



August 2016

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

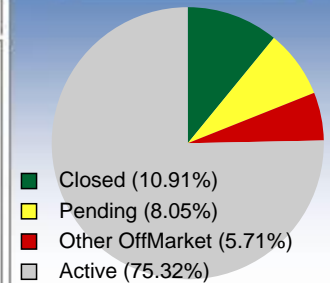


Absorption: Last 12 months, an Average of **33** Sales/Month

Active Inventory as of August 31, 2016 = **290**

	AUGUST		
	2015	2016	+/- %
Closed Listings	50	42	-16.00%
Pending Listings	34	31	-8.82%
New Listings	26	71	173.08%
Median List Price	144,200	83,250	-42.27%
Median Sale Price	139,250	80,250	-42.37%
Median Percent of List Price to Selling Price	94.34%	94.83%	0.52%
Median Days on Market to Sale	49.50	35.50	-28.28%
End of Month Inventory	99	290	192.93%
Months Supply of Inventory	5.14	8.74	70.02%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2016 rose **192.93%** to 290 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 **8.74** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **42.37%** in August 2016 to \$80,250 versus the previous year at \$139,250.

Median Days on Market Shortens

The median number of **35.50** days that homes spent on the market before selling decreased by 14.00 days or **28.28%** in August 2016 compared to last year's same month at **49.50** DOM.

Sales Success for August 2016 is Positive

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

There were 71 New Listings in August 2016, up **173.08%** from last year at 26. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **59.2%** ratio, down from last year's August 2016 at **192.3%**, a **69.24%** 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®

August 2016

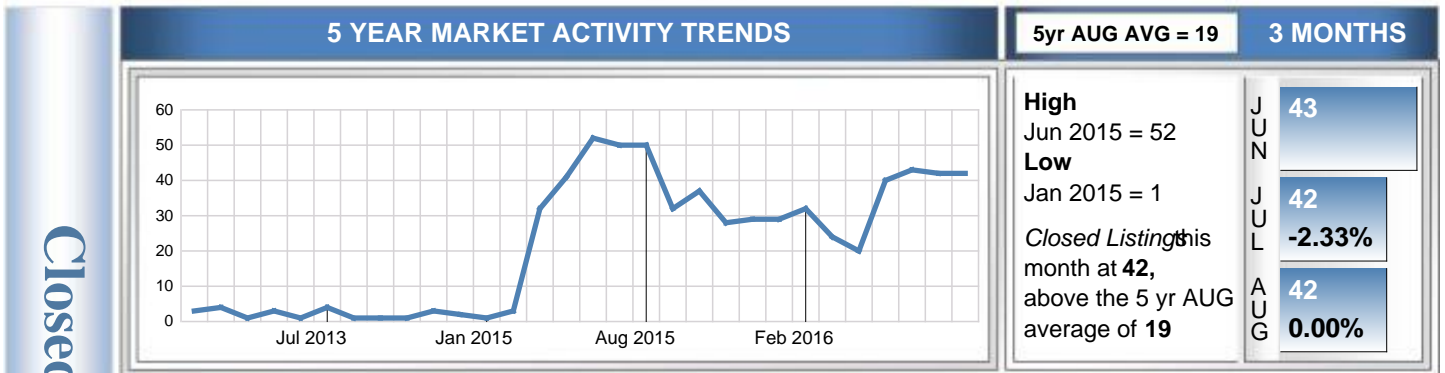
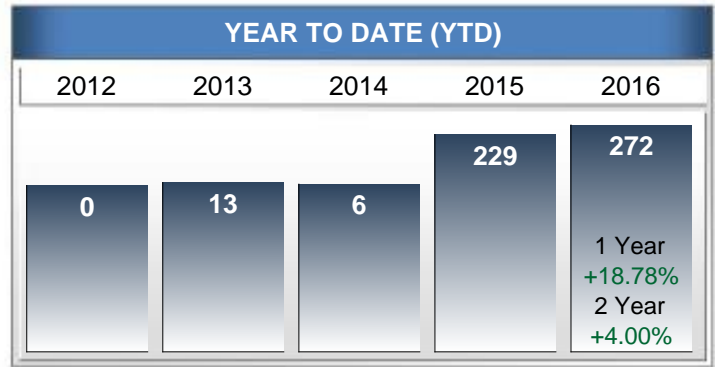
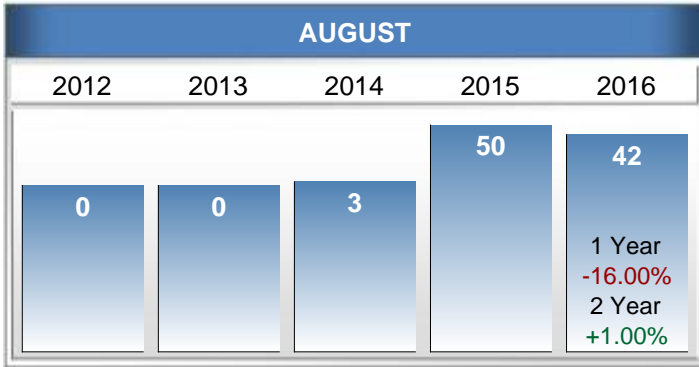
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	9.52%	82.5	3	1	0	0
\$20,001 \$30,000	3	7.14%	29.0	1	2	0	0
\$30,001 \$60,000	7	16.67%	56.0	2	5	0	0
\$60,001 \$100,000	12	28.57%	22.0	3	7	1	1
\$100,001 \$130,000	6	14.29%	13.5	0	6	0	0
\$130,001 \$180,000	5	11.90%	27.0	0	4	1	0
\$180,001 and up	5	11.90%	56.0	0	4	0	1
Total Closed Units:	42		35.5	9	29	2	2
Total Closed Volume:	3,984,880			346.43K	2.97M	251.00K	419.50K
Median Closed Price:	\$80,250			\$39,000	\$99,900	\$125,500	\$209,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

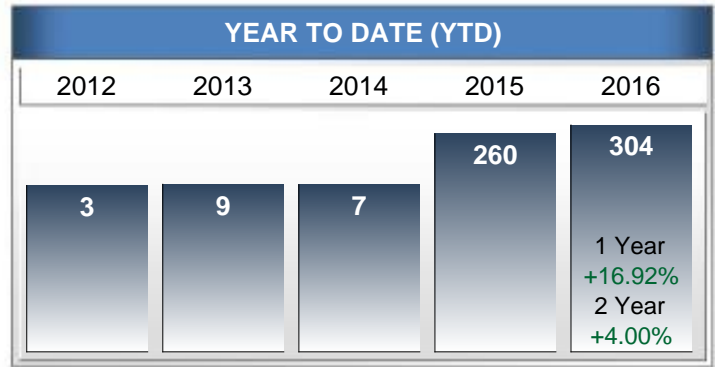
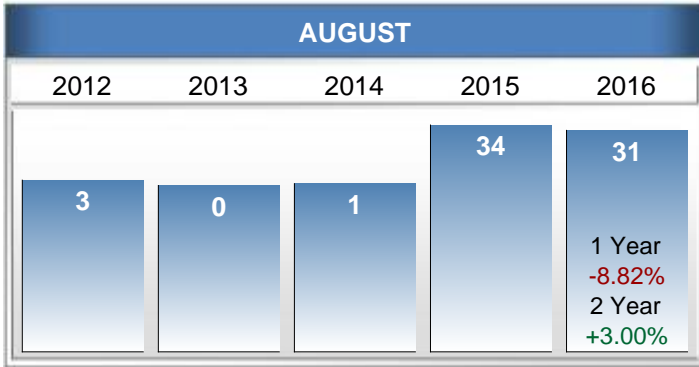
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 2016

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



Pending Listings
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5yr AUG AVG = 14 **3 MONTHS**

High
May 2016 = 81

Low
Sep 2014 = 1

Pending Listing this month at **31**, above the 5 yr AUG average of **14**

JUN	61
JUL	50
AUG	31
-18.03%	
-38.00%	

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	3	9.68%	83.0	2	1	0	0
\$50,001 - \$80,000	3	9.68%	82.0	3	0	0	0
\$80,001 - \$120,000	6	19.35%	40.0	1	4	1	0
\$120,001 - \$150,000	6	19.35%	20.5	1	5	0	0
\$150,001 - \$210,000	7	22.58%	29.0	0	6	1	0
\$210,001 - \$270,000	3	9.68%	86.0	1	1	1	0
\$270,001 and up	3	9.68%	68.0	0	2	1	0
Total Pending Units: 31				49.0			
Total Pending Volume: 4,731,000				765.20K 3.13M 837.40K 0.00B			
Median Listing Price: \$135,000				\$79,500 \$135,000 \$219,250 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

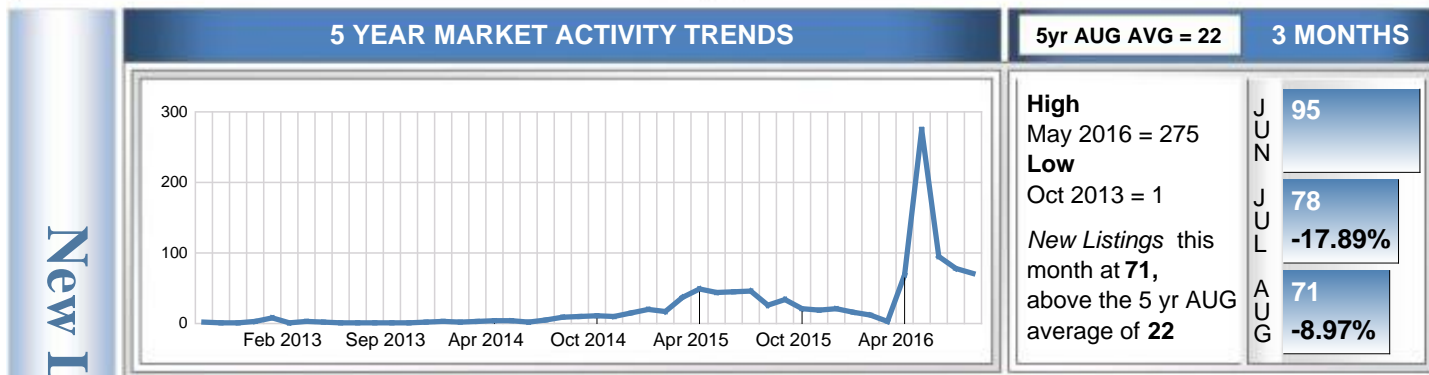
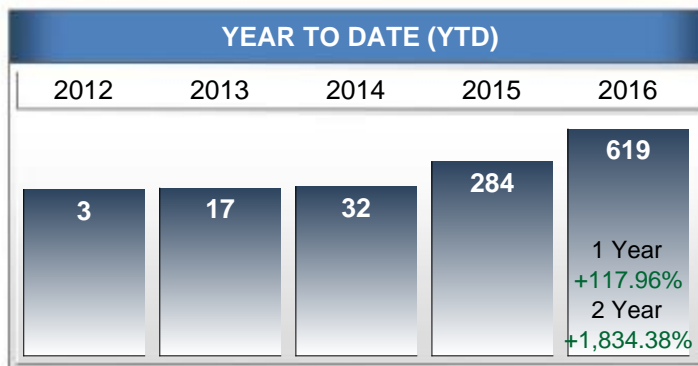
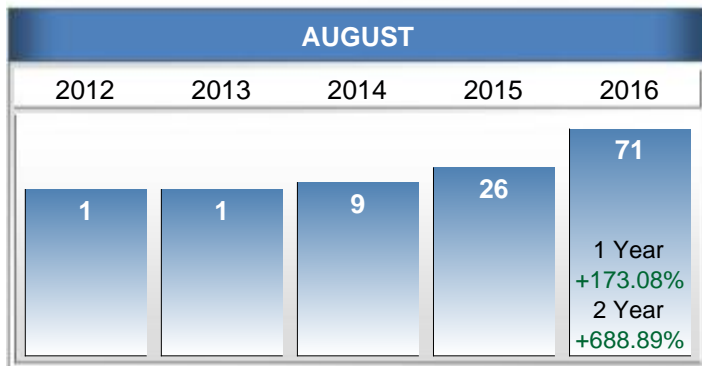
New Listings as of Sep 12, 2016



New Listings

Report Produced on: Sep 12, 2016

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+
\$20,000 and less	5	7.04%	5	0	0	0
\$20,001 - \$50,000	8	11.27%	7	1	0	0
\$50,001 - \$80,000	11	15.49%	5	6	0	0
\$80,001 - \$130,000	20	28.17%	5	10	5	0
\$130,001 - \$150,000	9	12.68%	3	5	1	0
\$150,001 - \$180,000	8	11.27%	1	7	0	0
\$180,001 and up	10	14.08%	3	5	2	0

Total New Listed Units:	71	29	34	8	0.00B
Total New Listed Volume:	10,296,010	3.27M	5.84M	1.18M	0.00B
Median New Listed Listing Price:	\$115,000	\$69,000	\$132,400	\$129,950	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

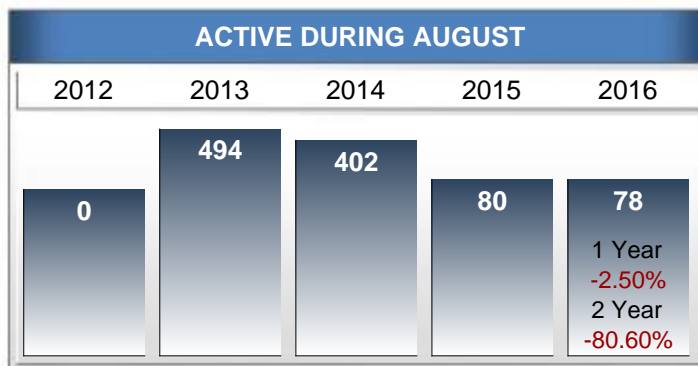
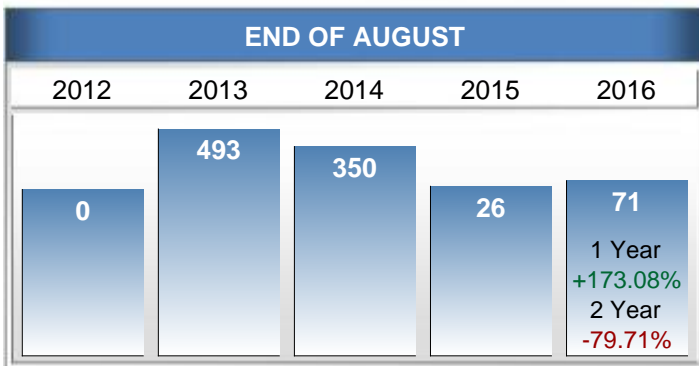
Active Inventory as of Sep 12, 2016



Active Inventory

Report Produced on: Sep 12, 2016

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



Active Inventory

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5yr AUG AVG = 188 **3 MONTHS**

High
Jul 2015 = 497

Low
Mar 2016 = 3

Inventory this month at **71**, below the 5 yr AUG average of **188**

Month	Units	% Change
JUN	251	
JUL	269	7.17%
AUG	290	7.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	30	10.34%	83.5	30	0	0	0		
\$30,001 - \$50,000	31	10.69%	96.0	21	8	1	1		
\$50,001 - \$80,000	35	12.07%	61.0	22	12	1	0		
\$80,001 - \$160,000	86	29.66%	61.0	17	54	13	2		
\$160,001 - \$220,000	40	13.79%	74.5	8	23	9	0		
\$220,001 - \$340,000	38	13.10%	101.5	8	15	14	1		
\$340,001 and up	30	10.34%	111.0	12	12	3	3		
Total Active Inventory by Units:				290	82.0	118	124	41	7
Total Active Inventory by Volume:				50,947,140		16.18M	23.20M	9.02M	2.54M
Median Active Inventory Listing Price:				\$120,400		\$59,950	\$139,700	\$193,900	\$299,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

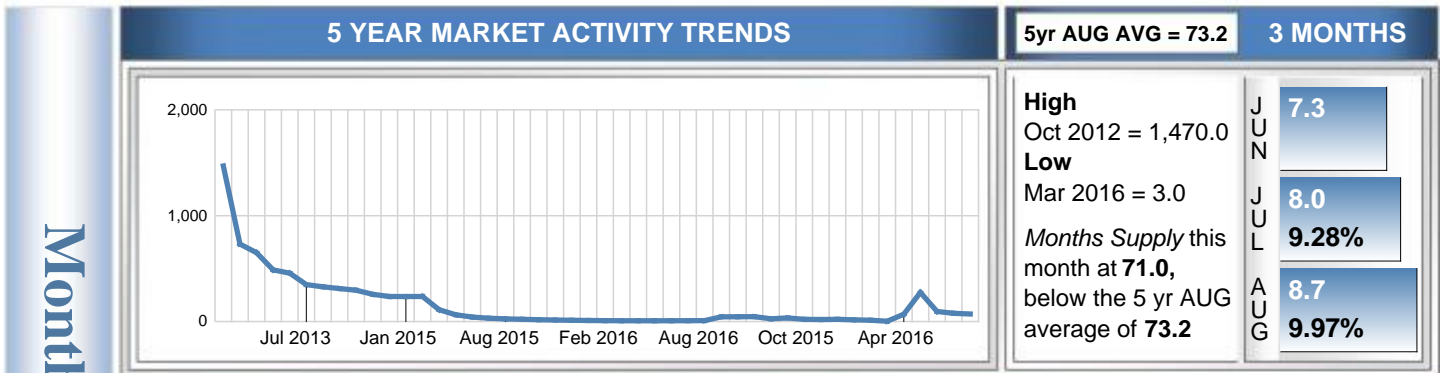
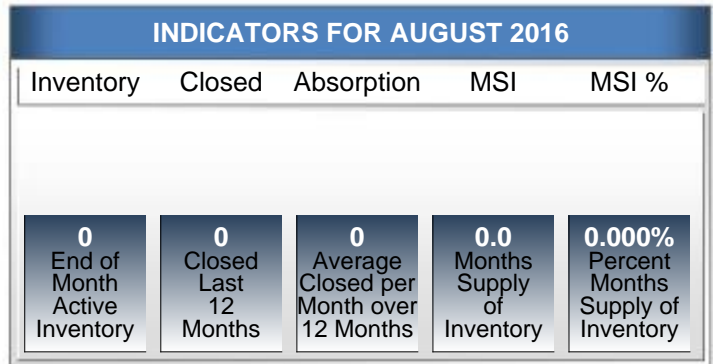
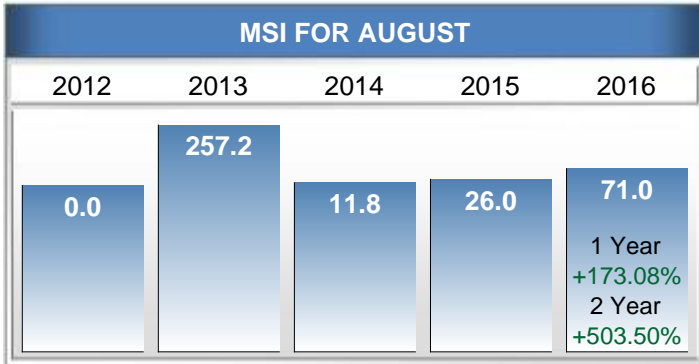
Active Inventory as of Sep 12, 2016



Months Supply of Inventory

Report Produced on: Sep 12, 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	30	10.34%	6.9	9.0	0.0	0.0	0.0
\$30,001 \$50,000	31	10.69%	8.5	11.5	5.1	4.0	0.0
\$50,001 \$80,000	35	12.07%	6.0	10.2	3.6	4.0	0.0
\$80,001 \$160,000	86	29.66%	8.0	9.7	6.8	14.2	24.0
\$160,001 \$220,000	40	13.79%	8.1	48.0	6.4	8.3	0.0
\$220,001 \$340,000	38	13.10%	14.3	0.0	8.2	21.0	6.0
\$340,001 and up	30	10.34%	30.0	28.8	144.0	18.0	9.0
MSI:			8.7	12.2	6.4	11.7	9.3
Total Active Inventory:			290	118	124	41	7



Monthly Inventory Analysis

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August 2016

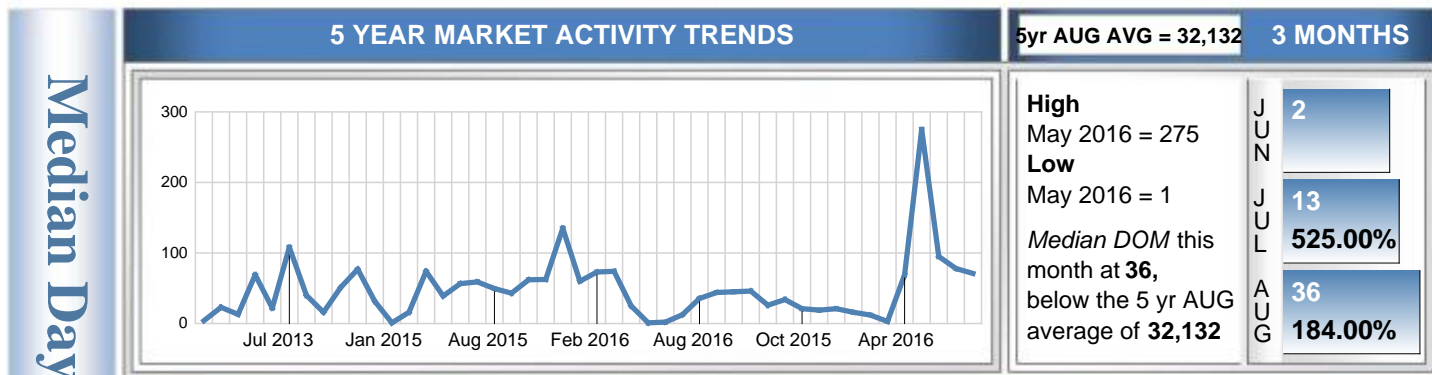
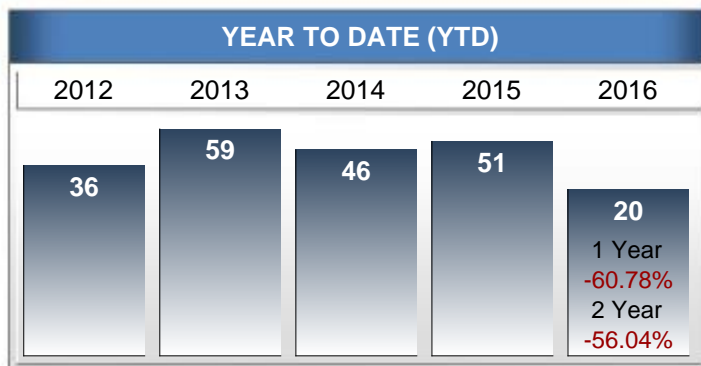
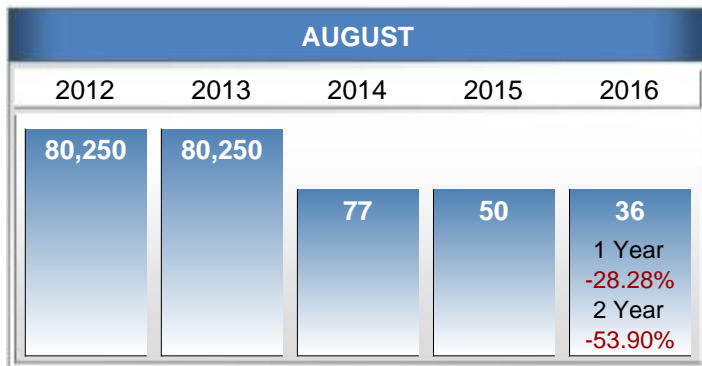
Closed Sales as of Sep 12, 2016



Median Days on Market to Sale

Report Produced on: Sep 12, 2016

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	4		9.52%	82.5	84.0	29.0	0.0	0.0
\$20,001 \$30,000	3		7.14%	29.0	24.0	43.0	0.0	0.0
\$30,001 \$60,000	7		16.67%	56.0	44.5	56.0	0.0	0.0
\$60,001 \$100,000	12		28.57%	22.0	41.0	24.0	18.0	18.0
\$100,001 \$130,000	6		14.29%	13.5	0.0	13.5	0.0	0.0
\$130,001 \$180,000	5		11.90%	27.0	0.0	18.0	232.0	0.0
\$180,001 and up	5		11.90%	56.0	0.0	55.5	0.0	63.0
Median Closed DOM:	35.5				59.0	29.0	125.0	40.5
Total Closed Units:	42				9	29	2	2
Total Closed Volume:	3,984,880				346.43K	2.97M	251.00K	419.50K



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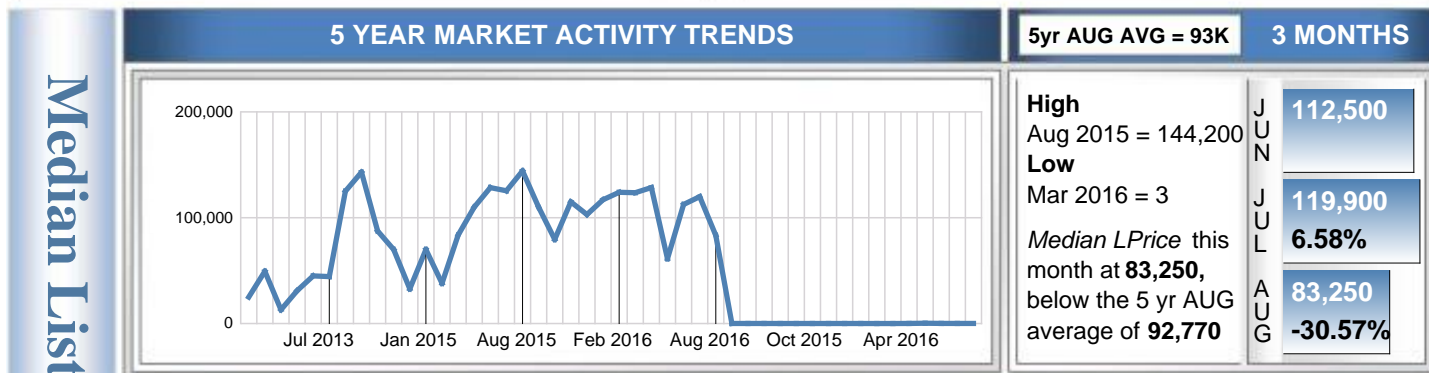
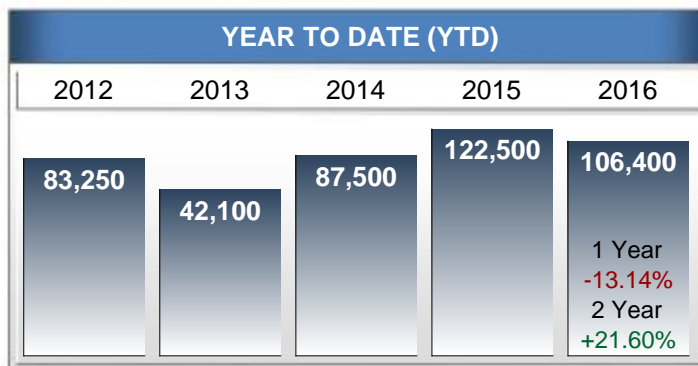
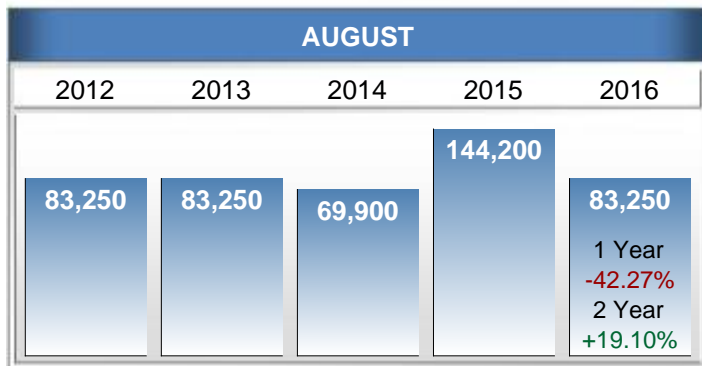
Closed Sales as of Sep 12, 2016



Median List Price at Closing

Report Produced on: Sep 12, 2016

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	3		7.14%	12,000	13,250	6,000	0	0
\$20,001 \$30,000	3		7.14%	25,000	25,000	21,500	0	0
\$30,001 \$60,000	8		19.05%	47,475	49,900	47,475	0	0
\$60,001 \$100,000	11		26.19%	79,000	74,900	86,750	87,000	69,900
\$100,001 \$130,000	6		14.29%	112,950	0	112,950	0	0
\$130,001 \$180,000	6		14.29%	151,500	0	144,000	179,900	0
\$180,001 and up	5		11.90%	219,900	0	209,700	0	369,000
Median List Price:	\$83,250				\$39,900	\$106,900	\$133,450	\$219,450
Total Closed Units:	42				9	29	2	2
Total List Volume:	4,223,150				400.20K	3.12M	266.90K	438.90K



Monthly Inventory Analysis

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August 2016

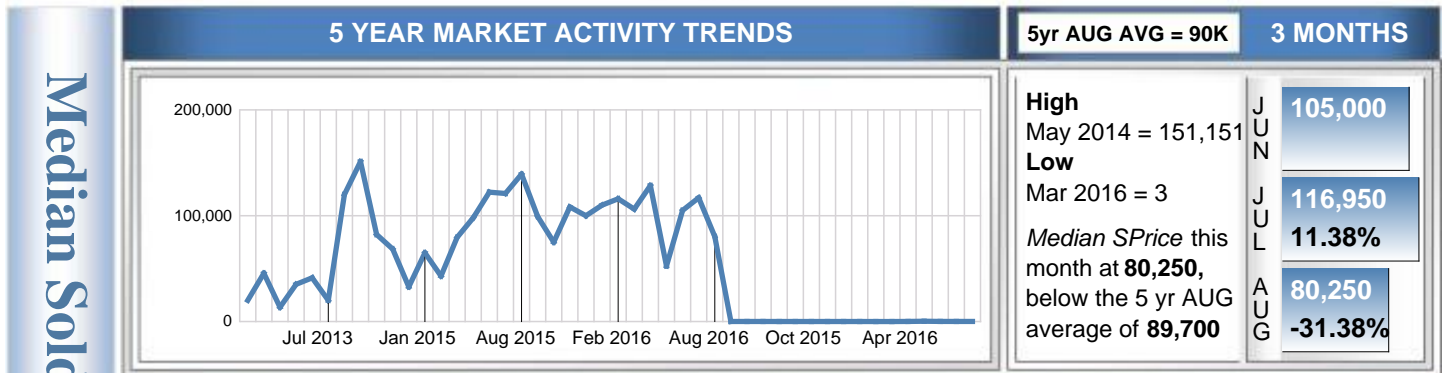
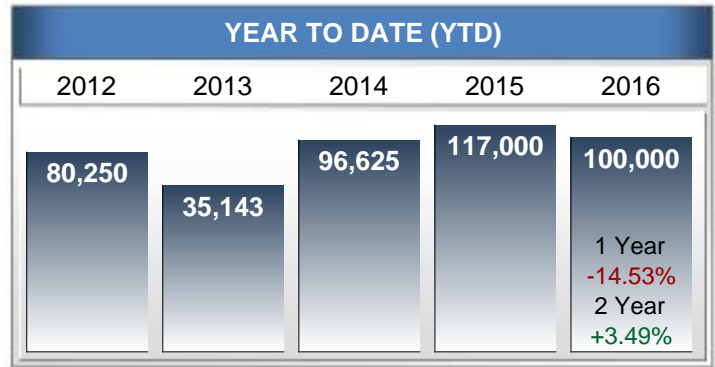
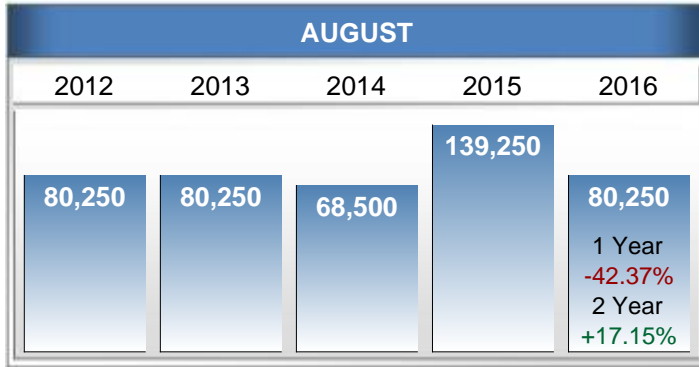
Closed Sales as of Sep 12, 2016



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	4		9.52%	7,650	9,300	6,000	0	0
\$20,001 - \$30,000	3		7.14%	24,000	24,000	25,950	0	0
\$30,001 - \$60,000	7		16.67%	39,000	45,690	37,600	0	0
\$60,001 - \$100,000	12		28.57%	77,250	70,250	89,000	81,000	66,500
\$100,001 - \$130,000	6		14.29%	115,400	0	115,400	0	0
\$130,001 - \$180,000	5		11.90%	155,000	0	145,000	170,000	0
\$180,001 and up	5		11.90%	211,000	0	199,500	0	353,000
Median Closed Price:	\$80,250				\$39,000	\$99,900	\$125,500	\$209,750
Total Closed Units:	42				9	29	2	2
Total Closed Volume:	3,984,880				346.43K	2.97M	251.00K	419.50K



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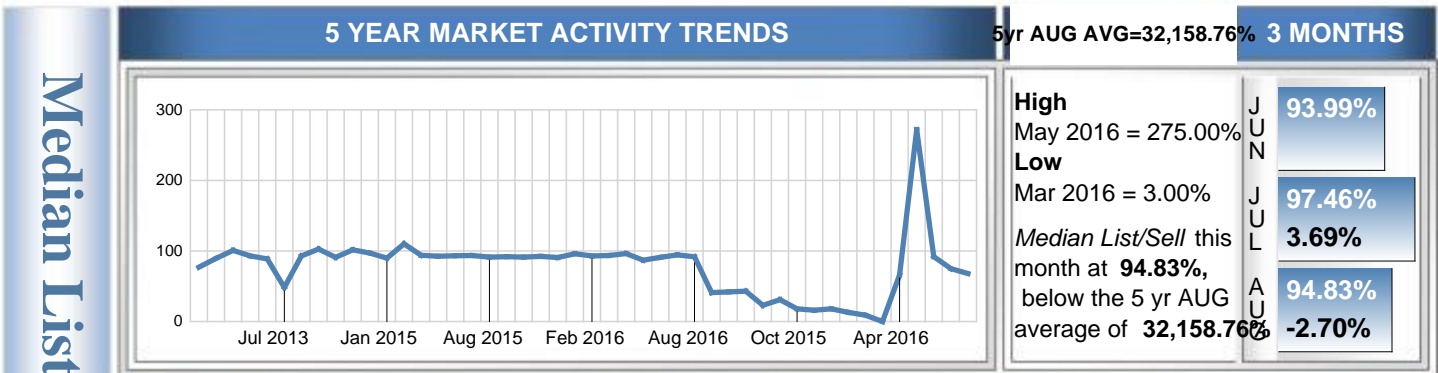
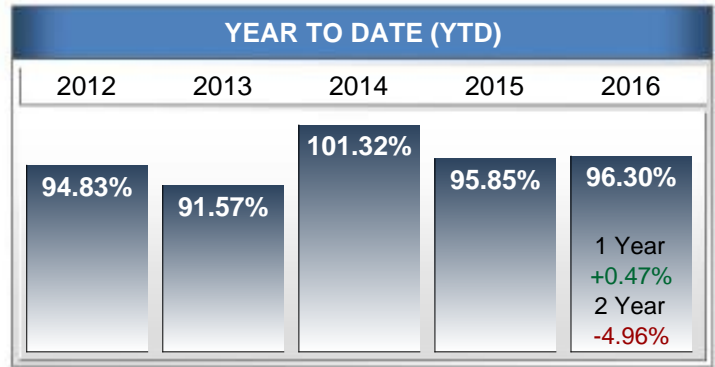
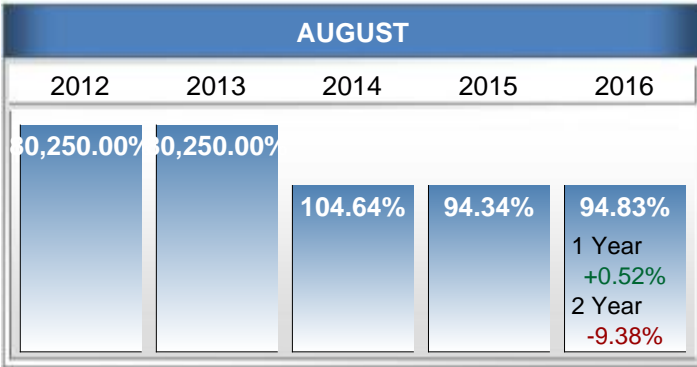
Closed Sales as of Sep 12, 2016



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	4	9.52%	71.65%	64.14%	100.00%	0.00%	0.00%
\$20,001-\$30,000	3	7.14%	96.00%	96.00%	89.50%	0.00%	0.00%
\$30,001-\$60,000	7	16.67%	87.05%	92.60%	76.73%	0.00%	0.00%
\$60,001-\$100,000	12	28.57%	94.26%	92.41%	94.97%	93.10%	95.14%
\$100,001-\$130,000	6	14.29%	99.13%	0.00%	99.13%	0.00%	0.00%
\$130,001-\$180,000	5	11.90%	96.49%	0.00%	96.49%	94.50%	0.00%
\$180,001 and up	5	11.90%	95.95%	0.00%	97.84%	0.00%	95.66%
Median List/Sell Ratio:	94.83%			91.43%	96.15%	93.80%	95.40%
Total Closed Units:	42			9	29	2	2
Total Closed Volume:	3,984,880			346.43K	2.97M	251.00K	419.50K



Monthly Inventory Analysis

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August 2016

Inventory as of Sep 12, 2016



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 August 31, 2016 = 290

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	50	42	-16.00%	229	272	18.78%
Pending Sales	34	31	-8.82%	260	304	16.92%
New Listings	26	71	173.08%	284	619	117.96%
Median List Price	144,200	83,250	-42.27%	122,500	106,400	-13.14%
Median Sale Price	139,250	80,250	-42.37%	117,000	100,000	-14.53%
Median Percent of List Price to Selling Price	94.34%	94.83%	0.52%	95.85%	96.30%	0.47%
Median Days on Market to Sale	49.50	35.50	-28.28%	51.00	20.00	-60.78%
Monthly Inventory	99	290	192.93%	99	290	192.93%
Months Supply of Inventory	5.14	8.74	70.02%	5.14	8.74	70.02%

