



# June 2017

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

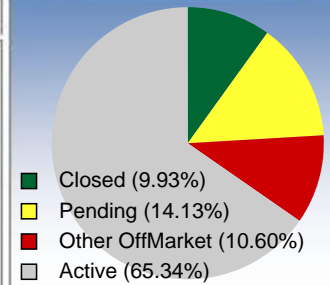


**Absorption:** Last 12 months, an Average of **37** Sales/Month

**Active Inventory** as of June 30, 2017 = **296**

	JUNE		
	2016	2017	+/- %
Closed Listings	44	45	2.27%
Pending Listings	62	64	3.23%
New Listings	96	107	11.46%
Average List Price	136,748	147,753	8.05%
Average Sale Price	129,020	141,156	9.41%
Average Percent of List Price to Selling Price	92.62%	96.38%	4.06%
Average Days on Market to Sale	22.34	46.51	108.19%
End of Month Inventory	260	296	13.85%
Months Supply of Inventory	7.41	8.05	8.68%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2017 rose **13.85%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **8.05** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **9.41%** in June 2017 to \$141,156 versus the previous year at \$129,020.

### Average Days on Market Lengthens

The average number of **46.51** days that homes spent on the market before selling increased by 24.17 days or **108.19%** in June 2017 compared to last year's same month at **22.34** DOM.

### Sales Success for June 2017 is Positive

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

There were 107 New Listings in June 2017, up **11.46%** from last year at 96. Furthermore, there were 45 Closed Listings this month versus last year at 44, a **2.27%** increase.

Closed versus Listed trends yielded a **42.1%** ratio, down from last year's June 2017 at **45.8%**, a **8.24%** 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®

## June 2017

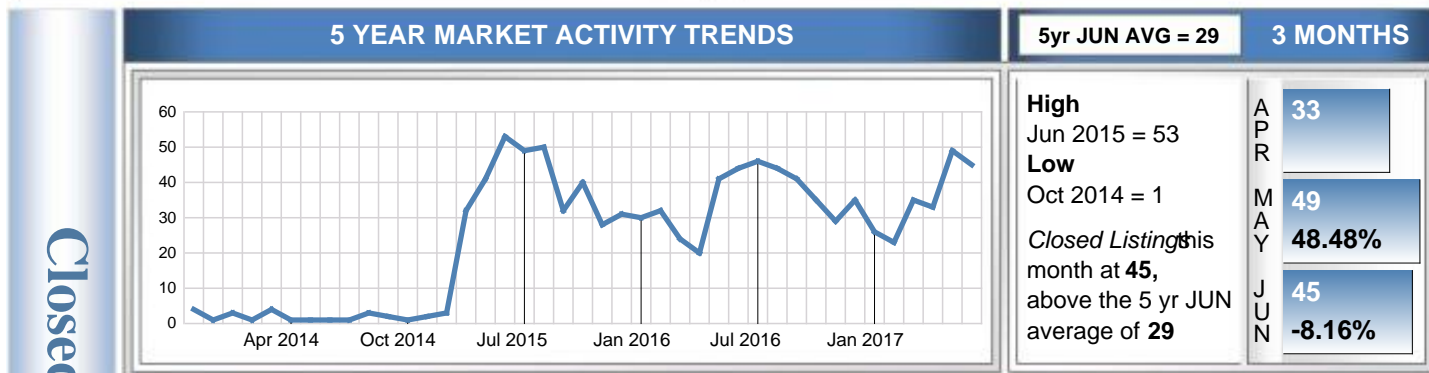
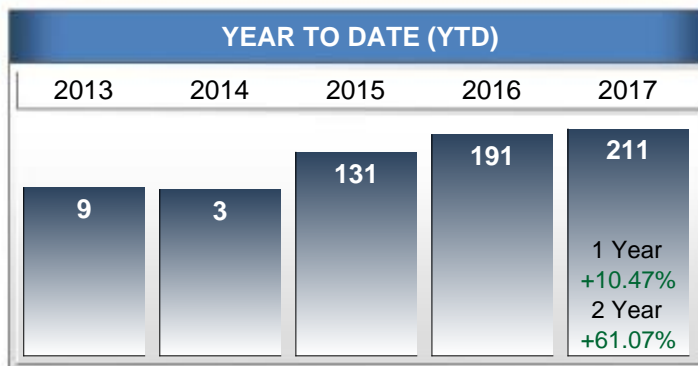
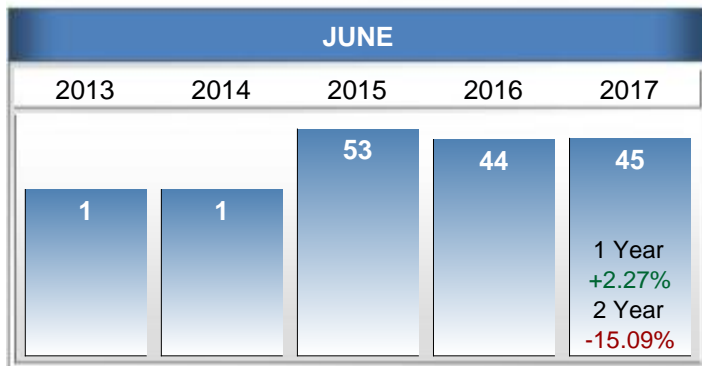
Closed Sales as of Jul 11, 2017



### Closed Listings

Report Produced on: Jul 11, 2017

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



#### 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	3	6.67%	4.0	2	1	0	0
\$40,001 - \$70,000	7	15.56%	68.0	3	4	0	0
\$70,001 - \$90,000	4	8.89%	28.3	1	3	0	0
\$90,001 - \$130,000	11	24.44%	31.7	0	9	2	0
\$130,001 - \$160,000	8	17.78%	38.9	0	7	1	0
\$160,001 - \$290,000	7	15.56%	54.4	0	4	2	1
\$290,001 and up	5	11.11%	90.2	1	2	1	1
<b>Total Closed Units:</b>	<b>45</b>		<b>46.5</b>	<b>7</b>	<b>30</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>6,352,024</b>			<b>823.40K</b>	<b>3.89M</b>	<b>1.18M</b>	<b>465.00K</b>
<b>Average Closed Price:</b>	<b>\$141,156</b>			<b>\$117,629</b>	<b>\$129,587</b>	<b>\$196,000</b>	<b>\$232,500</b>

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

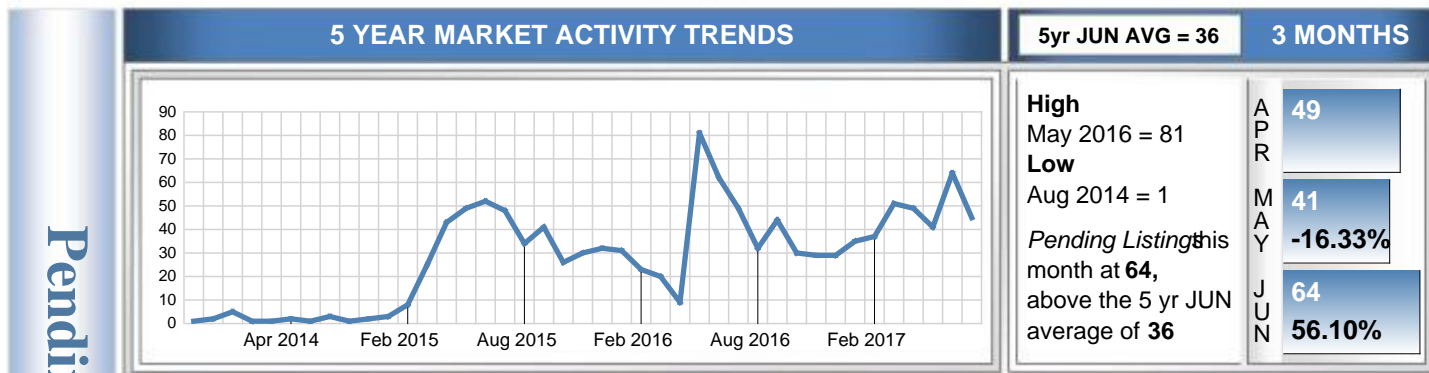
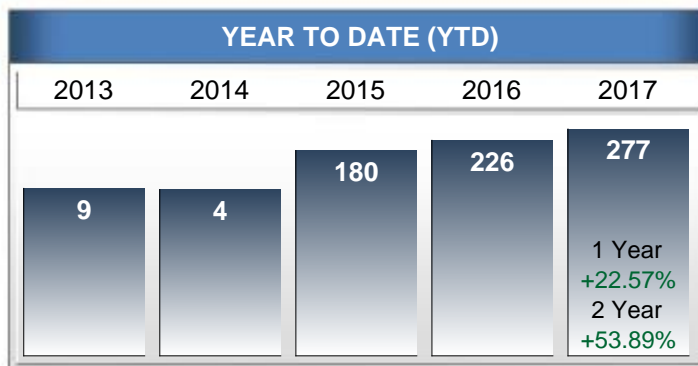
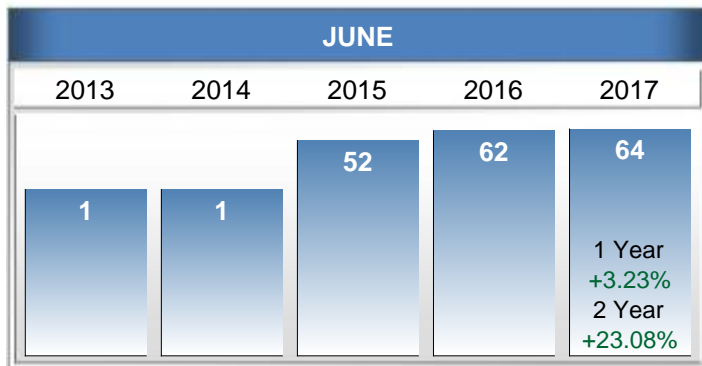
Pending Listings as of Jul 11, 2017



### Pending Listings

Report Produced on: Jul 11, 2017

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	4	6.25%	26.5	4	0	0	0
\$40,001 - \$70,000	10	15.63%	56.7	5	5	0	0
\$70,001 - \$100,000	9	14.06%	52.1	0	9	0	0
\$100,001 - \$160,000	16	25.00%	57.1	1	12	3	0
\$160,001 - \$220,000	9	14.06%	28.3	0	6	2	1
\$220,001 - \$280,000	9	14.06%	102.0	0	6	3	0
\$280,001 and up	7	10.94%	53.7	0	1	5	1
<b>Total Pending Units:</b>	<b>64</b>		<b>26.4</b>	<b>10</b>	<b>39</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume:</b>	<b>10,140,400</b>			<b>518.80K</b>	<b>5.79M</b>	<b>3.32M</b>	<b>514.90K</b>
<b>Average Listing Price:</b>	<b>\$146,338</b>			<b>\$51,880</b>	<b>\$148,356</b>	<b>\$255,446</b>	<b>\$257,450</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

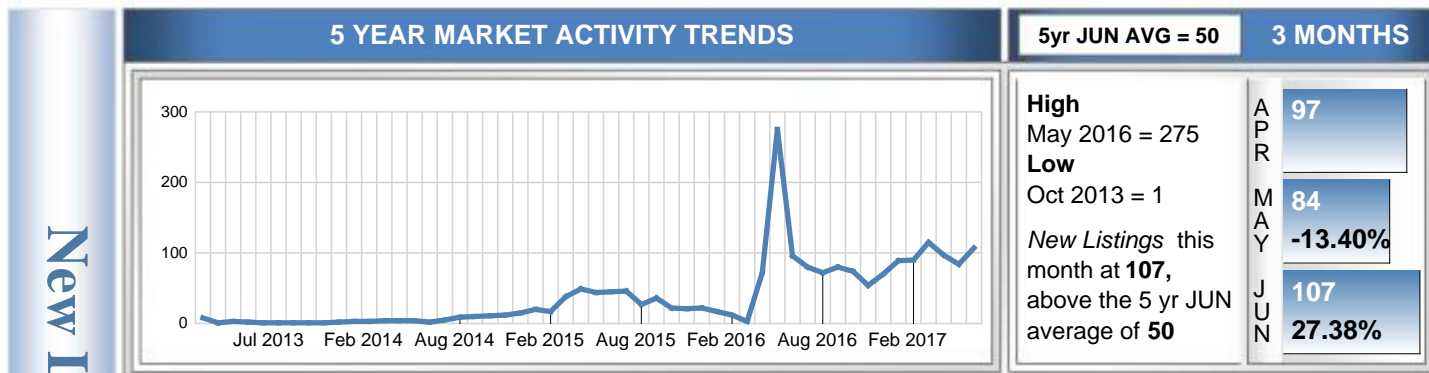
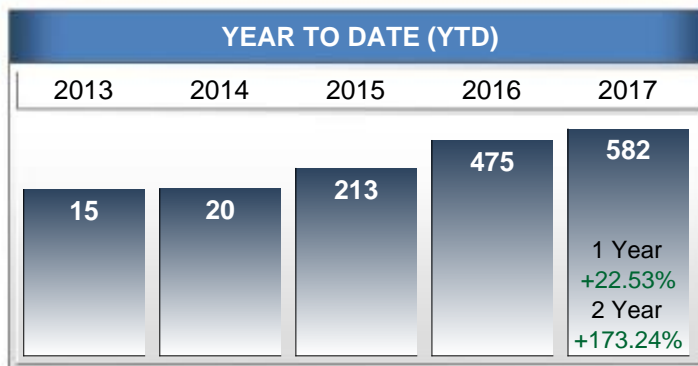
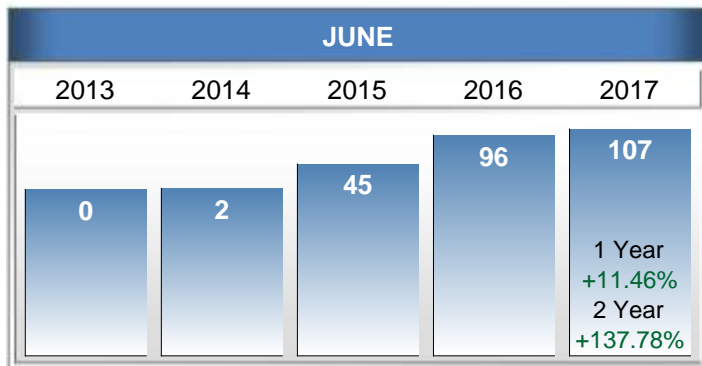
New Listings as of Jul 11, 2017



### New Listings

Report Produced on: Jul 11, 2017

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	4	3.74%	3	1	0	0
\$30,001 - \$70,000	20	18.69%	15	4	1	0
\$70,001 - \$90,000	16	14.95%	6	9	1	0
\$90,001 - \$140,000	22	20.56%	4	15	2	1
\$140,001 - \$190,000	19	17.76%	2	14	3	0
\$190,001 - \$290,000	14	13.08%	0	9	5	0
\$290,001 and up	12	11.21%	1	3	5	3
<b>Total New Listed Units:</b>	<b>107</b>		<b>31</b>	<b>55</b>	<b>17</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>16,548,224</b>		<b>2.48M</b>	<b>8.68M</b>	<b>3.73M</b>	<b>1.67M</b>
<b>Average New Listed Listing Price:</b>	<b>\$145,760</b>		<b>\$79,895</b>	<b>\$157,778</b>	<b>\$219,159</b>	<b>\$417,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

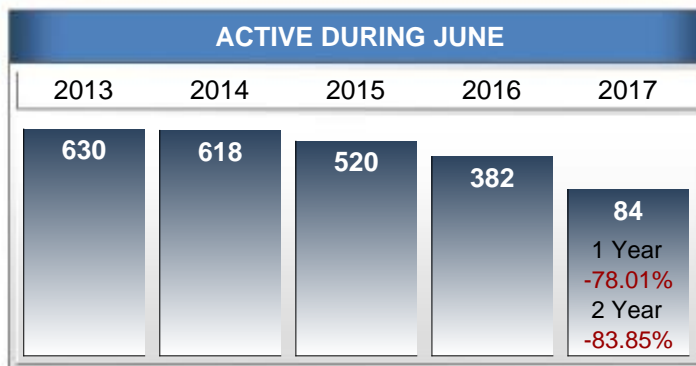
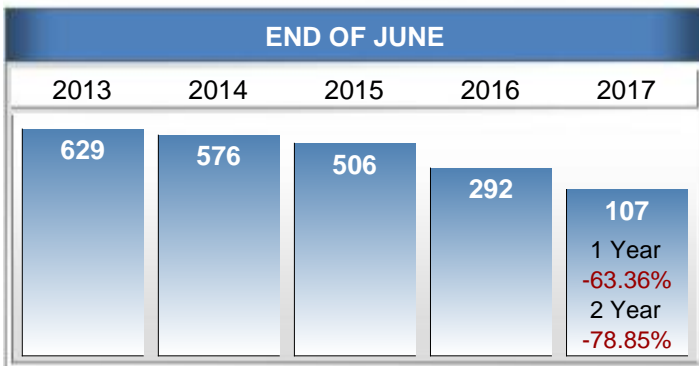
Active Inventory as of Jul 11, 2017



### Active Inventory

Report Produced on: Jul 11, 2017

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



Active Inventory

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



**5yr JUN AVG = 422**      **3 MONTHS**

**High**  
Jan 2015 = 635

**Low**  
Nov 2016 = 54

*Inventory* this month at **107**, below the 5 yr JUN average of **422**

A P R	314
M A Y	292
J U N	296
-7.01%	
1.37%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	12	4.05%	111.0	12	0	0	0
\$25,001 \$50,000	30	10.14%	75.6	25	5	0	0
\$50,001 \$100,000	60	20.27%	59.4	28	26	6	0
\$100,001 \$175,000	83	28.04%	65.1	14	55	13	1
\$175,001 \$225,000	37	12.50%	66.4	11	19	5	2
\$225,001 \$325,000	42	14.19%	78.3	4	23	12	3
\$325,001 and up	32	10.81%	77.9	9	7	9	7
Total Active Inventory by Units:				103	135	45	13
Total Active Inventory by Volume:				15.99M	24.83M	10.55M	5.29M
Average Active Inventory Listing Price:				\$155,279	\$183,961	\$234,347	\$406,862





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

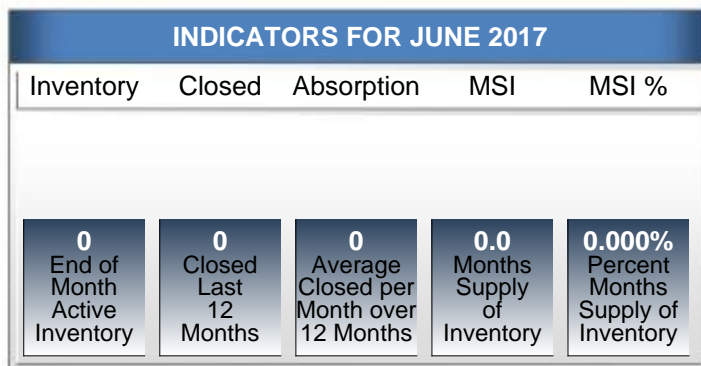
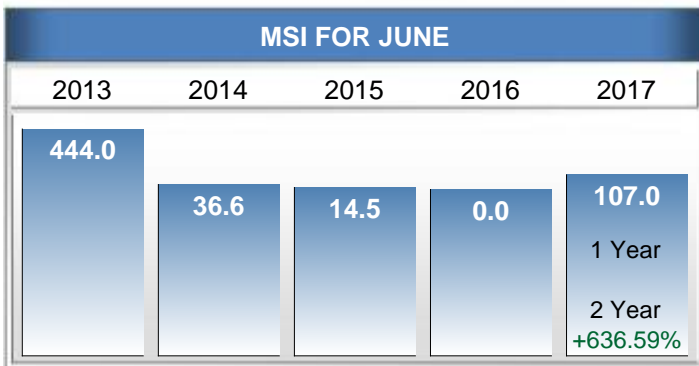
Active Inventory as of Jul 11, 2017



### Months Supply of Inventory

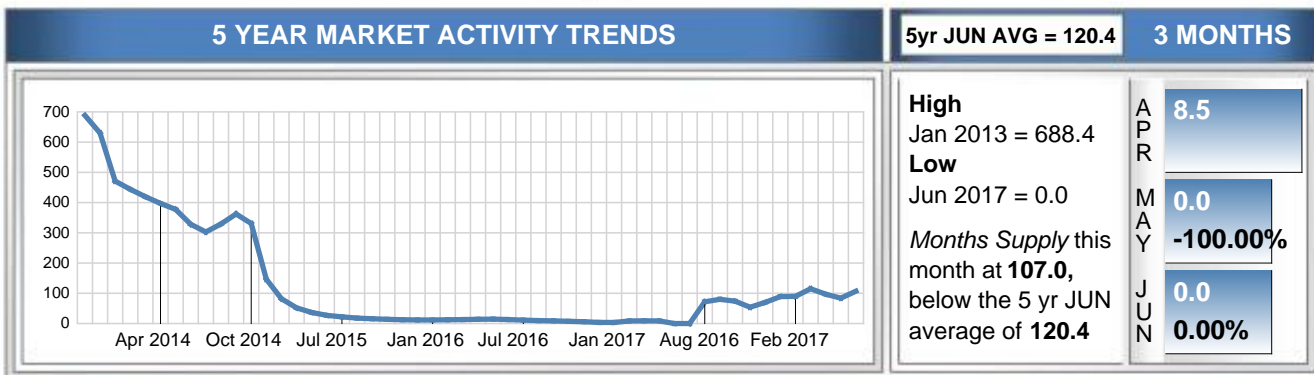
Report Produced on: Jul 11, 2017

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+
\$30,000 and less	17		5.74%	5.4	4.9	9.0	0.0	0.0
\$30,001 - \$70,000	51		17.23%	7.1	9.8	3.4	12.0	0.0
\$70,001 - \$110,000	40		13.51%	5.3	6.5	5.1	4.4	0.0
\$110,001 - \$170,000	70		23.65%	6.4	30.0	5.2	9.2	4.0
\$170,001 - \$240,000	50		16.89%	11.8	56.0	10.8	4.8	12.0
\$240,001 - \$320,000	31		10.47%	12.8	36.0	10.1	17.1	12.0
\$320,001 and up	37		12.50%	27.8	120.0	12.0	40.0	32.0
MSI:		8.1			10.7	6.3	9.8	13.0
Total Active Inventory:		296			103	135	45	13



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

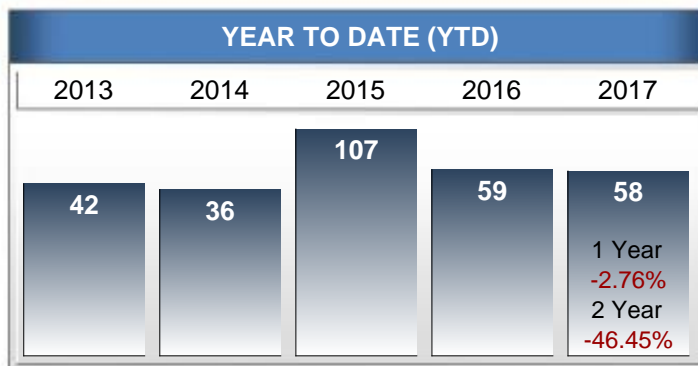
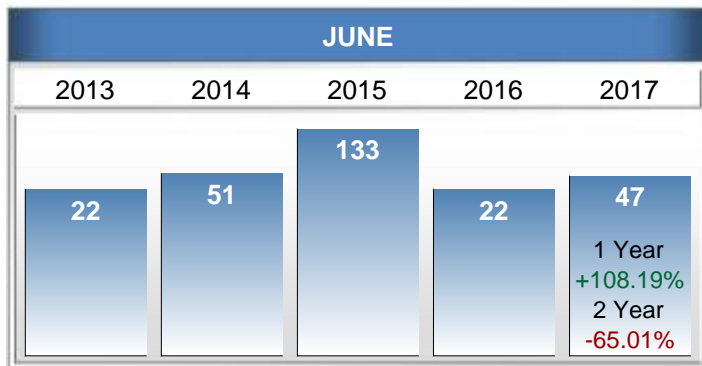
Closed Sales as of Jul 11, 2017



### Average Days on Market to Sale

Report Produced on: Jul 11, 2017

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



Average Days on Market

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

#### 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	3	6.67%	4.0	2.0	8.0	0.0	0.0
\$40,001 - \$70,000	7	15.56%	68.0	38.3	90.3	0.0	0.0
\$70,001 - \$90,000	4	8.89%	28.3	53.0	20.0	0.0	0.0
\$90,001 - \$130,000	11	24.44%	31.7	0.0	29.8	40.5	0.0
\$130,001 - \$160,000	8	17.78%	38.9	0.0	41.9	18.0	0.0
\$160,001 - \$290,000	7	15.56%	54.4	0.0	66.3	38.5	39.0
\$290,001 and up	5	11.11%	90.2	153.0	105.0	82.0	6.0
Average Closed DOM: 46.5				46.4	48.8	43.0	22.5
Total Closed Units: 45				7	30	6	2
Total Closed Volume: 6,352,024				823.40K	3.89M	1.18M	465.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

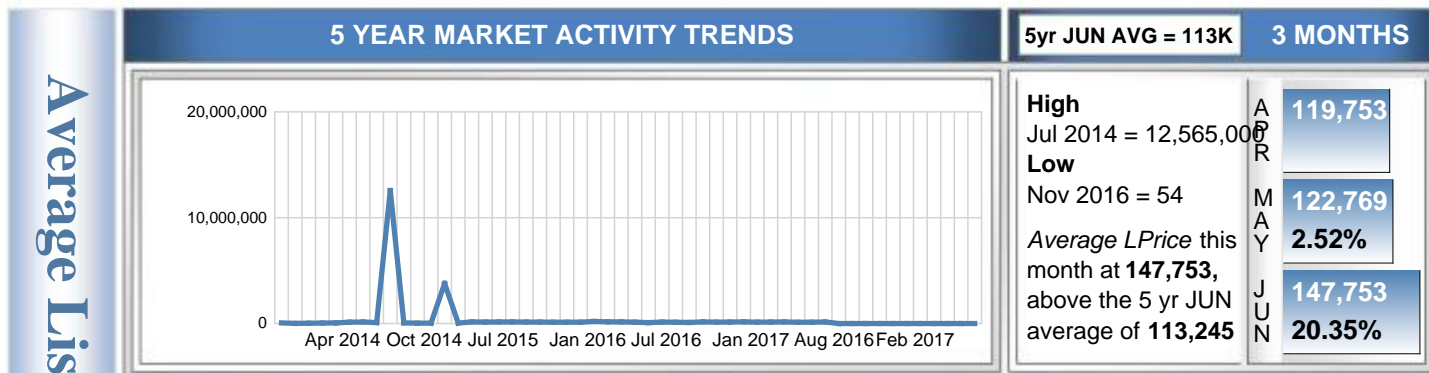
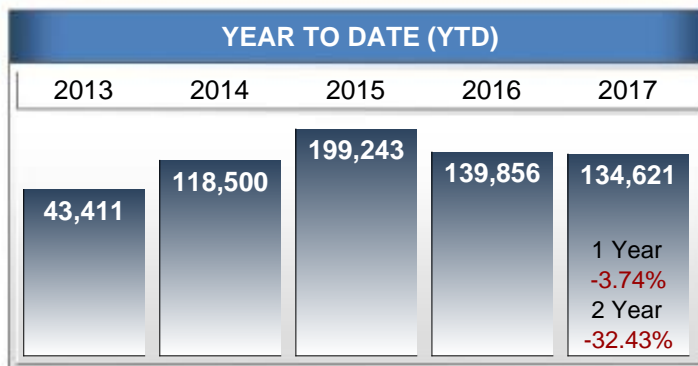
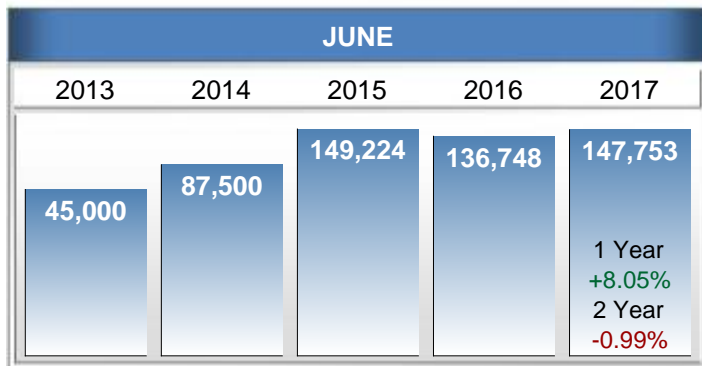
Closed Sales as of Jul 11, 2017



### Average List Price at Closing

Report Produced on: Jul 11, 2017

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



Average List Price

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

#### 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	3	6.67%	37,800	37,200	39,000	0	0
\$40,001 - \$70,000	7	15.56%	59,657	60,300	60,675	0	0
\$70,001 - \$90,000	4	8.89%	82,450	82,000	80,600	0	0
\$90,001 - \$130,000	10	22.22%	114,960	0	115,522	124,950	0
\$130,001 - \$160,000	8	17.78%	143,213	0	149,814	132,000	0
\$160,001 - \$290,000	8	17.78%	195,475	0	197,600	211,700	175,000
\$290,001 and up	5	11.11%	385,800	595,000	312,500	409,000	300,000
Average List Price:	\$147,753			\$133,186	\$134,243	\$202,383	\$237,500
Total Closed Units:	45			7	30	6	2
Total List Volume:	6,648,900			932.30K	4.03M	1.21M	475.00K





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

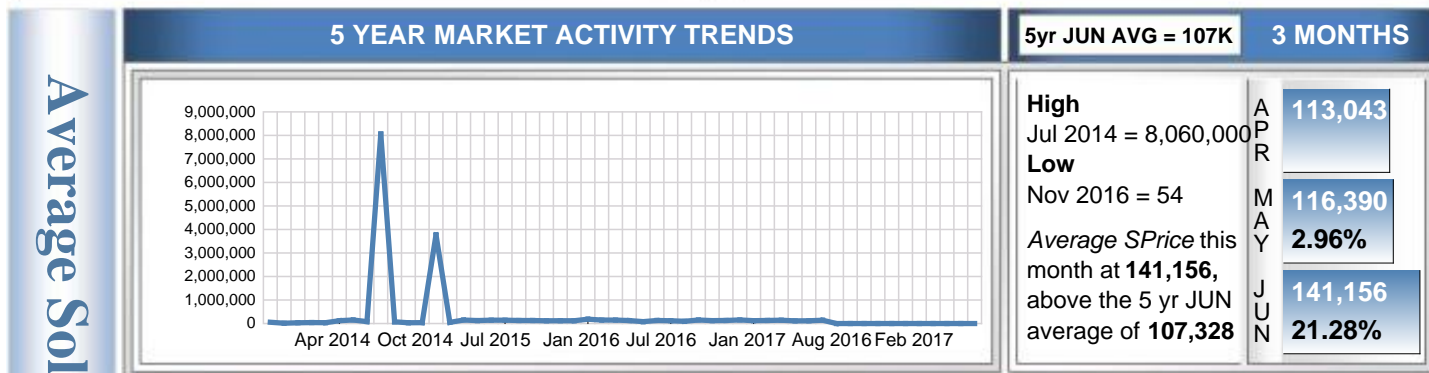
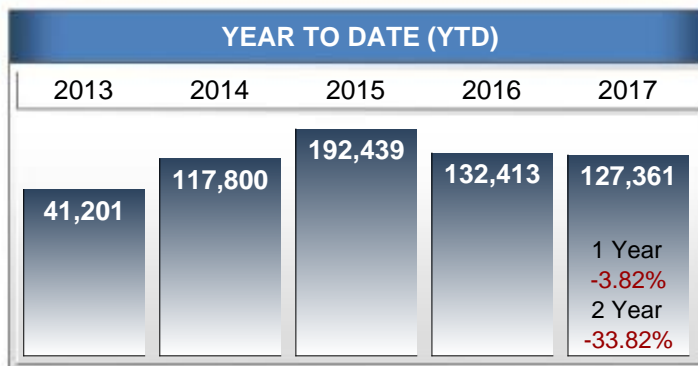
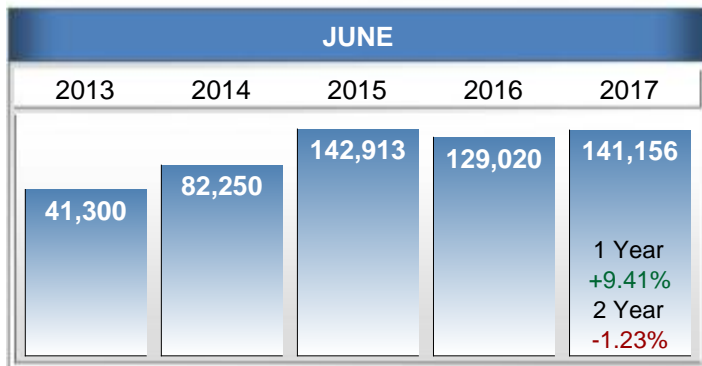
Closed Sales as of Jul 11, 2017



### Average Sold Price at Closing

Report Produced on: Jul 11, 2017

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



Average Sold Price

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

#### 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	3		6.67%	36,800	37,200	36,000	0	0
\$40,001 - \$70,000	7		15.56%	56,986	58,000	56,225	0	0
\$70,001 - \$90,000	4		8.89%	78,750	74,000	80,333	0	0
\$90,001 - \$130,000	11		24.44%	113,473	0	111,244	123,500	0
\$130,001 - \$160,000	8		17.78%	141,891	0	143,303	132,000	0
\$160,001 - \$290,000	7		15.56%	193,343	0	194,100	206,000	165,000
\$290,001 and up	5		11.11%	358,200	501,000	302,500	385,000	300,000
Average Closed Price:		\$141,156			\$117,629	\$129,587	\$196,000	\$232,500
Total Closed Units:		45			7	30	6	2
Total Closed Volume:		6,352,024			823.40K	3.89M	1.18M	465.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

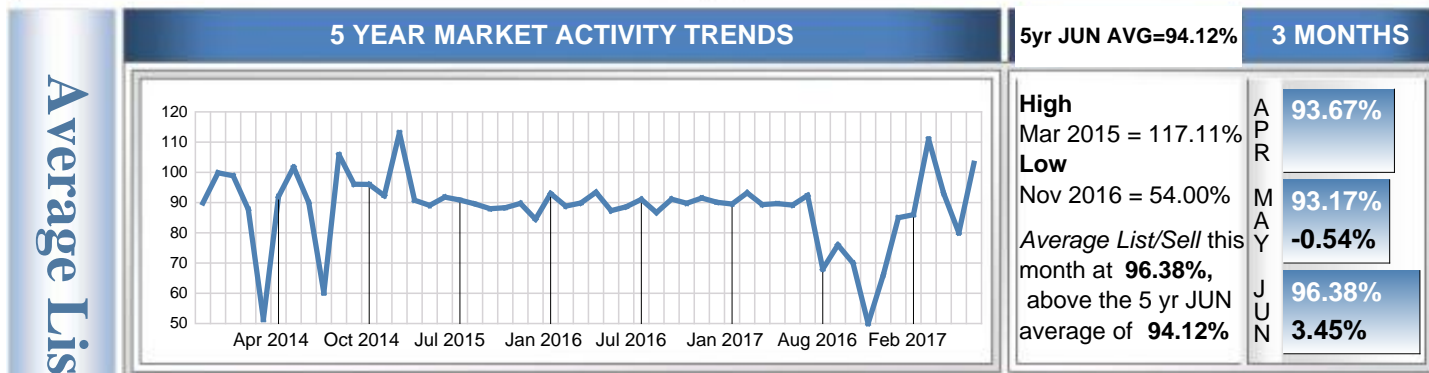
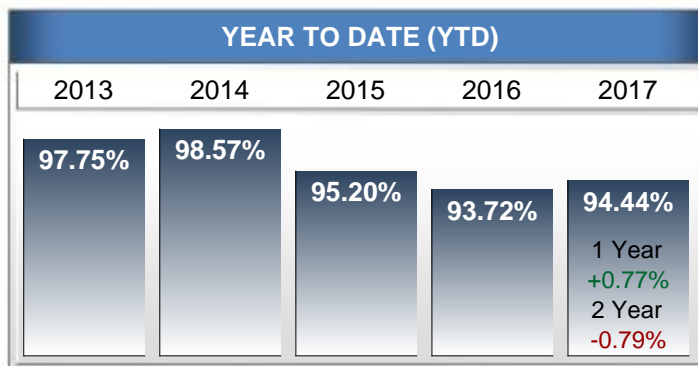
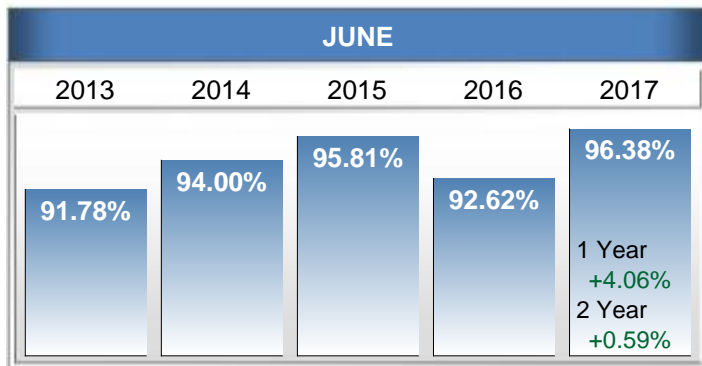
Closed Sales as of Jul 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Jul 11, 2017

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+
\$40,000 and less	3	6.67%	97.44%	100.00%	92.31%	0.00%	0.00%
\$40,001 \$70,000	7	15.56%	94.13%	95.66%	92.99%	0.00%	0.00%
\$70,001 \$90,000	4	8.89%	97.58%	90.24%	100.03%	0.00%	0.00%
\$90,001 \$130,000	11	24.44%	97.17%	0.00%	96.81%	98.79%	0.00%
\$130,001 \$160,000	8	17.78%	96.36%	0.00%	95.84%	100.00%	0.00%
\$160,001 \$290,000	7	15.56%	97.63%	0.00%	98.61%	97.33%	94.29%
\$290,001 and up	5	11.11%	94.45%	84.20%	96.97%	94.13%	100.00%
Average List/Sell Ratio: 96.40%				94.49%	96.50%	97.73%	97.14%
Total Closed Units: 45				7	30	6	2
Total Closed Volume: 6,352,024				823.40K	3.89M	1.18M	465.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

Inventory as of Jul 11, 2017



### Market Summary

Report Produced on: Jul 11, 2017

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



**Absorption:** Last 12 months, an Average of 37 Sales/Month

**Active Inventory** as of June 30, 2017 = 296

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	44	45	2.27%	191	211	10.47%
Pending Sales	62	64	3.23%	226	277	22.57%
New Listings	96	107	11.46%	475	582	22.53%
Average List Price	136,748	147,753	8.05%	139,856	134,621	-3.74%
Average Sale Price	129,020	141,156	9.41%	132,413	127,361	-3.82%
Average Percent of List Price to Selling Price	92.62%	96.38%	4.06%	93.72%	94.44%	0.77%
Average Days on Market to Sale	22.34	46.51	108.19%	59.15	57.51	-2.76%
Monthly Inventory	260	296	13.85%	260	296	13.85%
Months Supply of Inventory	7.41	8.05	8.68%	7.41	8.05	8.68%

