



April 2017

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



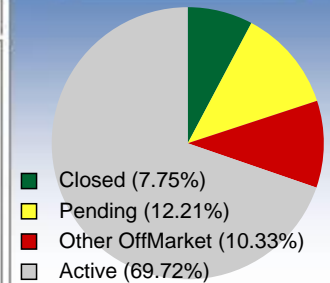
Absorption: Last 12 months, an Average of **35** Sales/Month

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

Closed Listings	20	33	65.00%
Pending Listings	7	52	642.86%
New Listings	69	97	40.58%
Average List Price	127,985	119,753	-6.43%
Average Sale Price	125,395	113,043	-9.85%
Average Percent of List Price to Selling Price	97.41%	93.67%	-3.83%
Average Days on Market to Sale	72.10	44.67	-38.05%
End of Month Inventory	81	297	266.67%
Months Supply of Inventory	2.29	8.47	269.28%

APRIL		
2016	2017	+/- %
20	33	65.00%
7	52	642.86%
69	97	40.58%
127,985	119,753	-6.43%
125,395	113,043	-9.85%
97.41%	93.67%	-3.83%
72.10	44.67	-38.05%
81	297	266.67%
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.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.85%** in April 2017 to \$113,043 versus the previous year at \$125,395.

Average Days on Market Shortens

The average number of **44.67** days that homes spent on the market before selling decreased by 27.43 days or **38.05%** in April 2017 compared to last year's same month at **72.10** DOM.

Sales Success for April 2017 is Positive

Overall, with Average Prices falling and Days on Market decreasing, 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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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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April 2017

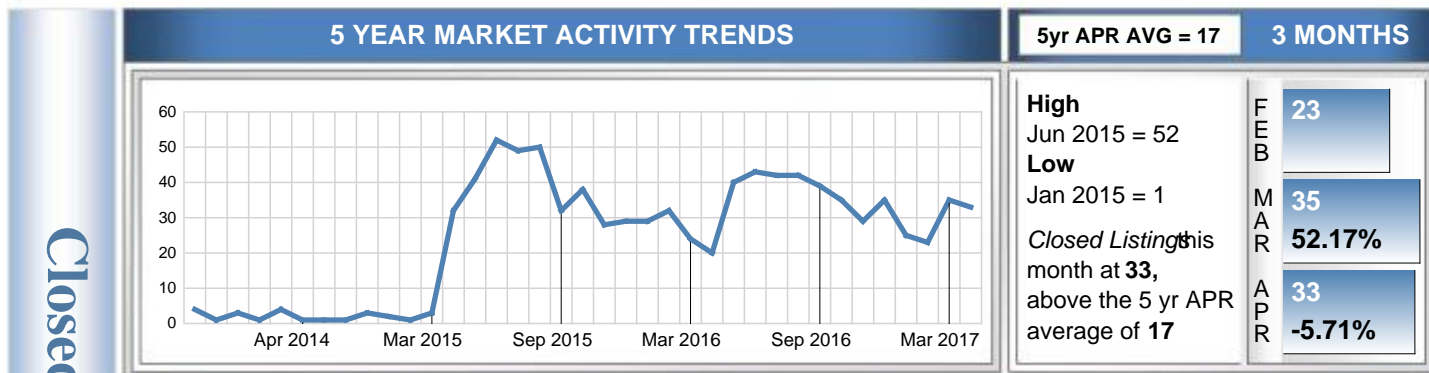
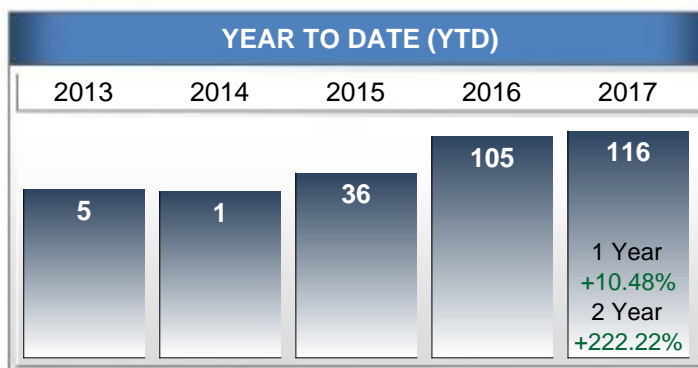
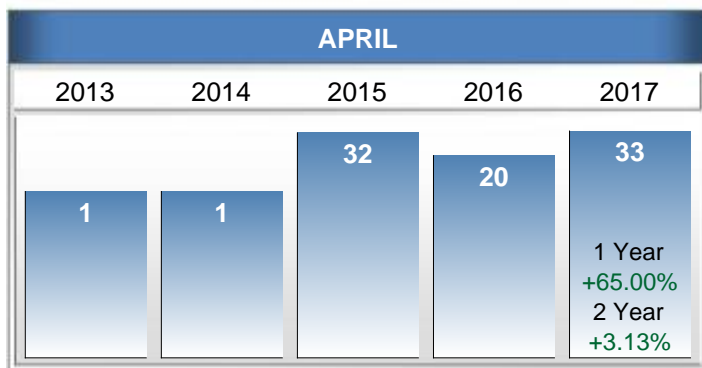
Closed Sales as of May 11, 2017



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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	12.12%	93.8	3	1	0	0
\$30,001 - \$50,000	3	9.09%	14.3	2	1	0	0
\$50,001 - \$80,000	5	15.15%	57.8	2	3	0	0
\$80,001 - \$120,000	10	30.30%	41.8	1	8	1	0
\$120,001 - \$130,000	0	0.00%	0.0	0	0	0	0
\$130,001 - \$250,000	8	24.24%	25.8	0	5	3	0
\$250,001 and up	3	9.09%	47.7	0	3	0	0
Total Closed Units:	33		44.7	8	21	4	0.00B
Total Closed Volume:	3,730,413			376.50K	2.69M	663.00K	\$0
Average Closed Price:	\$113,043			\$47,063	\$128,139	\$165,750	

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

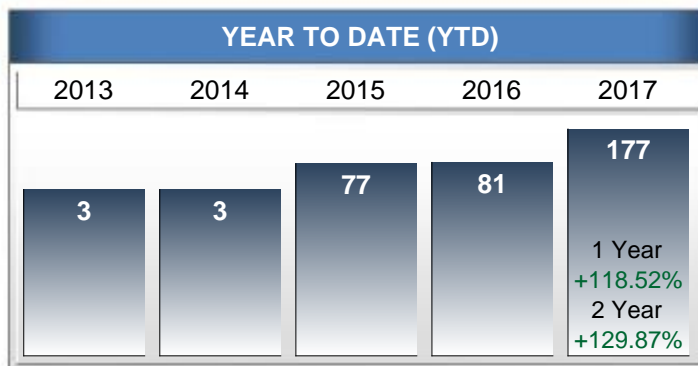
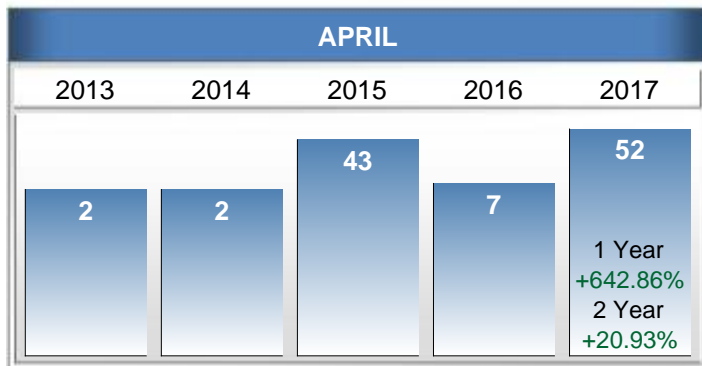
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

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



5yr APR AVG = 21 **3 MONTHS**

High
May 2016 = 80

Low
Sep 2014 = 1

Pending Listing this month at **52**, above the 5 yr APR average of **21**

FEB	38
MAR	52
APR	36.84%
MAY	52
JUN	0.00%

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	4	7.69%	44.8	4	0	0	0
\$30,001 - \$60,000	6	11.54%	14.3	4	2	0	0
\$60,001 - \$80,000	8	15.38%	47.9	3	5	0	0
\$80,001 - \$140,000	14	26.92%	72.5	6	8	0	0
\$140,001 - \$160,000	6	11.54%	29.5	0	6	0	0
\$160,001 - \$220,000	8	15.38%	62.8	0	7	1	0
\$220,001 and up	6	11.54%	128.0	1	4	1	0
Total Pending Units: 52				30.3			
Total Pending Volume: 7,447,350				18 32 2			
Average Listing Price: \$70,717				2.31M 4.55M 588.50K 0.00B			
				\$128,489 \$142,064 \$294,250 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

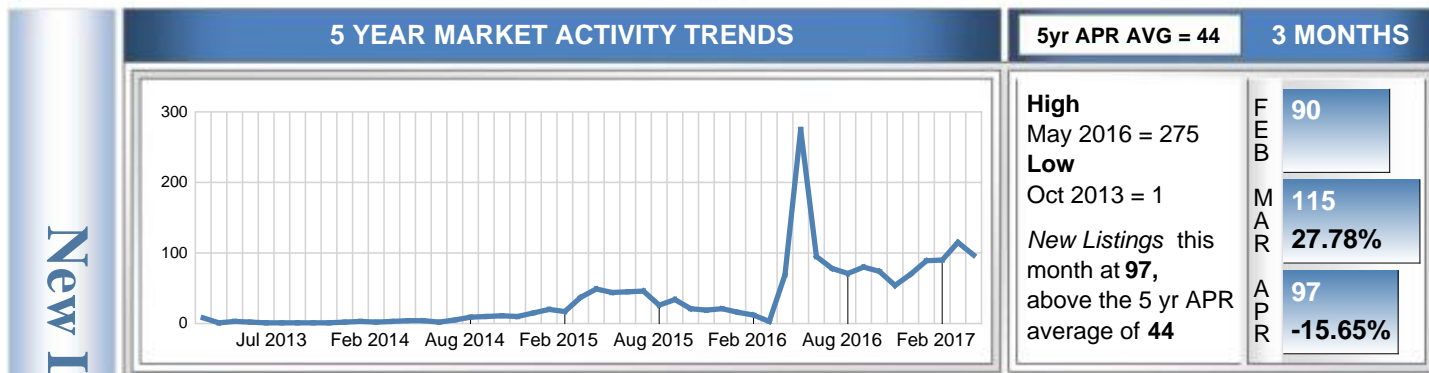
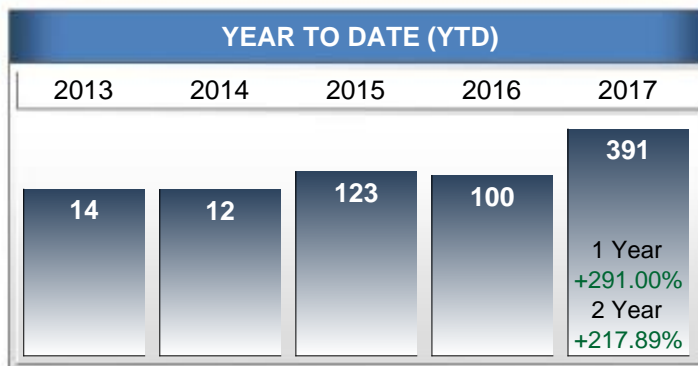
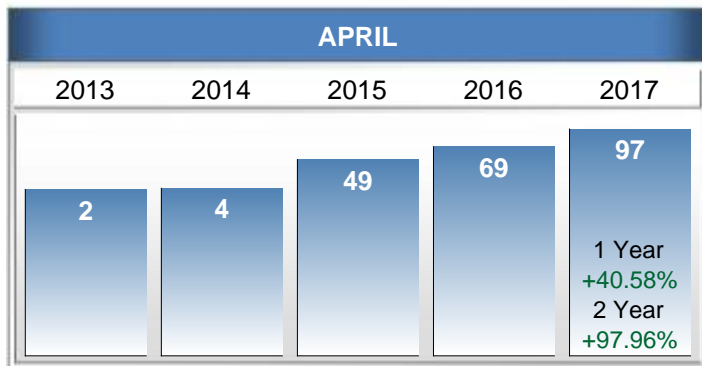
New Listings as of May 11, 2017



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:	97		34	43	15	5
Total New Listed Volume:	20,941,400		8.99M	6.59M	3.50M	1.86M
Average New Listed Listing Price:	\$58,650		\$264,425	\$153,185	\$233,380	\$372,660



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

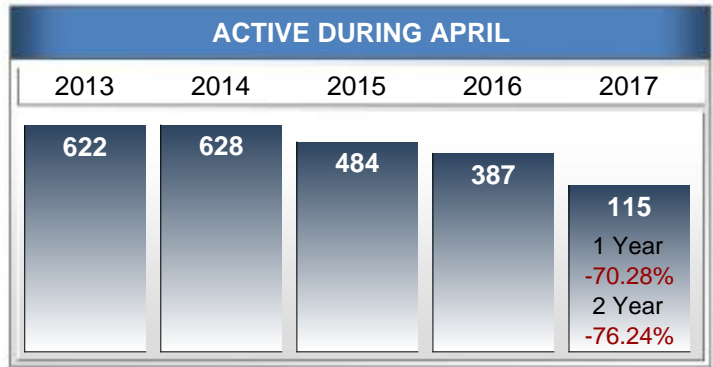
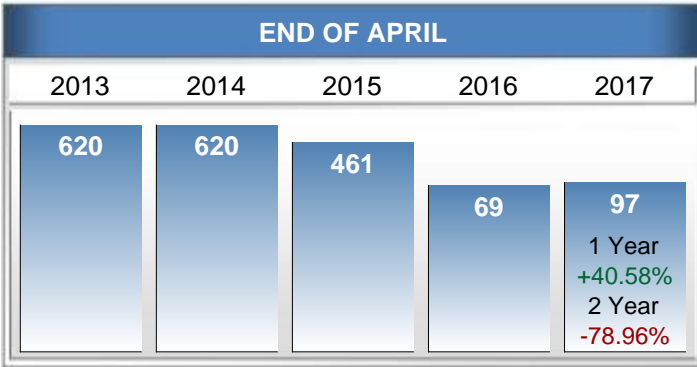
Active Inventory as of May 11, 2017



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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	13	4.38%	71.8	13	0	0	0	
\$25,001 \$50,000	35	11.78%	68.7	29	6	0	0	
\$50,001 \$100,000	61	20.54%	68.4	21	32	8	0	
\$100,001 \$150,000	47	15.82%	62.6	7	34	5	1	
\$150,001 \$250,000	77	25.93%	64.0	14	47	13	3	
\$250,001 \$325,000	32	10.77%	75.7	4	16	12	0	
\$325,001 and up	32	10.77%	64.1	12	7	8	5	
Total Active Inventory by Units:			297	66.8	100	142	46	9
Total Active Inventory by Volume:			53,932,240		16.63M	23.30M	10.78M	3.23M
Average Active Inventory Listing Price:			\$181,590		\$166,311	\$164,068	\$234,289	\$358,467

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

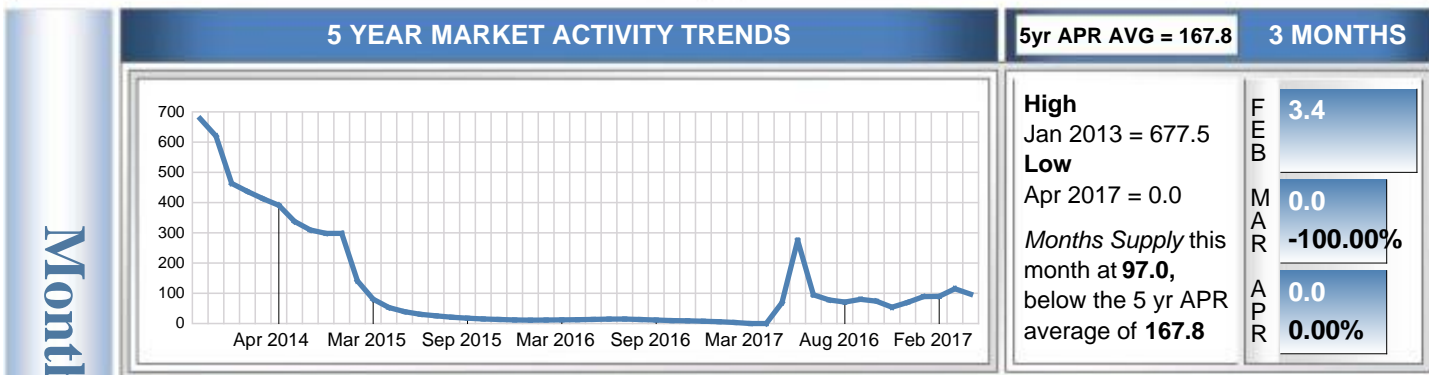
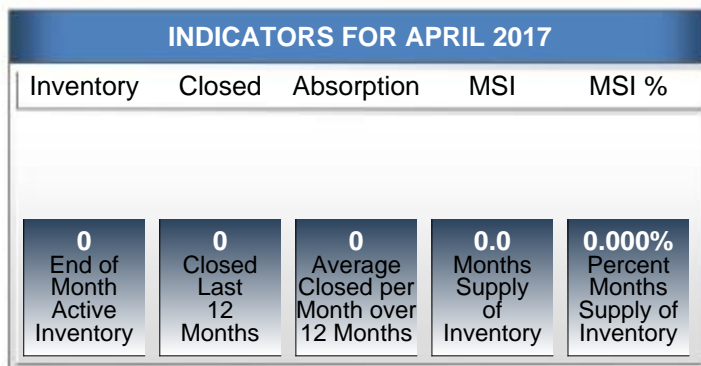
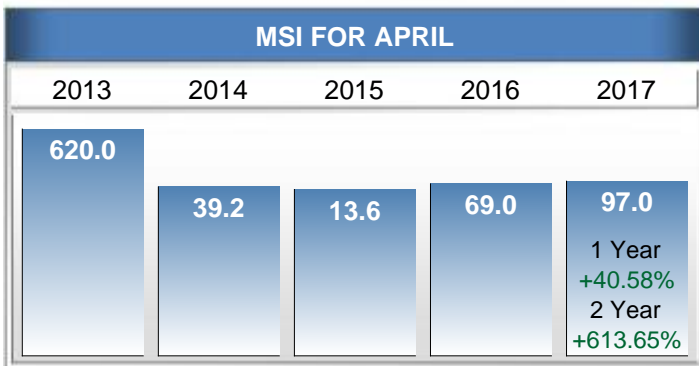
Active Inventory as of May 11, 2017



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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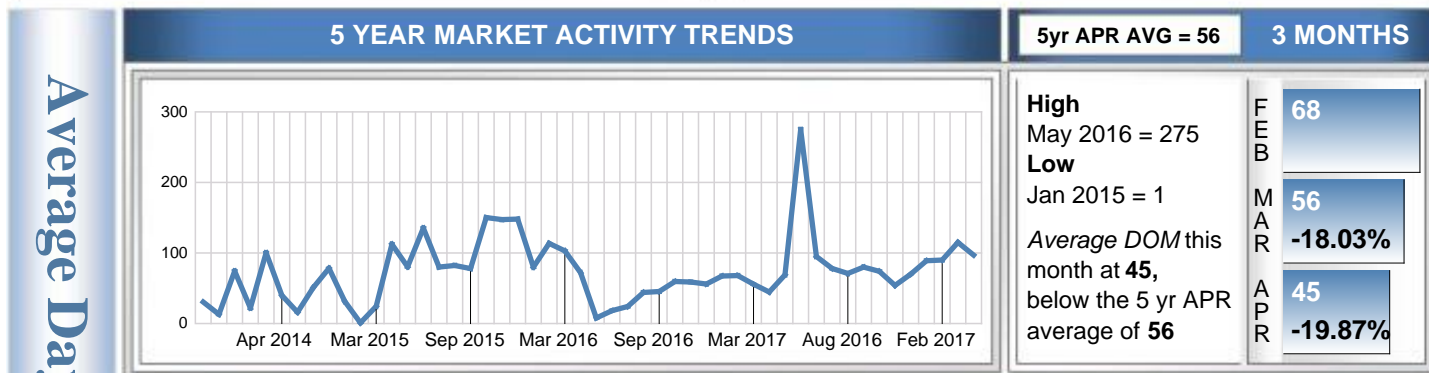
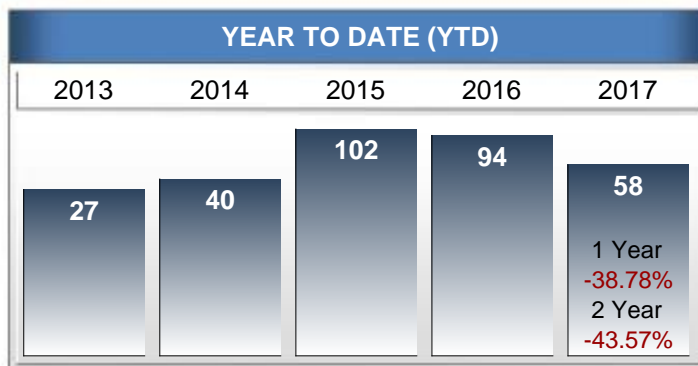
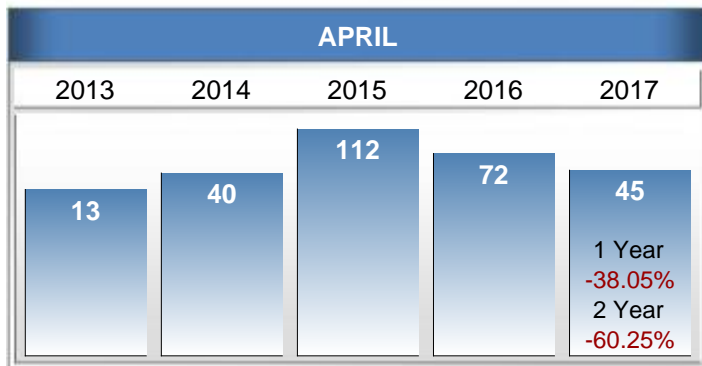
Closed Sales as of May 11, 2017



Average Days on Market to Sale

Report Produced on: May 11, 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+
\$30,000 and less	4	12.12%	93.8	98.3	80.0	0.0	0.0
\$30,001 - \$50,000	3	9.09%	14.3	15.5	12.0	0.0	0.0
\$50,001 - \$80,000	5	15.15%	57.8	109.0	23.7	0.0	0.0
\$80,001 - \$120,000	10	30.30%	41.8	26.0	48.0	8.0	0.0
\$120,001 - \$130,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$130,001 - \$250,000	8	24.24%	25.8	0.0	9.2	53.3	0.0
\$250,001 and up	3	9.09%	47.7	0.0	47.7	0.0	0.0
Average Closed DOM: 44.7				71.3	35.0	42.0	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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April 2017

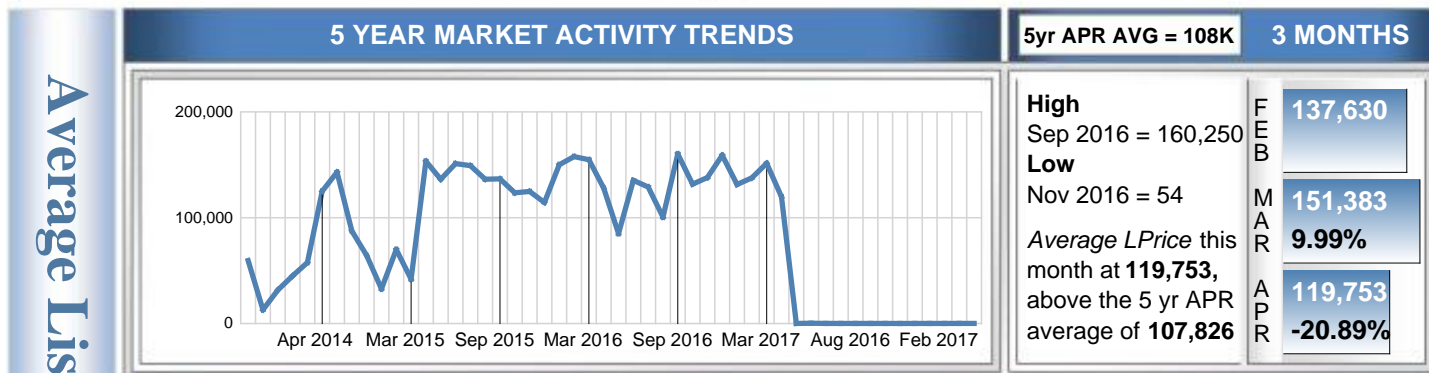
Closed Sales as of May 11, 2017



Average List Price at Closing

Report Produced on: May 11, 2017

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



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+
\$30,000 and less	3	9.09%	17,833	29,000	25,000	0	0
\$30,001 - \$50,000	3	9.09%	42,300	44,450	38,000	0	0
\$50,001 - \$80,000	6	18.18%	63,075	62,450	65,017	0	0
\$80,001 - \$120,000	9	27.27%	109,644	120,000	112,725	110,000	0
\$120,001 - \$130,000	0	0.00%	0	0	0	0	0
\$130,001 - \$250,000	8	24.24%	159,538	0	164,380	187,133	0
\$250,001 and up	4	12.12%	282,475	0	292,633	0	0
Average List Price:	\$119,753			\$52,600	\$136,174	\$167,850	\$0
Total Closed Units:	33			8	21	4	
Total List Volume:	3,951,850			420.80K	2.86M	671.40K	0.00B

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

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April 2017

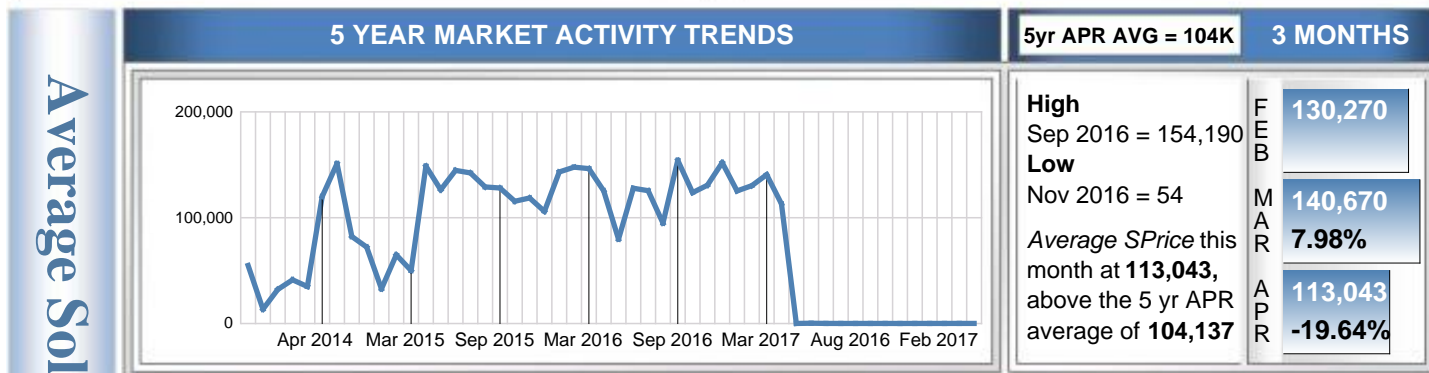
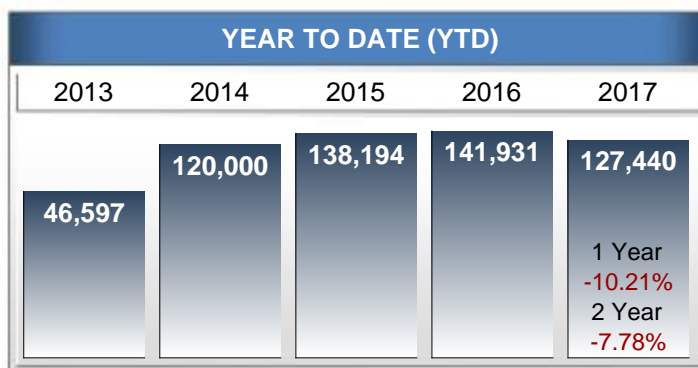
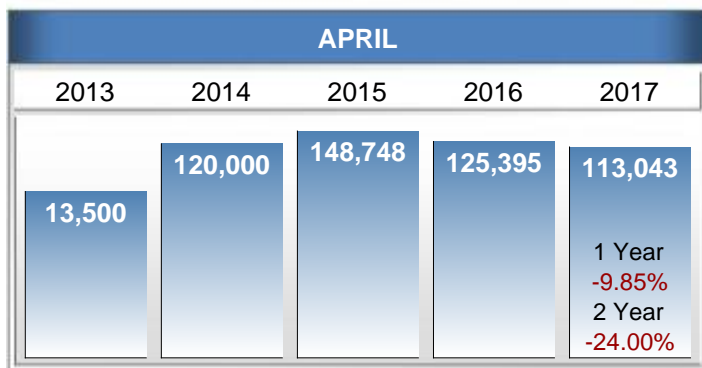
Closed Sales as of May 11, 2017



Average Sold Price at Closing

Report Produced on: May 11, 2017

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+
\$30,000 and less	4		12.12%	18,500	19,333	16,000	0	0
\$30,001 \$50,000	3		9.09%	39,904	40,750	38,213	0	0
\$50,001 \$80,000	5		15.15%	62,860	58,500	65,767	0	0
\$80,001 \$120,000	10		30.30%	107,950	120,000	105,688	114,000	0
\$120,001 \$130,000	0		0.00%	0	0	0	0	0
\$130,001 \$250,000	8		24.24%	167,925	0	158,880	183,000	0
\$250,001 and up	3		9.09%	266,500	0	266,500	0	0
Average Closed Price:	\$113,043				\$47,063	\$128,139	\$165,750	\$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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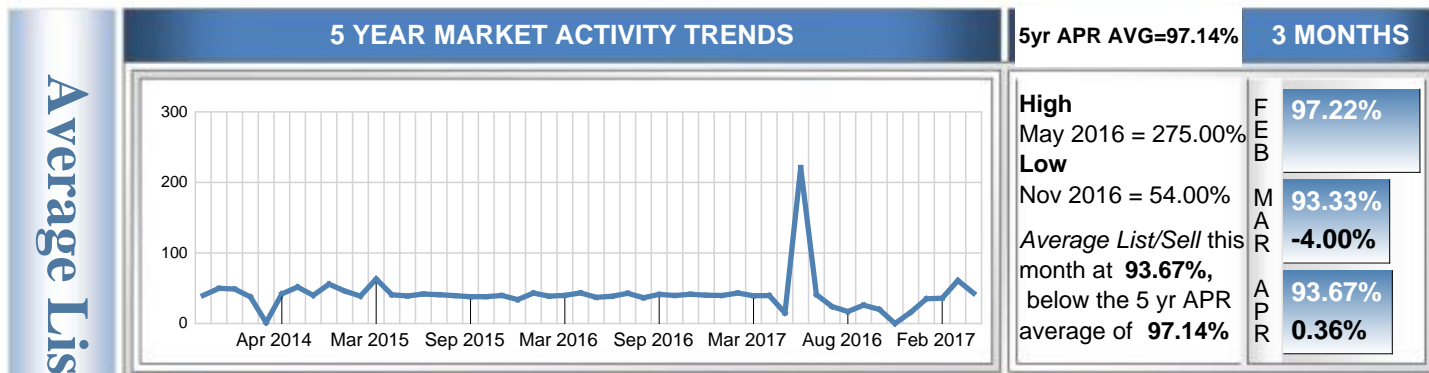
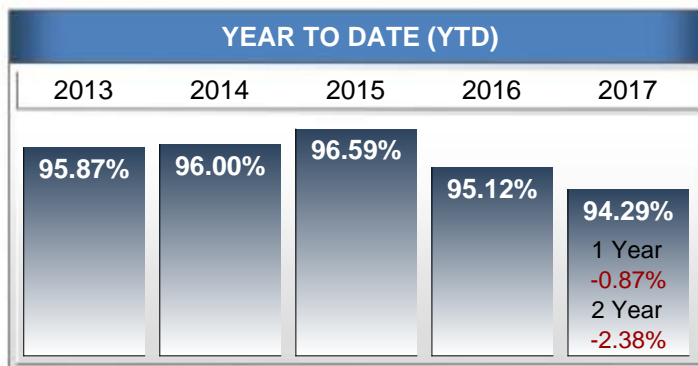
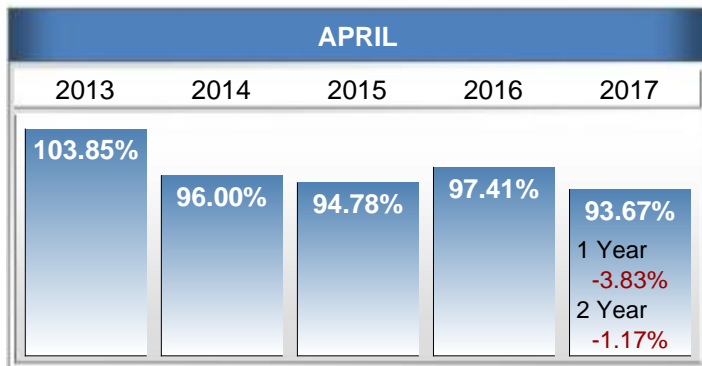
Closed Sales as of May 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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+
\$30,000 and less	4	12.12%	77.35%	81.80%	64.00%	0.00%	0.00%
\$30,001 \$50,000	3	9.09%	94.50%	91.46%	100.56%	0.00%	0.00%
\$50,001 \$80,000	5	15.15%	98.39%	94.35%	101.08%	0.00%	0.00%
\$80,001 \$120,000	10	30.30%	95.74%	100.00%	94.22%	103.64%	0.00%
\$120,001 \$130,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$130,001 \$250,000	8	24.24%	96.94%	0.00%	96.63%	97.44%	0.00%
\$250,001 and up	3	9.09%	91.14%	0.00%	91.14%	0.00%	0.00%
Average List/Sell Ratio: 93.70%				89.63%	94.20%	98.99%	0.00%
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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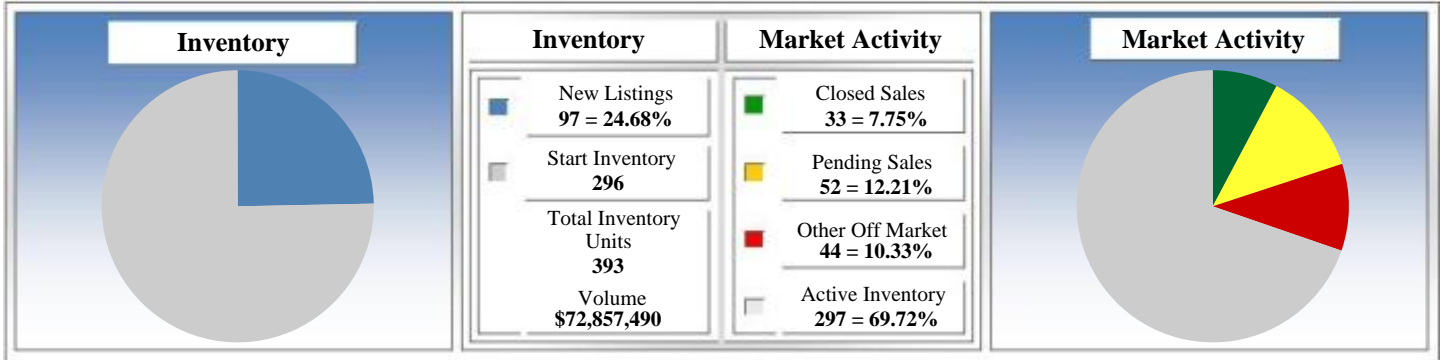
Inventory as of May 11, 2017



Market Summary

Report Produced on: May 11, 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

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%
Average List Price	127,985	119,753	-6.43%	149,279	135,348	-9.33%
Average Sale Price	125,395	113,043	-9.85%	141,931	127,440	-10.21%
Average Percent of List Price to Selling Price	97.41%	93.67%	-3.83%	95.12%	94.29%	-0.87%
Average Days on Market to Sale	72.10	44.67	-38.05%	93.97	57.53	-38.78%
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%

	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%
Average List Price	127,985	119,753	-6.43%	149,279	135,348	-9.33%
Average Sale Price	125,395	113,043	-9.85%	141,931	127,440	-10.21%
Average Percent of List Price to Selling Price	97.41%	93.67%	-3.83%	95.12%	94.29%	-0.87%
Average Days on Market to Sale	72.10	44.67	-38.05%	93.97	57.53	-38.78%
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%

