



# July 2016

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

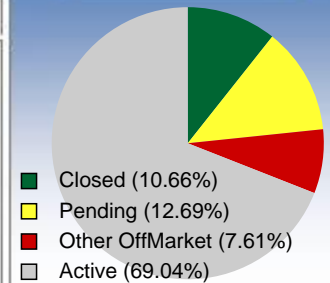


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of July 31, 2016 = **272**

	JULY		
	2015	2016	+/-%
Closed Listings	50	42	-16.00%
Pending Listings	48	50	4.17%
New Listings	46	78	69.57%
Average List Price	147,413	129,062	-12.45%
Average Sale Price	140,266	125,536	-10.50%
Average Percent of List Price to Selling Price	94.29%	96.82%	2.68%
Average Days on Market to Sale	89.66	24.19	-73.02%
End of Month Inventory	107	272	154.21%
Months Supply of Inventory	6.98	8.04	15.21%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 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 July 2016 rose **154.21%** to 272 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 **8.04** 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 **10.50%** in July 2016 to \$125,536 versus the previous year at \$140,266.

### Average Days on Market Shortens

The average number of **24.19** days that homes spent on the market before selling decreased by 65.47 days or **73.02%** in July 2016 compared to last year's same month at **89.66** DOM.

### Sales Success for July 2016 is Positive

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

There were 78 New Listings in July 2016, up **69.57%** from last year at 46. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from last year's July 2016 at **108.7%**, a **50.46%** 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®

## July 2016

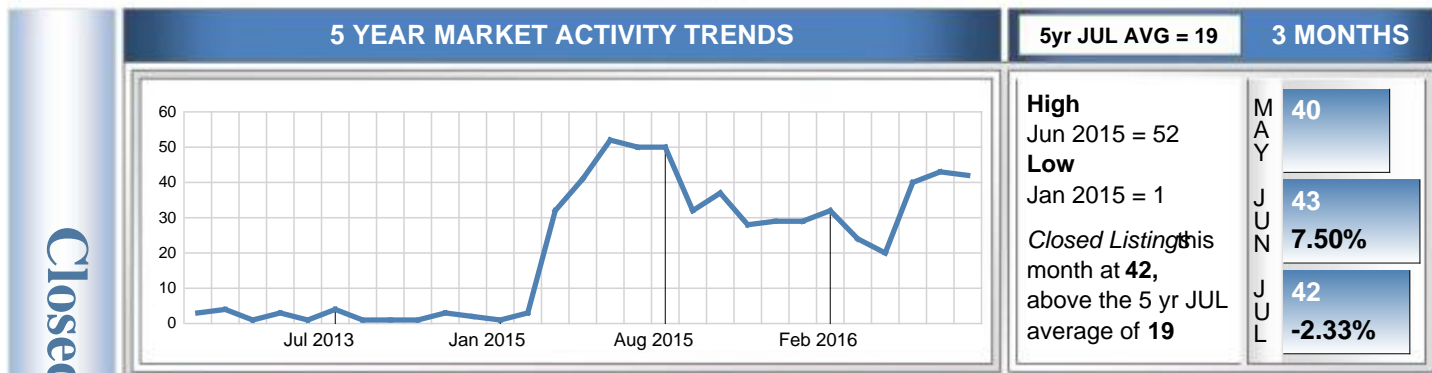
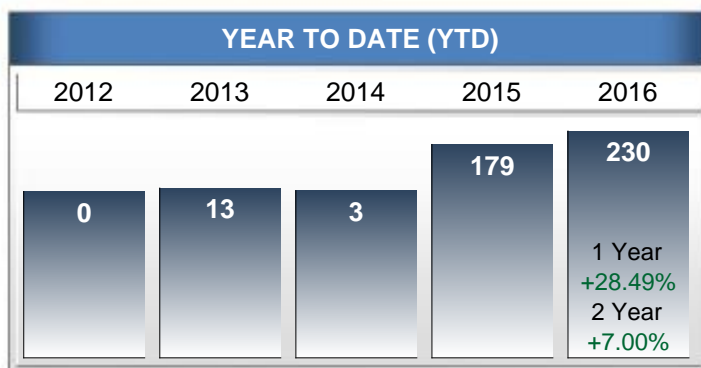
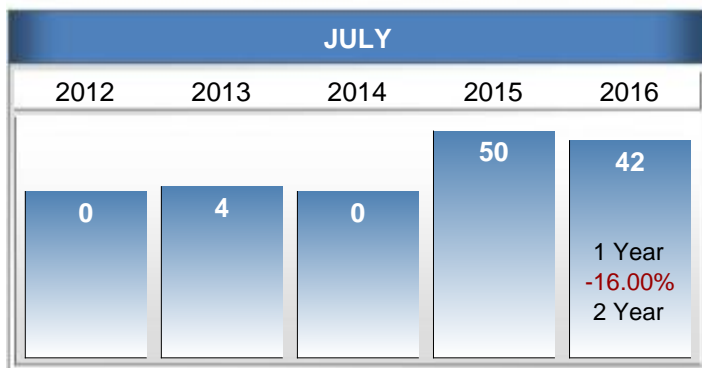
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 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+
\$40,000 and less	5	11.90%	27.6	4	1	0	0
\$40,001 - \$60,000	4	9.52%	5.3	2	2	0	0
\$60,001 - \$90,000	6	14.29%	20.3	3	3	0	0
\$90,001 - \$140,000	11	26.19%	25.3	1	9	1	0
\$140,001 - \$180,000	6	14.29%	21.3	0	6	0	0
\$180,001 - \$230,000	5	11.90%	41.8	0	4	1	0
\$230,001 and up	5	11.90%	24.0	0	3	2	0
<b>Total Closed Units:</b>	<b>42</b>		<b>24.2</b>	<b>10</b>	<b>28</b>	<b>4</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,272,500</b>			<b>507.60K</b>	<b>3.96M</b>	<b>802.90K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$125,536</b>			<b>\$50,760</b>	<b>\$141,500</b>	<b>\$200,725</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

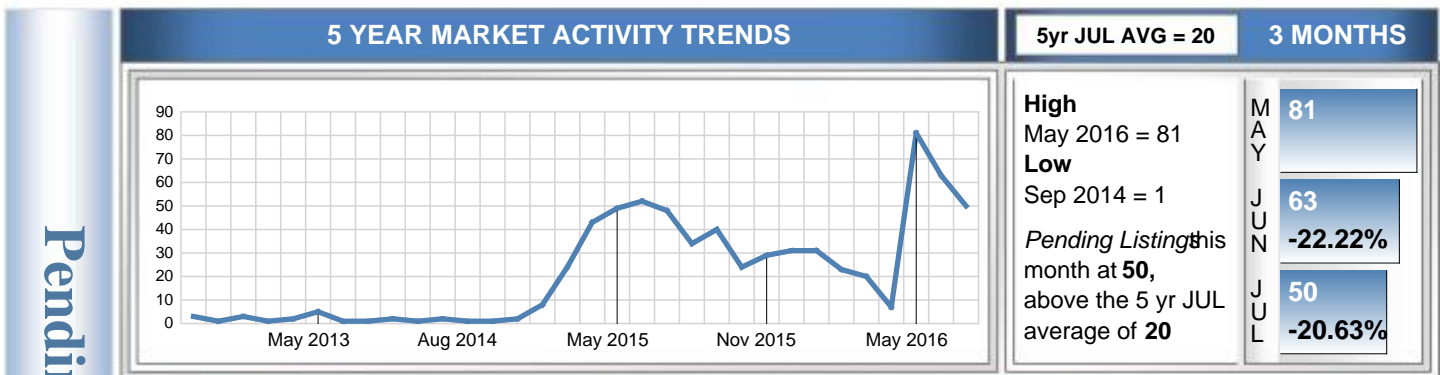
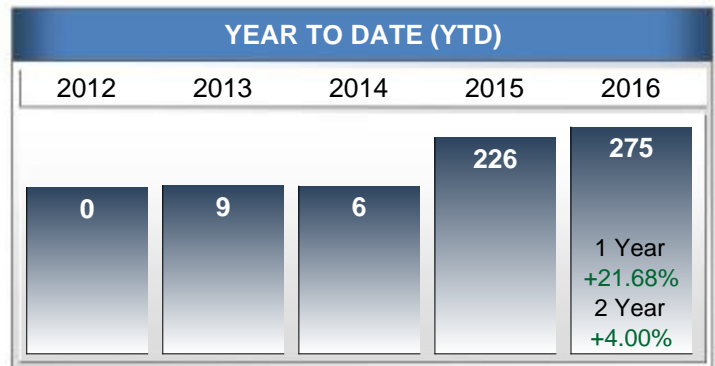
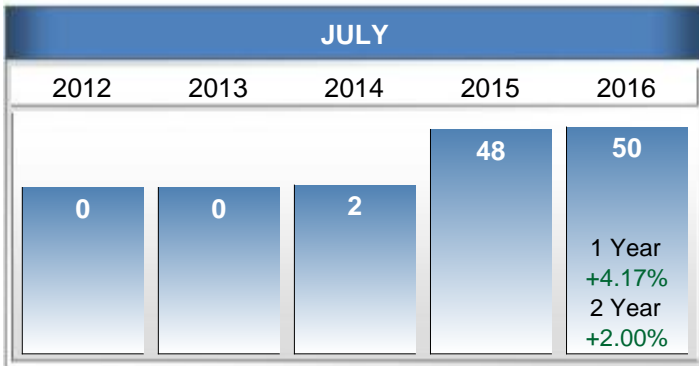
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.00%	59.3	4	0	0	0
\$20,001 \$50,000	7	14.00%	52.0	3	4	0	0
\$50,001 \$70,000	5	10.00%	34.4	3	1	1	0
\$70,001 \$130,000	15	30.00%	20.5	4	10	1	0
\$130,001 \$170,000	6	12.00%	40.3	1	4	1	0
\$170,001 \$250,000	8	16.00%	32.3	0	3	3	2
\$250,001 and up	5	10.00%	65.4	1	2	1	1
Total Pending Units: 50				28.9			
Total Pending Volume: 6,584,489				1.12M 3.35M 1.32M 789.00K			
Average Listing Price: \$109,456				\$69,852 \$139,719 \$189,229 \$263,000			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

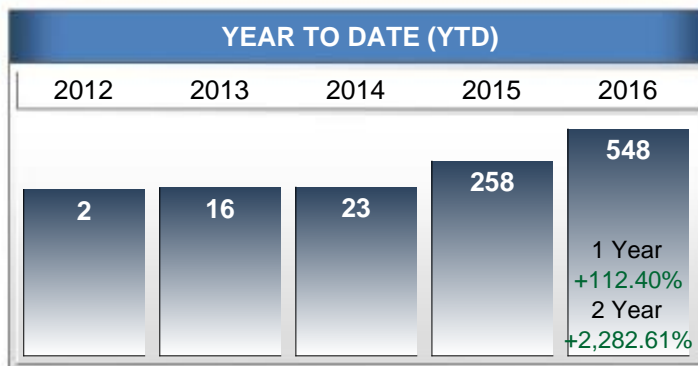
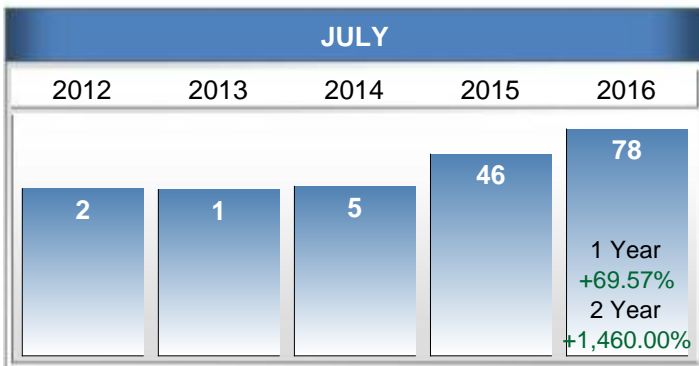
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 2016

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



New Listings  
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**5yr JUL AVG = 26**      **3 MONTHS**

**High**  
May 2016 = 275

**Low**  
Oct 2013 = 1

*New Listings* this month at **78**, above the 5 yr JUL average of **26**

MAY	275
JUN	95 -65.45%
JUL	78 -17.89%

#### 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	7	8.97%	6	1	0	0	
\$40,001 - \$70,000	9	11.54%	5	4	0	0	
\$70,001 - \$100,000	13	16.67%	6	6	1	0	
\$100,001 - \$150,000	19	24.36%	2	17	0	0	
\$150,001 - \$210,000	14	17.95%	3	8	3	0	
\$210,001 - \$290,000	9	11.54%	2	3	3	1	
\$290,001 and up	7	8.97%	1	2	3	1	
Total New Listed Units:			78	25	41	10	2
Total New Listed Volume:			11,744,939	2.54M	5.69M	2.55M	961.50K
Average New Listed Listing Price:			\$105,940	\$101,674	\$138,741	\$255,320	\$480,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

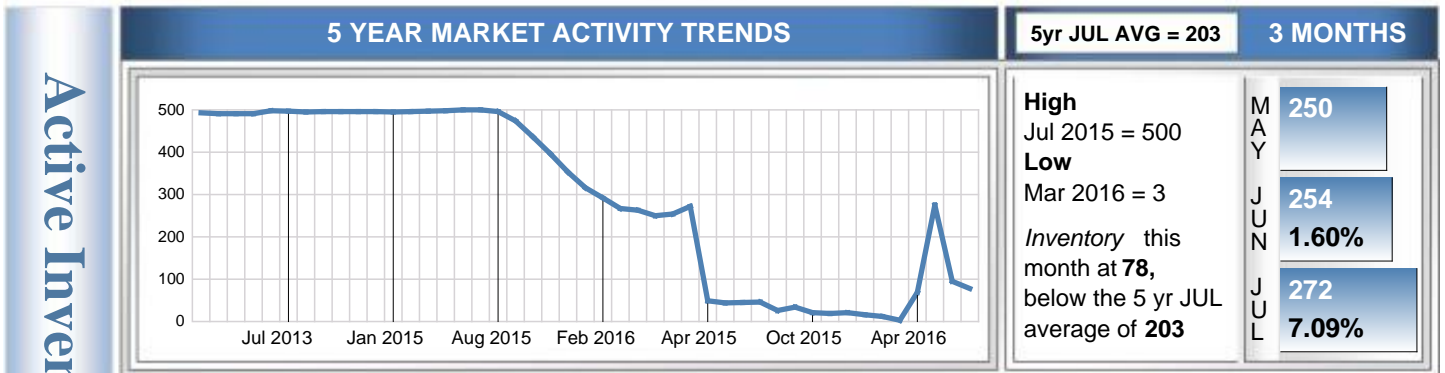
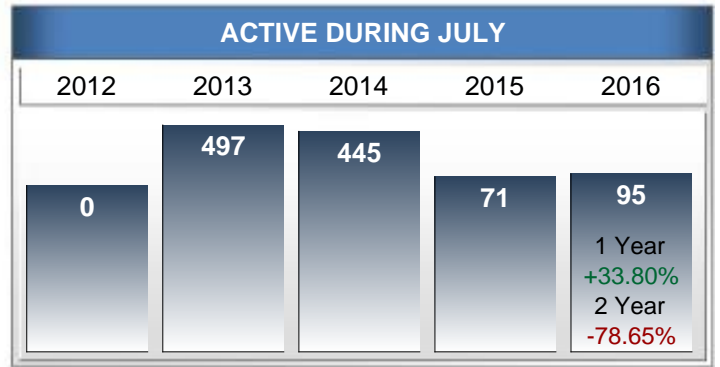
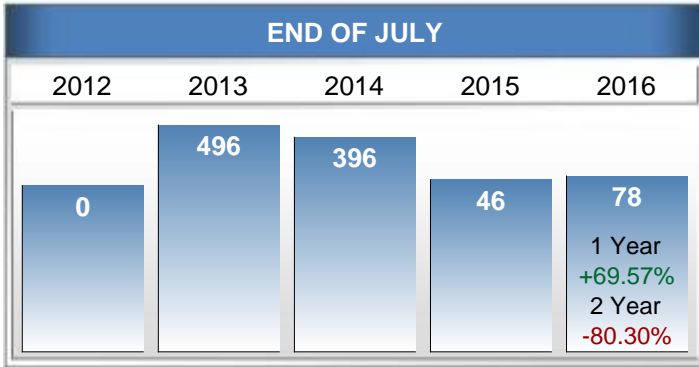
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

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	20	7.35%	59.2	20	0	0	0		
\$25,001 \$50,000	33	12.13%	61.9	23	8	1	1		
\$50,001 \$75,000	23	8.46%	68.5	16	6	1	0		
\$75,001 \$175,000	94	34.56%	64.3	21	61	10	2		
\$175,001 \$250,000	37	13.60%	69.9	5	20	12	0		
\$250,001 \$325,000	29	10.66%	61.0	7	10	11	1		
\$325,001 and up	36	13.24%	81.8	12	16	5	3		
Total Active Inventory by Units:				272	66.7	104	121	40	7
Total Active Inventory by Volume:				49,798,179		14.60M	23.08M	9.57M	2.55M
Average Active Inventory Listing Price:				\$183,082		\$140,415	\$190,716	\$239,310	\$363,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

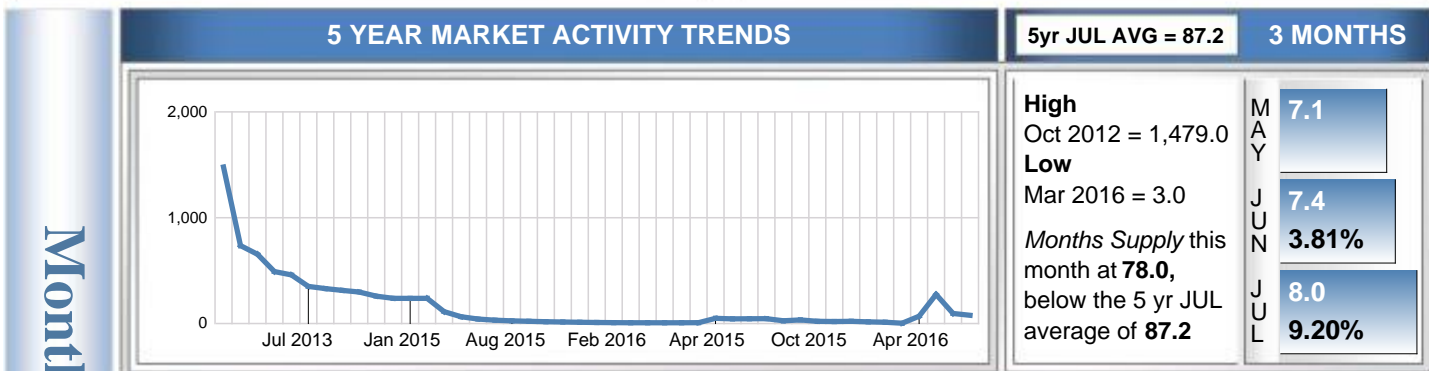
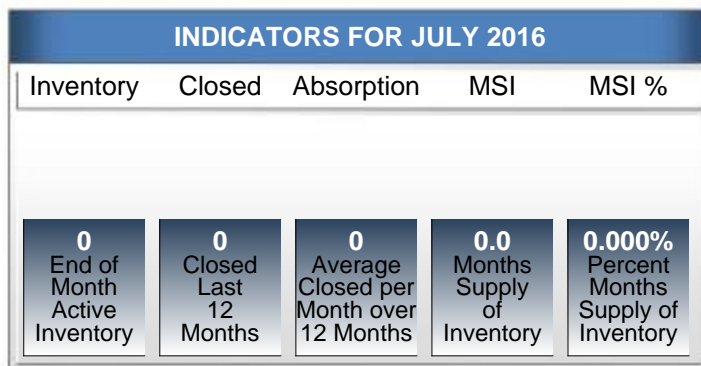
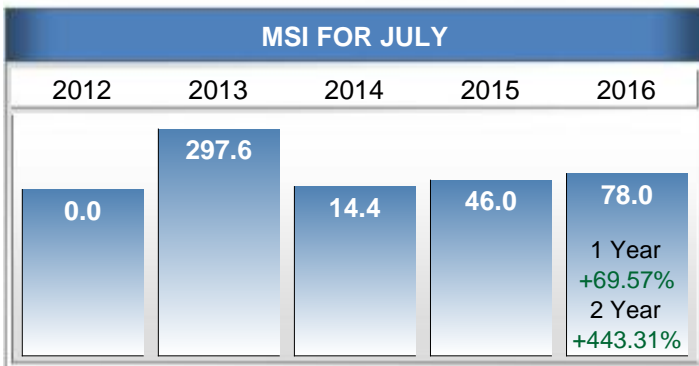
Active Inventory as of Aug 16, 2016



### Months Supply of Inventory

Report Produced on: Aug 16, 2016

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	25	9.19%	6.0	7.7	0.0	0.0	0.0
\$30,001 \$60,000	37	13.60%	6.7	9.9	3.6	6.0	0.0
\$60,001 \$90,000	32	11.76%	6.2	9.3	3.9	12.0	0.0
\$90,001 \$170,000	72	26.47%	6.5	8.0	6.1	7.2	12.0
\$170,001 \$260,000	44	16.18%	8.1	28.0	6.3	10.0	0.0
\$260,001 \$340,000	32	11.76%	21.3	0.0	15.3	24.0	6.0
\$340,001 and up	30	11.03%	30.0	28.8	132.0	16.0	12.0
MSI:			8.0	10.8	6.2	10.7	9.3
Total Active Inventory:			272	104	121	40	7



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

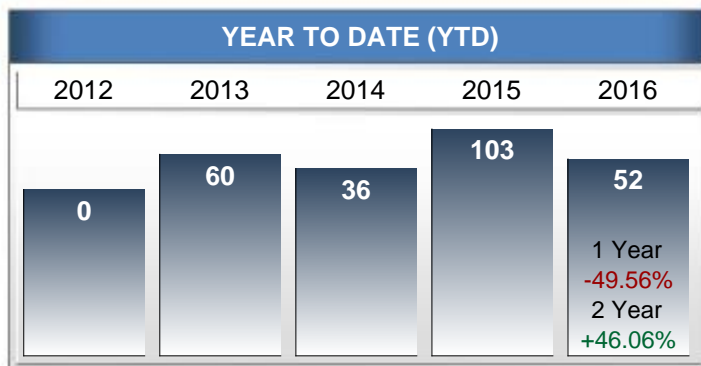
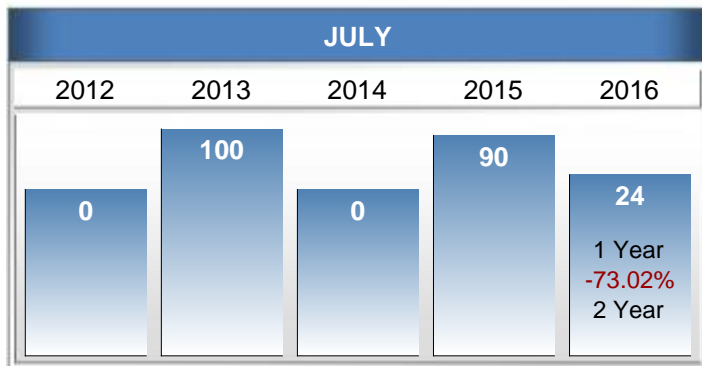
Closed Sales as of Aug 16, 2016



### Average Days on Market to Sale

Report Produced on: Aug 16, 2016

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



Average Days on Market

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**5yr JUL AVG = 43**      **3 MONTHS**

**High**  
May 2016 = 275

**Low**  
Jan 2015 = 1

Average DOM this month at **24**, below the 5 yr JUL average of **43**

MAY	8
JUN	18
JUL	24
<b>132.56%</b>	
<b>32.51%</b>	

#### 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+
\$40,000 and less	5	11.90%	27.6	32.0	10.0	0.0	0.0
\$40,001 - \$60,000	4	9.52%	5.3	6.0	4.5	0.0	0.0
\$60,001 - \$90,000	6	14.29%	20.3	23.7	17.0	0.0	0.0
\$90,001 - \$140,000	11	26.19%	25.3	14.0	29.2	1.0	0.0
\$140,001 - \$180,000	6	14.29%	21.3	0.0	21.3	0.0	0.0
\$180,001 - \$230,000	5	11.90%	41.8	0.0	52.0	1.0	0.0
\$230,001 and up	5	11.90%	24.0	0.0	29.3	16.0	0.0
Average Closed DOM: 24.2				22.5	27.0	8.5	0.0
Total Closed Units: 42				10	28	4	
Total Closed Volume: 5,272,500				507.60K	3.96M	802.90K	0.00B



# Monthly Inventory Analysis

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## July 2016

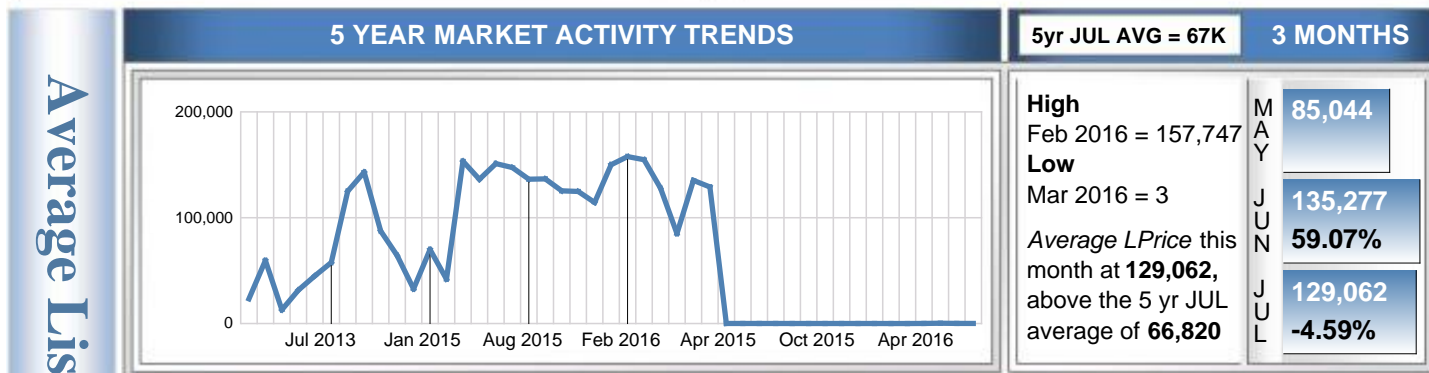
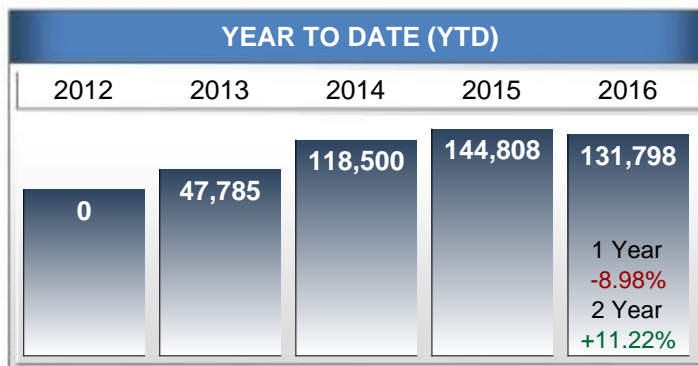
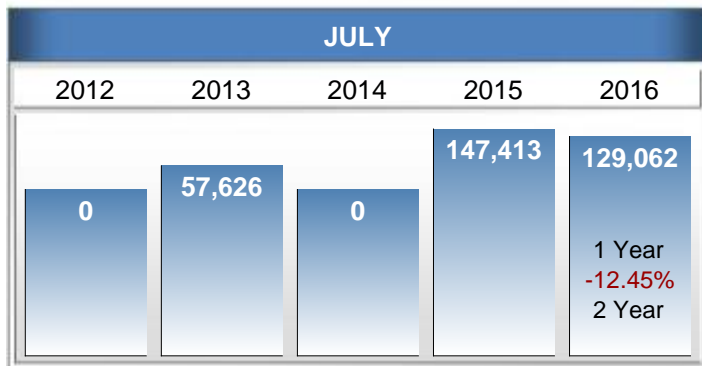
Closed Sales as of Aug 16, 2016



### Average List Price at Closing

Report Produced on: Aug 16, 2016

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+
\$40,000 and less	4	9.52%	22,625	22,625	49,900	0	0
\$40,001 - \$60,000	5	11.90%	51,860	52,200	52,500	0	0
\$60,001 - \$90,000	6	14.29%	74,117	73,300	74,933	0	0
\$90,001 - \$140,000	10	23.81%	118,770	110,000	123,733	109,000	0
\$140,001 - \$180,000	8	19.05%	165,488	0	166,517	0	0
\$180,001 - \$230,000	3	7.14%	194,933	0	203,450	199,900	0
\$230,001 and up	6	14.29%	254,950	0	256,967	254,900	0
Average List Price:		\$129,062		\$52,480	\$145,611	\$204,675	\$0
Total Closed Units:		42		10	28	4	
Total List Volume:		5,420,600		524.80K	4.08M	818.70K	0.00B





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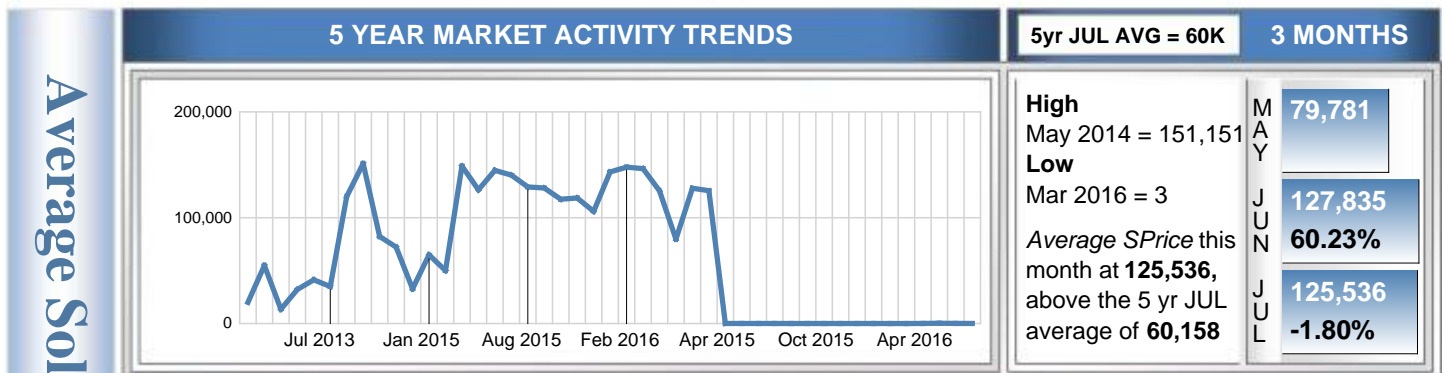
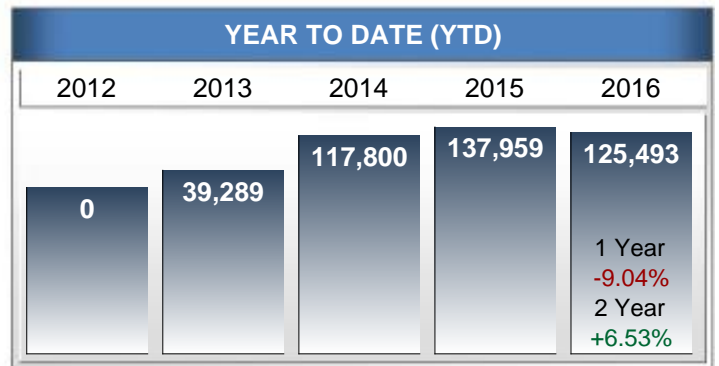
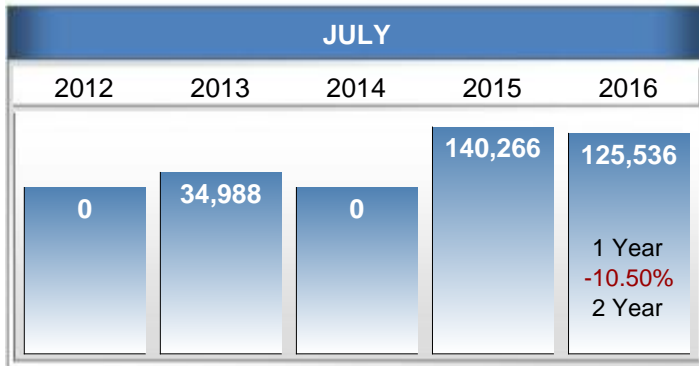
Closed Sales as of Aug 16, 2016



### Average Sold Price at Closing

Report Produced on: Aug 16, 2016

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+
\$40,000 and less	5		11.90%	24,800	21,000	40,000	0	0
\$40,001 \$60,000	4		9.52%	52,975	51,450	54,500	0	0
\$60,001 \$90,000	6		14.29%	71,883	70,800	72,967	0	0
\$90,001 \$140,000	11		26.19%	116,745	108,300	118,656	108,000	0
\$140,001 \$180,000	6		14.29%	162,717	0	162,717	0	0
\$180,001 \$230,000	5		11.90%	193,800	0	194,750	190,000	0
\$230,001 and up	5		11.90%	255,160	0	256,967	252,450	0
Average Closed Price:	\$125,536				\$50,760	\$141,500	\$200,725	\$0
Total Closed Units:	42				10	28	4	
Total Closed Volume:	5,272,500				507.60K	3.96M	802.90K	0.00B



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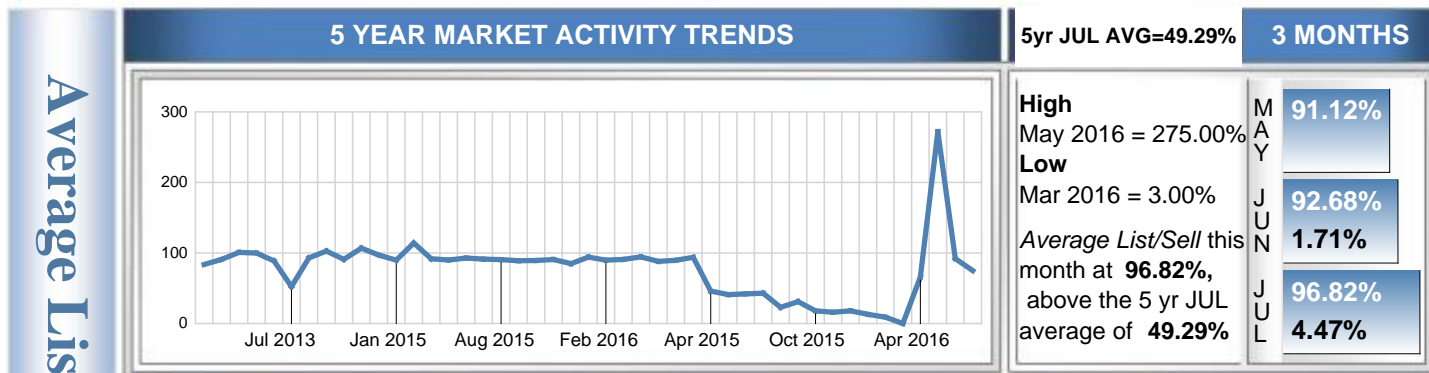
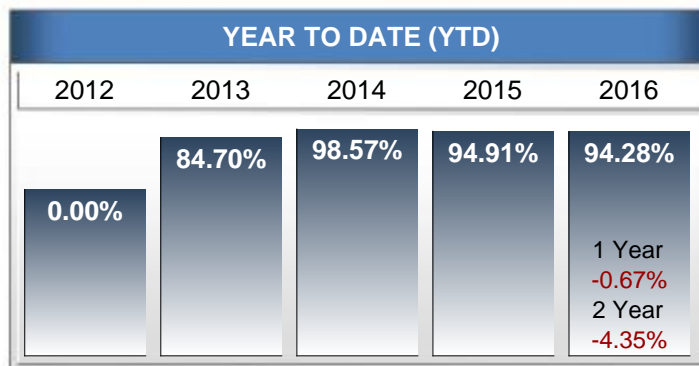
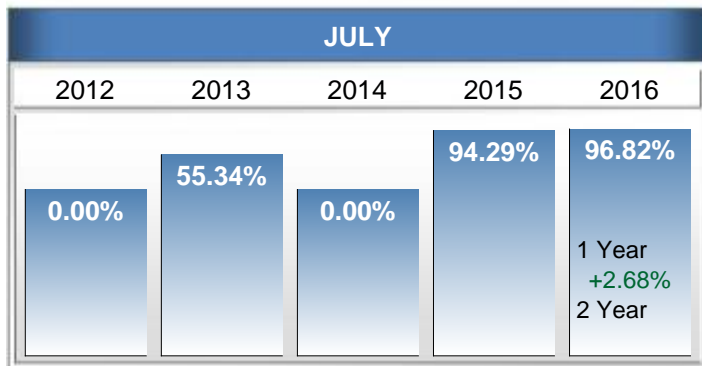
Closed Sales as of Aug 16, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Aug 16, 2016

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+
\$40,000 and less	5	11.90%	91.38%	94.18%	80.16%	0.00%	0.00%
\$40,001 \$60,000	4	9.52%	101.02%	98.48%	103.55%	0.00%	0.00%
\$60,001 \$90,000	6	14.29%	96.90%	96.55%	97.25%	0.00%	0.00%
\$90,001 \$140,000	11	26.19%	96.34%	98.45%	95.80%	99.08%	0.00%
\$140,001 \$180,000	6	14.29%	97.73%	0.00%	97.73%	0.00%	0.00%
\$180,001 \$230,000	5	11.90%	95.93%	0.00%	96.15%	95.05%	0.00%
\$230,001 and up	5	11.90%	99.64%	0.00%	100.00%	99.09%	0.00%
Average List/Sell Ratio: 96.80%				96.18%	96.86%	98.08%	0.00%
Total Closed Units: 42				10	28	4	
Total Closed Volume: 5,272,500				507.60K	3.96M	802.90K	0.00B



# Monthly Inventory Analysis

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## July 2016

Inventory as of Aug 16, 2016



### Market Summary

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

**Active Inventory** as of July 31, 2016 = **272**

	JULY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	50	42	-16.00%	179	230	28.49%
Pending Sales	48	50	4.17%	226	275	21.68%
New Listings	46	78	69.57%	258	548	112.40%
Average List Price	147,413	129,062	-12.45%	144,808	131,798	-8.98%
Average Sale Price	140,266	125,536	-10.50%	137,959	125,493	-9.04%
Average Percent of List Price to Selling Price	94.29%	96.82%	2.68%	94.91%	94.28%	-0.67%
Average Days on Market to Sale	89.66	24.19	-73.02%	103.28	52.10	-49.56%
Monthly Inventory	107	272	154.21%	107	272	154.21%
Months Supply of Inventory	6.98	8.04	15.21%	6.98	8.04	15.21%

