



October 2016

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

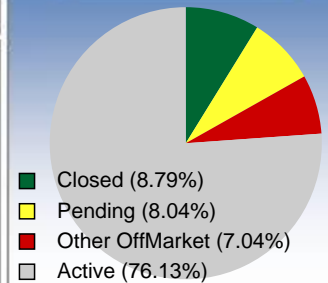


Absorption: Last 12 months, an Average of **34** Sales/Month

Active Inventory as of October 31, 2016 = **303**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	37	35	-5.41%
Pending Listings	24	32	33.33%
New Listings	21	74	252.38%
Median List Price	79,500	109,000	37.11%
Median Sale Price	75,000	105,000	40.00%
Median Percent of List Price to Selling Price	94.34%	94.49%	0.16%
Median Days on Market to Sale	62.00	60.00	-3.23%
End of Month Inventory	92	303	229.35%
Months Supply of Inventory	3.70	9.02	143.54%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 rose **229.35%** to 303 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 **9.02** MSI for this period.

Median Sale Prices 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 **40.00%** in October 2016 to \$105,000 versus the previous year at \$75,000.

Median Days on Market Shortens

The median number of **60.00** days that homes spent on the market before selling decreased by 2.00 days or **3.23%** in October 2016 compared to last year's same month at **62.00** DOM.

Sales Success for October 2016 is Positive

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

There were 74 New Listings in October 2016, up **252.38%** from last year at 21. Furthermore, there were 35 Closed Listings this month versus last year at 37, a **-5.41%** decrease.

Closed versus Listed trends yielded a **47.3%** ratio, down from last year's October 2016 at **176.2%**, a **73.16%** 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

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

Data from the Greater Tulsa Association of REALTORS®

October 2016

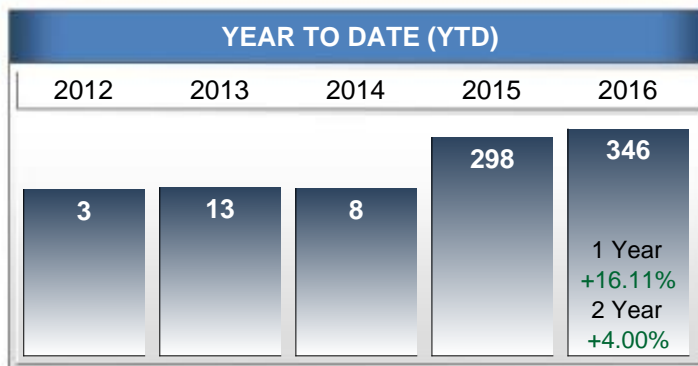
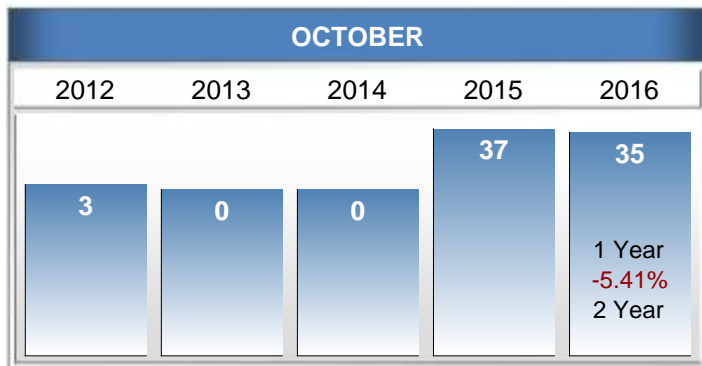
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

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



Closed Listings

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



5yr OCT AVG = 15	3 MONTHS										
High Jun 2015 = 52 Low Jan 2015 = 1 <i>Closed Listing</i> this month at 35 , above the 5 yr OCT average of 15	<table border="1"> <tr> <td>AUG</td> <td>42</td> </tr> <tr> <td>SEP</td> <td>39</td> </tr> <tr> <td>OCT</td> <td>35</td> </tr> <tr> <td colspan="2" style="text-align: center;">-7.14%</td> </tr> <tr> <td colspan="2" style="text-align: center;">-10.26%</td> </tr> </table>	AUG	42	SEP	39	OCT	35	-7.14%		-10.26%	
AUG	42										
SEP	39										
OCT	35										
-7.14%											
-10.26%											

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	5.71%	44.5	2	0	0	0
\$30,001 - \$40,000	4	11.43%	2.0	3	1	0	0
\$40,001 - \$70,000	7	20.00%	25.0	5	2	0	0
\$70,001 - \$140,000	9	25.71%	72.0	1	7	1	0
\$140,001 - \$200,000	6	17.14%	32.5	0	5	1	0
\$200,001 - \$250,000	3	8.57%	141.0	2	0	1	0
\$250,001 and up	4	11.43%	119.0	0	3	0	1
Total Closed Units: 35 Total Closed Volume: 4,329,930 Median Closed Price: \$105,000				13	18	3	1
				956.73K	2.59M	504.90K	280.00K
				\$46,750	\$136,000	\$185,000	\$280,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

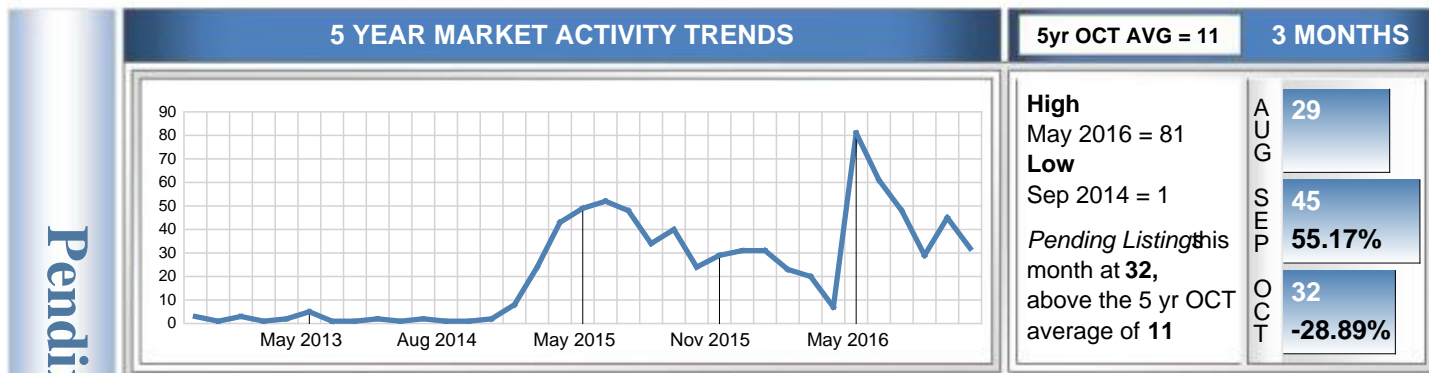
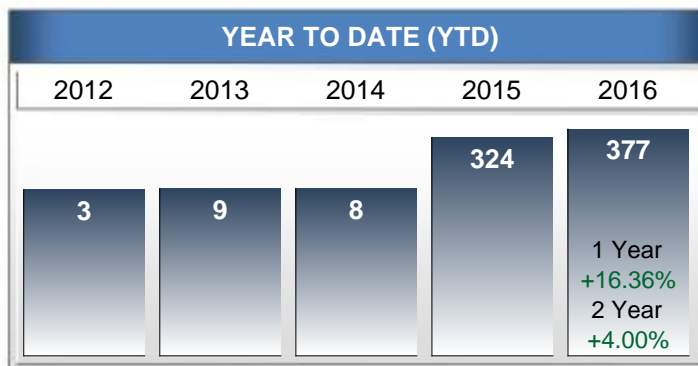
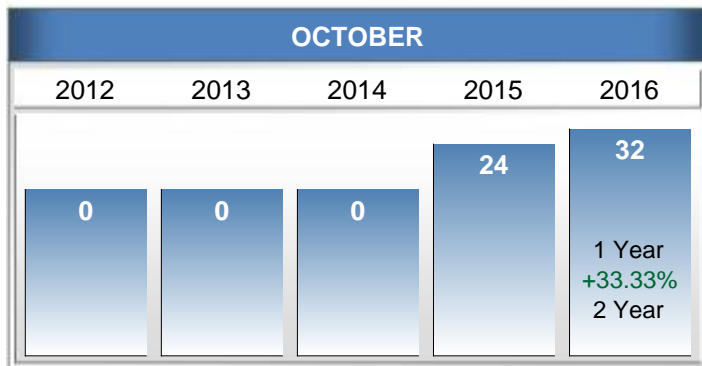
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	3	9.38%	78.0	3	0	0	0		
\$40,001 \$50,000	3	9.38%	4.0	3	0	0	0		
\$50,001 \$80,000	5	15.63%	72.0	3	2	0	0		
\$80,001 \$160,000	8	25.00%	39.5	2	4	2	0		
\$160,001 \$170,000	4	12.50%	49.5	0	4	0	0		
\$170,001 \$320,000	5	15.63%	33.0	0	2	3	0		
\$320,001 and up	4	12.50%	121.0	0	4	0	0		
Total Pending Units:				32	61.0	11	16	5	0.00B
Total Pending Volume:				4,698,930		570.30K	3.36M	771.20K	
Median Listing Price:				\$112,450		\$45,000	\$167,000	\$178,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

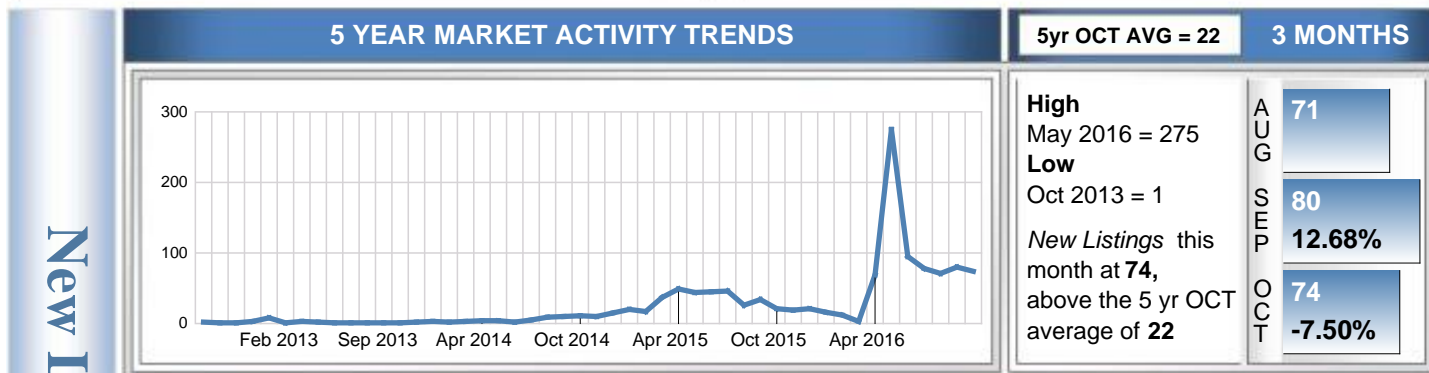
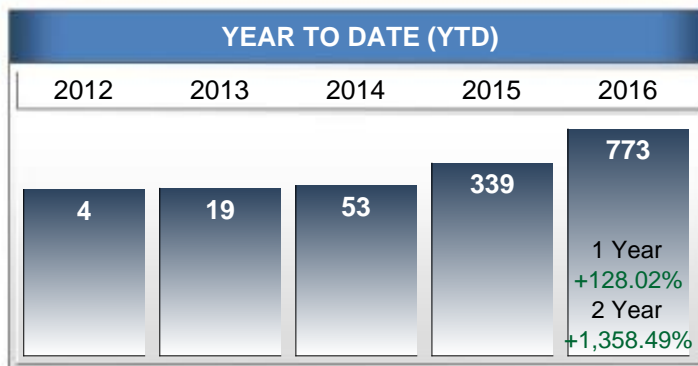
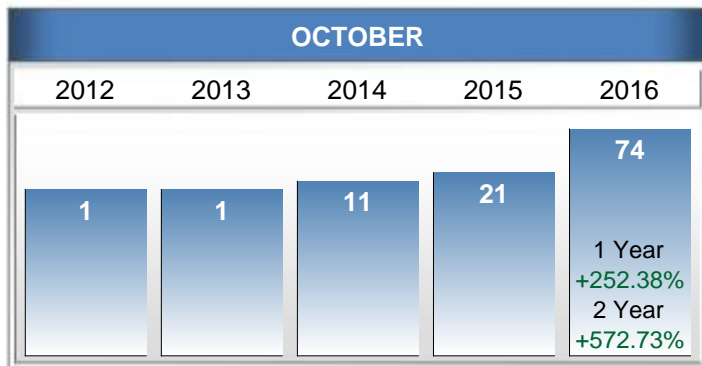
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 2016

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



New Listings

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

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	9.46%	7	0	0	0
\$30,001 - \$50,000	7	9.46%	7	0	0	0
\$50,001 - \$90,000	13	17.57%	6	7	0	0
\$90,001 - \$160,000	18	24.32%	3	14	1	0
\$160,001 - \$230,000	11	14.86%	1	6	3	1
\$230,001 - \$350,000	10	13.51%	1	7	2	0
\$350,001 and up	8	10.81%	3	3	2	0

Total New Listed Units:	74	28	37	8	1
Total New Listed Volume:	13,441,855	4.25M	6.94M	2.08M	169.00K
Median New Listed Listing Price:	\$120,500	\$48,278	\$159,000	\$251,900	\$169,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

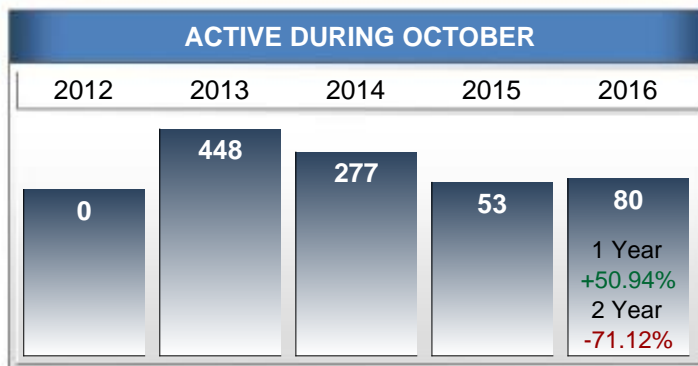
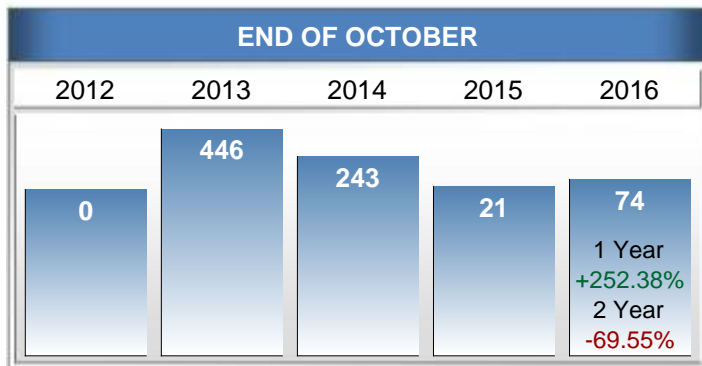
Active Inventory as of Nov 15, 2016



Active Inventory

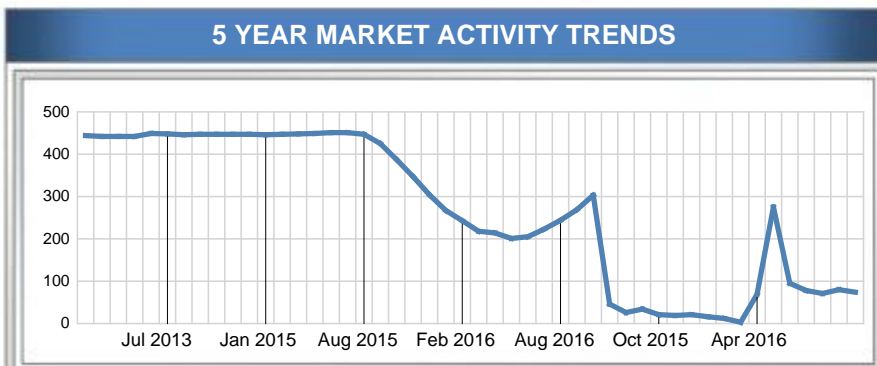
Report Produced on: Nov 15, 2016

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



Active Inventory

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



5yr OCT AVG = 157	3 MONTHS						
High Jul 2015 = 451 Low Mar 2016 = 3 <i>Inventory</i> this month at 74 , below the 5 yr OCT average of 157	<table border="1"> <tr> <td>AUG</td> <td>244</td> </tr> <tr> <td>SEP</td> <td>269</td> </tr> <tr> <td>OCT</td> <td>303</td> </tr> </table>	AUG	244	SEP	269	OCT	303
AUG	244						
SEP	269						
OCT	303						

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	20	6.60%	138.0	20	0	0	0
\$20,001 \$40,000	46	15.18%	77.0	43	3	0	0
\$40,001 \$80,000	42	13.86%	69.5	22	20	0	0
\$80,001 \$150,000	81	26.73%	71.0	17	52	12	0
\$150,001 \$210,000	46	15.18%	64.5	8	31	6	1
\$210,001 \$320,000	34	11.22%	76.0	9	15	10	0
\$320,001 and up	34	11.22%	57.5	9	17	6	2
Total Active Inventory by Units:				128	138	34	3
Total Active Inventory by Volume:				15.00M	24.88M	7.75M	1.32M
Median Active Inventory Listing Price:				\$43,200	\$139,900	\$179,700	\$415,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

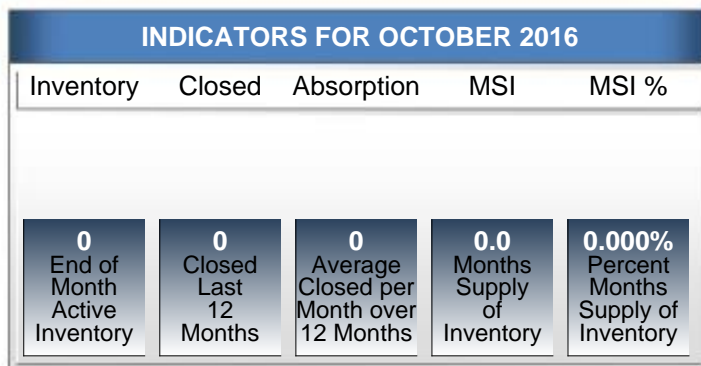
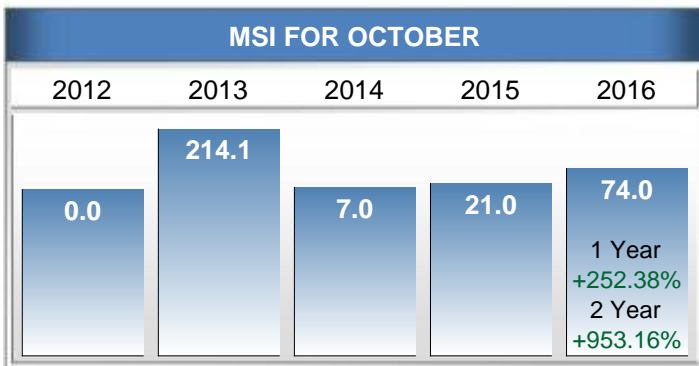
Active Inventory as of Nov 15, 2016



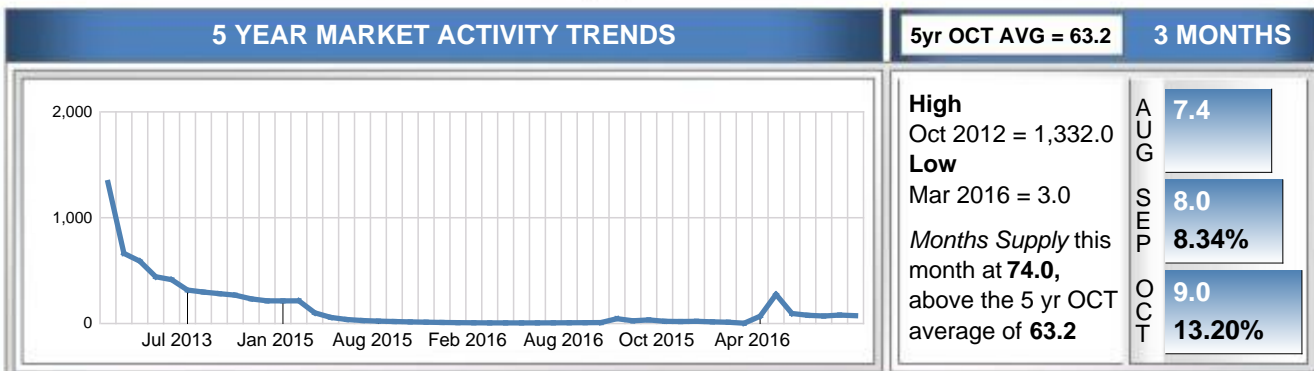
Months Supply of Inventory

Report Produced on: Nov 15, 2016

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



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



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	20		6.60%	6.7	7.7	0.0	0.0	0.0
\$20,001 \$40,000	46		15.18%	16.7	27.2	3.0	0.0	0.0
\$40,001 \$80,000	42		13.86%	5.5	6.6	5.3	0.0	0.0
\$80,001 \$150,000	81		26.73%	8.2	13.6	6.9	12.0	0.0
\$150,001 \$210,000	46		15.18%	7.5	19.2	7.3	4.5	6.0
\$210,001 \$320,000	34		11.22%	11.3	36.0	9.0	12.0	0.0
\$320,001 and up	34		11.22%	29.1	36.0	68.0	36.0	4.0
MSI:		9.0			13.2	7.4	8.3	2.8
Total Active Inventory:		303			128	138	34	3



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

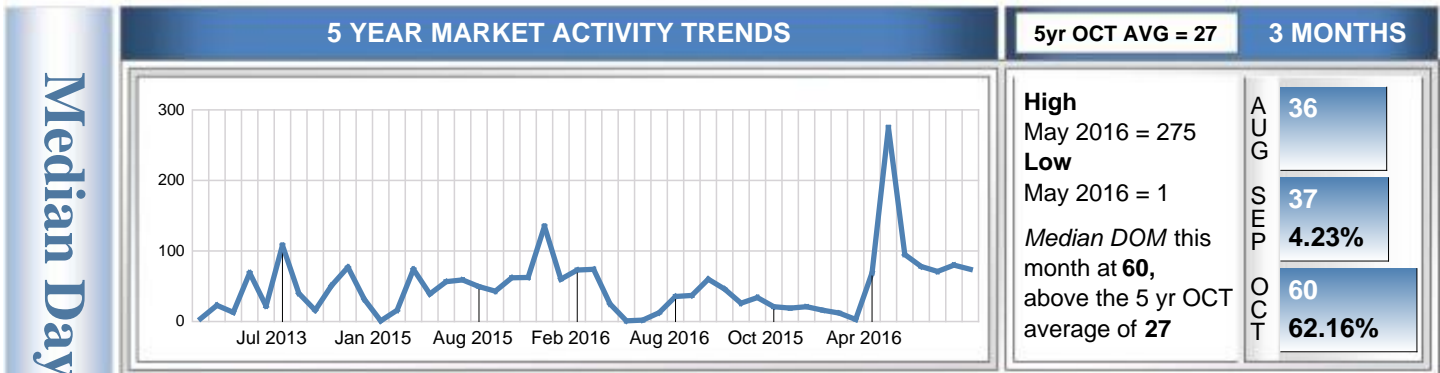
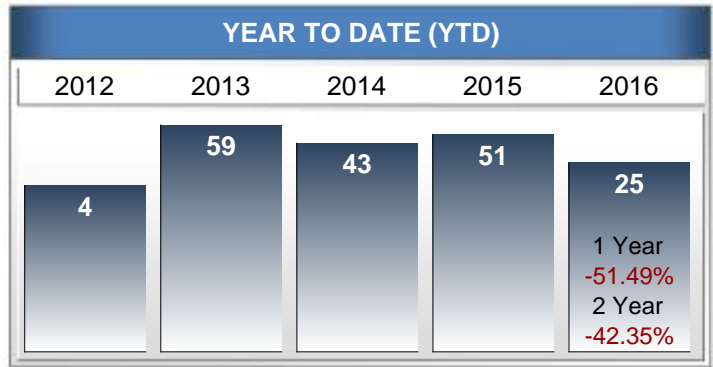
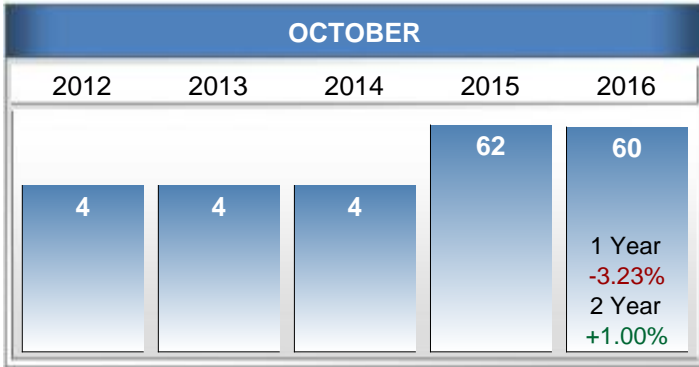
Closed Sales as of Nov 15, 2016



Median Days on Market to Sale

Report Produced on: Nov 15, 2016

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



Median Days on Market

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

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+
\$30,000 and less	2			5.71%	44.5	44.5	0.0	0.0	0.0
\$30,001 \$40,000	4			11.43%	2.0	2.0	21.0	0.0	0.0
\$40,001 \$70,000	7			20.00%	25.0	77.0	15.0	0.0	0.0
\$70,001 \$140,000	9			25.71%	72.0	7.0	72.0	96.0	0.0
\$140,001 \$200,000	6			17.14%	32.5	0.0	29.0	75.0	0.0
\$200,001 \$250,000	3			8.57%	141.0	133.5	0.0	141.0	0.0
\$250,001 and up	4			11.43%	119.0	0.0	105.0	0.0	139.0
Median Closed DOM:					60.0	25.0	32.5	96.0	139.0
Total Closed Units:					35	13	18	3	1
Total Closed Volume:					4,329,930	956.73K	2.59M	504.90K	280.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

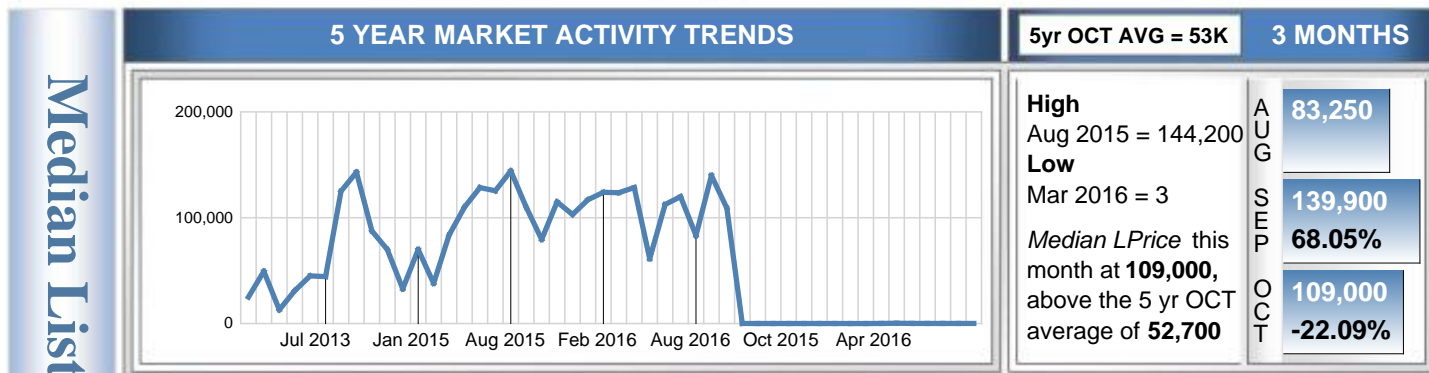
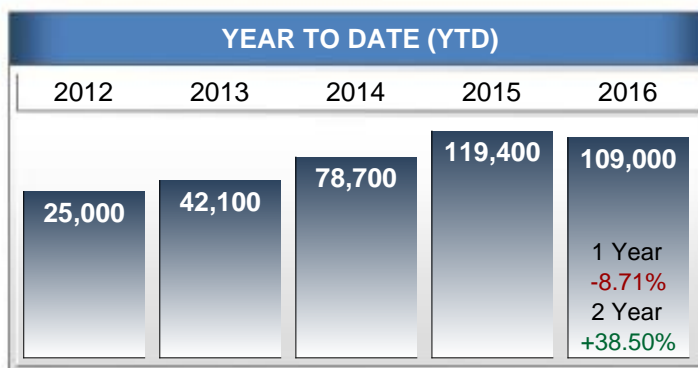
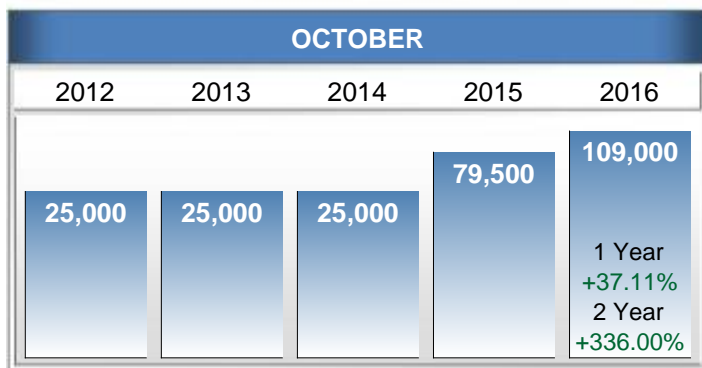
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 15, 2016

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



Median List Price

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

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+
\$30,000 and less	2	5.71%	12,000	12,000	0	0	0
\$30,001 - \$40,000	3	8.57%	39,000	38,575	39,000	0	0
\$40,001 - \$70,000	6	17.14%	53,900	52,900	54,900	0	0
\$70,001 - \$140,000	10	28.57%	97,950	92,950	109,000	89,900	0
\$140,001 - \$200,000	6	17.14%	164,750	0	164,500	189,900	0
\$200,001 - \$250,000	2	5.71%	219,950	0	210,000	229,900	0
\$250,001 and up	6	17.14%	272,500	267,000	275,000	0	299,000
Median List Price:	\$109,000			\$52,900	\$145,900	\$189,900	\$299,000
Total Closed Units:	35			13	18	3	1
Total List Volume:	4,610,250			1.09M	2.71M	509.70K	299.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

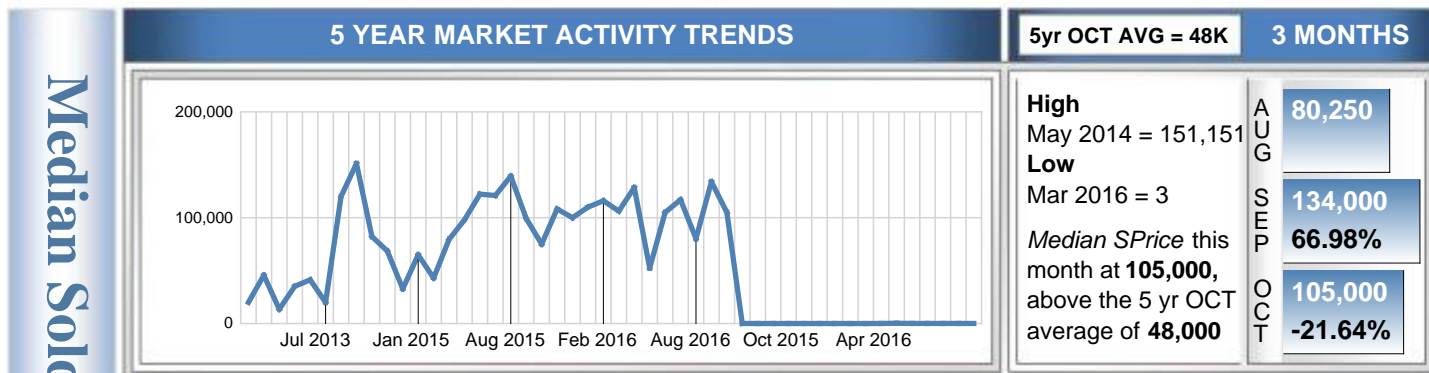
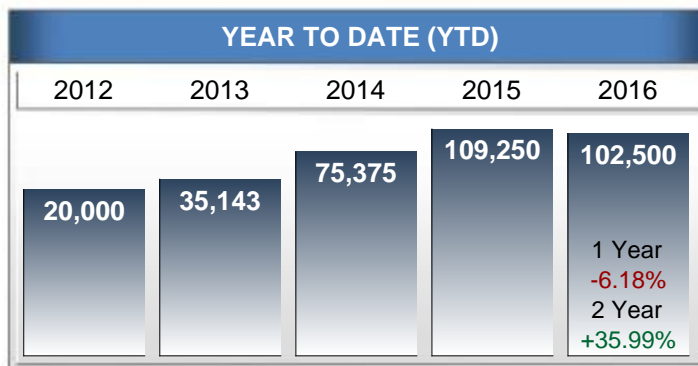
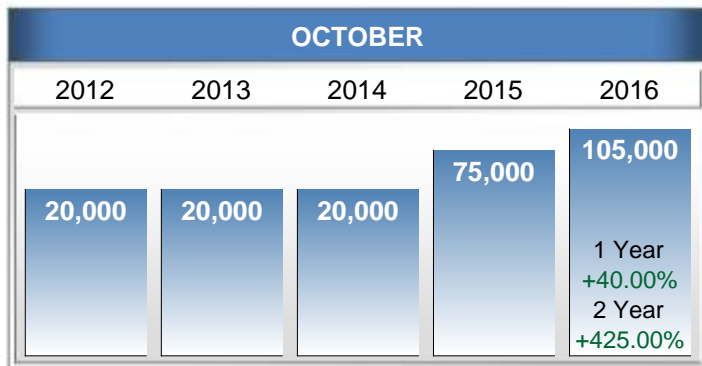
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

Report Produced on: Nov 15, 2016

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



Median Sold Price

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

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+
\$30,000 and less	2		5.71%	14,138	14,138	0	0	0
\$30,001 - \$40,000	4		11.43%	35,000	35,000	35,000	0	0
\$40,001 - \$70,000	7		20.00%	48,500	48,200	63,003	0	0
\$70,001 - \$140,000	9		25.71%	105,000	106,000	105,000	85,900	0
\$140,001 - \$200,000	6		17.14%	165,200	0	165,000	185,000	0
\$200,001 - \$250,000	3		8.57%	230,000	229,000	0	234,000	0
\$250,001 and up	4		11.43%	272,500	0	265,000	0	280,000
Median Closed Price:		\$105,000			\$46,750	\$136,000	\$185,000	\$280,000
Total Closed Units:		35			13	18	3	1
Total Closed Volume:		4,329,930			956.73K	2.59M	504.90K	280.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

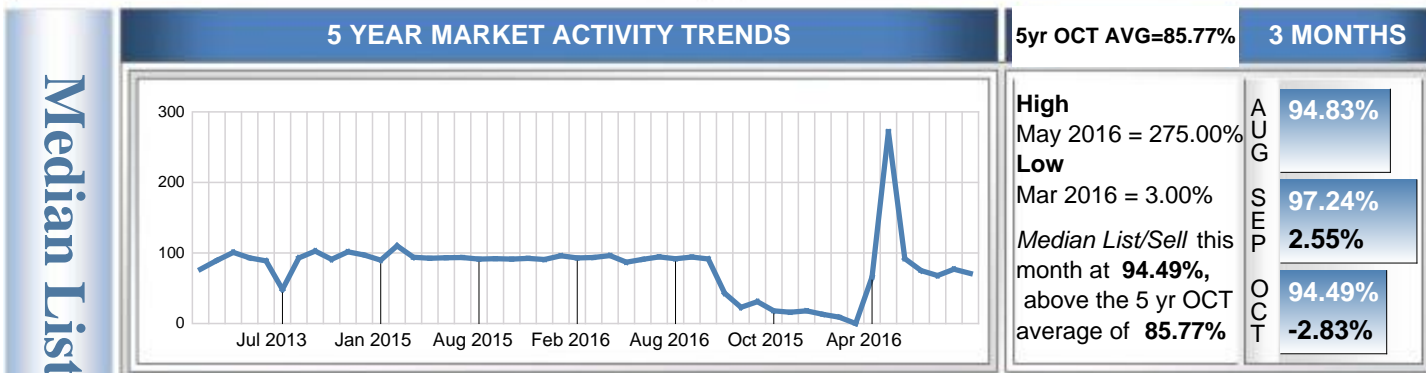
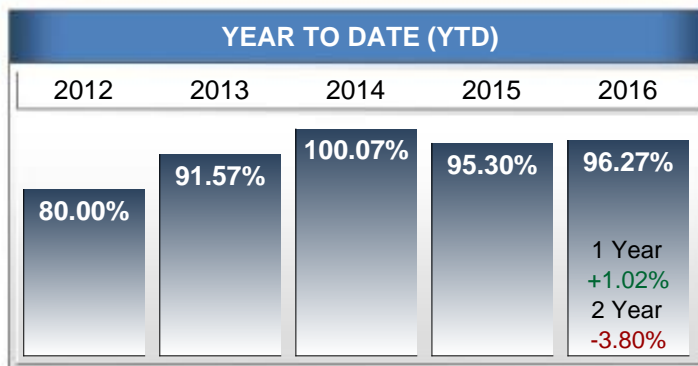
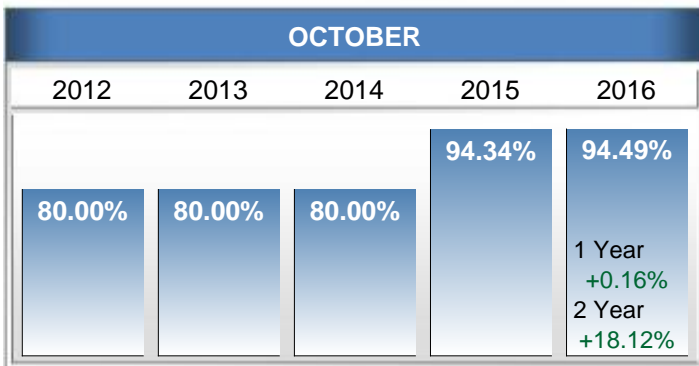
Closed Sales as of Nov 15, 2016



Median Percent of List Price to Selling Price

Report Produced on: Nov 15, 2016

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



Median List/Sell Price

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

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+
\$30,000 and less	2	5.71%	110.05%	110.05%	0.00%	0.00%	0.00%
\$30,001 \$40,000	4	11.43%	88.57%	87.72%	89.74%	0.00%	0.00%
\$40,001 \$70,000	7	20.00%	86.98%	86.98%	95.38%	0.00%	0.00%
\$70,001 \$140,000	9	25.71%	95.55%	100.00%	94.50%	95.55%	0.00%
\$140,001 \$200,000	6	17.14%	98.71%	0.00%	100.00%	97.42%	0.00%
\$200,001 \$250,000	3	8.57%	86.36%	85.77%	0.00%	101.78%	0.00%
\$250,001 and up	4	11.43%	95.00%	0.00%	96.36%	0.00%	93.65%
Median List/Sell Ratio:	94.49%			87.72%	96.34%	97.42%	93.65%
Total Closed Units:	35			13	18	3	1
Total Closed Volume:	4,329,930			956.73K	2.59M	504.90K	280.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

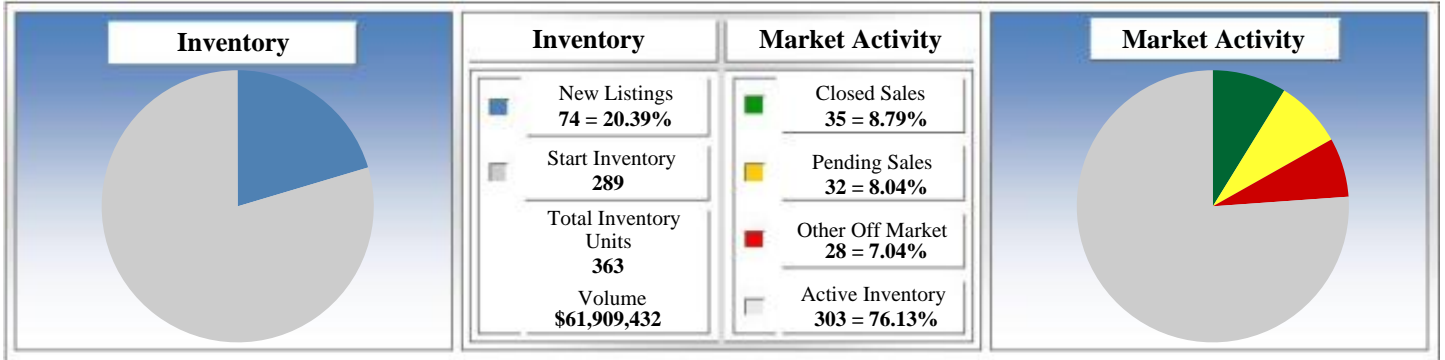
Inventory as of Nov 15, 2016



Market Summary

Report Produced on: Nov 15, 2016

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



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

Active Inventory as of October 31, 2016 = 303

	OCTOBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	37	35	-5.41%	298	346	16.11%
Pending Sales	24	32	33.33%	324	377	16.36%
New Listings	21	74	252.38%	339	773	128.02%
Median List Price	79,500	109,000	37.11%	119,400	109,000	-8.71%
Median Sale Price	75,000	105,000	40.00%	109,250	102,500	-6.18%
Median Percent of List Price to Selling Price	94.34%	94.49%	0.16%	95.30%	96.27%	1.02%
Median Days on Market to Sale	62.00	60.00	-3.23%	50.50	24.50	-51.49%
Monthly Inventory	92	303	229.35%	92	303	229.35%
Months Supply of Inventory	3.70	9.02	143.54%	3.70	9.02	143.54%

