



May 2017

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

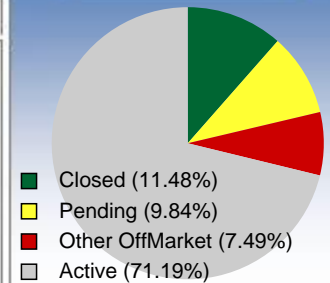


Absorption: Last 12 months, an Average of **36** Sales/Month

Active Inventory as of May 31, 2017 = **304**

	MAY		
	2016	2017	+/- %
Closed Listings	40	49	22.50%
Pending Listings	80	42	-47.50%
New Listings	275	84	-69.45%
Median List Price	61,250	115,000	87.76%
Median Sale Price	52,500	105,000	100.00%
Median Percent of List Price to Selling Price	89.93%	94.74%	5.35%
Median Days on Market to Sale	1.00	44.00	4,300.00%
End of Month Inventory	243	304	25.10%
Months Supply of Inventory	6.88	8.48	23.36%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **25.10%** to 304 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **8.48** MSI for this period.

Median Sale Price 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 **100.00%** in May 2017 to \$105,000 versus the previous year at \$52,500.

Median Days on Market Lengthens

The median number of **44.00** days that homes spent on the market before selling increased by 43.00 days or **4,300.00%** in May 2017 compared to last year's same month at **1.00** DOM.

Sales Success for May 2017 is Positive

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

There were 84 New Listings in May 2017, down **69.45%** from last year at 275. Furthermore, there were 49 Closed Listings this month versus last year at 40, a **22.50%** increase.

Closed versus Listed trends yielded a **58.3%** ratio, up from previous year's, May 2016, at **14.5%**, a **301.04%** upswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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May 2017

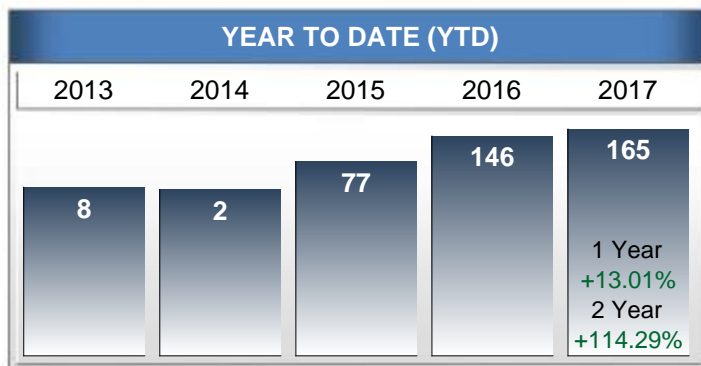
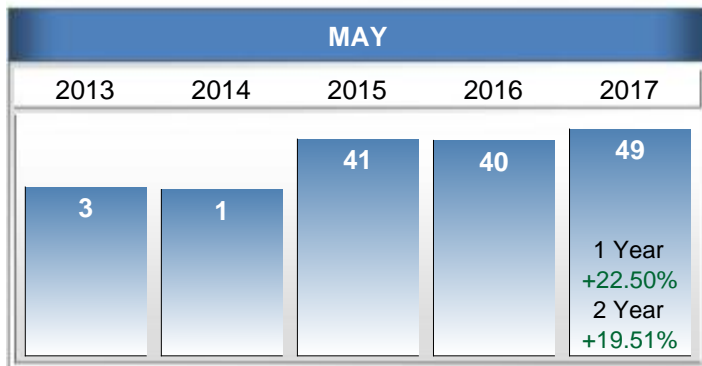
Closed Sales as of Jun 12, 2017



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Closed Listings

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



Closed Listings
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5yr MAY AVG = 27 **3 MONTHS**

High
Jun 2015 = 52

Low
Jan 2015 = 1

Closed Listing this month at **49**, above the 5 yr MAY average of **27**

MAR	35
APR	33
MAY	49
-5.71%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	3.0	3	0	0	0
\$20,001 - \$60,000	5	10.20%	33.0	5	0	0	0
\$60,001 - \$80,000	9	18.37%	42.0	4	4	1	0
\$80,001 - \$130,000	13	26.53%	118.0	3	9	1	0
\$130,001 - \$160,000	7	14.29%	31.0	0	7	0	0
\$160,001 - \$220,000	7	14.29%	33.0	0	6	1	0
\$220,001 and up	5	10.20%	34.0	0	5	0	0
Total Closed Units: 49				44.0			
Total Closed Volume: 5,703,100				787.40K	4.59M	326.70K	0.00B
Median Closed Price: \$105,000				\$48,000	\$145,000	\$87,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

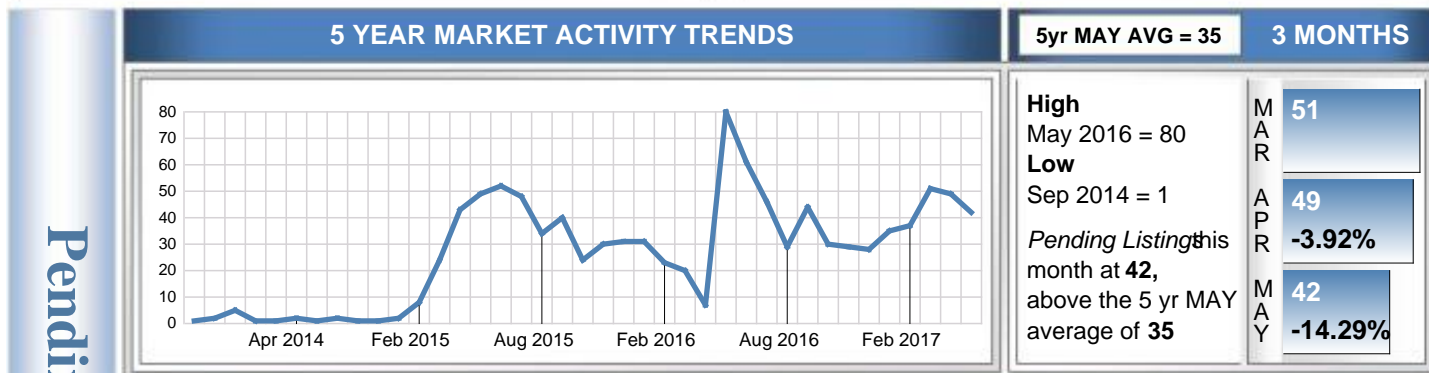
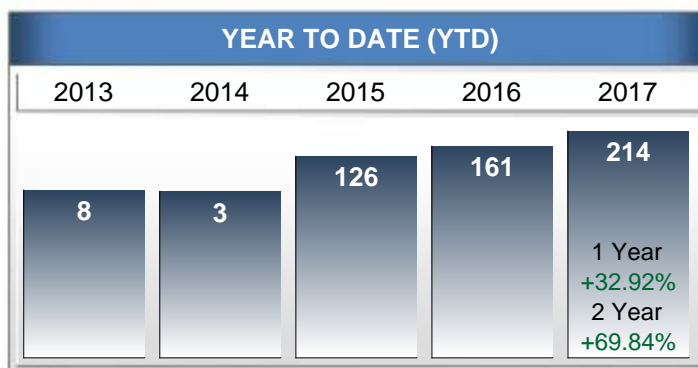
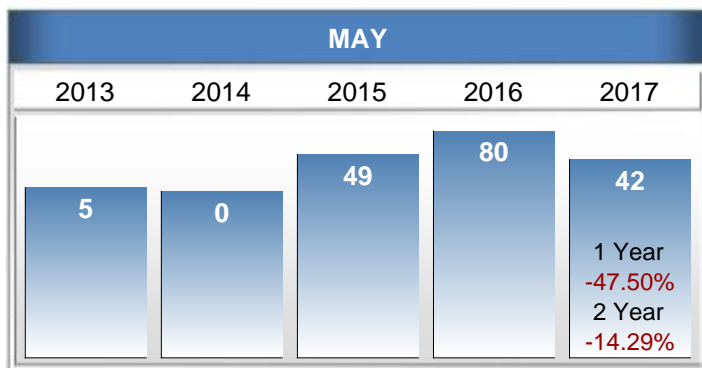
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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+		
\$50,000 and less	4	9.52%	9.0	2	2	0	0		
\$50,001 - \$70,000	5	11.90%	15.0	4	1	0	0		
\$70,001 - \$80,000	3	7.14%	63.0	0	2	1	0		
\$80,001 - \$130,000	13	30.95%	36.0	2	8	3	0		
\$130,001 - \$160,000	6	14.29%	10.0	0	4	2	0		
\$160,001 - \$190,000	6	14.29%	45.5	1	4	1	0		
\$190,001 and up	5	11.90%	73.0	1	2	2	0		
Total Pending Units:				42	35.5	10	23	9	0.00B
Total Pending Volume:				5,489,800		1.28M	2.91M	1.30M	
Median Listing Price:				\$117,450		\$64,500	\$119,900	\$132,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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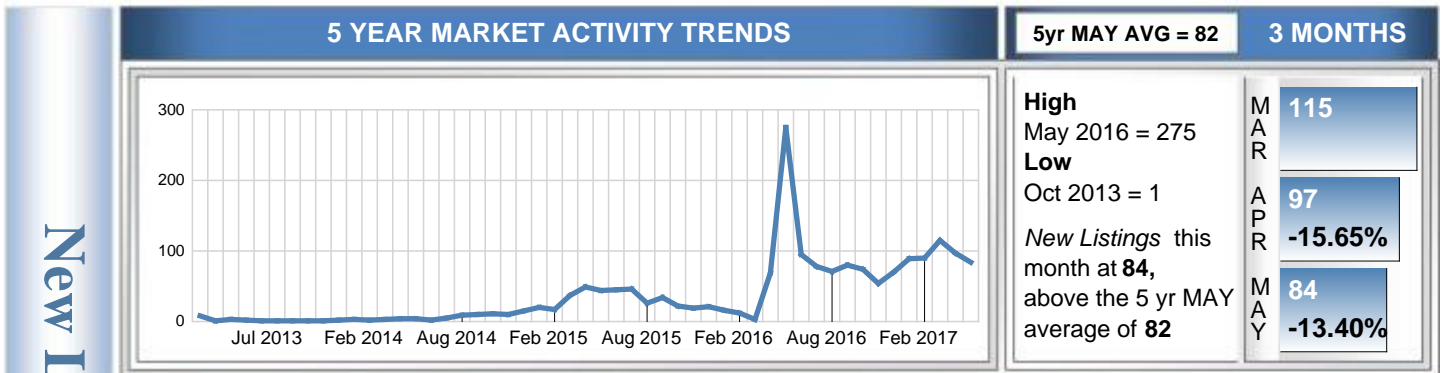
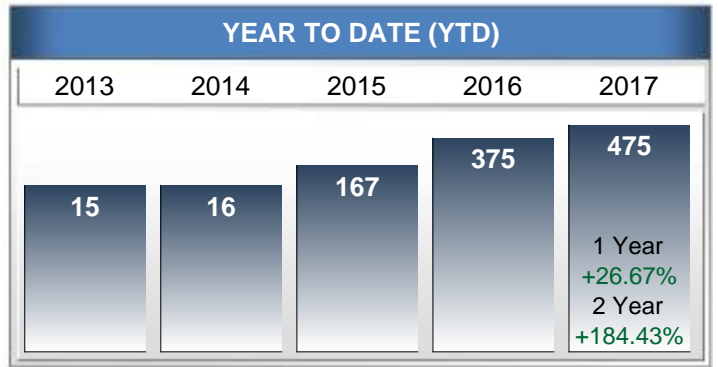
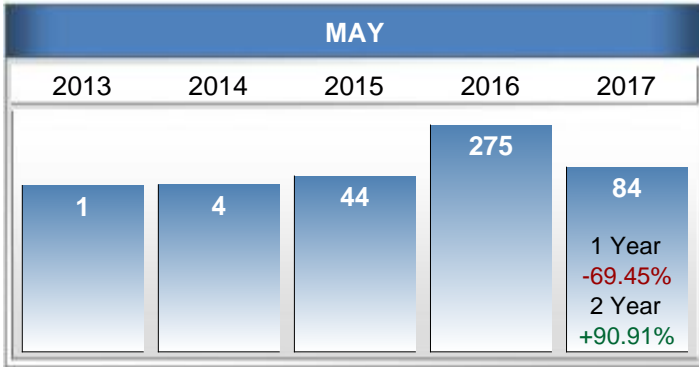
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 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+
\$50,000 and less	4	4.76%	3	1	0	0
\$50,001 - \$75,000	9	10.71%	6	3	0	0
\$75,001 - \$100,000	15	17.86%	4	10	1	0
\$100,001 - \$175,000	25	29.76%	4	15	6	0
\$175,001 - \$200,000	7	8.33%	0	6	1	0
\$200,001 - \$300,000	15	17.86%	1	9	3	2
\$300,001 and up	9	10.71%	0	4	3	2
Total New Listed Units:			18	48	14	4
Total New Listed Volume:			1.75M	9.82M	3.28M	1.40M
Median New Listed Listing Price:			\$77,450	\$166,000	\$184,500	\$342,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

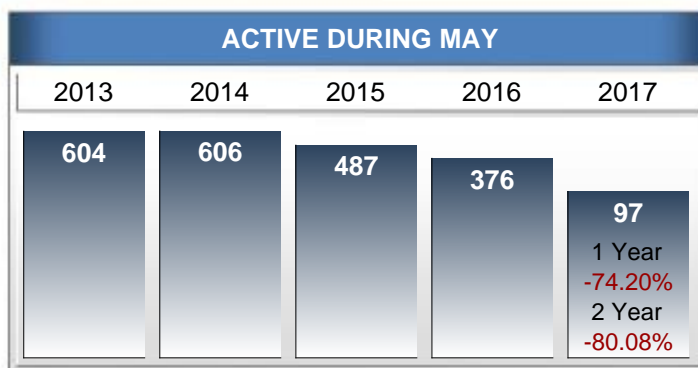
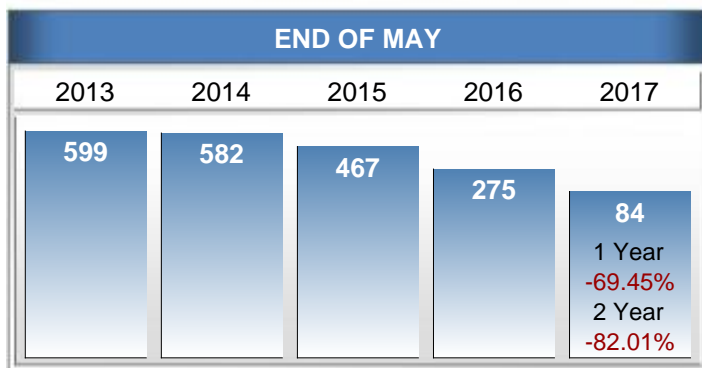
Active Inventory as of Jun 12, 2017



Active Inventory

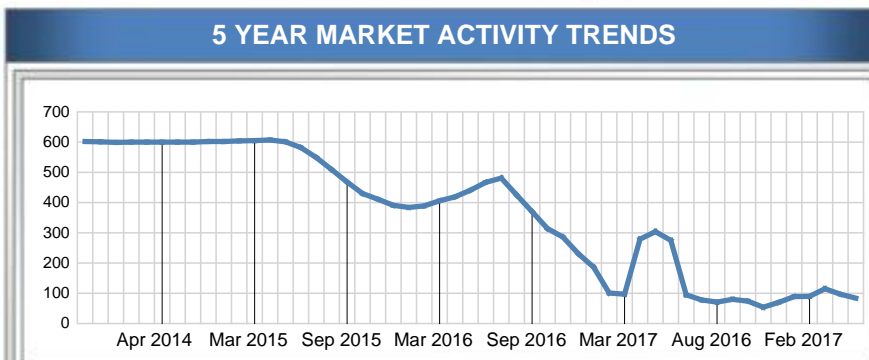
Report Produced on: Jun 12, 2017

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



Active Inventory

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5yr MAY AVG = 401 **3 MONTHS**

High
Apr 2015 = 607

Low
Nov 2016 = 54

Inventory this month at **84**, below the 5 yr MAY average of **401**

MAR	97
APR	279
MAY	304
187.63%	
8.96%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	14	4.61%	104.0	14	0	0	0		
\$25,001 \$50,000	35	11.51%	93.0	28	6	1	0		
\$50,001 \$100,000	58	19.08%	70.0	23	30	5	0		
\$100,001 \$175,000	80	26.32%	62.5	12	55	12	1		
\$175,001 \$250,000	48	15.79%	69.5	10	25	9	4		
\$250,001 \$325,000	35	11.51%	84.0	4	19	12	0		
\$325,001 and up	34	11.18%	57.5	10	7	10	7		
Total Active Inventory by Units:				304	71.0	101	142	49	12
Total Active Inventory by Volume:				58,190,980		16.10M	25.72M	12.04M	4.34M
Median Active Inventory Listing Price:				\$155,000		\$65,000	\$159,500	\$229,900	\$397,450



Monthly Inventory Analysis

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May 2017

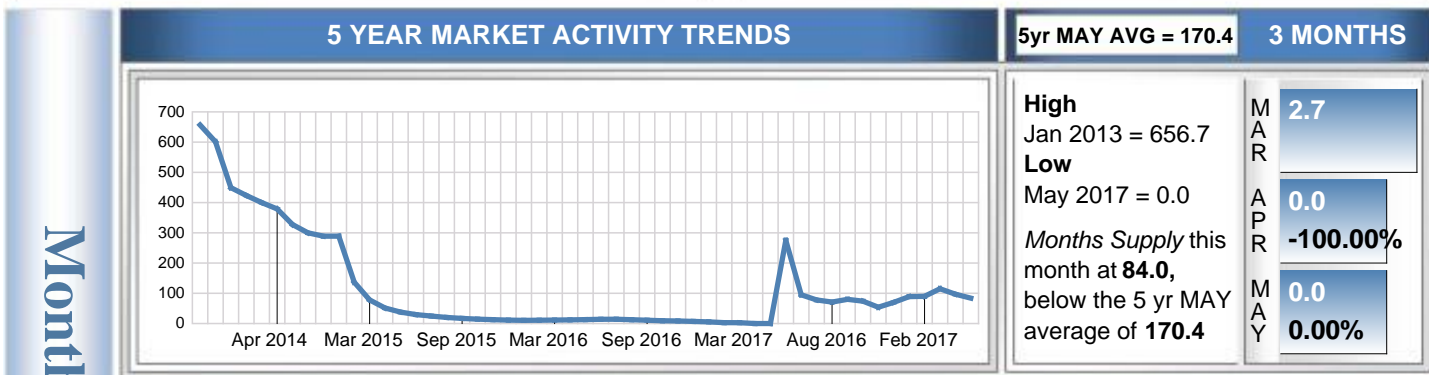
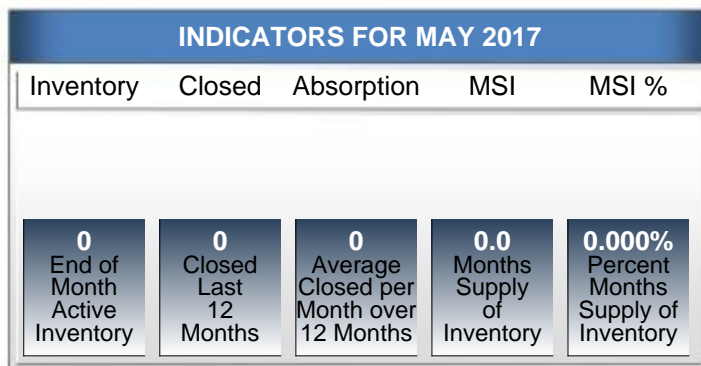
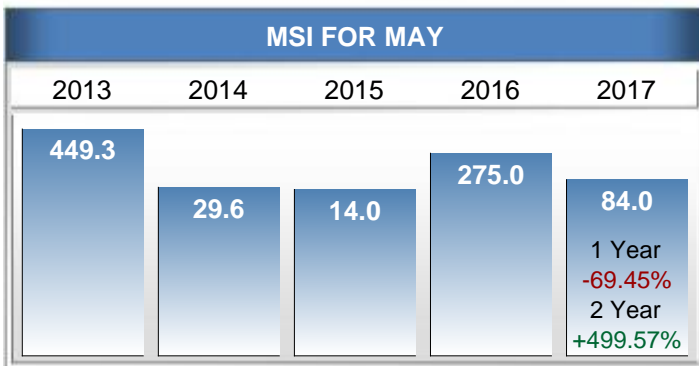
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 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+
\$25,000 and less	14	4.61%	5.3	6.0	0.0	0.0	0.0	
\$25,001 \$50,000	35	11.51%	8.6	10.2	4.5	0.0	0.0	
\$50,001 \$100,000	58	19.08%	6.5	8.1	6.0	5.5	0.0	
\$100,001 \$175,000	80	26.32%	6.3	11.1	5.6	7.6	4.0	
\$175,001 \$250,000	48	15.79%	11.3	40.0	9.4	7.7	24.0	
\$250,001 \$325,000	35	11.51%	19.1	48.0	16.3	28.8	0.0	
\$325,001 and up	34	11.18%	25.5	120.0	9.3	40.0	28.0	
MSI:	8.5			10.7	6.8	11.1	12.0	
Total Active Inventory:	304			101	142	49	12	



Monthly Inventory Analysis

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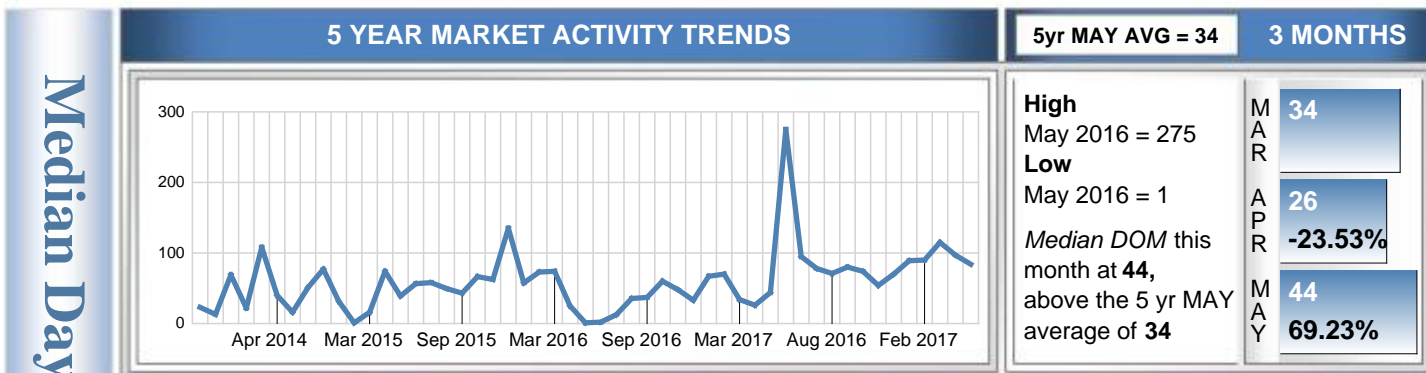
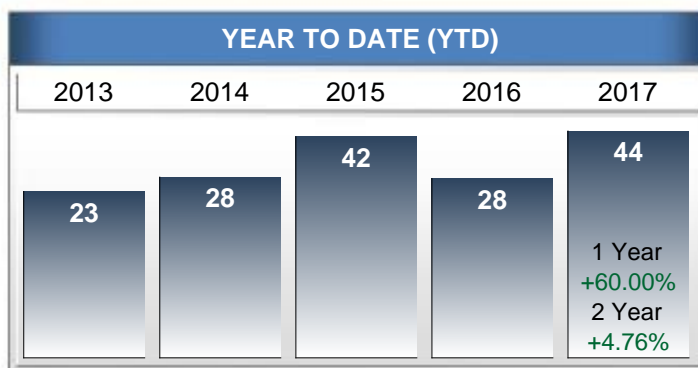
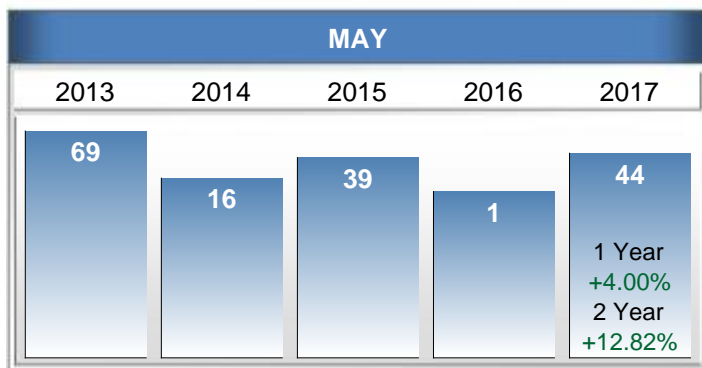
Closed Sales as of Jun 12, 2017



Median Days on Market to Sale

Report Produced on: Jun 12, 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+
\$20,000 and less	3			6.12%	3.0	3.0	0.0	0.0	0.0
\$20,001 \$60,000	5			10.20%	33.0	33.0	0.0	0.0	0.0
\$60,001 \$80,000	9			18.37%	42.0	41.0	42.5	55.0	0.0
\$80,001 \$130,000	13			26.53%	118.0	68.0	130.0	83.0	0.0
\$130,001 \$160,000	7			14.29%	31.0	0.0	31.0	0.0	0.0
\$160,001 \$220,000	7			14.29%	33.0	0.0	28.0	76.0	0.0
\$220,001 and up	5			10.20%	34.0	0.0	34.0	0.0	0.0
Median Closed DOM:					44.0	40.0	47.0	76.0	0.0
Total Closed Units:					49	15	31	3	
Total Closed Volume:					5,703,100	787.40K	4.59M	326.70K	0.00B



Monthly Inventory Analysis

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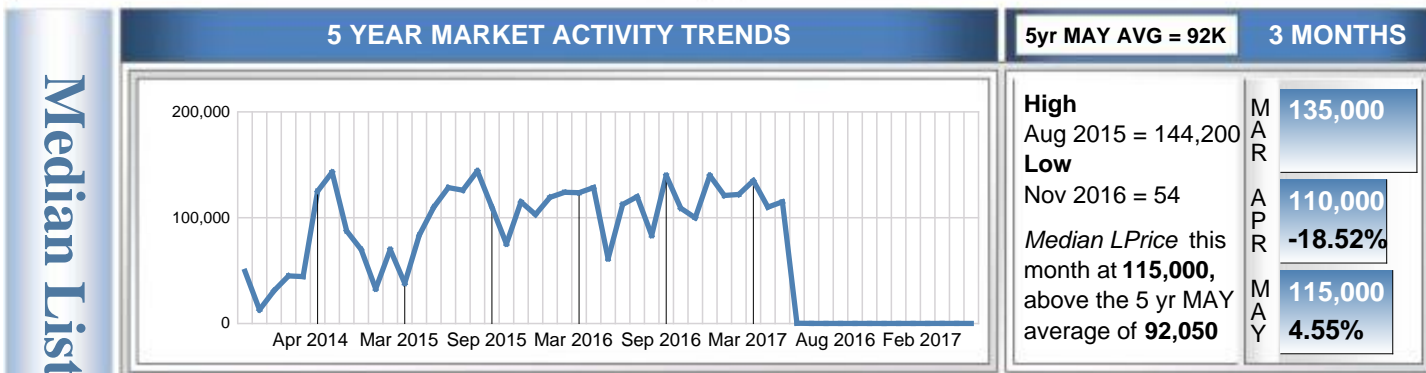
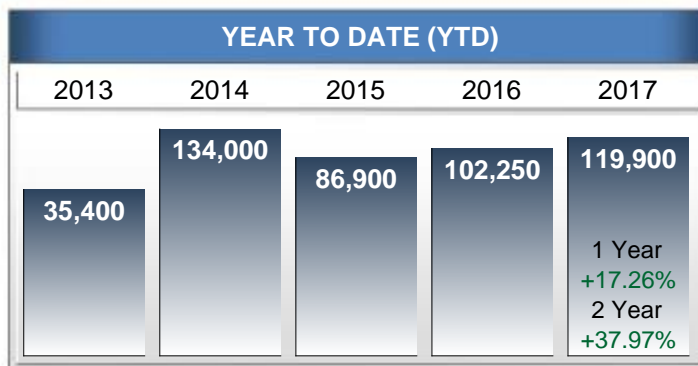
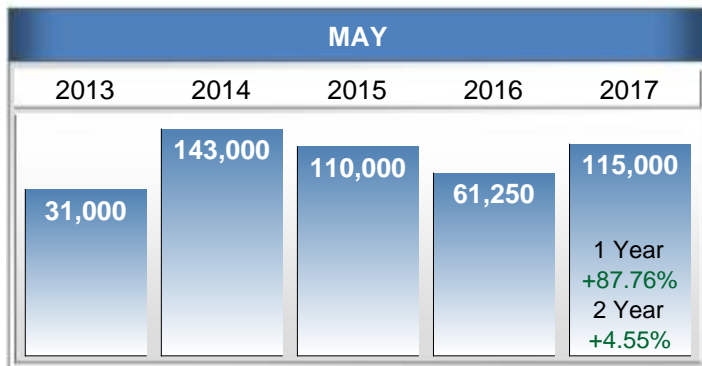
Closed Sales as of Jun 12, 2017



Median List Price at Closing

Report Produced on: Jun 12, 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+
\$20,000 and less	2		4.08%	13,750	13,750	0	0	0
\$20,001 \$60,000	5		10.20%	31,900	31,900	0	0	0
\$60,001 \$80,000	10		20.41%	73,950	69,900	73,950	79,900	0
\$80,001 \$130,000	11		22.45%	103,000	101,250	103,000	0	0
\$130,001 \$160,000	7		14.29%	135,000	0	135,000	0	0
\$160,001 \$220,000	9		18.37%	169,900	0	169,400	179,500	0
\$220,001 and up	5		10.20%	249,500	0	249,500	0	0
Median List Price:		\$115,000			\$62,900	\$149,900	\$79,900	\$0
Total Closed Units:		49			15	31	3	
Total List Volume:		6,015,700			880.60K	4.80M	339.30K	0.00B



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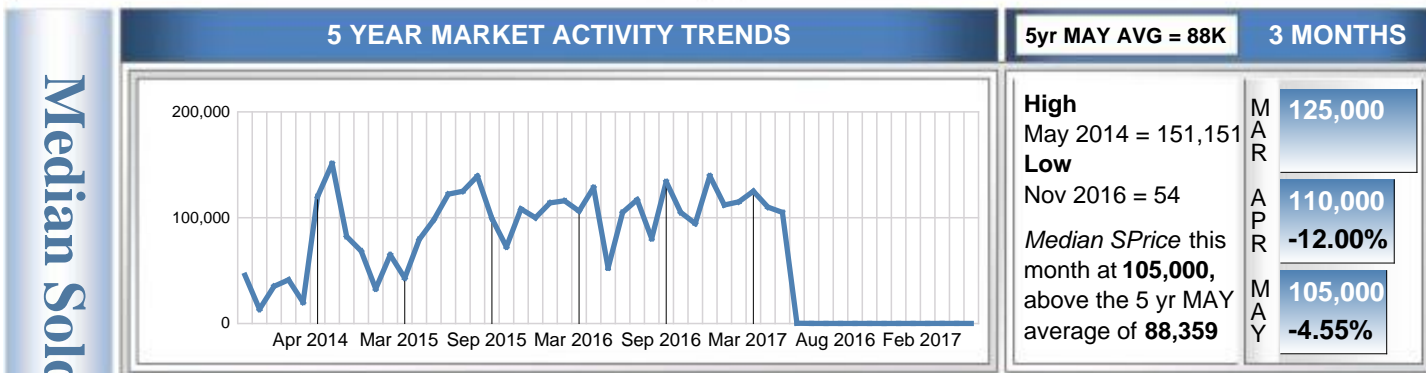
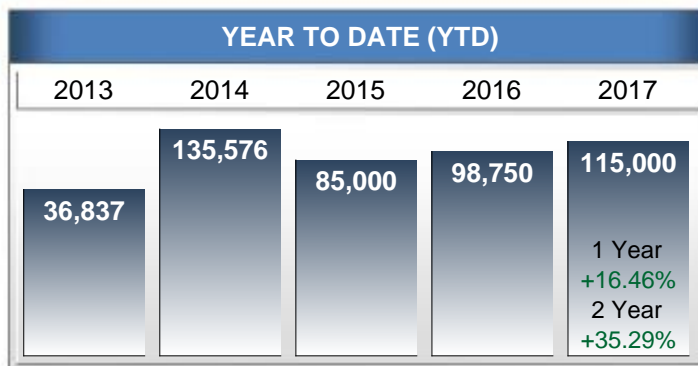
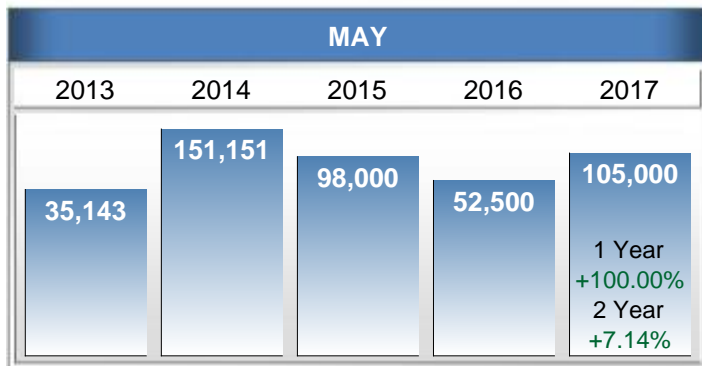
Closed Sales as of Jun 12, 2017



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+
\$20,000 and less	3		6.12%	16,000	16,000	0	0	0
\$20,001 \$60,000	5		10.20%	33,000	33,000	0	0	0
\$60,001 \$80,000	9		18.37%	67,900	67,750	71,450	65,000	0
\$80,001 \$130,000	13		26.53%	103,000	105,000	103,000	87,000	0
\$130,001 \$160,000	7		14.29%	146,000	0	146,000	0	0
\$160,001 \$220,000	7		14.29%	169,000	0	168,500	174,700	0
\$220,001 and up	5		10.20%	247,000	0	247,000	0	0
Median Closed Price:	\$105,000				\$48,000	\$145,000	\$87,000	\$0
Total Closed Units:	49				15	31	3	
Total Closed Volume:	5,703,100				787.40K	4.59M	326.70K	0.00B



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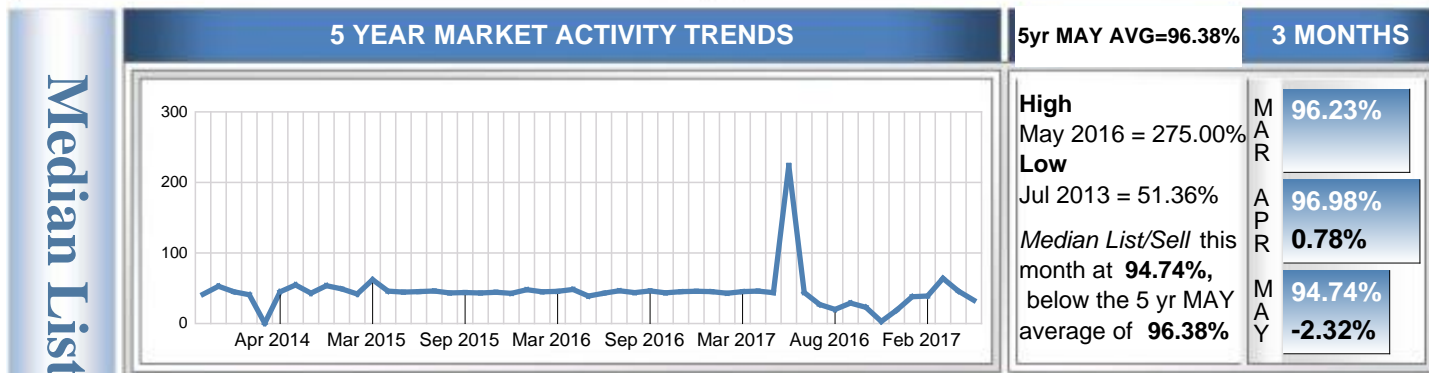
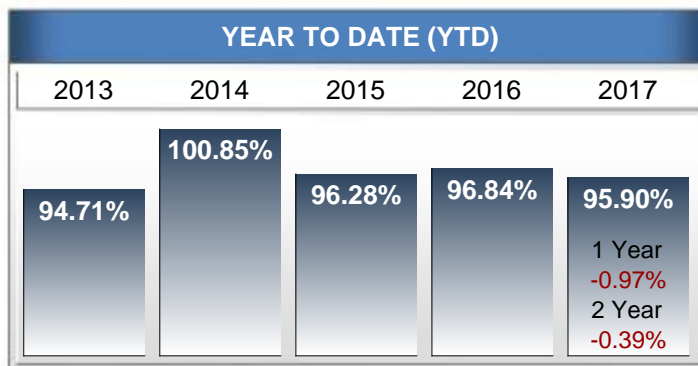
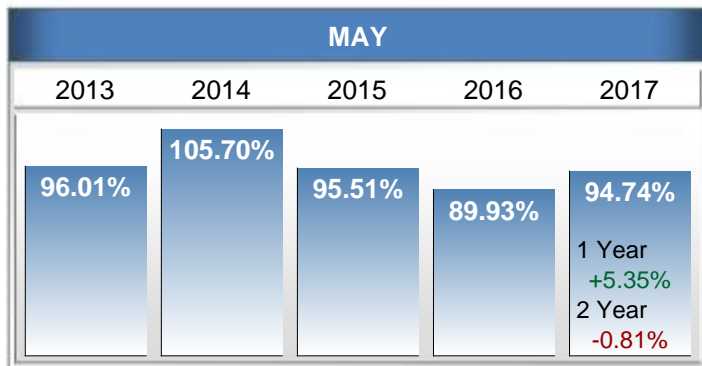
Closed Sales as of Jun 12, 2017



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+
\$20,000 and less	3	6.12%	84.21%	84.21%	0.00%	0.00%	0.00%
\$20,001 \$60,000	5	10.20%	83.33%	83.33%	0.00%	0.00%	0.00%
\$60,001 \$80,000	9	18.37%	92.99%	91.20%	96.18%	81.35%	0.00%
\$80,001 \$130,000	13	26.53%	95.65%	95.65%	94.56%	108.89%	0.00%
\$130,001 \$160,000	7	14.29%	96.84%	0.00%	96.84%	0.00%	0.00%
\$160,001 \$220,000	7	14.29%	97.63%	0.00%	97.69%	97.33%	0.00%
\$220,001 and up	5	10.20%	99.00%	0.00%	99.00%	0.00%	0.00%
Median List/Sell Ratio:	94.74%			88.89%	96.58%	97.33%	0.00%
Total Closed Units:	49			15	31	3	
Total Closed Volume:	5,703,100			787.40K	4.59M	326.70K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

Inventory as of Jun 12, 2017



Market Summary

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



Absorption: Last 12 months, an Average of 36 Sales/Month

Active Inventory as of May 31, 2017 = 304

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	40	49	22.50%	146	165	13.01%
Pending Sales	80	42	-47.50%	161	214	32.92%
New Listings	275	84	-69.45%	375	475	26.67%
Median List Price	61,250	115,000	87.76%	102,250	119,900	17.26%
Median Sale Price	52,500	105,000	100.00%	98,750	115,000	16.46%
Median Percent of List Price to Selling Price	89.93%	94.74%	5.35%	96.84%	95.90%	-0.97%
Median Days on Market to Sale	1.00	44.00	4,300.00%	27.50	44.00	60.00%
Monthly Inventory	243	304	25.10%	243	304	25.10%
Months Supply of Inventory	6.88	8.48	23.36%	6.88	8.48	23.36%

