



June 2017

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

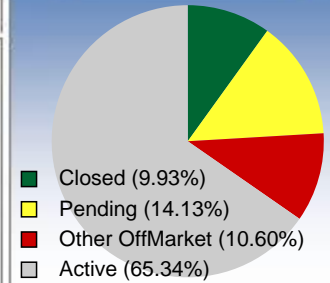


Absorption: Last 12 months, an Average of **37** Sales/Month

Active Inventory as of June 30, 2017 = **296**

	JUNE		
	2016	2017	+/- %
Closed Listings	44	45	2.27%
Pending Listings	62	64	3.23%
New Listings	96	107	11.46%
Median List Price	114,700	129,900	13.25%
Median Sale Price	107,250	122,000	13.75%
Median Percent of List Price to Selling Price	93.95%	97.58%	3.87%
Median Days on Market to Sale	2.00	32.00	1,500.00%
End of Month Inventory	260	296	13.85%
Months Supply of Inventory	7.41	8.05	8.68%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2017 rose **13.85%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **8.05** 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 **13.75%** in June 2017 to \$122,000 versus the previous year at \$107,250.

Median Days on Market Lengthens

The median number of **32.00** days that homes spent on the market before selling increased by 30.00 days or **1,500.00%** in June 2017 compared to last year's same month at **2.00** DOM.

Sales Success for June 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 107 New Listings in June 2017, up **11.46%** from last year at 96. Furthermore, there were 45 Closed Listings this month versus last year at 44, a **2.27%** increase.

Closed versus Listed trends yielded a **42.1%** ratio, down from last year's June 2017 at **45.8%**, a **8.24%** 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?

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



Monthly Inventory Analysis

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June 2017

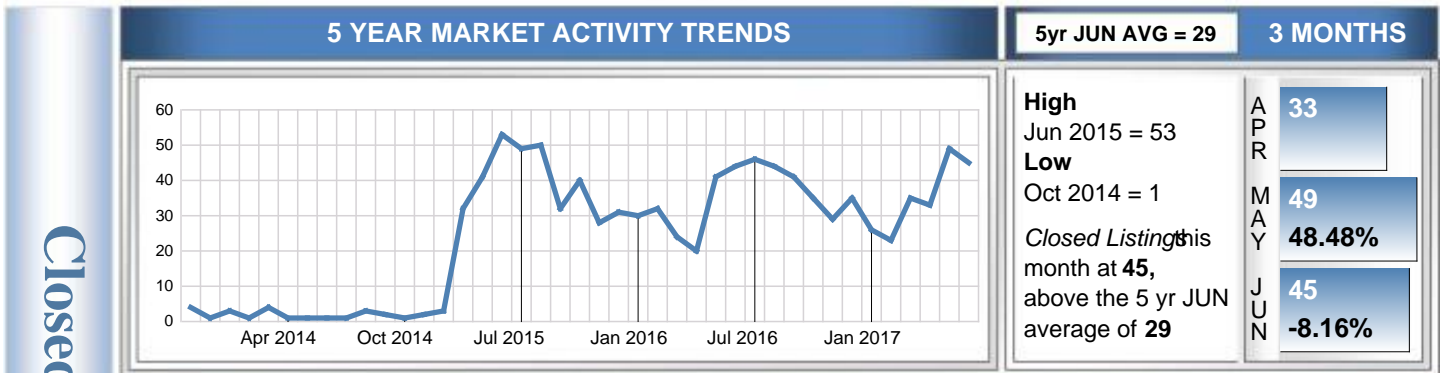
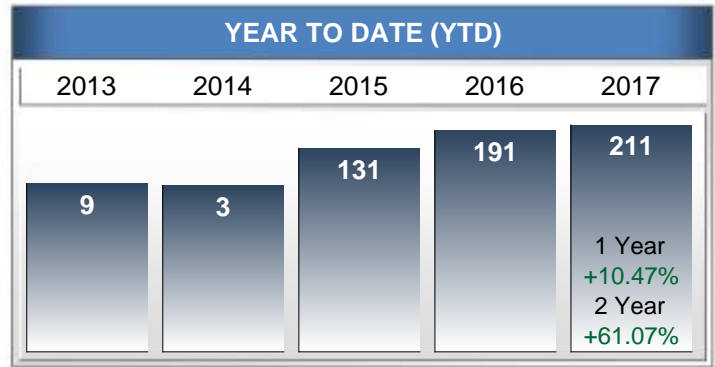
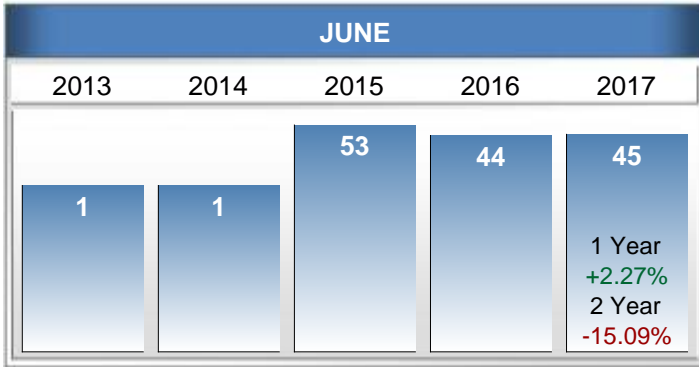
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	3	6.67%	2.0	2	1	0	0
\$40,001 - \$70,000	7	15.56%	72.0	3	4	0	0
\$70,001 - \$90,000	4	8.89%	22.5	1	3	0	0
\$90,001 - \$130,000	11	24.44%	31.0	0	9	2	0
\$130,001 - \$160,000	8	17.78%	16.5	0	7	1	0
\$160,001 - \$290,000	7	15.56%	47.0	0	4	2	1
\$290,001 and up	5	11.11%	82.0	1	2	1	1
Total Closed Units:	45		32.0	7	30	6	2
Total Closed Volume:	6,352,024			823.40K	3.89M	1.18M	465.00K
Median Closed Price:	\$122,000			\$59,000	\$121,000	\$163,000	\$232,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

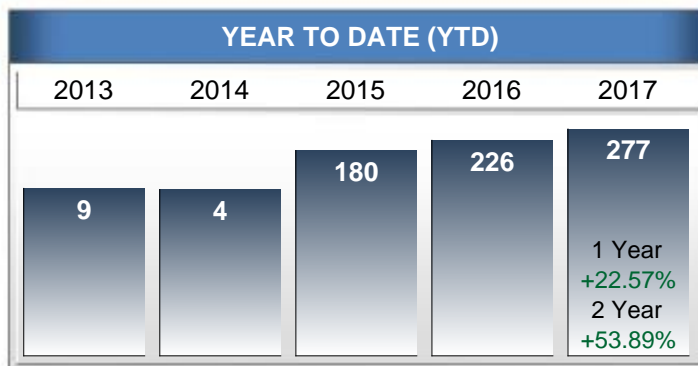
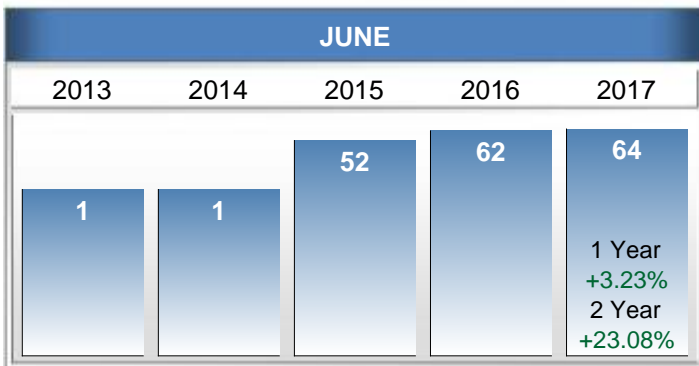
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	4	6.25%	9.5	4	0	0	0		
\$40,001 \$70,000	10	15.63%	75.5	5	5	0	0		
\$70,001 \$100,000	9	14.06%	29.0	0	9	0	0		
\$100,001 \$160,000	16	25.00%	61.5	1	12	3	0		
\$160,001 \$220,000	9	14.06%	24.0	0	6	2	1		
\$220,001 \$280,000	9	14.06%	105.0	0	6	3	0		
\$280,001 and up	7	10.94%	9.0	0	1	5	1		
Total Pending Units:				64	36.0	10	39	13	2
Total Pending Volume:				10,140,400		518.80K	5.79M	3.32M	514.90K
Median Listing Price:				\$129,750		\$53,750	\$127,900	\$229,900	\$257,450



Monthly Inventory Analysis

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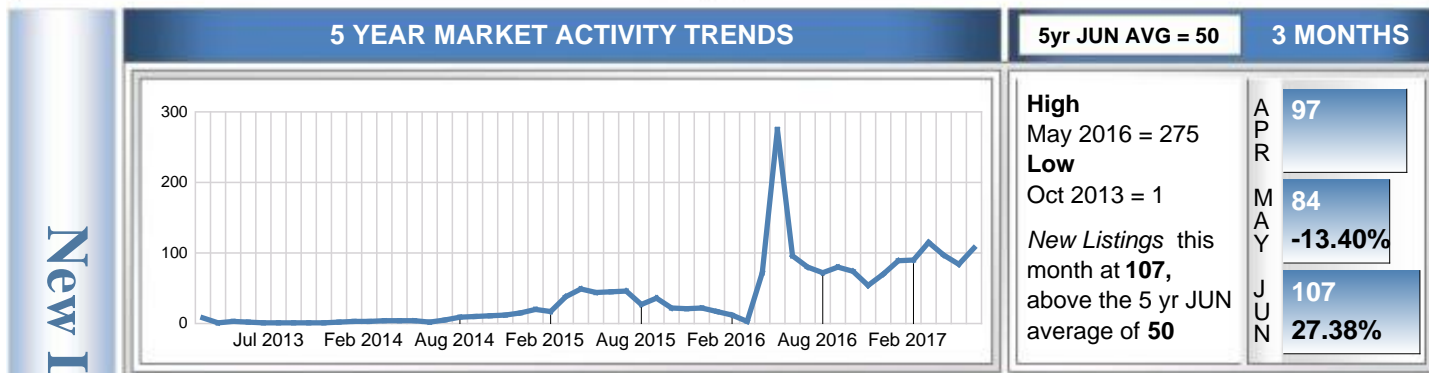
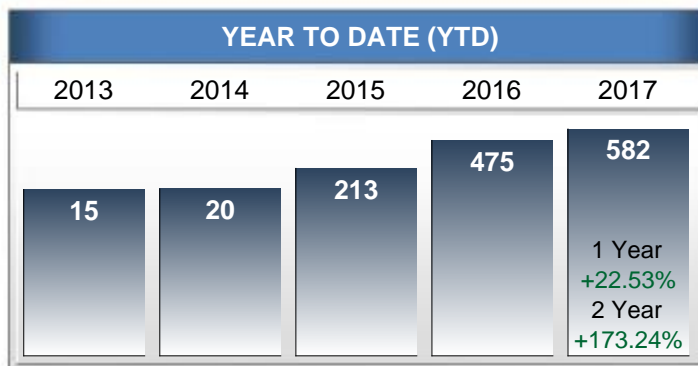
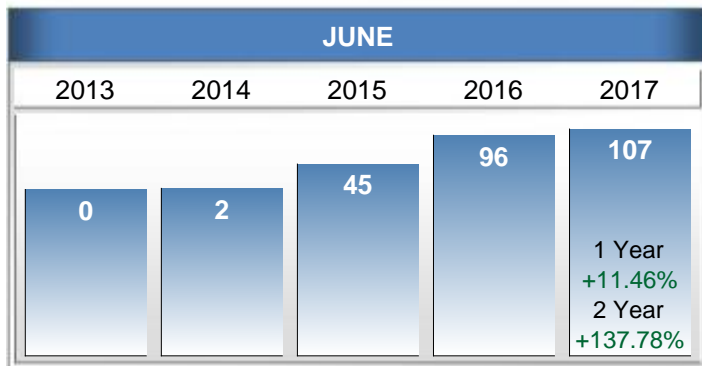
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 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	4	3.74%	3	1	0	0
\$30,001 - \$70,000	20	18.69%	15	4	1	0
\$70,001 - \$90,000	16	14.95%	6	9	1	0
\$90,001 - \$140,000	22	20.56%	4	15	2	1
\$140,001 - \$190,000	19	17.76%	2	14	3	0
\$190,001 - \$290,000	14	13.08%	0	9	5	0
\$290,001 and up	12	11.21%	1	3	5	3
Total New Listed Units:	107		31	55	17	4
Total New Listed Volume:	16,548,224		2.48M	8.68M	3.73M	1.67M
Median New Listed Listing Price:	\$129,000		\$65,000	\$139,900	\$198,500	\$299,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

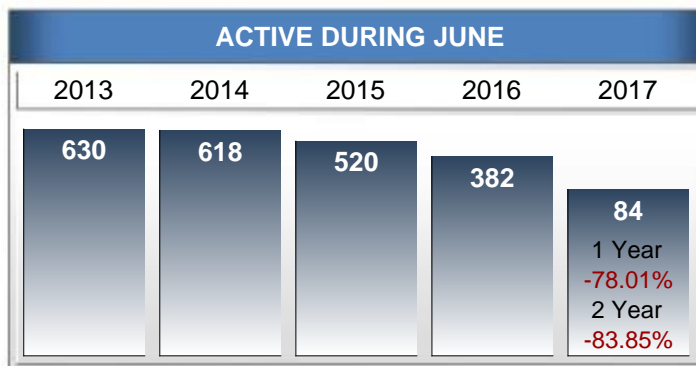
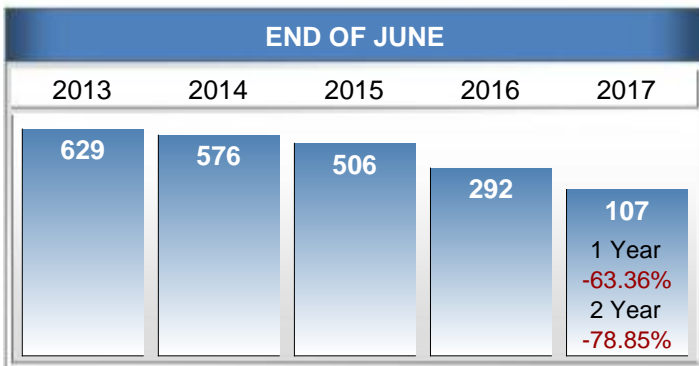
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

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



Active Inventory

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5yr JUN AVG = 422 **3 MONTHS**

High
Jan 2015 = 635

Low
Nov 2016 = 54

Inventory this month at **107**, below the 5 yr JUN average of **422**

A	314
P	
R	
M	292
A	-7.01%
Y	
J	296
U	
N	1.37%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	17	5.74%	130.0	14	3	0	0		
\$30,001 - \$70,000	51	17.23%	64.0	39	10	2	0		
\$70,001 - \$110,000	40	13.51%	39.0	13	23	4	0		
\$110,001 - \$170,000	70	23.65%	55.0	10	46	13	1		
\$170,001 - \$240,000	50	16.89%	56.5	14	28	6	2		
\$240,001 - \$320,000	31	10.47%	86.0	3	16	10	2		
\$320,001 and up	37	12.50%	72.0	10	9	10	8		
Total Active Inventory by Units:				296	65.5	103	135	45	13
Total Active Inventory by Volume:				56,663,340		15.99M	24.83M	10.55M	5.29M
Median Active Inventory Listing Price:				\$148,750		\$70,000	\$153,000	\$199,000	\$409,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

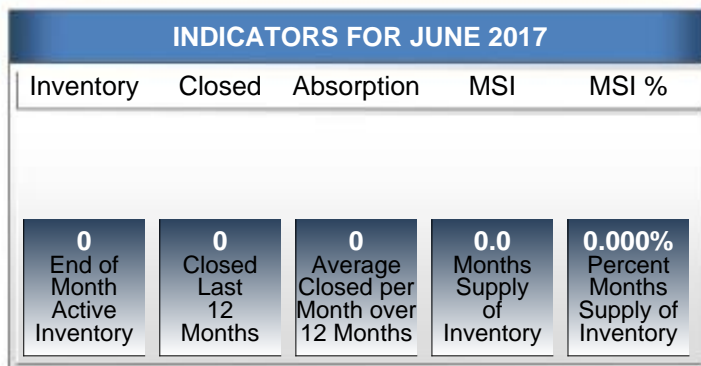
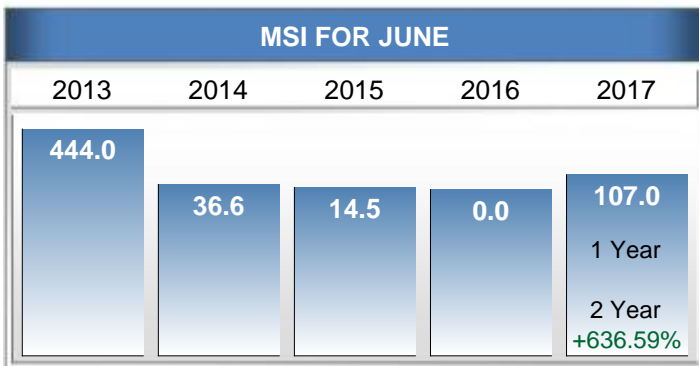
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

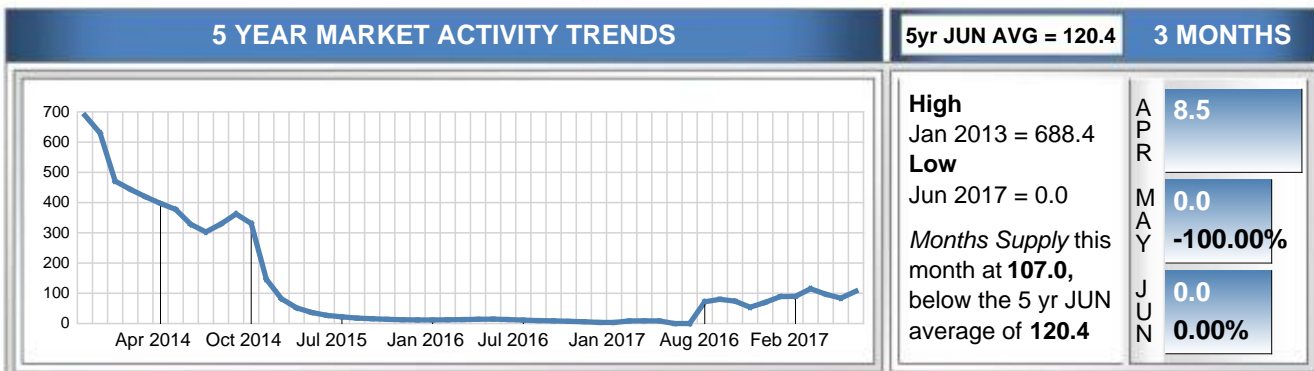
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Months Supply

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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	17		5.74%	5.4	4.9	9.0	0.0	0.0
\$30,001 - \$70,000	51		17.23%	7.1	9.8	3.4	12.0	0.0
\$70,001 - \$110,000	40		13.51%	5.3	6.5	5.1	4.4	0.0
\$110,001 - \$170,000	70		23.65%	6.4	30.0	5.2	9.2	4.0
\$170,001 - \$240,000	50		16.89%	11.8	56.0	10.8	4.8	12.0
\$240,001 - \$320,000	31		10.47%	12.8	36.0	10.1	17.1	12.0
\$320,001 and up	37		12.50%	27.8	120.0	12.0	40.0	32.0
MSI:		8.1			10.7	6.3	9.8	13.0
Total Active Inventory:		296			103	135	45	13



Monthly Inventory Analysis

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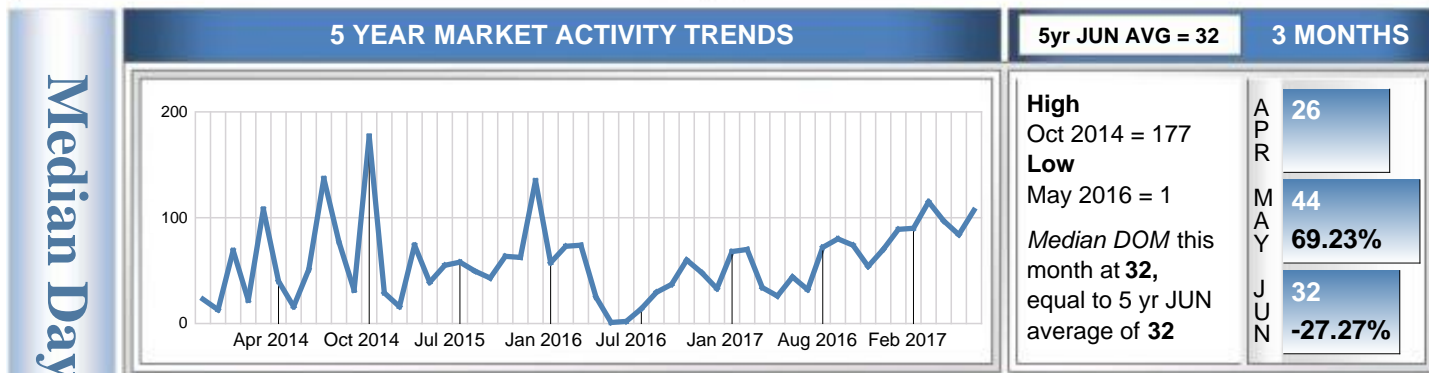
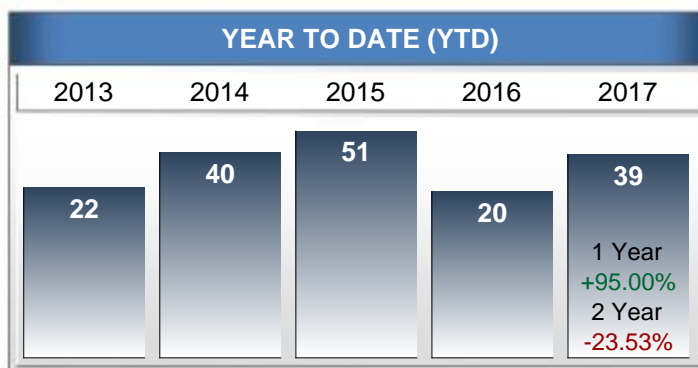
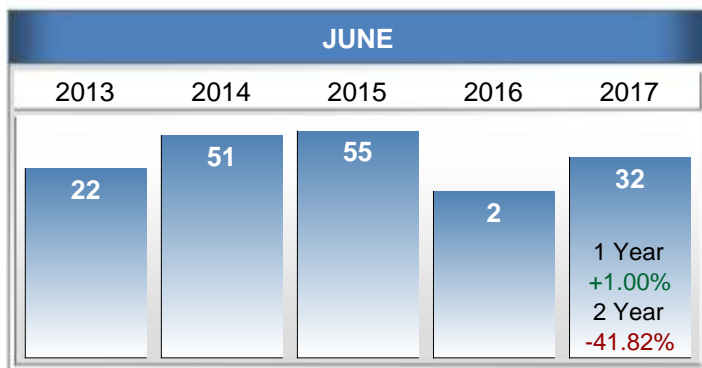
Closed Sales as of Jul 11, 2017



Median Days on Market to Sale

Report Produced on: Jul 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+
\$40,000 and less	3		6.67%	2.0	2.0	8.0	0.0	0.0
\$40,001 - \$70,000	7		15.56%	72.0	37.0	83.0	0.0	0.0
\$70,001 - \$90,000	4		8.89%	22.5	53.0	19.0	0.0	0.0
\$90,001 - \$130,000	11		24.44%	31.0	0.0	31.0	40.5	0.0
\$130,001 - \$160,000	8		17.78%	16.5	0.0	15.0	18.0	0.0
\$160,001 - \$290,000	7		15.56%	47.0	0.0	48.0	38.5	39.0
\$290,001 and up	5		11.11%	82.0	153.0	105.0	82.0	6.0
Median Closed DOM:	32.0				37.0	31.5	45.5	22.5
Total Closed Units:	45				7	30	6	2
Total Closed Volume:	6,352,024				823.40K	3.89M	1.18M	465.00K



Monthly Inventory Analysis

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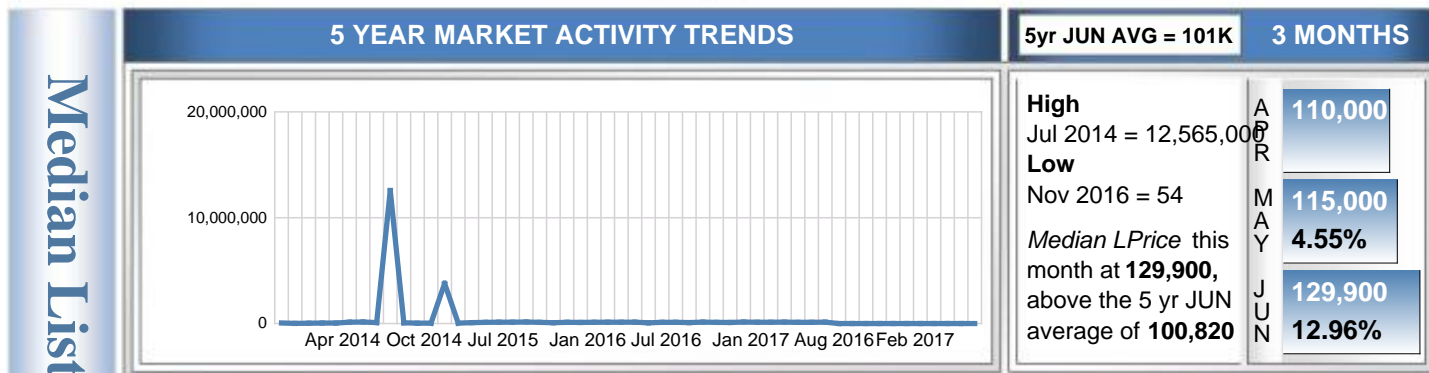
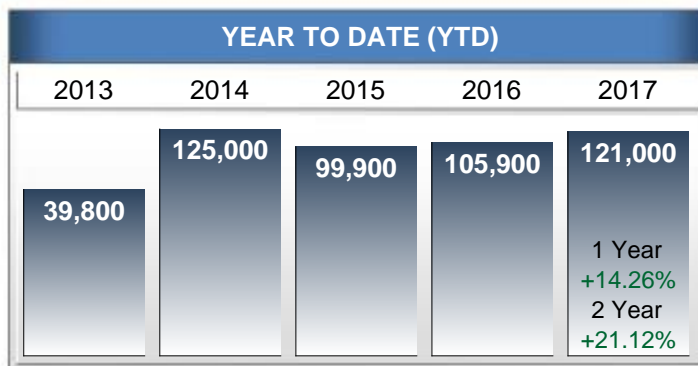
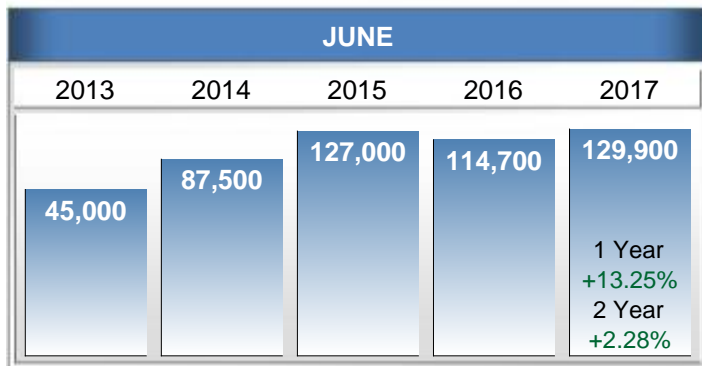
Closed Sales as of Jul 11, 2017



Median List Price at Closing

Report Produced on: Jul 11, 2017

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



Median List Price

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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+
\$40,000 and less	3		6.67%	39,000	37,200	39,000	0	0
\$40,001 - \$70,000	7		15.56%	60,000	60,000	58,450	0	0
\$70,001 - \$90,000	4		8.89%	83,450	82,000	84,900	0	0
\$90,001 - \$130,000	10		22.22%	119,900	0	114,450	124,950	0
\$130,001 - \$160,000	8		17.78%	142,700	0	142,900	132,000	0
\$160,001 - \$290,000	8		17.78%	181,200	0	179,900	211,700	175,000
\$290,001 and up	5		11.11%	330,000	595,000	312,500	409,000	300,000
Median List Price:		\$129,900			\$60,000	\$129,450	\$165,250	\$237,500
Total Closed Units:		45			7	30	6	2
Total List Volume:		6,648,900			932.30K	4.03M	1.21M	475.00K



Monthly Inventory Analysis

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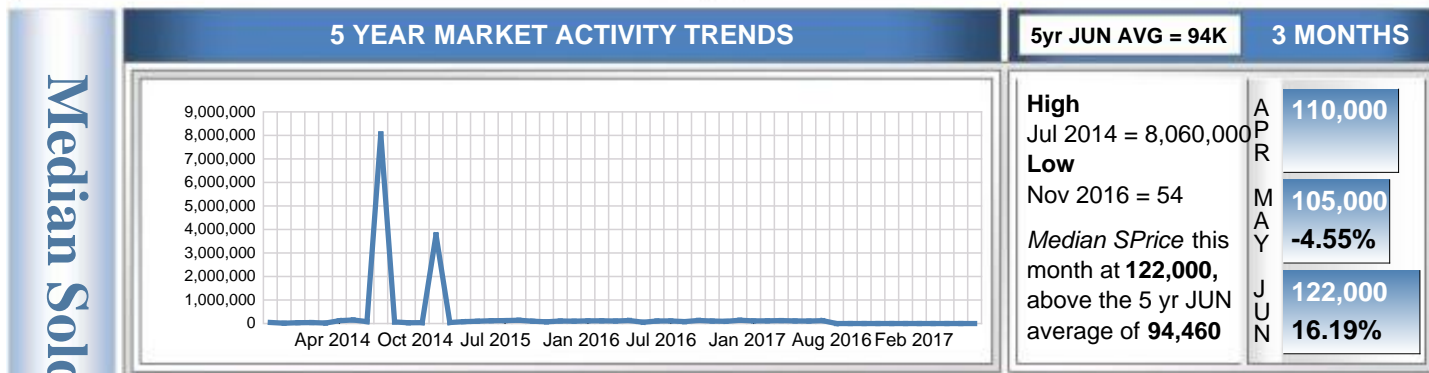
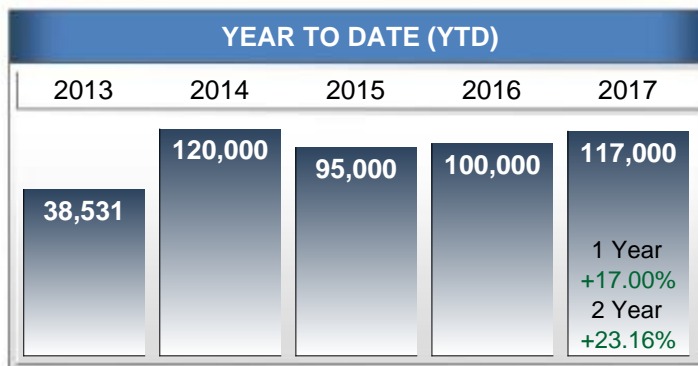
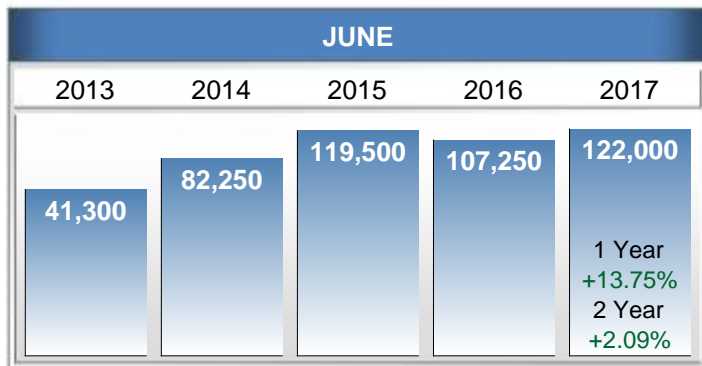
Closed Sales as of Jul 11, 2017



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+
\$40,000 and less	3		6.67%	36,000	37,200	36,000	0	0
\$40,001 - \$70,000	7		15.56%	59,000	59,000	54,950	0	0
\$70,001 - \$90,000	4		8.89%	77,000	74,000	80,000	0	0
\$90,001 - \$130,000	11		24.44%	118,700	0	118,700	123,500	0
\$130,001 - \$160,000	8		17.78%	139,312	0	139,900	132,000	0
\$160,001 - \$290,000	7		15.56%	182,500	0	181,200	206,000	165,000
\$290,001 and up	5		11.11%	310,000	501,000	302,500	385,000	300,000
Median Closed Price:		\$122,000			\$59,000	\$121,000	\$163,000	\$232,500
Total Closed Units:		45			7	30	6	2
Total Closed Volume:		6,352,024			823.40K	3.89M	1.18M	465.00K



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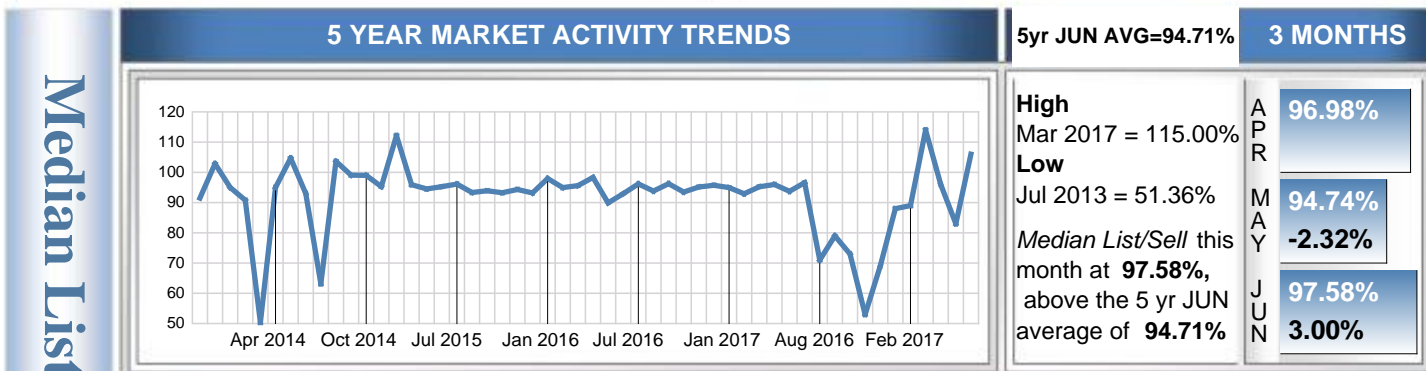
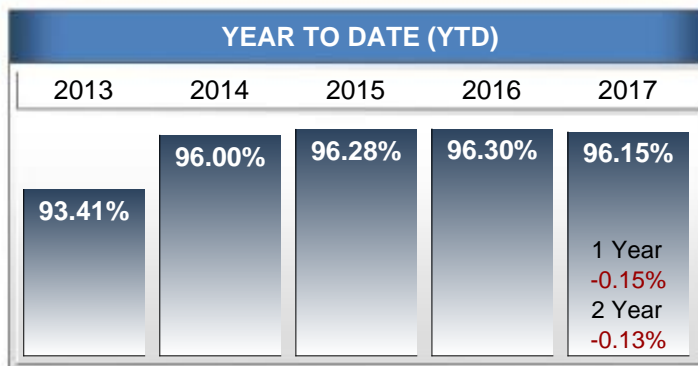
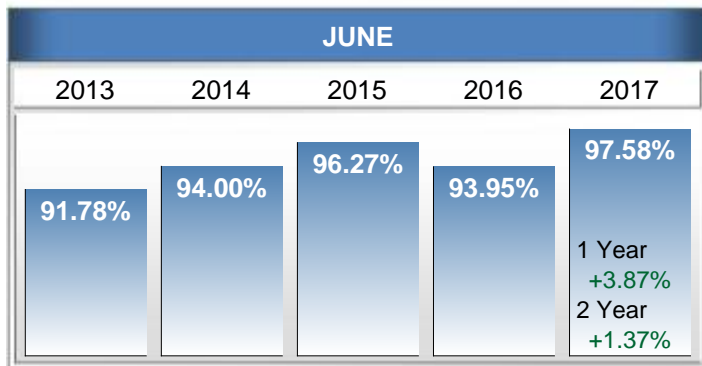
Closed Sales as of Jul 11, 2017



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+
\$40,000 and less	3	6.67%	100.00%	100.00%	92.31%	0.00%	0.00%
\$40,001 - \$70,000	7	15.56%	92.23%	98.33%	91.20%	0.00%	0.00%
\$70,001 - \$90,000	4	8.89%	97.11%	90.24%	100.00%	0.00%	0.00%
\$90,001 - \$130,000	11	24.44%	97.67%	0.00%	97.67%	98.79%	0.00%
\$130,001 - \$160,000	8	17.78%	95.90%	0.00%	95.06%	100.00%	0.00%
\$160,001 - \$290,000	7	15.56%	97.73%	0.00%	99.70%	97.33%	94.29%
\$290,001 and up	5	11.11%	94.13%	84.20%	96.97%	94.13%	100.00%
Median List/Sell Ratio:	97.58%			98.33%	97.19%	97.66%	97.14%
Total Closed Units:	45			7	30	6	2
Total Closed Volume:	6,352,024			823.40K	3.89M	1.18M	465.00K



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 37 Sales/Month

Active Inventory as of June 30, 2017 = 296

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	44	45	2.27%	191	211	10.47%
Pending Sales	62	64	3.23%	226	277	22.57%
New Listings	96	107	11.46%	475	582	22.53%
Median List Price	114,700	129,900	13.25%	105,900	121,000	14.26%
Median Sale Price	107,250	122,000	13.75%	100,000	117,000	17.00%
Median Percent of List Price to Selling Price	93.95%	97.58%	3.87%	96.30%	96.15%	-0.15%
Median Days on Market to Sale	2.00	32.00	1,500.00%	20.00	39.00	95.00%
Monthly Inventory	260	296	13.85%	260	296	13.85%
Months Supply of Inventory	7.41	8.05	8.68%	7.41	8.05	8.68%

