



March 2017

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

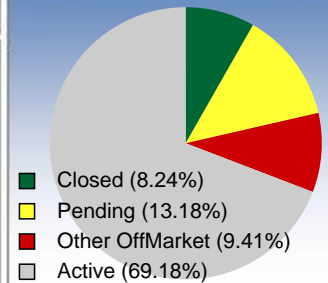


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of March 31, 2017 = **294**

	MARCH		
	2016	2017	+/- %
Closed Listings	24	35	45.83%
Pending Listings	20	56	180.00%
New Listings	3	1153	733.33%
Median List Price	123,625	135,000	9.20%
Median Sale Price	106,250	125,000	17.65%
Median Percent of List Price to Selling Price	96.61%	96.23%	-0.39%
Median Days on Market to Sale	74.00	34.00	-54.05%
End of Month Inventory	25	294	1,076.00%
Months Supply of Inventory	0.69	8.65	1,156.71%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2017 rose **1,076.00%** to 294 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 **8.65** 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 **17.65%** in March 2017 to \$125,000 versus the previous year at \$106,250.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 40.00 days or **54.05%** in March 2017 compared to last year's same month at **74.00** DOM.

Sales Success for March 2017 is Positive

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

There were 115 New Listings in March 2017, up **3,733.33%** from last year at 3. Furthermore, there were 35 Closed Listings this month versus last year at 24, a **45.83%** increase.

Closed versus Listed trends yielded a **30.4%** ratio, down from last year's March 2017 at **800.0%**, a **96.20%** 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.

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



Monthly Inventory Analysis

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March 2017

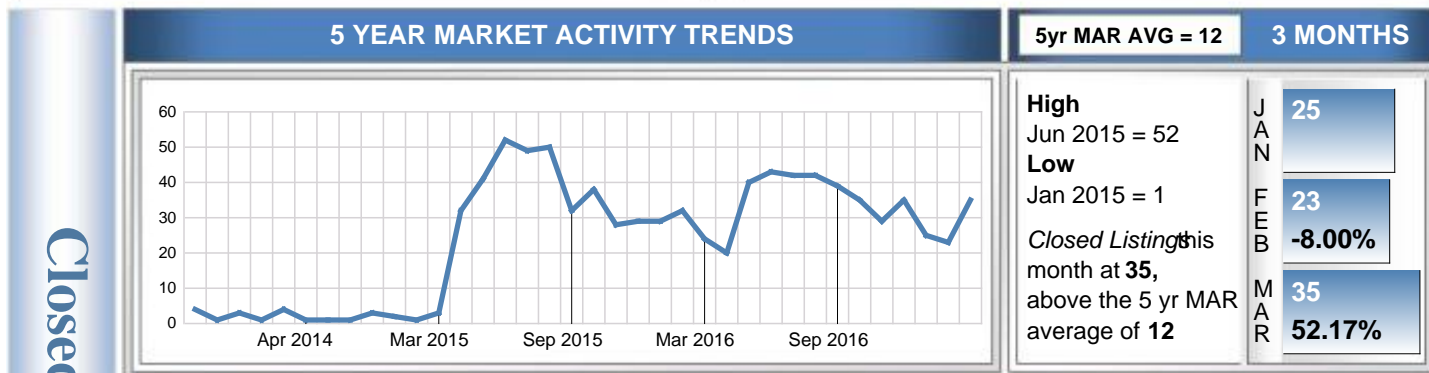
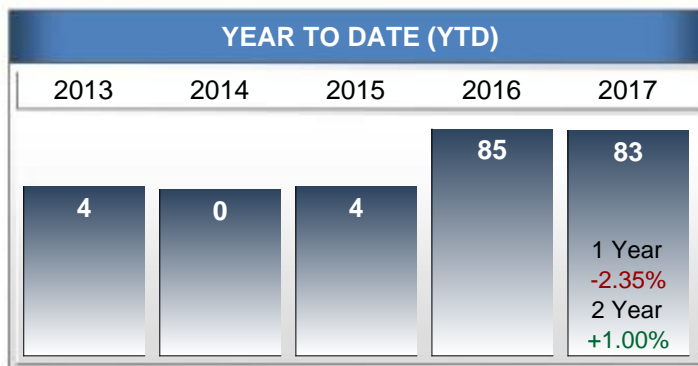
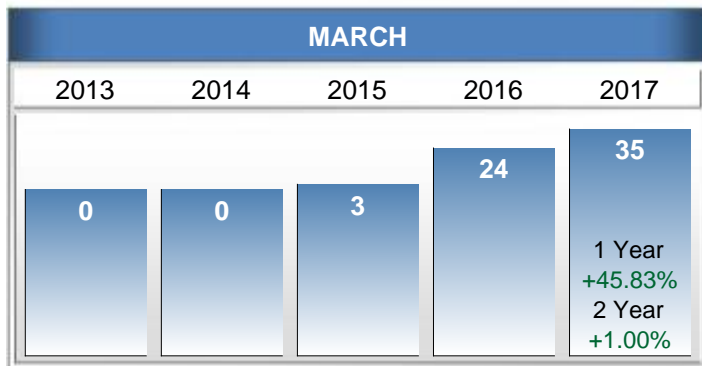
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 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+
\$40,000 and less	2	5.71%	14.5	1	1	0	0
\$40,001 - \$70,000	5	14.29%	34.0	3	2	0	0
\$70,001 - \$120,000	8	22.86%	30.0	1	5	2	0
\$120,001 - \$130,000	3	8.57%	46.0	0	2	1	0
\$130,001 - \$160,000	9	25.71%	50.0	1	6	2	0
\$160,001 - \$240,000	5	14.29%	27.0	0	5	0	0
\$240,001 and up	3	8.57%	23.0	0	2	1	0
Total Closed Units:	35		34.0	6	23	6	0.00B
Total Closed Volume:	4,923,450			382.00K	3.29M	1.25M	0.00B
Median Closed Price:	\$125,000			\$47,750	\$135,000	\$131,750	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

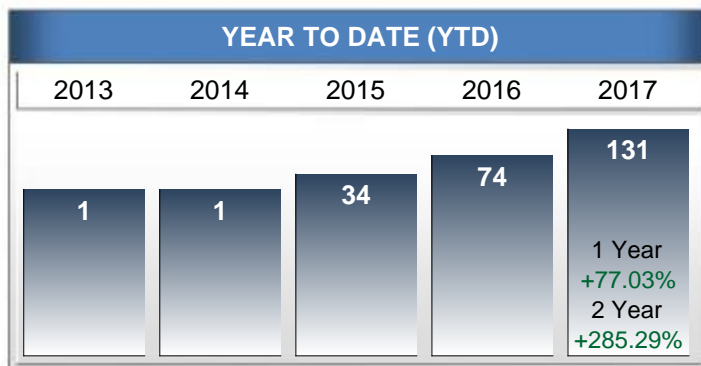
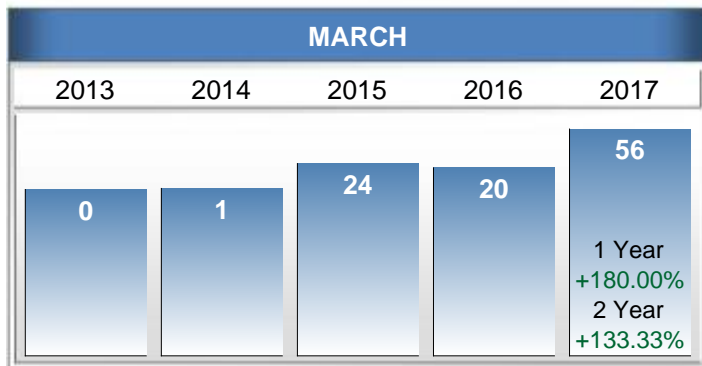
Pending Listings as of Apr 11, 2017



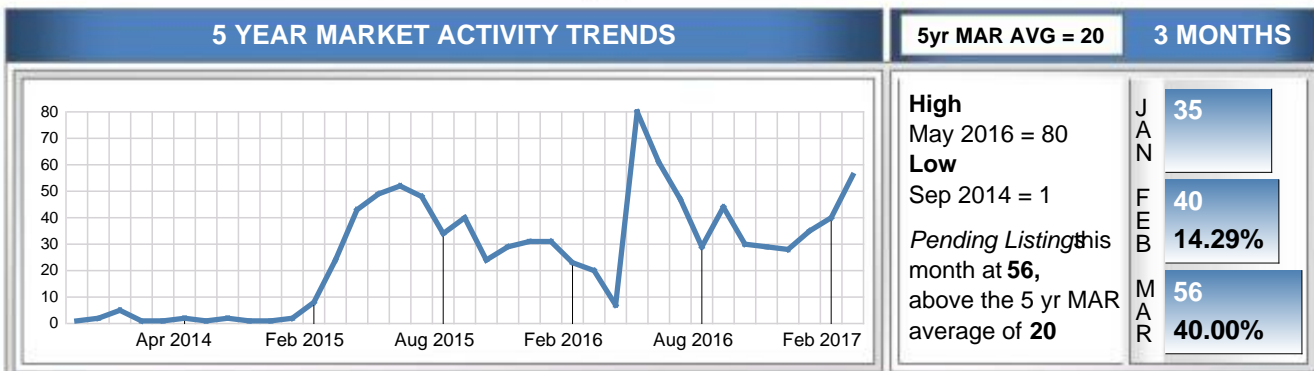
Pending Listings

Report Produced on: Apr 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+
\$30,000 and less	4	7.14%	30.0	3	1	0	0
\$30,001 - \$60,000	8	14.29%	20.5	5	2	1	0
\$60,001 - \$80,000	8	14.29%	39.0	3	4	1	0
\$80,001 - \$130,000	14	25.00%	65.0	0	13	1	0
\$130,001 - \$180,000	9	16.07%	39.0	0	7	1	1
\$180,001 - \$250,000	5	8.93%	16.0	0	4	1	0
\$250,001 and up	8	14.29%	112.5	2	4	2	0
Total Pending Units: 56 Total Pending Volume: 7,359,900 Median Listing Price: \$114,000				13	35	7	1
				1.06M	5.03M	1.09M	175.00K
				\$49,900	\$119,500	\$139,900	\$175,000



Monthly Inventory Analysis

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March 2017

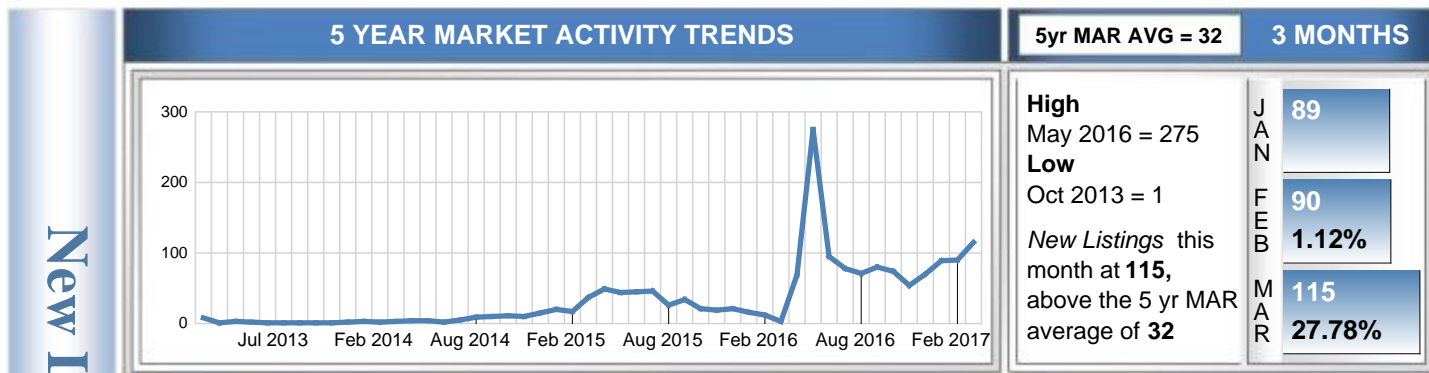
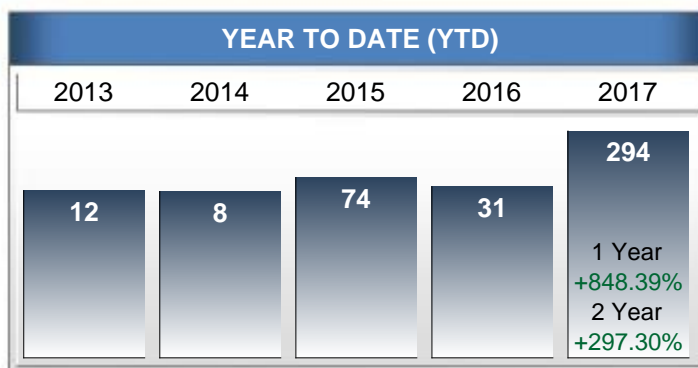
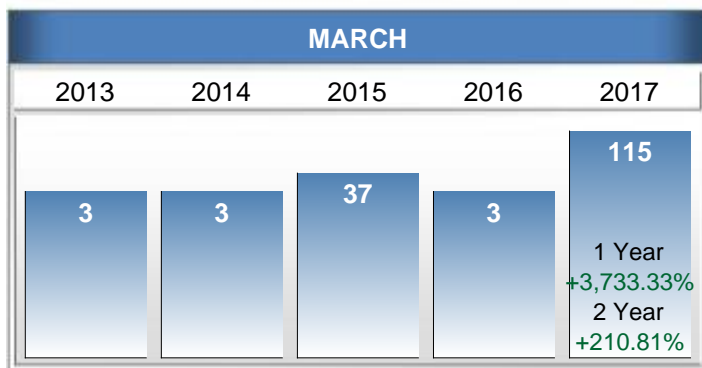
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 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+
\$40,000 and less	8	6.96%	6	1	1	0
\$40,001 - \$70,000	18	15.65%	8	8	2	0
\$70,001 - \$110,000	17	14.78%	5	9	3	0
\$110,001 - \$160,000	26	22.61%	4	20	2	0
\$160,001 - \$220,000	18	15.65%	1	15	2	0
\$220,001 - \$320,000	16	13.91%	1	10	5	0
\$320,001 and up	12	10.43%	6	3	2	1
Total New Listed Units:	115		31	66	17	1
Total New Listed Volume:	20,176,300		6.08M	10.42M	3.20M	475.00K
Median New Listed Listing Price:	\$142,900		\$76,000	\$158,000	\$163,500	\$475,000



Monthly Inventory Analysis

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March 2017

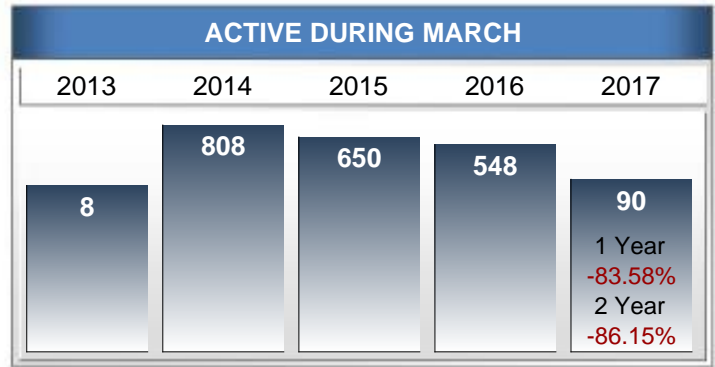
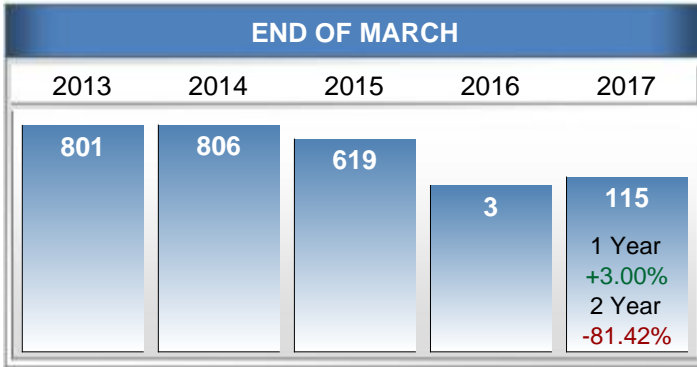
Active Inventory as of Apr 11, 2017



Active Inventory

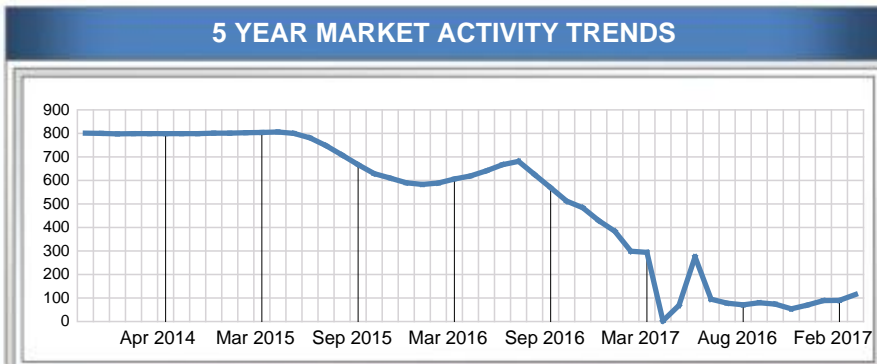
Report Produced on: Apr 11, 2017

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Active Inventory

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5yr MAR AVG = 469 **3 MONTHS**

High
Apr 2015 = 806

Low
Mar 2016 = 3

Inventory this month at **115**, below the 5 yr MAR average of **469**

JAN	384
FEB	299 -22.14%
MAR	294 -1.67%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	25	8.50%	70.0	23	2	0	0
\$30,001 - \$60,000	35	11.90%	51.0	24	8	3	0
\$60,001 - \$90,000	46	15.65%	42.5	20	21	5	0
\$90,001 - \$160,000	67	22.79%	45.0	10	52	4	1
\$160,001 - \$230,000	52	17.69%	53.5	13	31	7	1
\$230,001 - \$320,000	36	12.24%	69.0	5	22	8	1
\$320,001 and up	33	11.22%	88.0	11	9	10	3
Total Active Inventory by Units:				106	145	37	6
Total Active Inventory by Volume:				15.49M	25.17M	9.70M	2.29M
Median Active Inventory Listing Price:				\$69,950	\$157,500	\$223,000	\$367,500



Monthly Inventory Analysis

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March 2017

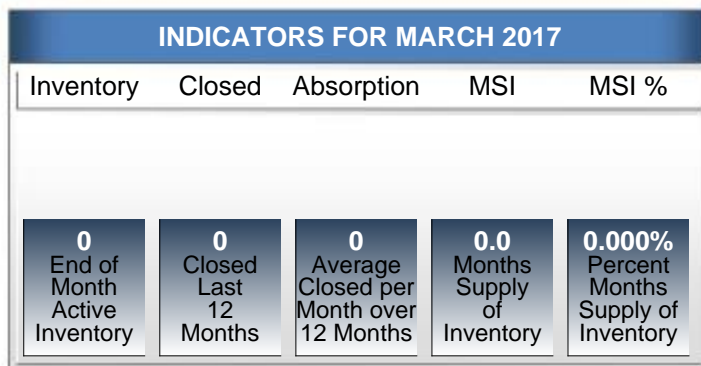
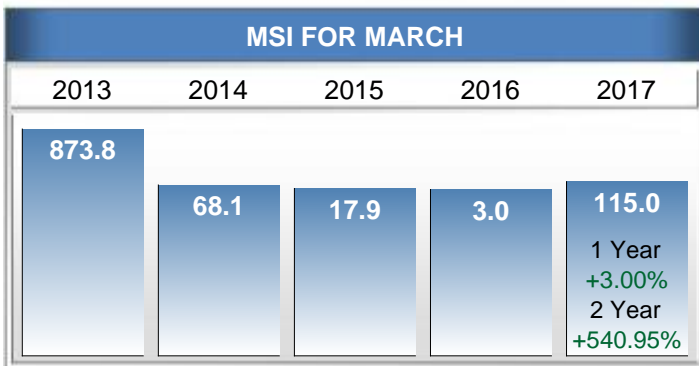
Active Inventory as of Apr 11, 2017



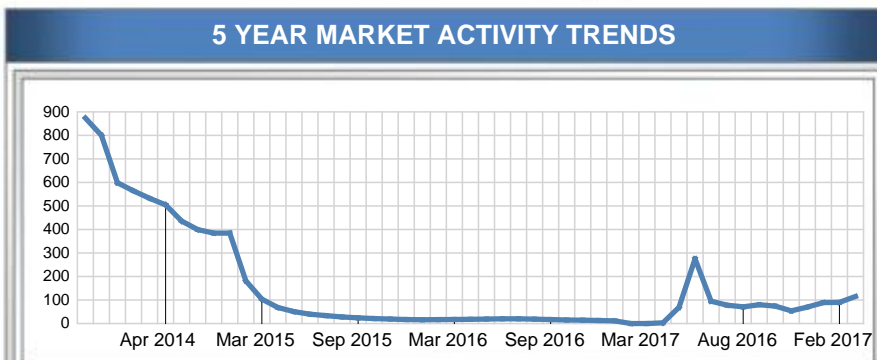
Months Supply of Inventory

Report Produced on: Apr 11, 2017

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



Months Supply
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5yr MAR AVG = 215.6 **3 MONTHS**

High
Jan 2013 = 873.8

Low
Mar 2017 = 0.0

Months Supply this month at **115.0**, below the 5 yr MAR average of **215.6**

Month	MSI	MSI %
JAN	11.3	
FEB	0.0	-100.00%
MAR	0.0	0.00%

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	25		8.50%	6.7	7.1	4.8	0.0	0.0
\$30,001 - \$60,000	35		11.90%	6.8	9.6	3.4	9.0	0.0
\$60,001 - \$90,000	46		15.65%	8.8	12.6	7.0	10.0	0.0
\$90,001 - \$160,000	67		22.79%	6.3	8.0	6.6	3.2	6.0
\$160,001 - \$230,000	52		17.69%	9.2	39.0	8.1	6.0	3.0
\$230,001 - \$320,000	36		12.24%	16.0	60.0	18.9	9.6	6.0
\$320,001 and up	33		11.22%	24.8	132.0	12.0	40.0	12.0
MSI:				8.6	11.7	7.5	8.4	5.5
Total Active Inventory:				294	106	145	37	6



Monthly Inventory Analysis

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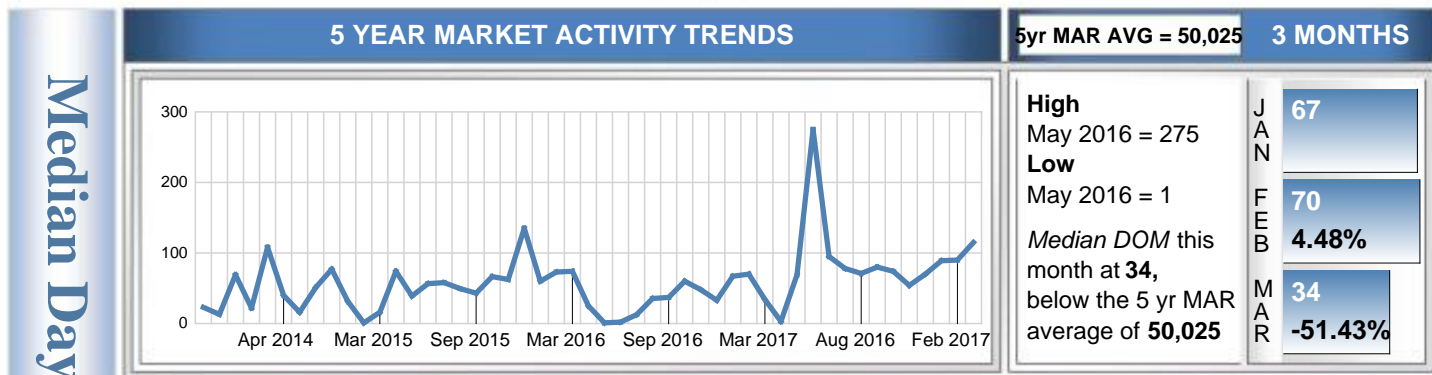
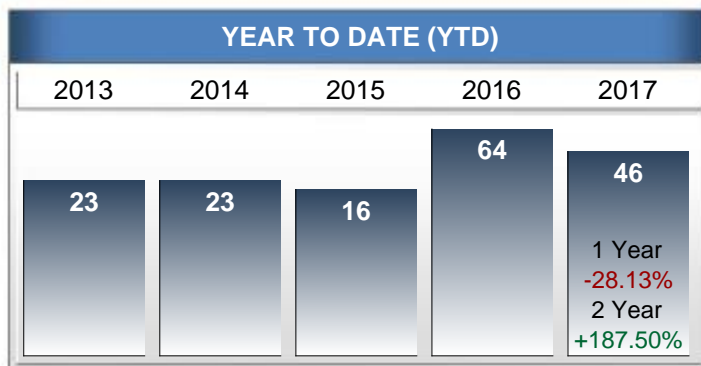
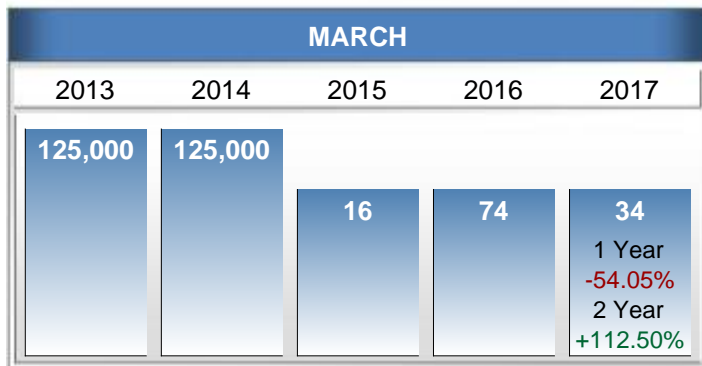
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 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	2			5.71%	14.5	1.0	28.0	0.0	0.0
\$40,001 - \$70,000	5			14.29%	34.0	10.0	63.0	0.0	0.0
\$70,001 - \$120,000	8			22.86%	30.0	155.0	21.0	77.5	0.0
\$120,001 - \$130,000	3			8.57%	46.0	0.0	36.5	156.0	0.0
\$130,001 - \$160,000	9			25.71%	50.0	17.0	73.0	78.0	0.0
\$160,001 - \$240,000	5			14.29%	27.0	0.0	27.0	0.0	0.0
\$240,001 and up	3			8.57%	23.0	0.0	51.5	6.0	0.0
Median Closed DOM:					34.0	13.5	34.0	78.0	0.0
Total Closed Units:					35	6	23	6	0
Total Closed Volume:					4,923,450	382.00K	3.29M	1.25M	0.00B



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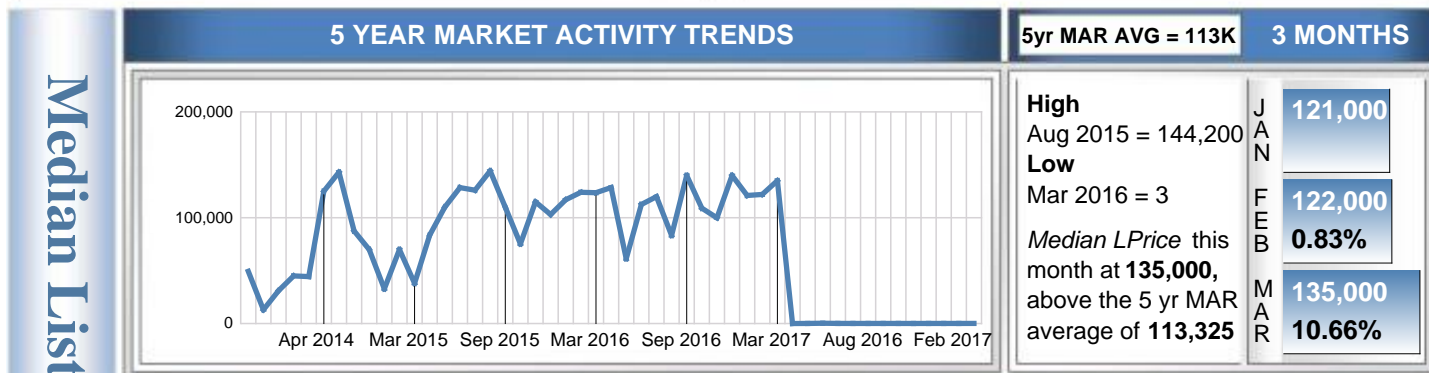
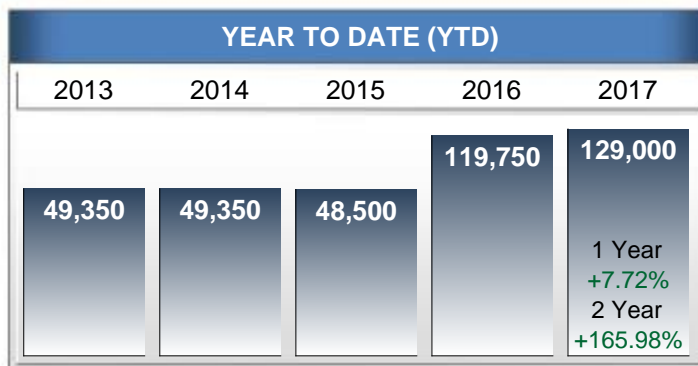
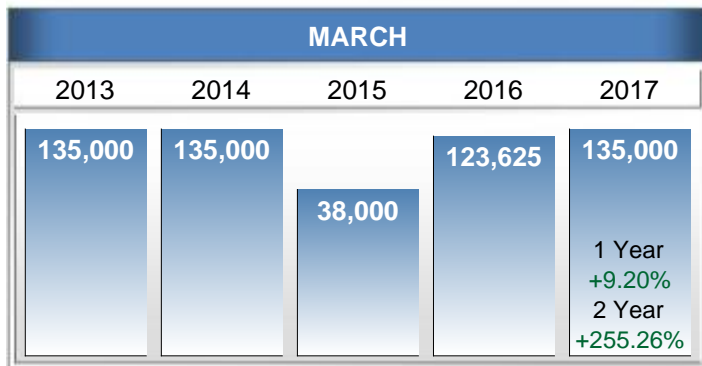
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 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	2		5.71%	21,500	10,000	33,000	0	0
\$40,001 - \$70,000	4		11.43%	49,210	47,500	50,920	0	0
\$70,001 - \$120,000	6		17.14%	88,250	119,000	86,750	92,500	0
\$120,001 - \$130,000	5		14.29%	129,900	130,000	126,000	129,900	0
\$130,001 - \$160,000	9		25.71%	149,900	0	152,200	135,000	0
\$160,001 - \$240,000	4		11.43%	168,950	0	179,900	166,250	0
\$240,001 and up	5		14.29%	337,500	0	293,250	650,000	0
Median List Price:		\$135,000			\$49,750	\$145,000	\$149,750	\$0
Total Closed Units:		35			6	23	6	
Total List Volume:		5,298,420			403.40K	3.56M	1.34M	0.00B



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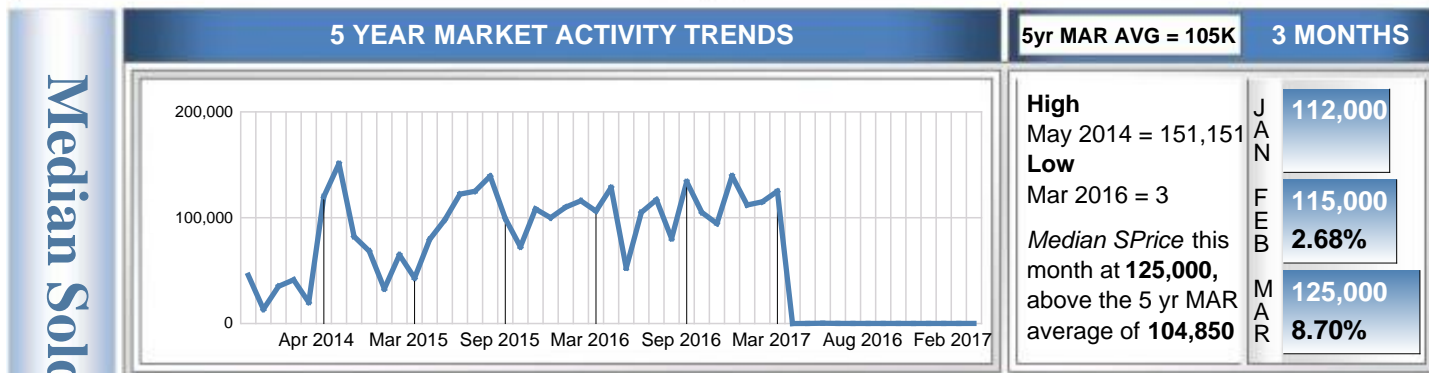
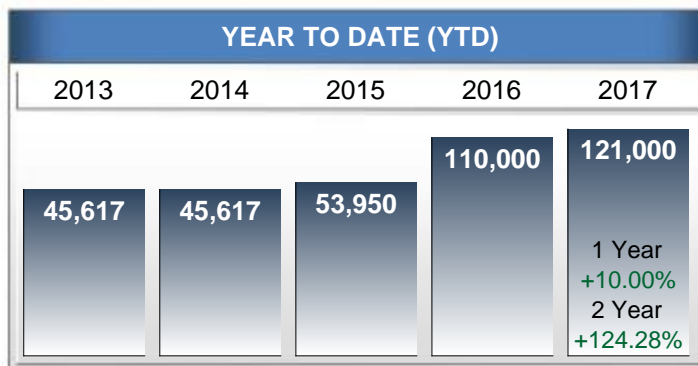
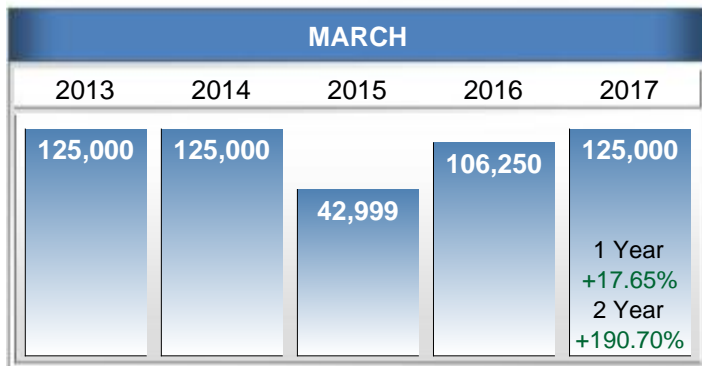
Closed Sales as of Apr 11, 2017



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	2		5.71%	21,500	10,000	33,000	0	0
\$40,001 - \$70,000	5		14.29%	47,500	47,500	50,750	0	0
\$70,001 - \$120,000	8		22.86%	94,500	100,000	89,000	99,000	0
\$120,001 - \$130,000	3		8.57%	125,000	0	124,575	125,000	0
\$130,001 - \$160,000	9		25.71%	146,000	135,000	147,750	149,250	0
\$160,001 - \$240,000	5		14.29%	166,500	0	166,500	0	0
\$240,001 and up	3		8.57%	327,500	0	313,750	625,000	0
Median Closed Price:	\$125,000				\$47,750	\$135,000	\$131,750	\$0
Total Closed Units:	35				6	23	6	
Total Closed Volume:	4,923,450				382.00K	3.29M	1.25M	0.00B



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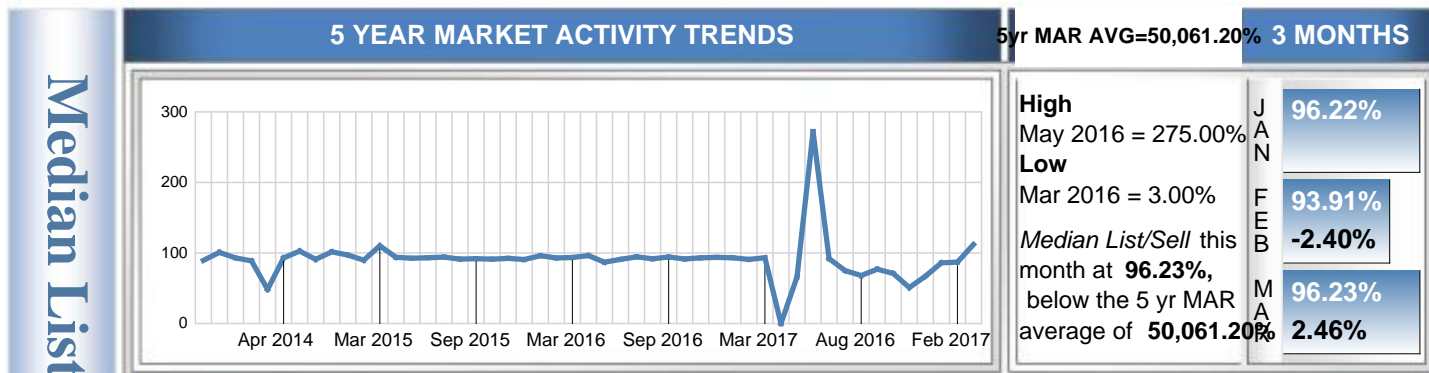
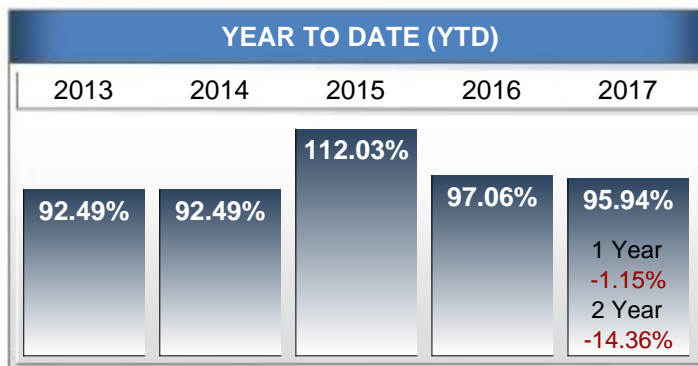
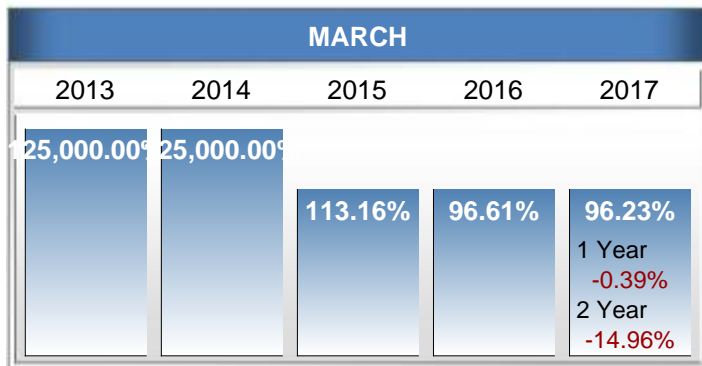
Closed Sales as of Apr 11, 2017



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	2	5.71%	100.00%	100.00%	100.00%	0.00%	0.00%
\$40,001 \$70,000	5	14.29%	92.31%	92.43%	82.29%	0.00%	0.00%
\$70,001 \$120,000	8	22.86%	90.37%	84.03%	96.39%	86.61%	0.00%
\$120,001 \$130,000	3	8.57%	96.23%	0.00%	93.94%	96.23%	0.00%
\$130,001 \$160,000	9	25.71%	97.06%	103.85%	96.91%	89.85%	0.00%
\$160,001 \$240,000	5	14.29%	95.94%	0.00%	95.94%	0.00%	0.00%
\$240,001 and up	3	8.57%	96.15%	0.00%	90.19%	96.15%	0.00%
Median List/Sell Ratio:	96.23%			96.21%	96.50%	92.52%	0.00%
Total Closed Units:	35			6	23	6	
Total Closed Volume:	4,923,450			382.00K	3.29M	1.25M	0.00B



Monthly Inventory Analysis

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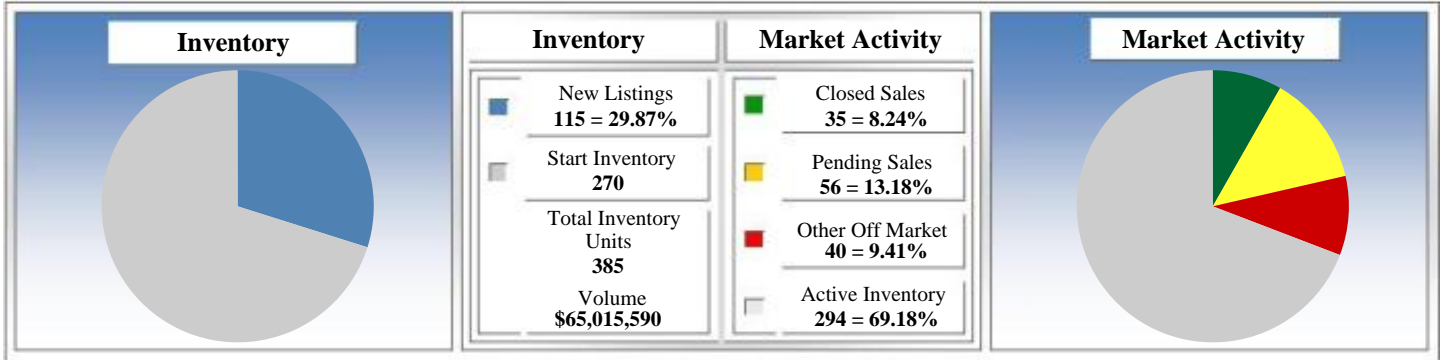
Inventory as of Apr 11, 2017



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 March 31, 2017 = 294

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	24	35	45.83%	85	83	-2.35%
Pending Sales	20	56	180.00%	74	131	77.03%
New Listings	3	115	3,733.33%	31	294	848.39%
Median List Price	123,625	135,000	9.20%	119,750	129,000	7.72%
Median Sale Price	106,250	125,000	17.65%	110,000	121,000	10.00%
Median Percent of List Price to Selling Price	96.61%	96.23%	-0.39%	97.06%	95.94%	-1.15%
Median Days on Market to Sale	74.00	34.00	-54.05%	64.00	46.00	-28.13%
Monthly Inventory	25	294	1,076.00%	25	294	1,076.00%
Months Supply of Inventory	0.69	8.65	1,156.71%	0.69	8.65	1,156.71%

