



June 2016

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

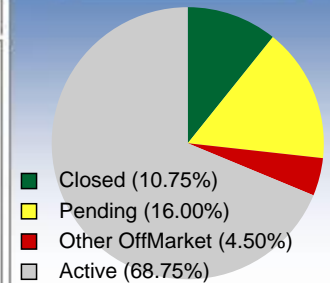


Absorption: Last 12 months, an Average of **35** Sales/Month

Active Inventory as of June 30, 2016 = **275**

	JUNE		
	2015	2016	+/- %
Closed Listings	52	43	-17.31%
Pending Listings	52	64	23.08%
New Listings	45	95	111.11%
Average List Price	151,114	135,277	-10.48%
Average Sale Price	144,719	127,835	-11.67%
Average Percent of List Price to Selling Price	95.80%	92.68%	-3.26%
Average Days on Market to Sale	135.31	18.26	-86.51%
End of Month Inventory	111	275	147.75%
Months Supply of Inventory	10.09	7.97	-21.01%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 12, 2016

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 2016 rose **147.75%** to 275 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 **7.97** 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 **11.67%** in June 2016 to \$127,835 versus the previous year at \$144,719.

Average Days on Market Shortens

The average number of **18.26** days that homes spent on the market before selling decreased by 117.05 days or **86.51%** in June 2016 compared to last year's same month at **135.31** DOM.

Sales Success for June 2016 is Positive

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

There were 95 New Listings in June 2016, up **111.11%** from last year at 45. Furthermore, there were 43 Closed Listings this month versus last year at 52, a **-17.31%** decrease.

Closed versus Listed trends yielded a **45.3%** ratio, down from last year's June 2016 at **115.6%**, a **60.83%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

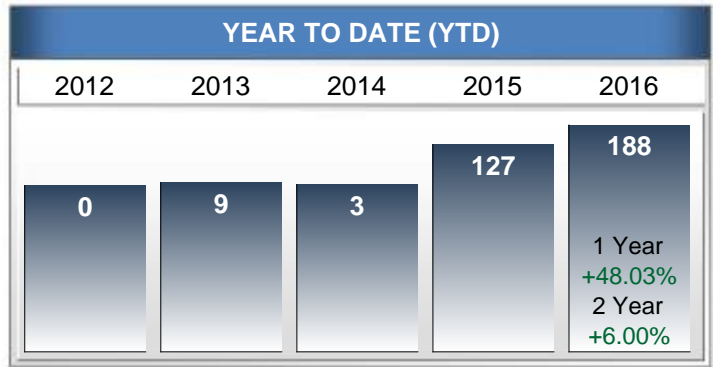
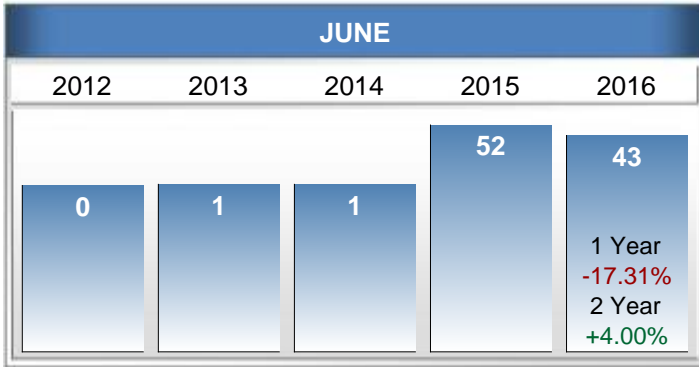
Closed Sales as of Jul 12, 2016



Closed Listings

Report Produced on: Jul 12, 2016

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	4	9.30%	5.8	3	0	1	0
\$50,001 - \$70,000	6	13.95%	37.3	0	5	1	0
\$70,001 - \$80,000	8	18.60%	9.8	2	6	0	0
\$80,001 - \$130,000	8	18.60%	9.3	3	5	0	0
\$130,001 - \$160,000	7	16.28%	14.6	1	5	0	1
\$160,001 - \$220,000	5	11.63%	4.6	0	4	1	0
\$220,001 and up	5	11.63%	52.2	1	2	1	1
Total Closed Units:	43		18.3	10	27	4	2
Total Closed Volume:	5,496,900			1.19M	3.23M	666.00K	408.50K
Average Closed Price:	\$127,835			\$119,090	\$119,685	\$166,500	\$204,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

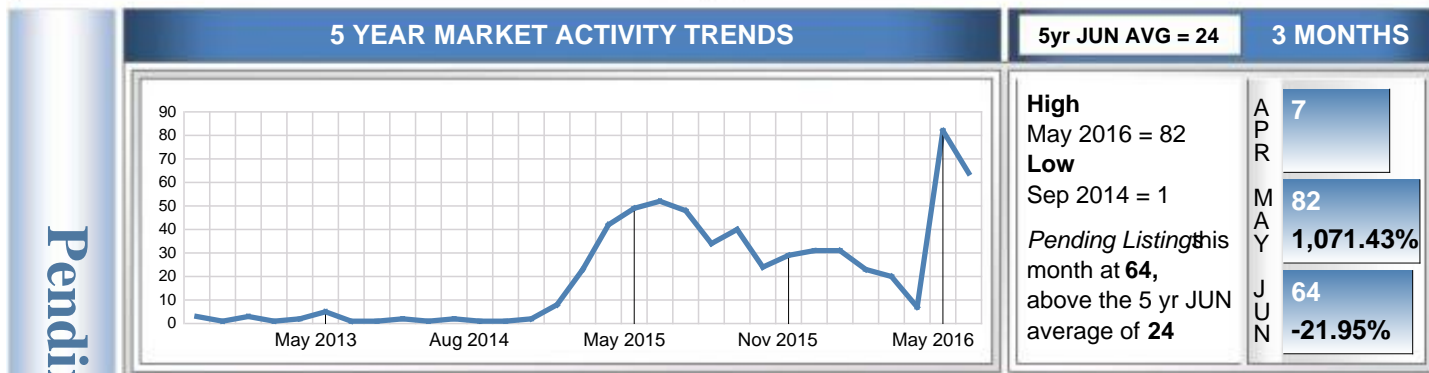
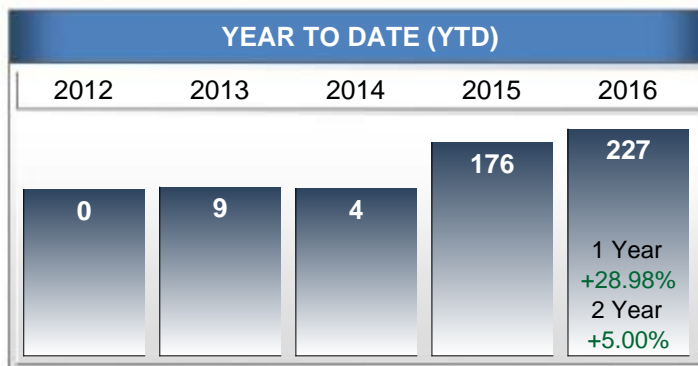
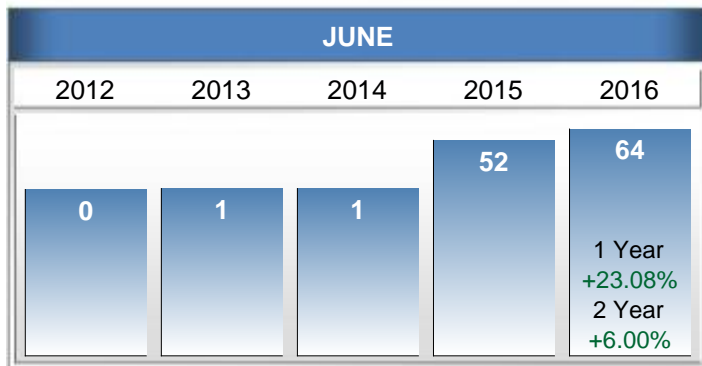
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 12, 2016

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



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+		
\$40,000 and less	5	7.81%	30.0	4	1	0	0		
\$40,001 \$60,000	5	7.81%	25.2	4	1	0	0		
\$60,001 \$80,000	11	17.19%	19.6	3	6	1	1		
\$80,001 \$130,000	18	28.13%	26.9	5	12	0	1		
\$130,001 \$160,000	9	14.06%	20.9	0	8	0	1		
\$160,001 \$190,000	9	14.06%	48.7	1	7	1	0		
\$190,001 and up	7	10.94%	48.4	0	5	1	1		
Total Pending Units:				64	13.3	17	40	3	4
Total Pending Volume:				8,108,700		1.22M	5.53M	519.30K	841.40K
Average Listing Price:				\$113,500		\$71,747	\$138,208	\$173,100	\$210,350



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

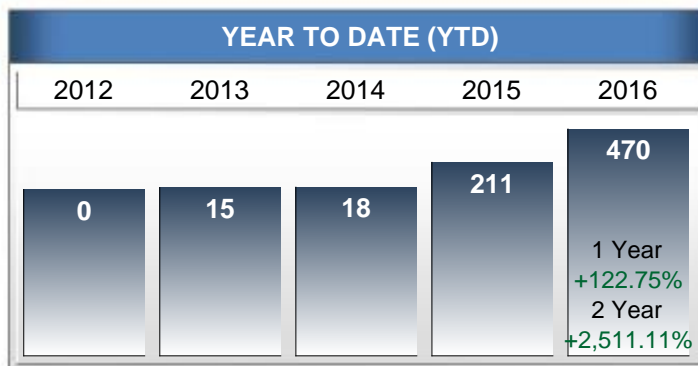
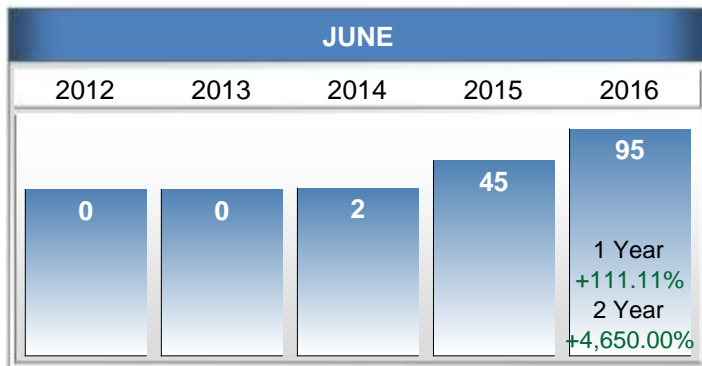
New Listings as of Jul 12, 2016



New Listings

Report Produced on: Jul 12, 2016

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



New Listings
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5yr JUN AVG = 28	3 MONTHS								
High May 2016 = 275 Low Oct 2013 = 1 <i>New Listings</i> this month at 95 , above the 5 yr JUN average of 28	<table border="1"> <tr> <td>A P R</td> <td>69</td> </tr> <tr> <td>M A Y</td> <td>275</td> </tr> <tr> <td>J U N</td> <td>95</td> </tr> <tr> <td colspan="2"> 298.55% -65.45% </td> </tr> </table>	A P R	69	M A Y	275	J U N	95	298.55% -65.45%	
A P R	69								
M A Y	275								
J U N	95								
298.55% -65.45%									

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	5.26%	5	0	0	0
\$20,001 \$50,000	15	15.79%	13	2	0	0
\$50,001 \$70,000	12	12.63%	8	2	2	0
\$70,001 \$140,000	26	27.37%	8	17	1	0
\$140,001 \$200,000	14	14.74%	1	11	2	0
\$200,001 \$330,000	14	14.74%	0	10	4	0
\$330,001 and up	9	9.47%	2	4	2	1
Total New Listed Units: 95			37	46	11	1
Total New Listed Volume: 16,042,730			3.57M	8.60M	3.16M	715.00K
Average New Listed Listing Price: \$124,520			\$96,495	\$187,009	\$286,818	\$715,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

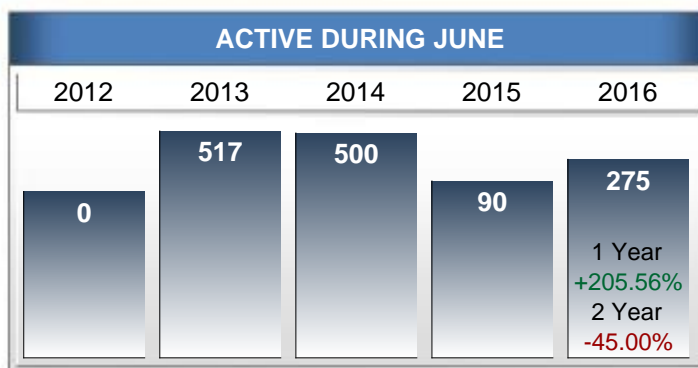
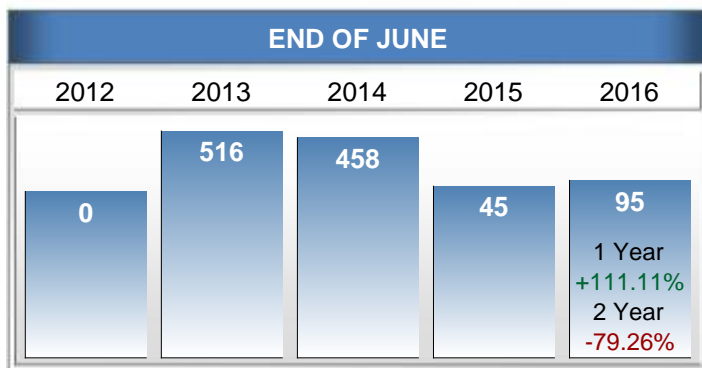
Active Inventory as of Jul 12, 2016



Active Inventory

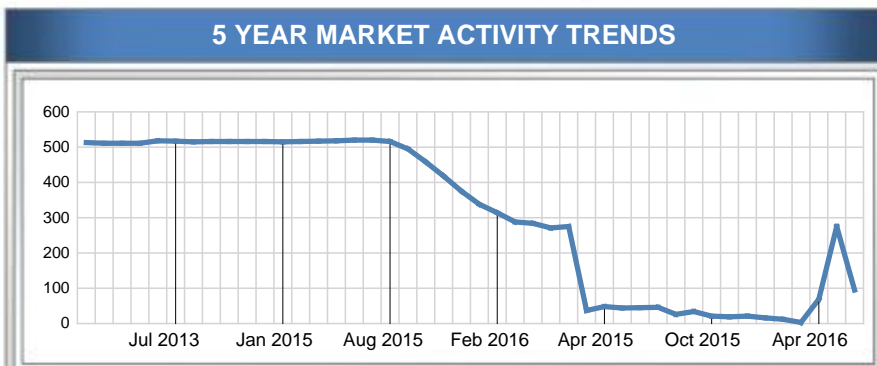
Report Produced on: Jul 12, 2016

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



Active Inventory

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5yr JUN AVG = 223	3 MONTHS
High Jul 2015 = 520	A 284
Low Mar 2016 = 3	P
<i>Inventory</i> this month at 95 , below the 5 yr JUN average of 223	M 271
	A -4.58%
	Y
	J 275
	U 1.48%
	N

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	32	11.64%	44.2	31	1	0	0		
\$25,001-\$75,000	60	21.82%	41.2	42	15	2	1		
\$75,001-\$150,000	67	24.36%	51.6	13	41	11	2		
\$150,001-\$250,000	52	18.91%	48.6	6	32	13	1		
\$250,001-\$375,000	37	13.45%	47.6	10	18	7	2		
\$375,001 and up	27	9.82%	66.9	8	10	6	3		
Total Active Inventory by Units:				275	48.8	110	117	39	9
Total Active Inventory by Volume:				49,935,929		13.89M	23.54M	9.68M	2.84M
Average Active Inventory Listing Price:				\$181,585		\$126,242	\$201,180	\$248,097	\$315,056



Monthly Inventory Analysis

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June 2016

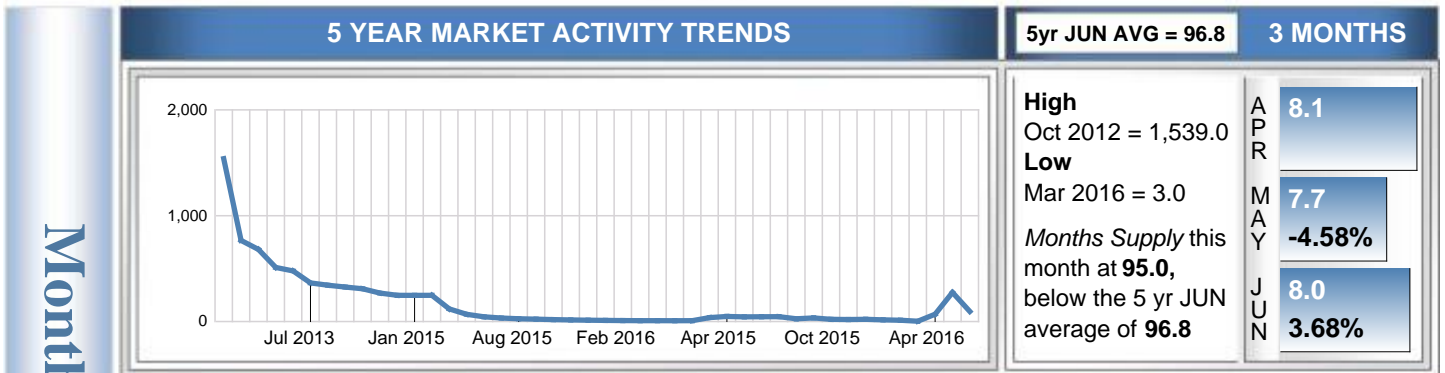
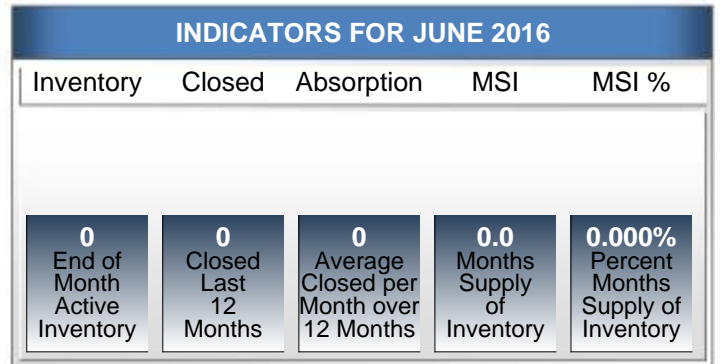
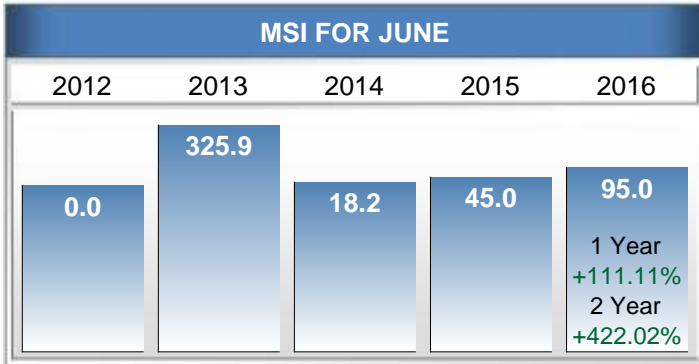
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

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



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	21	7.64%	6.8	8.1	0.0	0.0	0.0
\$20,001 \$40,000	33	12.00%	11.0	16.9	2.0	0.0	0.0
\$40,001 \$80,000	44	16.00%	5.7	8.7	3.7	6.0	0.0
\$80,001 \$160,000	67	24.36%	6.0	5.2	5.5	11.0	12.0
\$160,001 \$250,000	46	16.73%	6.9	18.0	5.8	7.8	6.0
\$250,001 \$370,000	35	12.73%	19.1	108.0	17.0	14.0	8.0
\$370,001 and up	29	10.55%	24.9	21.6	66.0	14.4	18.0
MSI:	8.0			11.1	6.0	9.2	12.0
Total Active Inventory:	275			110	117	39	9

Months Supply

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

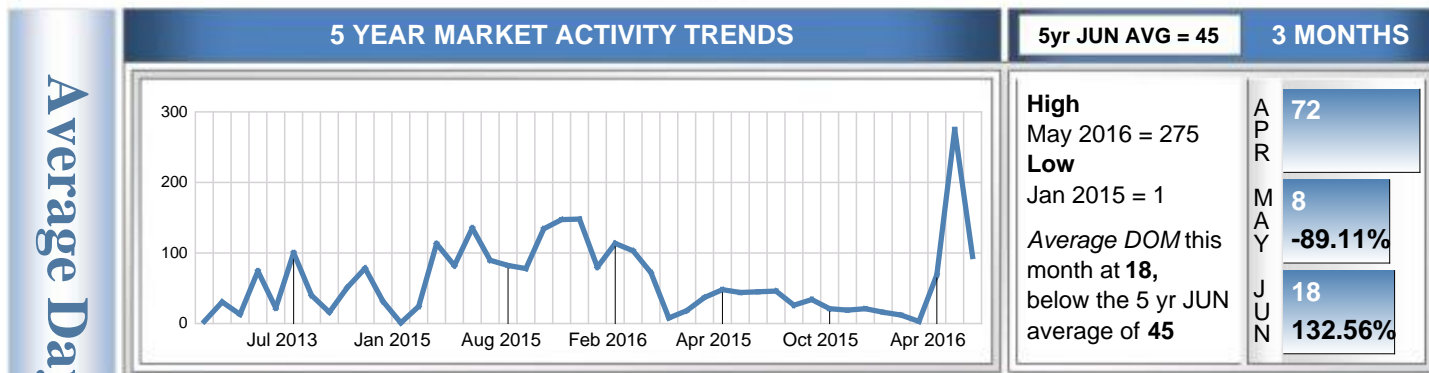
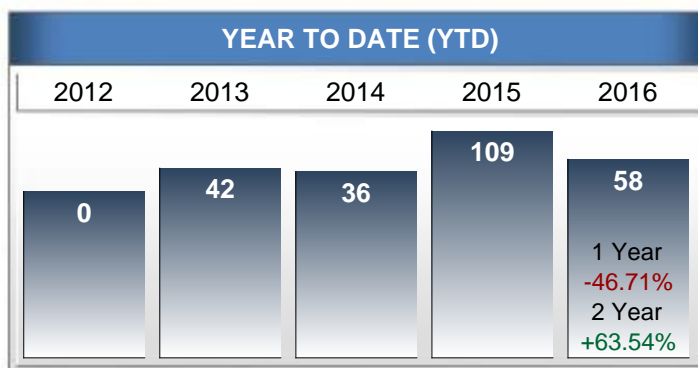
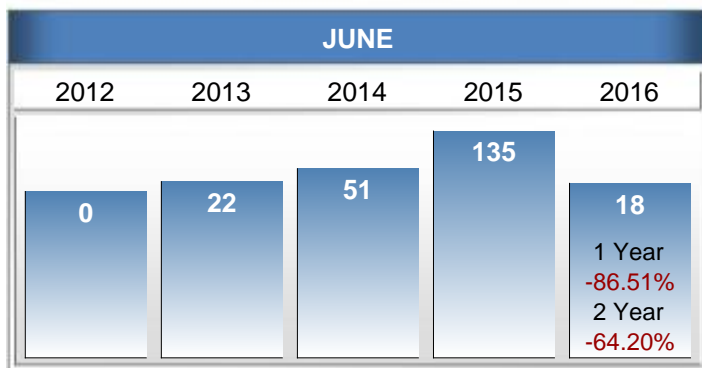
Closed Sales as of Jul 12, 2016



Average Days on Market to Sale

Report Produced on: Jul 12, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	4	9.30%	5.8	6.7	0.0	3.0	0.0
\$50,001 - \$70,000	6	13.95%	37.3	0.0	44.6	1.0	0.0
\$70,001 - \$80,000	8	18.60%	9.8	29.0	3.3	0.0	0.0
\$80,001 - \$130,000	8	18.60%	9.3	12.7	7.2	0.0	0.0
\$130,001 - \$160,000	7	16.28%	14.6	26.0	8.2	0.0	35.0
\$160,001 - \$220,000	5	11.63%	4.6	0.0	5.5	1.0	0.0
\$220,001 and up	5	11.63%	52.2	238.0	1.0	1.0	20.0
Average Closed DOM: 18.3				38.0	12.7	1.5	27.5
Total Closed Units: 43				10	27	4	2
Total Closed Volume: 5,496,900				1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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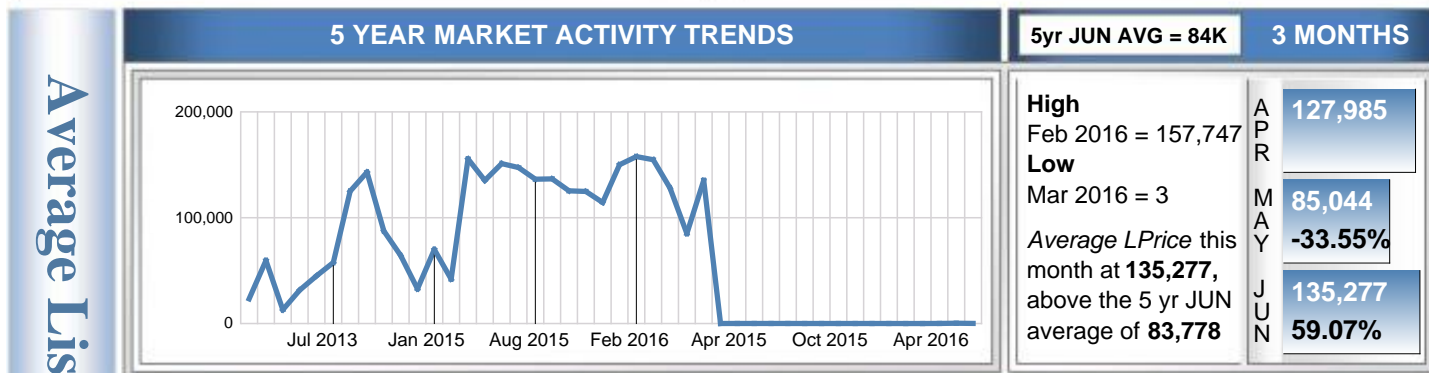
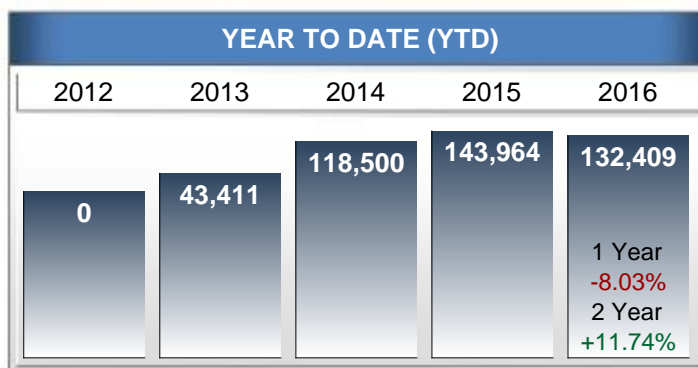
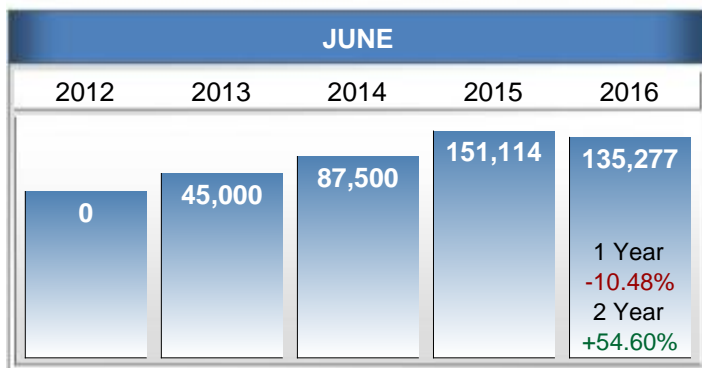
Closed Sales as of Jul 12, 2016



Average List Price at Closing

Report Produced on: Jul 12, 2016

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



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	4	9.30%	31,250	35,000	0	20,000	0
\$50,001 - \$70,000	4	9.30%	66,325	0	73,340	69,500	0
\$70,001 - \$80,000	3	6.98%	79,600	82,750	83,783	0	0
\$80,001 - \$130,000	15	34.88%	100,060	103,800	122,860	0	0
\$130,001 - \$160,000	6	13.95%	148,317	189,000	146,460	0	132,500
\$160,001 - \$220,000	6	13.95%	185,700	0	185,050	185,000	0
\$220,001 and up	5	11.63%	336,560	499,000	239,450	410,000	294,900
Average List Price:	\$135,277			\$126,990	\$127,226	\$171,125	\$213,700
Total Closed Units:	43			10	27	4	2
Total List Volume:	5,816,900			1.27M	3.44M	684.50K	427.40K



Monthly Inventory Analysis

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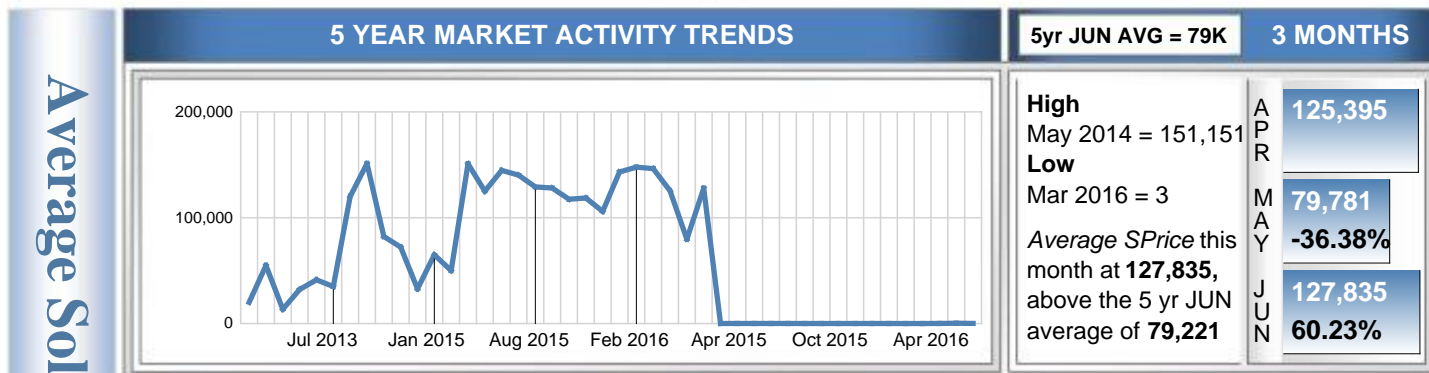
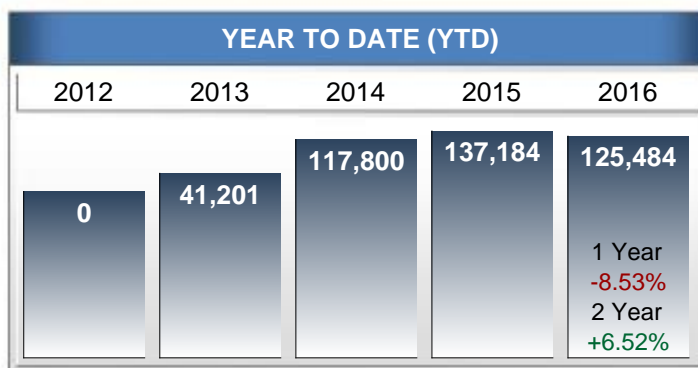
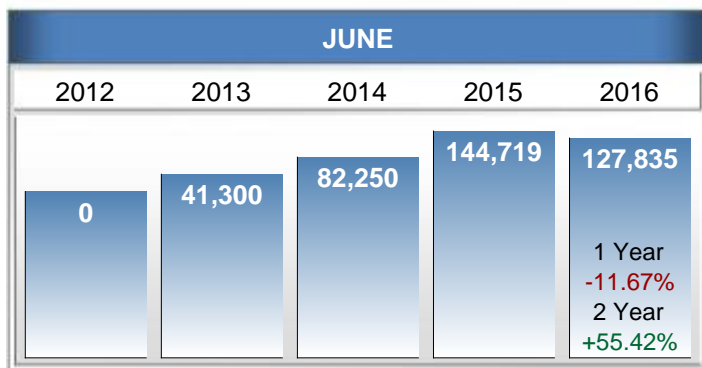
Closed Sales as of Jul 12, 2016



Average Sold Price at Closing

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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+
\$50,000 and less	4		9.30%	27,750	30,333	0	20,000	0
\$50,001 \$70,000	6		13.95%	60,492	0	61,590	55,000	0
\$70,001 \$80,000	8		18.60%	76,125	75,750	76,250	0	0
\$80,001 \$130,000	8		18.60%	107,725	98,300	113,380	0	0
\$130,001 \$160,000	7		16.28%	144,393	160,000	143,450	0	133,500
\$160,001 \$220,000	5		11.63%	179,780	0	179,475	181,000	0
\$220,001 and up	5		11.63%	328,500	493,500	232,000	410,000	275,000
Average Closed Price:	\$127,835				\$119,090	\$119,685	\$166,500	\$204,250
Total Closed Units:	43				10	27	4	2
Total Closed Volume:	5,496,900				1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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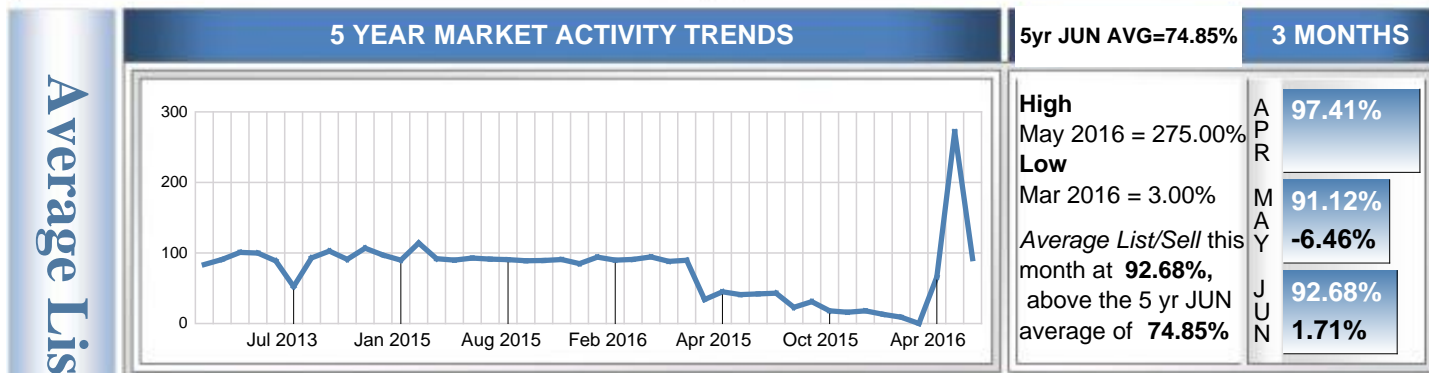
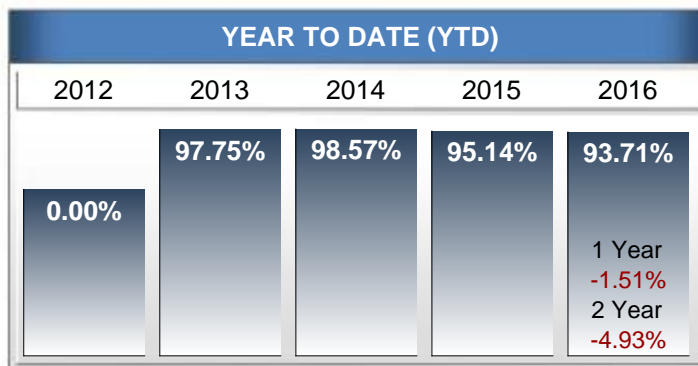
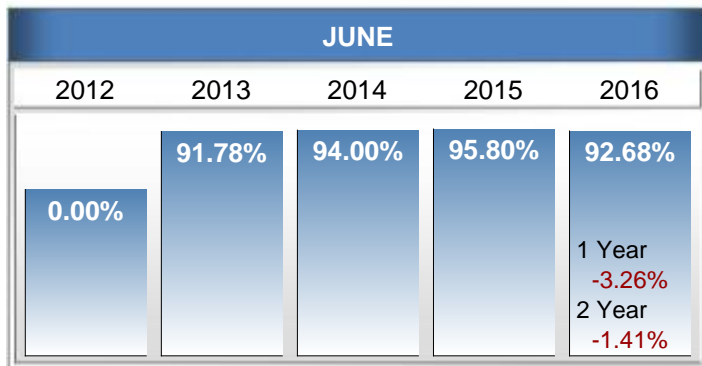
Closed Sales as of Jul 12, 2016



Average Percent of List Price to Selling Price

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



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+
\$50,000 and less	4	9.30%	87.90%	83.87%	0.00%	100.00%	0.00%
\$50,001 - \$70,000	6	13.95%	84.28%	0.00%	85.31%	79.14%	0.00%
\$70,001 - \$80,000	8	18.60%	91.28%	91.50%	91.21%	0.00%	0.00%
\$80,001 - \$130,000	8	18.60%	93.66%	94.99%	92.86%	0.00%	0.00%
\$130,001 - \$160,000	7	16.28%	96.52%	84.66%	98.05%	0.00%	100.75%
\$160,001 - \$220,000	5	11.63%	97.34%	0.00%	97.21%	97.84%	0.00%
\$220,001 and up	5	11.63%	97.19%	98.90%	96.89%	100.00%	93.25%
Average List/Sell Ratio: 92.70%				90.31%	93.00%	94.24%	97.00%
Total Closed Units: 43				10	27	4	2
Total Closed Volume: 5,496,900				1.19M	3.23M	666.00K	408.50K



Monthly Inventory Analysis

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June 2016

Inventory as of Jul 12, 2016



Market Summary

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



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

Active Inventory as of June 30, 2016 = 275

	JUNE			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	52	43	-17.31%	127	188	48.03%
Pending Sales	52	64	23.08%	176	227	28.98%
New Listings	45	95	111.11%	211	470	122.75%
Average List Price	151,114	135,277	-10.48%	143,964	132,409	-8.03%
Average Sale Price	144,719	127,835	-11.67%	137,184	125,484	-8.53%
Average Percent of List Price to Selling Price	95.80%	92.68%	-3.26%	95.14%	93.71%	-1.51%
Average Days on Market to Sale	135.31	18.26	-86.51%	109.46	58.33	-46.71%
Monthly Inventory	111	275	147.75%	111	275	147.75%
Months Supply of Inventory	10.09	7.97	-21.01%	10.09	7.97	-21.01%

