



# February 2017

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

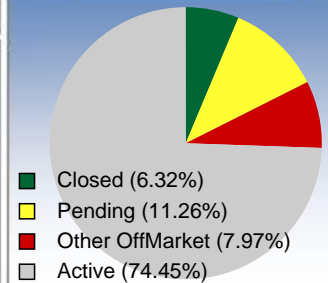


**Absorption:** Last 12 months, an Average of **33** Sales/Month

**Active Inventory** as of February 28, 2017 = **271**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	30	23	-23.33%
Pending Listings	23	41	78.26%
New Listings	12	90	650.00%
Average List Price	158,517	137,630	-13.18%
Average Sale Price	148,059	130,270	-12.01%
Average Percent of List Price to Selling Price	92.51%	97.22%	5.10%
Average Days on Market to Sale	109.43	68.00	-37.86%
End of Month Inventory	42	271	545.24%
Months Supply of Inventory	1.22	8.15	567.88%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **545.24%** to 271 existing homes available for sale. Over the last 12 months this area has had an average of 33 closed sales per month. This represents an unsold inventory index of **8.15** 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 **12.01%** in February 2017 to \$130,270 versus the previous year at \$148,059.

### Average Days on Market Shortens

The average number of **68.00** days that homes spent on the market before selling decreased by 41.43 days or **37.86%** in February 2017 compared to last year's same month at **109.43** DOM.

### Sales Success for February 2017 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 90 New Listings in February 2017, up **650.00%** from last year at 12. Furthermore, there were 23 Closed Listings this month versus last year at 30, a **-23.33%** decrease.

Closed versus Listed trends yielded a **25.6%** ratio, down from last year's February 2017 at **250.0%**, a **89.78%** 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

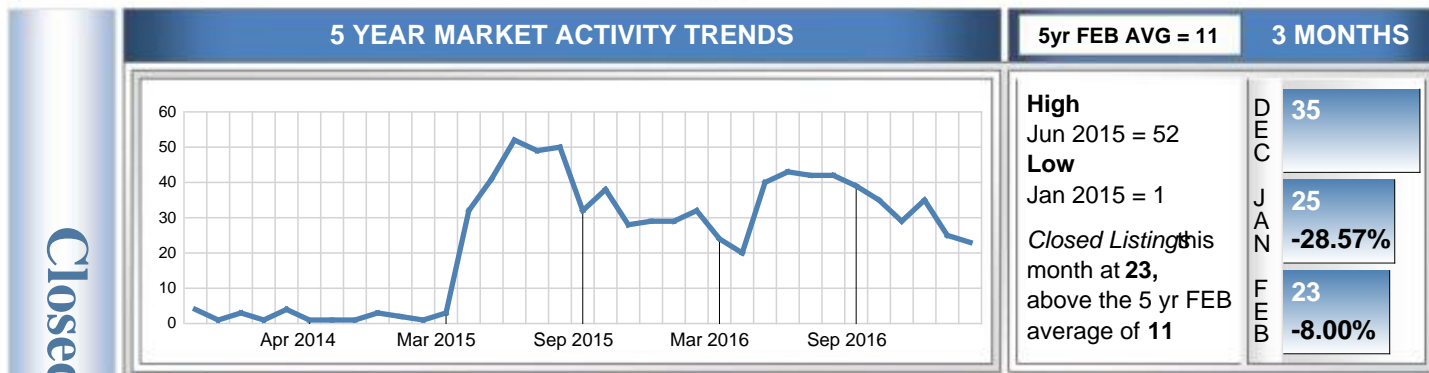
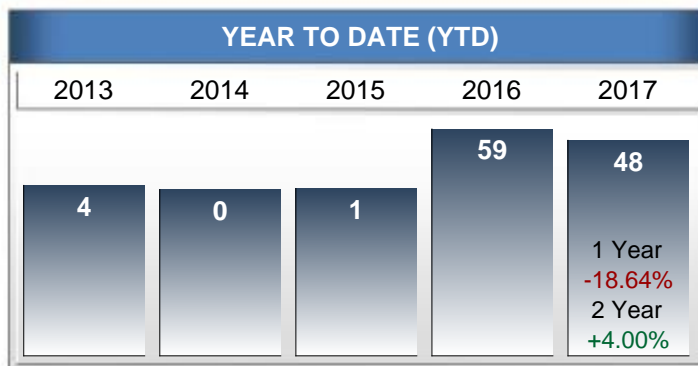
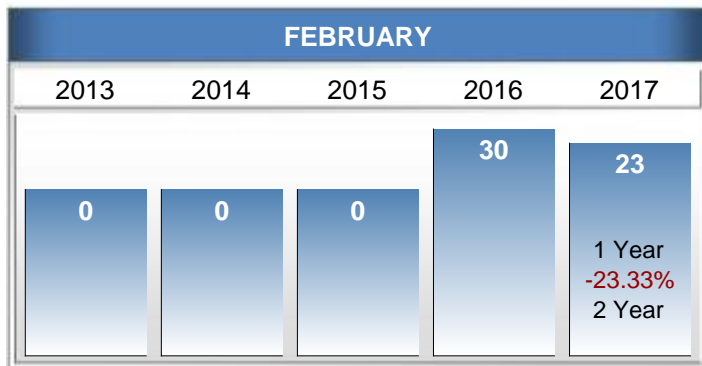
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 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+
\$20,000 and less	1	4.35%	1.0	1	0	0	0
\$20,001 \$30,000	3	13.04%	55.3	3	0	0	0
\$30,001 \$60,000	4	17.39%	74.0	3	1	0	0
\$60,001 \$130,000	6	26.09%	89.8	0	5	1	0
\$130,001 \$160,000	3	13.04%	92.0	1	2	0	0
\$160,001 \$260,000	3	13.04%	53.7	1	1	0	1
\$260,001 and up	3	13.04%	41.7	0	1	2	0
<b>Total Closed Units:</b>	<b>23</b>		<b>68.0</b>	<b>9</b>	<b>10</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>2,996,211</b>			<b>595.20K</b>	<b>1.48M</b>	<b>753.00K</b>	<b>166.50K</b>
<b>Average Closed Price:</b>	<b>\$130,270</b>			<b>\$66,133</b>	<b>\$148,151</b>	<b>\$251,000</b>	<b>\$166,500</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

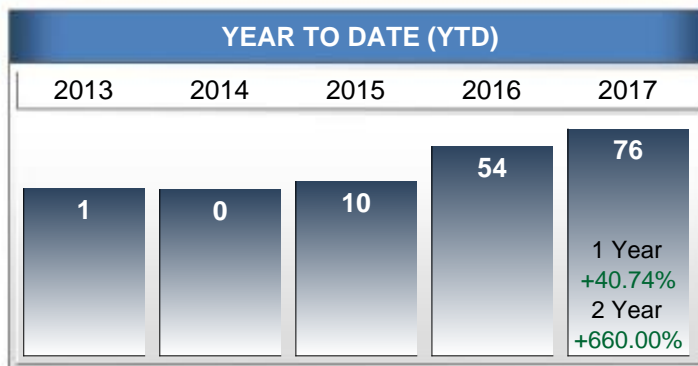
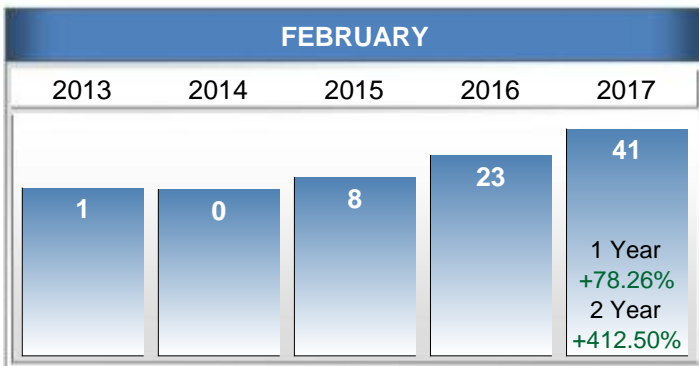
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 2017

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



**Pending Listings**  
  
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**5yr FEB AVG = 15**      **3 MONTHS**

**High**  
May 2016 = 81

**Low**  
Sep 2014 = 1

*Pending Listing* this month at **41**, above the 5 yr FEB average of **15**

Month	Count	%
DEC	28	
JAN	35	25.00%
FEB	41	17.14%

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	2	4.88%	125.5	1	1	0	0
\$25,001 \$50,000	4	9.76%	43.8	3	1	0	0
\$50,001 \$100,000	8	19.51%	73.5	4	4	0	0
\$100,001 \$125,000	7	17.07%	58.9	2	4	1	0
\$125,001 \$175,000	10	24.39%	63.4	3	6	1	0
\$175,001 \$225,000	3	7.32%	87.0	0	3	0	0
\$225,001 and up	7	17.07%	36.3	0	6	1	0
<b>Total Pending Units:</b> 41				<b>60.4</b>			
<b>Total Pending Volume:</b> 5,651,820				<b>1.04M 4.14M 478.90K 0.00B</b>			
<b>Average Listing Price:</b> \$209,800				<b>\$79,785 \$165,429 \$159,633 \$0</b>			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

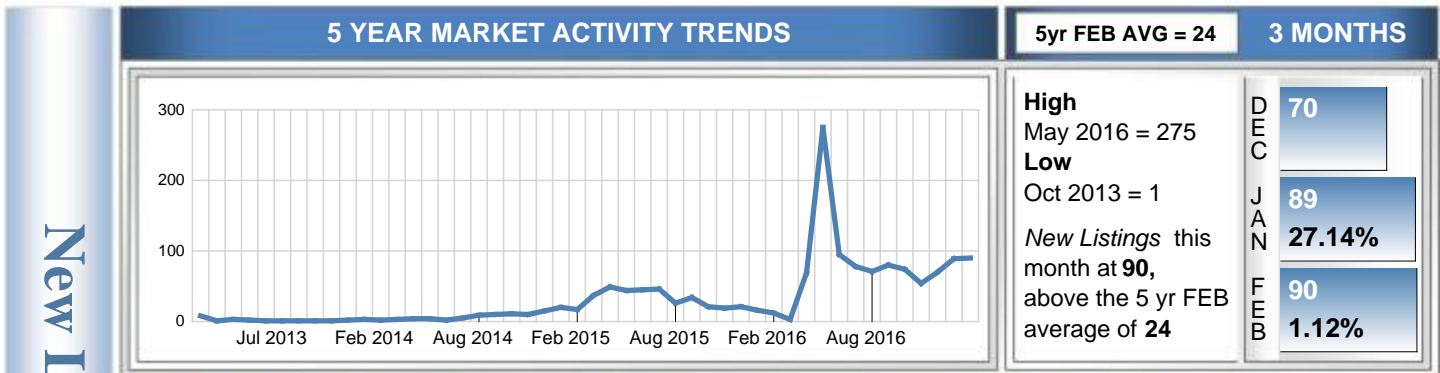
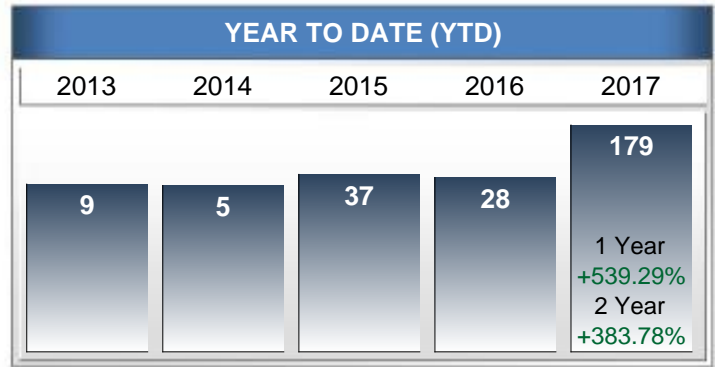
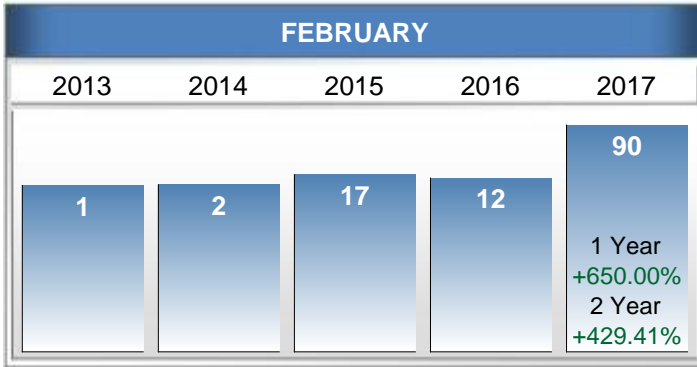
New Listings as of Mar 13, 2017



### New Listings

Report Produced on: Mar 13, 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+
\$25,000 and less	4	4.44%	4	0	0	0
\$25,001 - \$50,000	12	13.33%	8	4	0	0
\$50,001 - \$75,000	12	13.33%	6	3	3	0
\$75,001 - \$125,000	22	24.44%	5	14	3	0
\$125,001 - \$175,000	18	20.00%	2	13	2	1
\$175,001 - \$225,000	12	13.33%	2	7	2	1
\$225,001 and up	10	11.11%	2	5	3	0
<b>Total New Listed Units:</b>	<b>90</b>		<b>29</b>	<b>46</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>11,359,000</b>		<b>2.48M</b>	<b>6.36M</b>	<b>2.19M</b>	<b>328.90K</b>
<b>Average New Listed Listing Price:</b>	<b>\$210,000</b>		<b>\$85,517</b>	<b>\$138,326</b>	<b>\$168,238</b>	<b>\$164,450</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

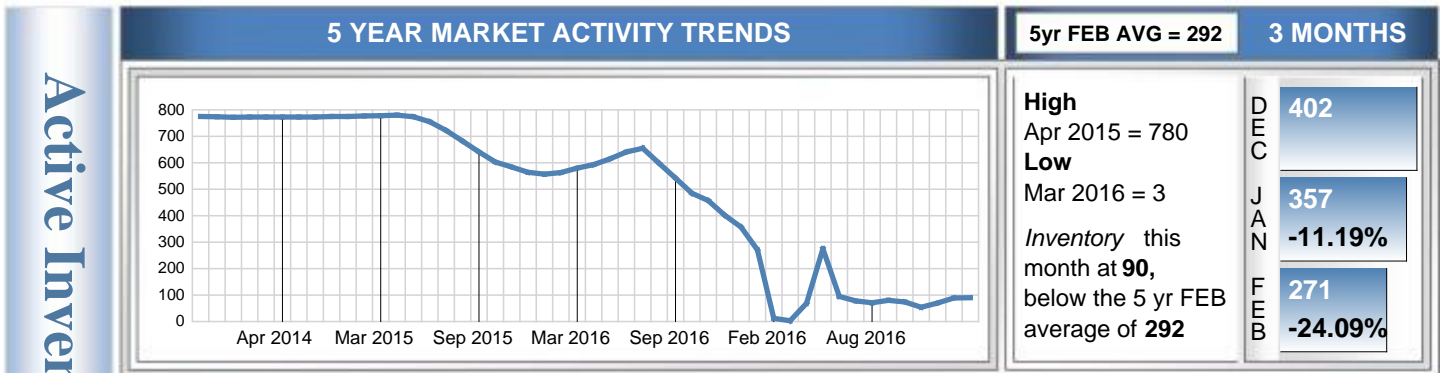
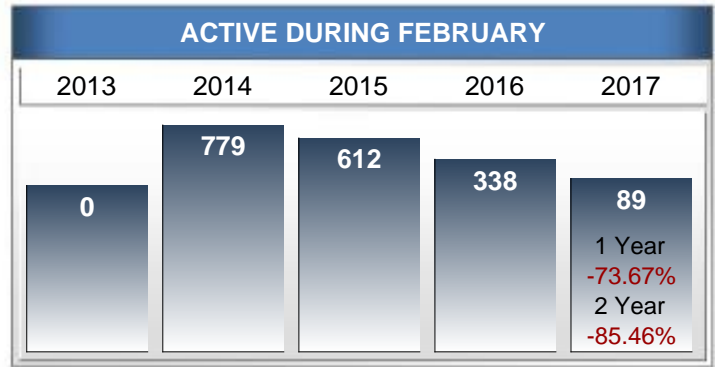
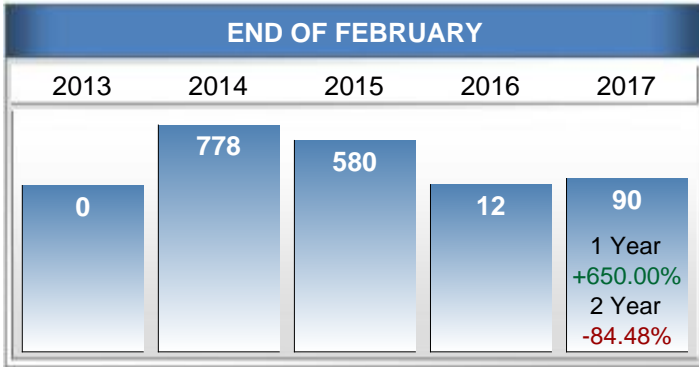
Active Inventory as of Mar 13, 2017



### Active Inventory

Report Produced on: Mar 13, 2017

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



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	24	8.86%	93.6	24	0	0	0		
\$25,001 - \$50,000	29	10.70%	66.2	24	5	0	0		
\$50,001 - \$75,000	26	9.59%	63.8	14	11	1	0		
\$75,001 - \$150,000	75	27.68%	60.3	15	52	6	2		
\$150,001 - \$225,000	53	19.56%	65.2	13	32	6	2		
\$225,001 - \$300,000	33	12.18%	91.3	6	18	9	0		
\$300,001 and up	31	11.44%	84.1	7	13	9	2		
Total Active Inventory by Units:				271	71.7	103	131	31	6
Total Active Inventory by Volume:				44,237,700		11.89M	22.30M	8.20M	1.84M
Average Active Inventory Listing Price:				\$163,239		\$115,455	\$170,240	\$264,497	\$307,483





# Monthly Inventory Analysis

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## February 2017

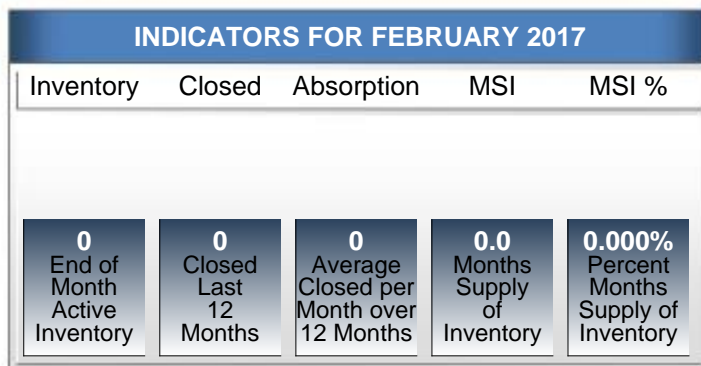
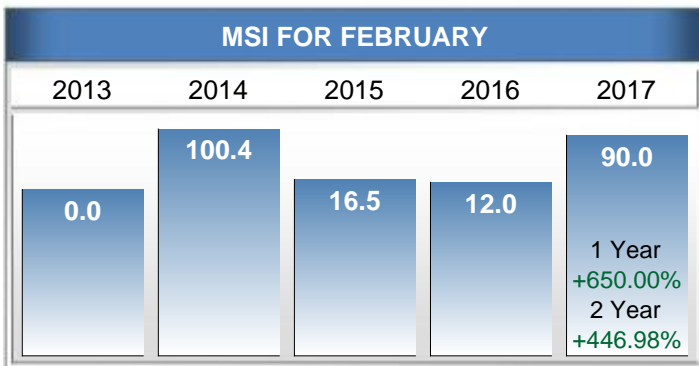
Active Inventory as of Mar 13, 2017



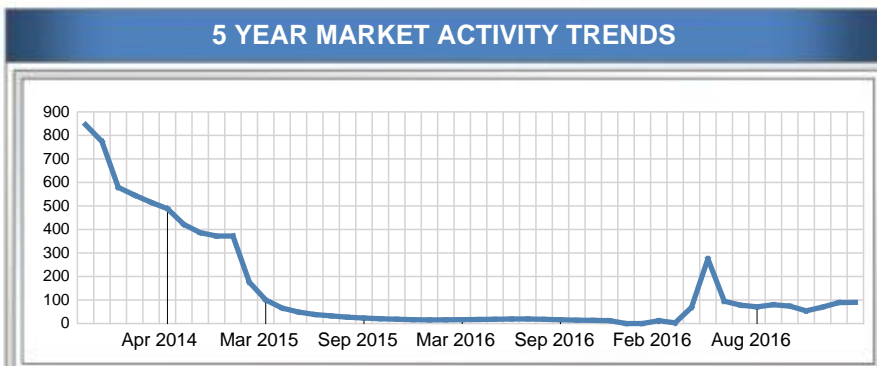
### Months Supply of Inventory

Report Produced on: Mar 13, 2017

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



Months Supply  
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**5yr FEB AVG = 43.8**    **3 MONTHS**

**High**  
Jan 2013 = 845.5

**Low**  
Feb 2017 = 0.0

Months Supply this month at **90.0**, above the 5 yr FEB average of **43.8**

DEC	12.2
JAN	0.0
FEB	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+
\$20,000 and less	12	4.43%	4.8	5.1	0.0	0.0	0.0
\$20,001 \$60,000	48	17.71%	7.7	11.7	3.2	0.0	0.0
\$60,001 \$80,000	32	11.81%	8.7	9.2	7.5	48.0	0.0
\$80,001 \$160,000	71	26.20%	6.2	8.5	6.2	3.0	12.0
\$160,001 \$240,000	47	17.34%	7.9	42.0	6.5	4.2	6.0
\$240,001 \$310,000	31	11.44%	16.9	60.0	18.0	13.7	0.0
\$310,001 and up	30	11.07%	21.2	28.0	18.0	54.0	6.0
MSI:			8.2	11.1	7.0	7.8	5.1
Total Active Inventory:			271	103	131	31	6



# Monthly Inventory Analysis

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## February 2017

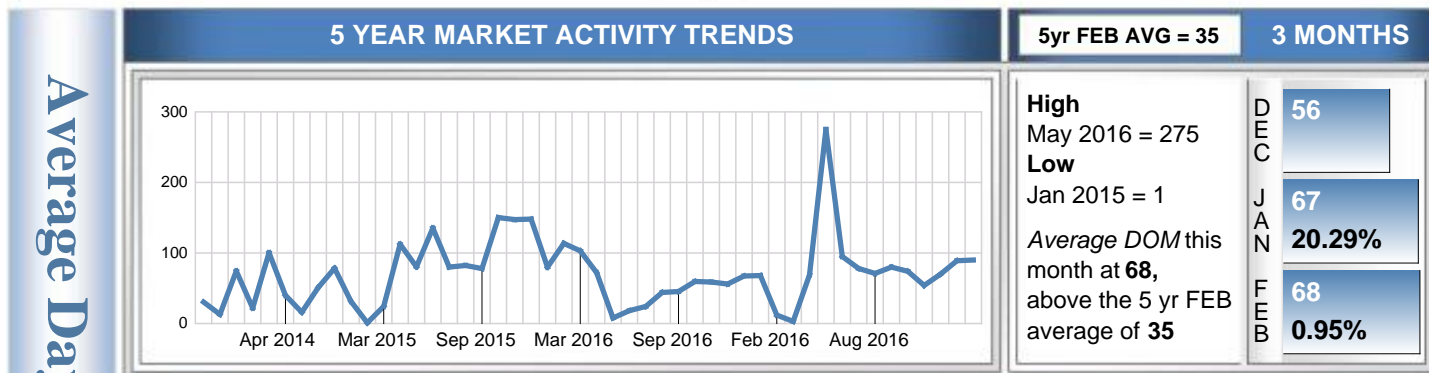
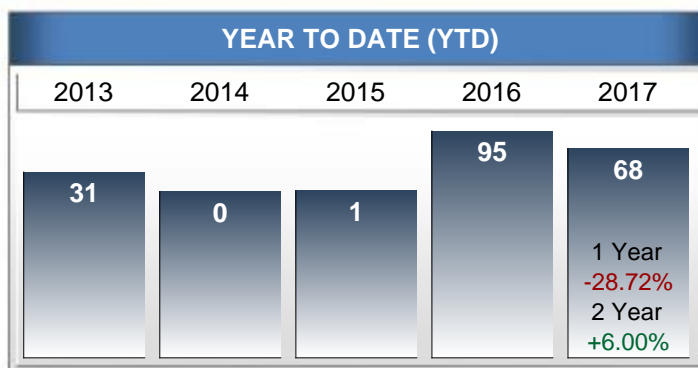
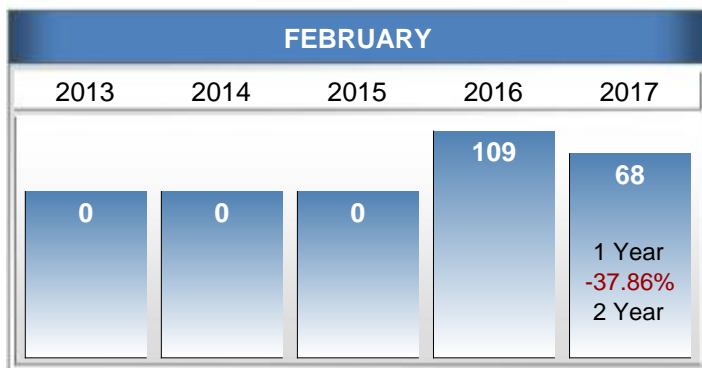
Closed Sales as of Mar 13, 2017



### Average Days on Market to Sale

Report Produced on: Mar 13, 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+
\$20,000 and less	1		4.35%	1.0	1.0	0.0	0.0	0.0
\$20,001 \$30,000	3		13.04%	55.3	55.3	0.0	0.0	0.0
\$30,001 \$60,000	4		17.39%	74.0	65.7	99.0	0.0	0.0
\$60,001 \$130,000	6		26.09%	89.8	0.0	106.4	7.0	0.0
\$130,001 \$160,000	3		13.04%	92.0	156.0	60.0	0.0	0.0
\$160,001 \$260,000	3		13.04%	53.7	88.0	1.0	0.0	72.0
\$260,001 and up	3		13.04%	41.7	0.0	78.0	23.5	0.0
Average Closed DOM: 68.0					67.6	83.0	18.0	72.0
Total Closed Units: 23					9	10	3	1
Total Closed Volume: 2,996,211					595.20K	1.48M	753.00K	166.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

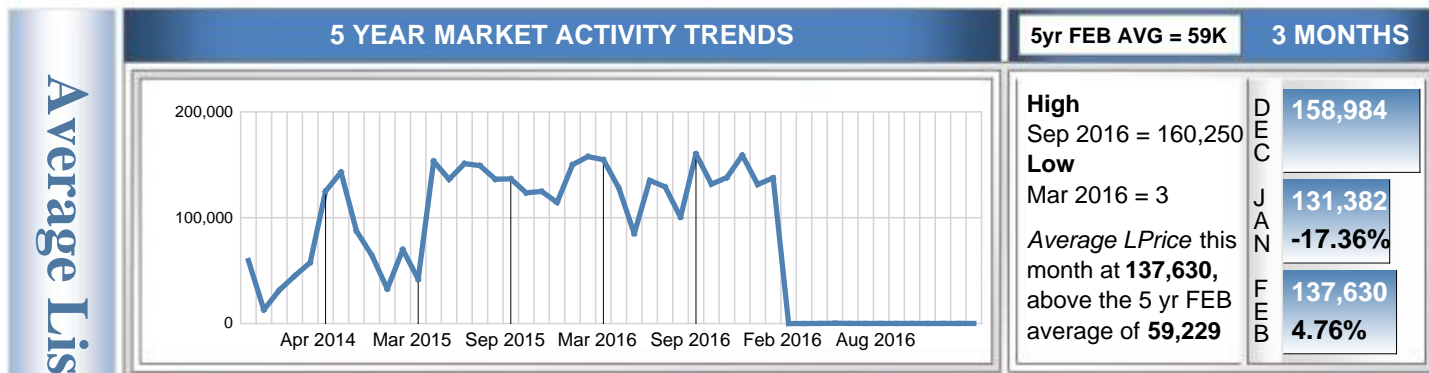
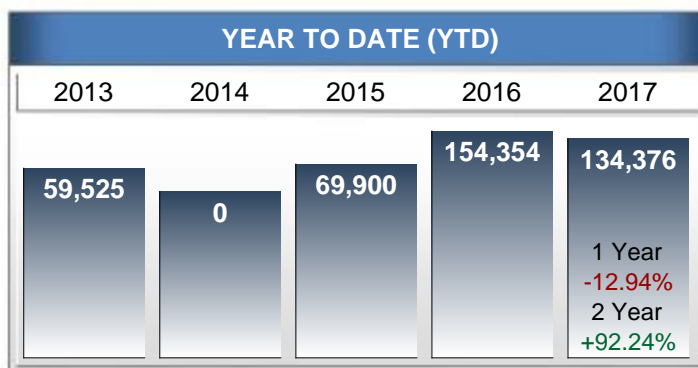
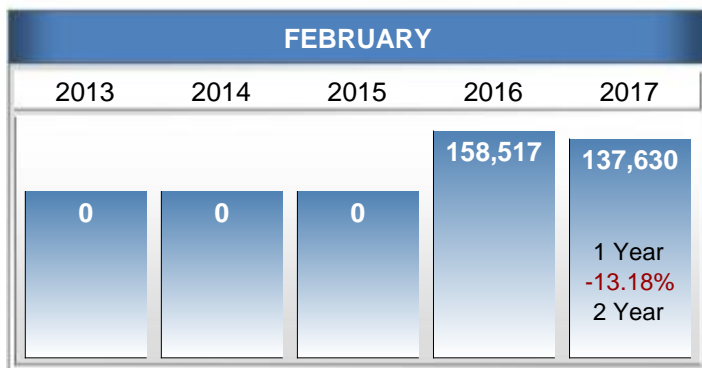
Closed Sales as of Mar 13, 2017



### Average List Price at Closing

Report Produced on: Mar 13, 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+
\$20,000 and less	2	8.70%	14,000	15,000	0	0	0
\$20,001 \$30,000	2	8.70%	28,250	23,167	0	0	0
\$30,001 \$60,000	4	17.39%	49,475	49,633	49,000	0	0
\$60,001 \$130,000	7	30.43%	113,329	0	112,880	99,000	0
\$130,001 \$160,000	0	0.00%	0	164,900	157,450	0	0
\$160,001 \$260,000	5	21.74%	193,180	231,000	210,000	0	175,000
\$260,001 and up	3	13.04%	374,633	0	485,000	319,450	0
Average List Price:	\$137,630			\$69,922	\$162,330	\$245,967	\$175,000
Total Closed Units:	23			9	10	3	1
Total List Volume:	3,165,500			629.30K	1.62M	737.90K	175.00K





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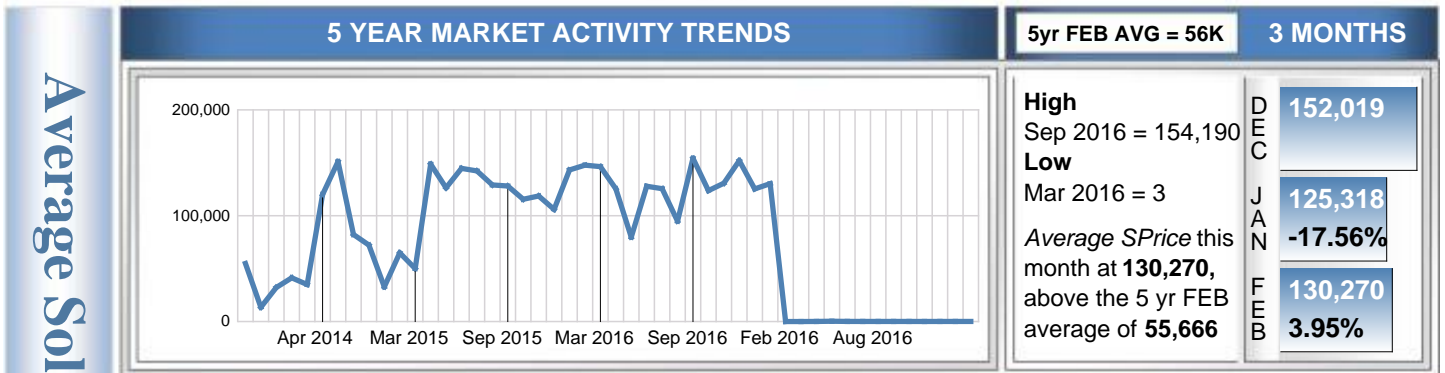
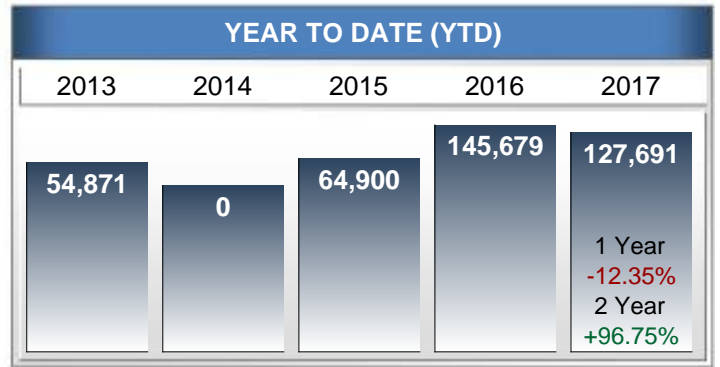
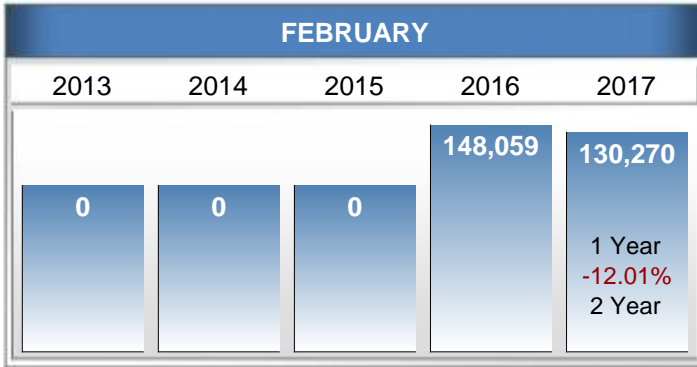
Closed Sales as of Mar 13, 2017



### Average Sold Price at Closing

Report Produced on: Mar 13, 2017

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



Average Sold Price

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

#### 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+
\$20,000 and less	1		4.35%	15,000	15,000	0	0	0
\$20,001 \$30,000	3		13.04%	23,766	23,766	0	0	0
\$30,001 \$60,000	4		17.39%	44,850	47,133	38,000	0	0
\$60,001 \$130,000	6		26.09%	107,750	0	106,300	115,000	0
\$130,001 \$160,000	3		13.04%	139,004	145,000	136,006	0	0
\$160,001 \$260,000	3		13.04%	193,000	222,500	190,000	0	166,500
\$260,001 and up	3		13.04%	362,667	0	450,000	319,000	0
Average Closed Price:	\$130,270				\$66,133	\$148,151	\$251,000	\$166,500
Total Closed Units:	23				9	10	3	1
Total Closed Volume:	2,996,211				595.20K	1.48M	753.00K	166.50K



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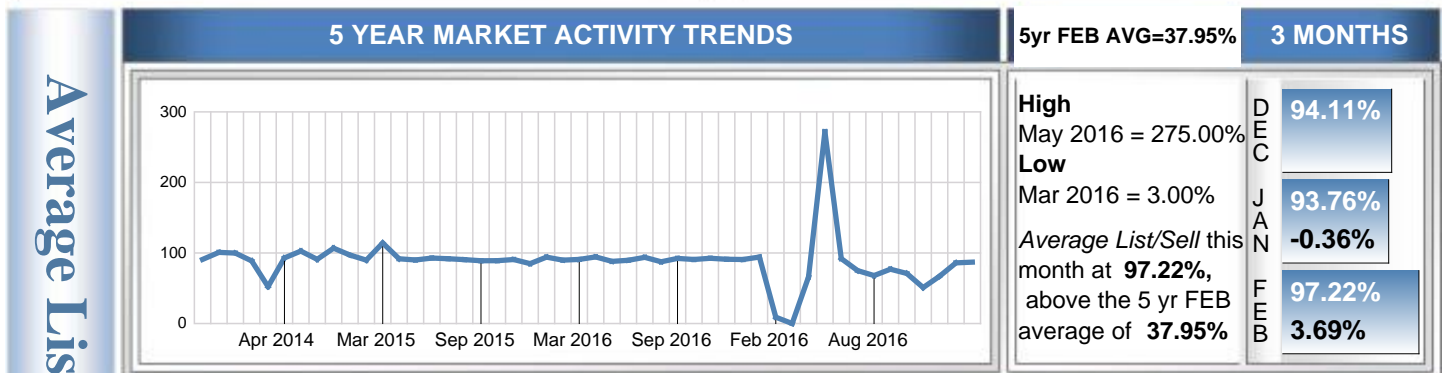
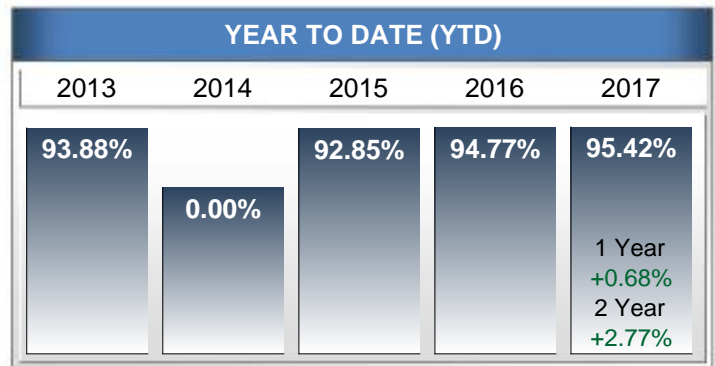
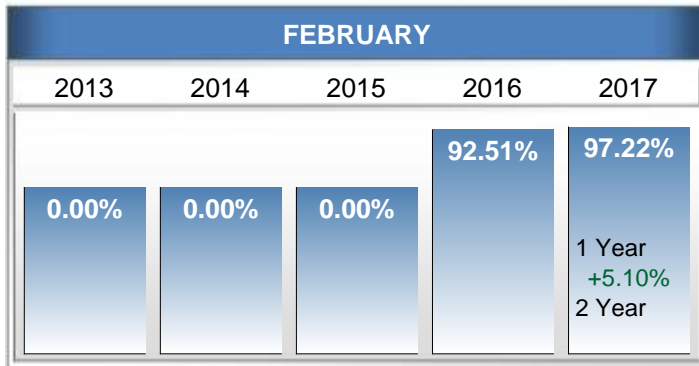
Closed Sales as of Mar 13, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

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



Average List/Sell Price

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#### 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+
\$20,000 and less	1	4.35%	100.00%	100.00%	0.00%	0.00%	0.00%
\$20,001 \$30,000	3	13.04%	116.45%	116.45%	0.00%	0.00%	0.00%
\$30,001 \$60,000	4	17.39%	90.04%	94.20%	77.55%	0.00%	0.00%
\$60,001 \$130,000	6	26.09%	97.82%	0.00%	94.15%	116.16%	0.00%
\$130,001 \$160,000	3	13.04%	88.41%	87.93%	88.65%	0.00%	0.00%
\$160,001 \$260,000	3	13.04%	93.98%	96.32%	90.48%	0.00%	95.14%
\$260,001 and up	3	13.04%	97.51%	0.00%	92.78%	99.88%	0.00%
Average List/Sell Ratio: 97.20%				101.80%	90.89%	105.31%	95.14%
Total Closed Units: 23					9	10	3
Total Closed Volume: 2,996,211					595.20K	1.48M	753.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

Inventory as of Mar 13, 2017



### Market Summary

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



**Absorption:** Last 12 months, an Average of 33 Sales/Month

**Active Inventory** as of February 28, 2017 = 271

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	30	23	-23.33%	59	48	-18.64%
Pending Sales	23	41	78.26%	54	76	40.74%
New Listings	12	90	650.00%	28	179	539.29%
Average List Price	158,517	137,630	-13.18%	154,354	134,376	-12.94%
Average Sale Price	148,059	130,270	-12.01%	145,679	127,691	-12.35%
Average Percent of List Price to Selling Price	92.51%	97.22%	5.10%	94.77%	95.42%	0.68%
Average Days on Market to Sale	109.43	68.00	-37.86%	94.93	67.67	-28.72%
Monthly Inventory	42	271	545.24%	42	271	545.24%
Months Supply of Inventory	1.22	8.15	567.88%	1.22	8.15	567.88%

