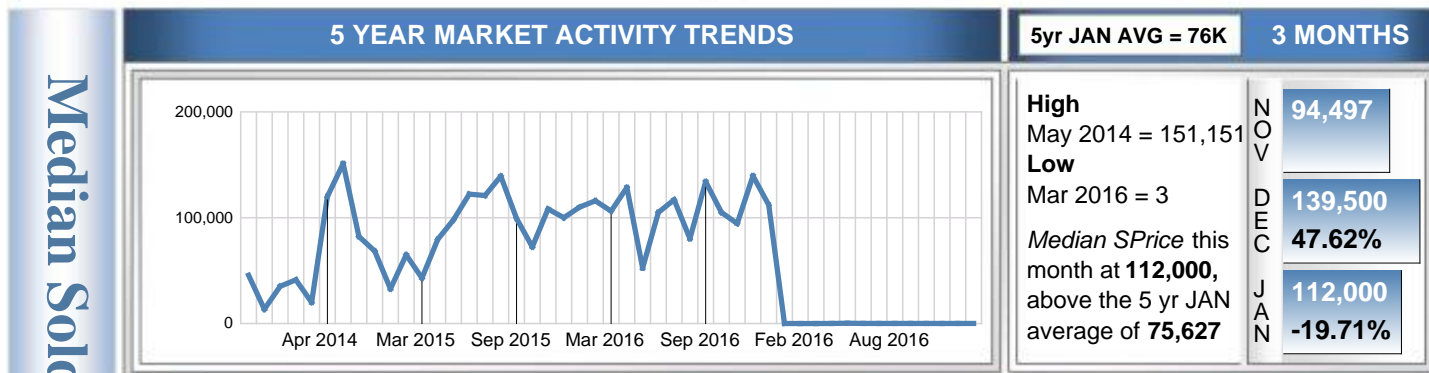
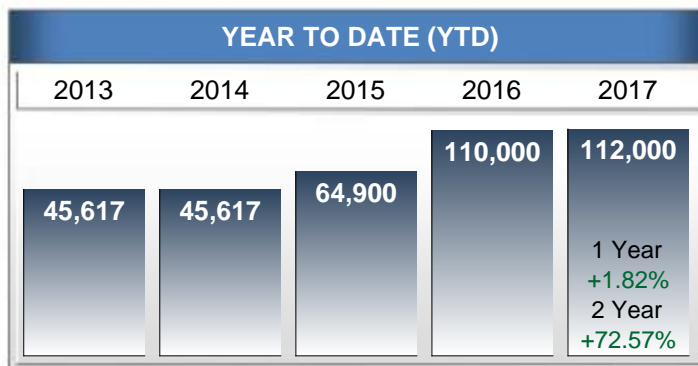
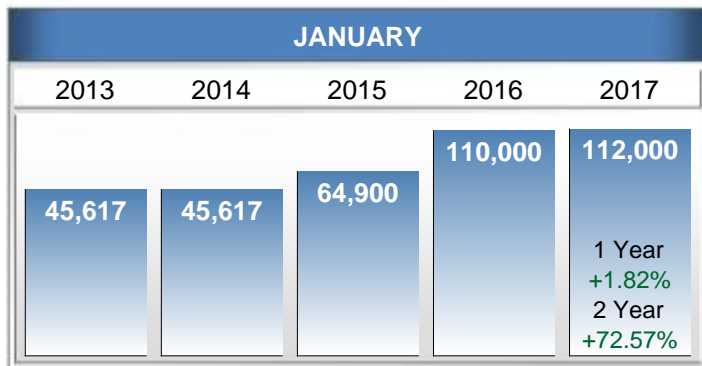
Closed Sales as of Feb 16, 2017



Median Sold Price at Closing

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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+
\$60,000 and less	2		8.00%	20,125	4,250	36,000	0	0
\$60,001 - \$80,000	3		12.00%	75,000	61,500	75,000	80,000	0
\$80,001 - \$110,000	7		28.00%	100,000	105,000	90,000	0	0
\$110,001 - \$130,000	3		12.00%	121,000	0	121,000	0	0
\$130,001 - \$160,000	4		16.00%	138,400	0	138,400	0	0
\$160,001 - \$190,000	4		16.00%	170,000	0	173,500	166,500	0
\$190,001 and up	2		8.00%	278,750	0	278,750	0	0
Median Closed Price:	\$112,000				\$92,500	\$135,000	\$123,250	\$0
Total Closed Units:	25				6	17	2	
Total Closed Volume:	3,132,950				470.75K	2.42M	246.50K	0.00B



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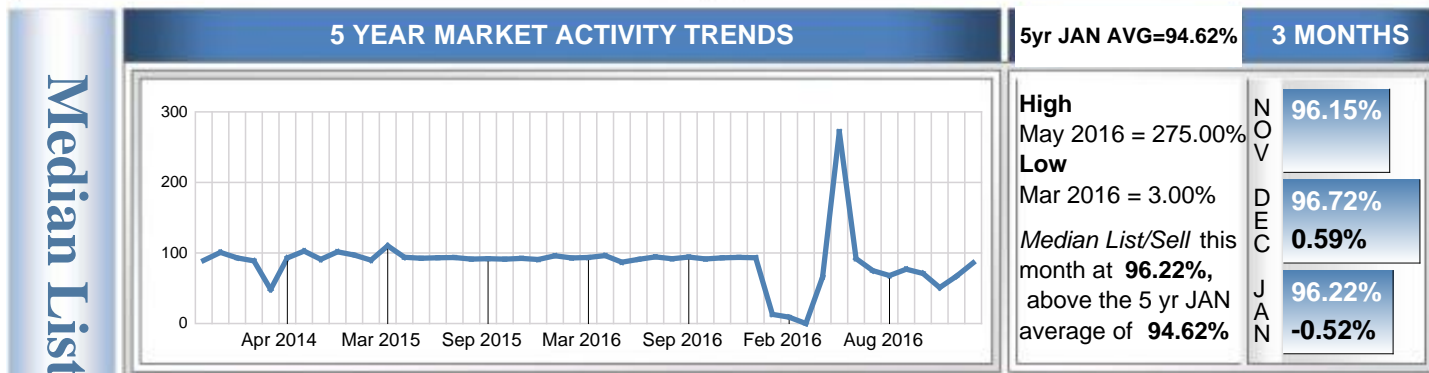
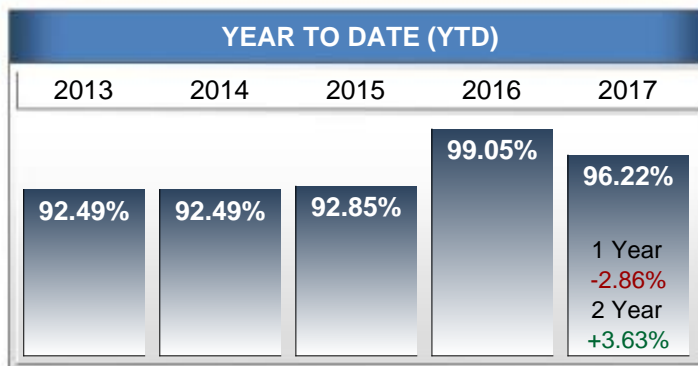
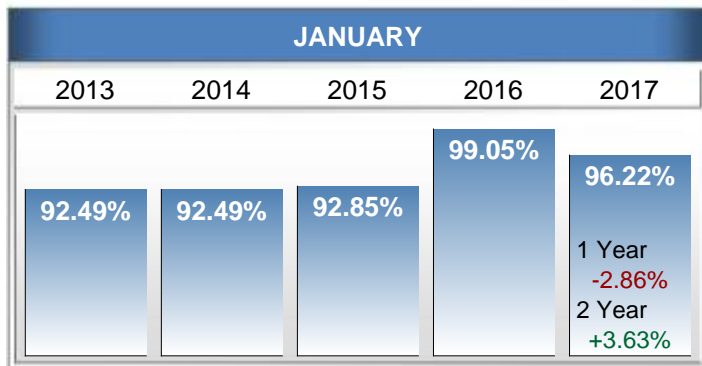
Closed Sales as of Feb 16, 2017



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+
\$60,000 and less	2	8.00%	63.45%	60.71%	66.18%	0.00%	0.00%
\$60,001 \$80,000	3	12.00%	94.12%	100.99%	93.87%	94.12%	0.00%
\$80,001 \$110,000	7	28.00%	95.65%	90.87%	100.00%	0.00%	0.00%
\$110,001 \$130,000	3	12.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$130,001 \$160,000	4	16.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$160,001 \$190,000	4	16.00%	99.32%	0.00%	100.00%	95.69%	0.00%
\$190,001 and up	2	8.00%	93.13%	0.00%	93.13%	0.00%	0.00%
Median List/Sell Ratio:	96.22%			90.87%	100.00%	94.90%	0.00%
Total Closed Units:	25			6	17	2	
Total Closed Volume:	3,132,950			470.75K	2.42M	246.50K	0.00B



Monthly Inventory Analysis

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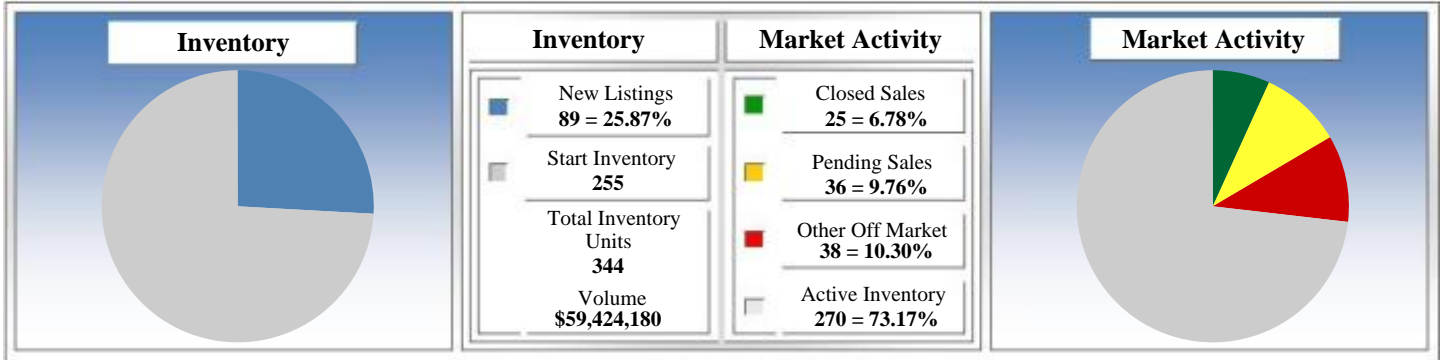
Inventory as of Feb 16, 2017



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 January 31, 2017 = 270

	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	29	25	-13.79%	29	25	-13.79%
Pending Sales	31	36	16.13%	31	36	16.13%
New Listings	16	89	456.25%	16	89	456.25%
Median List Price	117,000	121,000	3.42%	117,000	121,000	3.42%
Median Sale Price	110,000	112,000	1.82%	110,000	112,000	1.82%
Median Percent of List Price to Selling Price	99.05%	96.22%	-2.86%	99.05%	96.22%	-2.86%
Median Days on Market to Sale	60.00	67.00	11.67%	60.00	67.00	11.67%
Monthly Inventory	53	270	409.43%	53	270	409.43%
Months Supply of Inventory	1.66	7.98	381.83%	1.66	7.98	381.83%

