



# March 2017

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

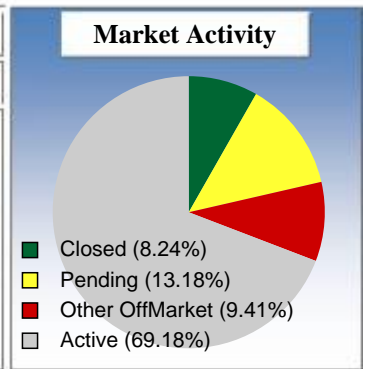


**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Active Inventory** as of March 31, 2017 = **294**

Closed Listings	24	35	45.83%
Pending Listings	20	56	180.00%
New Listings	3	1153	733.33%
Average List Price	154,802	151,383	-2.21%
Average Sale Price	146,388	140,670	-3.91%
Average Percent of List Price to Selling Price	93.86%	93.33%	-0.56%
Average Days on Market to Sale	103.00	55.74	-45.88%
End of Month Inventory	25	294	1,076.00%
Months Supply of Inventory	0.69	8.65	1,156.71%

MARCH		
2016	2017	+/- %
24	35	45.83%
20	56	180.00%
3	1153	733.33%
154,802	151,383	-2.21%
146,388	140,670	-3.91%
93.86%	93.33%	-0.56%
103.00	55.74	-45.88%
25	294	1,076.00%
0.69	8.65	1,156.71%



## Monthly Inventory Analysis

Report Produced on: Apr 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 March 2017 rose **1,076.00%** to 294 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 **8.65** 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 **3.91%** in March 2017 to \$140,670 versus the previous year at \$146,388.

#### Average Days on Market Shortens

The average number of **55.74** days that homes spent on the market before selling decreased by 47.26 days or **45.88%** in March 2017 compared to last year's same month at **103.00** DOM.

#### Sales Success for March 2017 is Positive

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

There were 115 New Listings in March 2017, up **3,733.33%** from last year at 3. Furthermore, there were 35 Closed Listings this month versus last year at 24, a **45.83%** increase.

Closed versus Listed trends yielded a **30.4%** ratio, down from last year's March 2017 at **800.0%**, a **96.20%** 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®

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# Monthly Inventory Analysis

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## March 2017

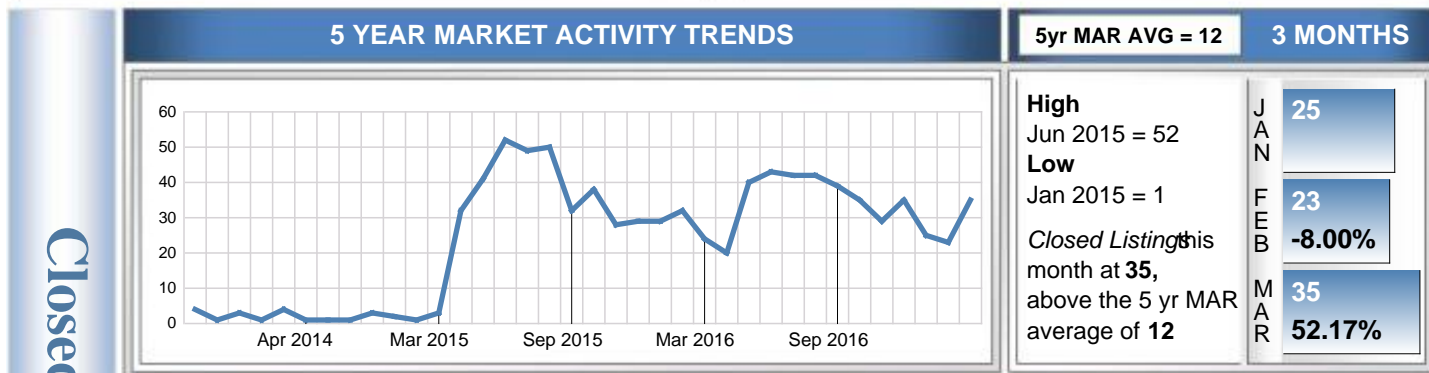
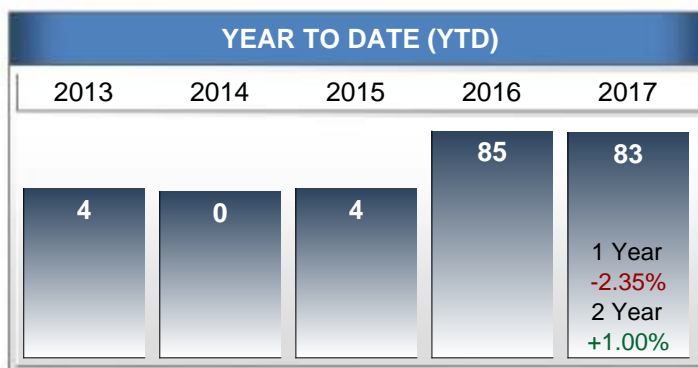
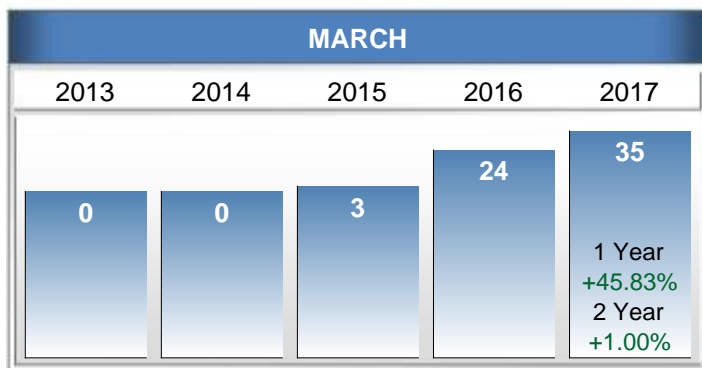
Closed Sales as of Apr 11, 2017



### Closed Listings

Report Produced on: Apr 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	2	5.71%	14.5	1	1	0	0
\$40,001 - \$70,000	5	14.29%	53.4	3	2	0	0
\$70,001 - \$120,000	8	22.86%	54.9	1	5	2	0
\$120,001 - \$130,000	3	8.57%	76.3	0	2	1	0
\$130,001 - \$160,000	9	25.71%	68.4	1	6	2	0
\$160,001 - \$240,000	5	14.29%	52.4	0	5	0	0
\$240,001 and up	3	8.57%	36.3	0	2	1	0
<b>Total Closed Units:</b>	<b>35</b>		<b>55.7</b>	<b>6</b>	<b>23</b>	<b>6</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>4,923,450</b>			<b>382.00K</b>	<b>3.29M</b>	<b>1.25M</b>	<b>0.00B</b>
<b>Average Closed Price:</b>	<b>\$140,670</b>			<b>\$63,667</b>	<b>\$143,259</b>	<b>\$207,750</b>	<b>\$0</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

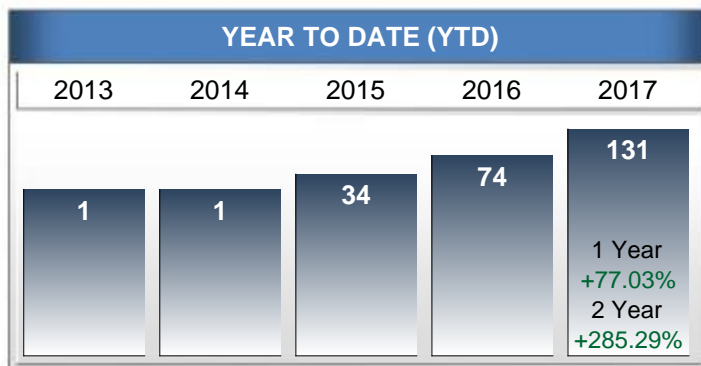
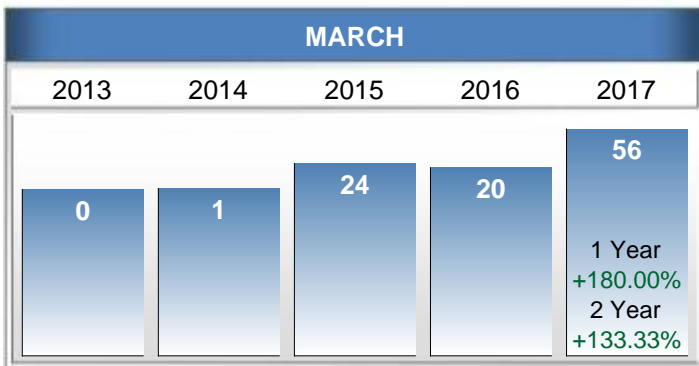
Pending Listings as of Apr 11, 2017



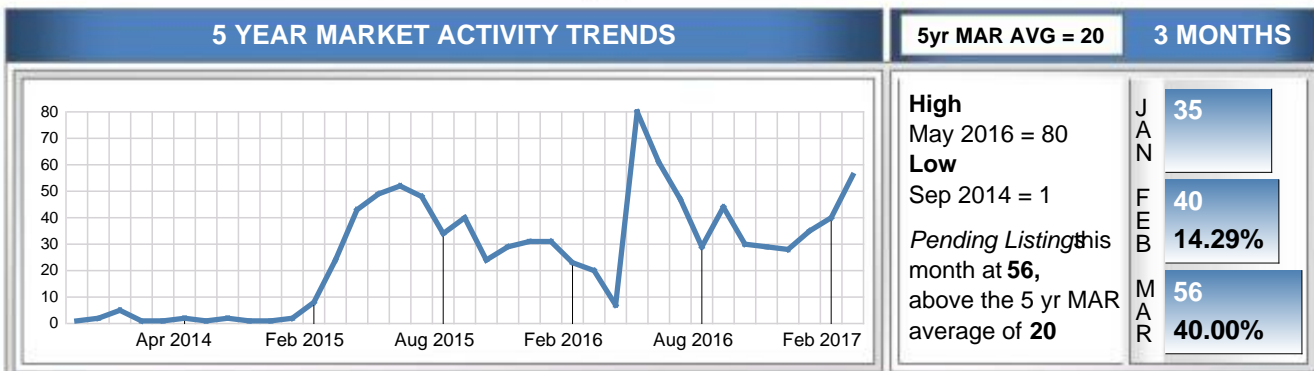
### Pending Listings

Report Produced on: Apr 11, 2017

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+	
\$30,000 and less	4	7.14%	34.0	3	1	0	0	
\$30,001 - \$60,000	8	14.29%	50.0	5	2	1	0	
\$60,001 - \$80,000	8	14.29%	37.5	3	4	1	0	
\$80,001 - \$130,000	14	25.00%	66.2	0	13	1	0	
\$130,001 - \$180,000	9	16.07%	37.2	0	7	1	1	
\$180,001 - \$250,000	5	8.93%	16.4	0	4	1	0	
\$250,001 and up	8	14.29%	104.4	2	4	2	0	
Total Pending Units: 56 Total Pending Volume: 7,359,900 Average Listing Price: \$84,583				38.3	13	35	7	1
					1.06M	5.03M	1.09M	175.00K
					\$81,646	\$143,840	\$155,586	\$175,000



# Monthly Inventory Analysis

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## March 2017

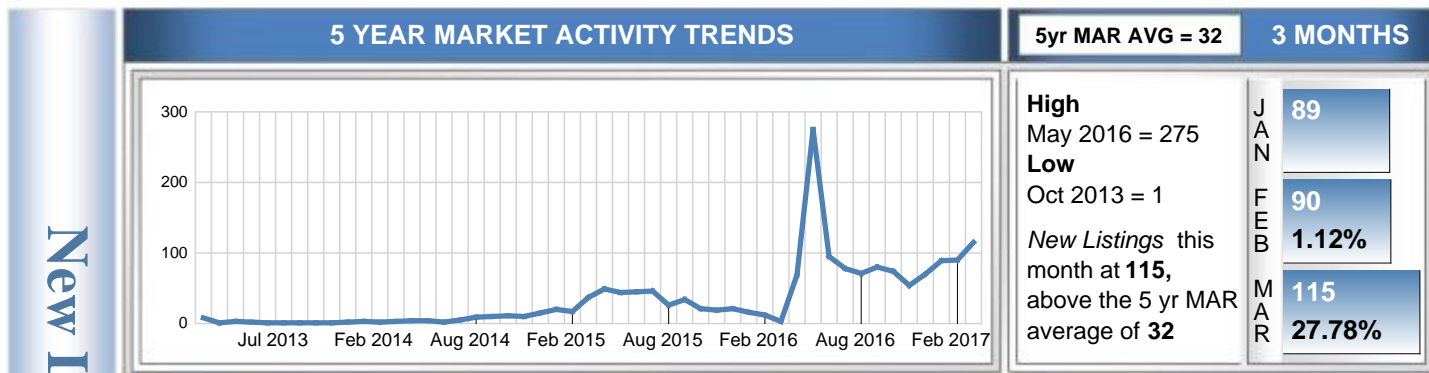
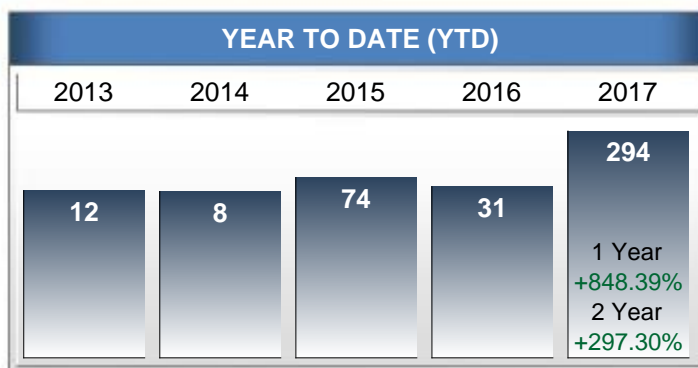
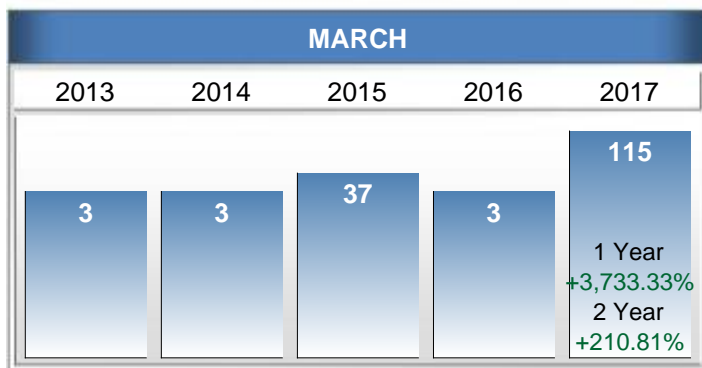
New Listings as of Apr 11, 2017



### New Listings

Report Produced on: Apr 11, 2017

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+
\$40,000 and less	8	6.96%	6	1	1	0
\$40,001 - \$70,000	18	15.65%	8	8	2	0
\$70,001 - \$110,000	17	14.78%	5	9	3	0
\$110,001 - \$160,000	26	22.61%	4	20	2	0
\$160,001 - \$220,000	18	15.65%	1	15	2	0
\$220,001 - \$320,000	16	13.91%	1	10	5	0
\$320,001 and up	12	10.43%	6	3	2	1
<b>Total New Listed Units:</b>	<b>115</b>		<b>31</b>	<b>66</b>	<b>17</b>	<b>1</b>
<b>Total New Listed Volume:</b>	<b>20,176,300</b>		<b>6.08M</b>	<b>10.42M</b>	<b>3.20M</b>	<b>475.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$85,833</b>		<b>\$196,026</b>	<b>\$157,923</b>	<b>\$188,329</b>	<b>\$475,000</b>



# Monthly Inventory Analysis

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## March 2017

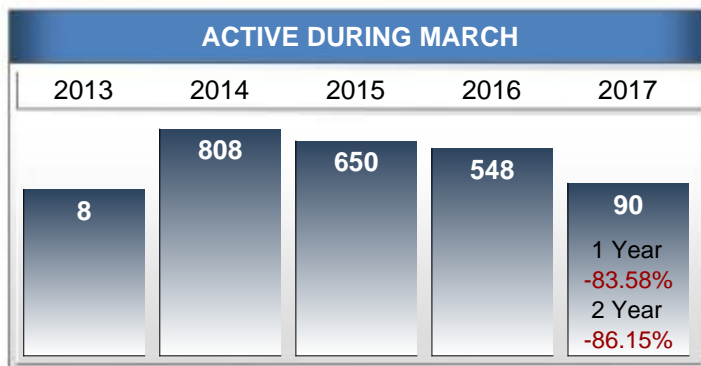
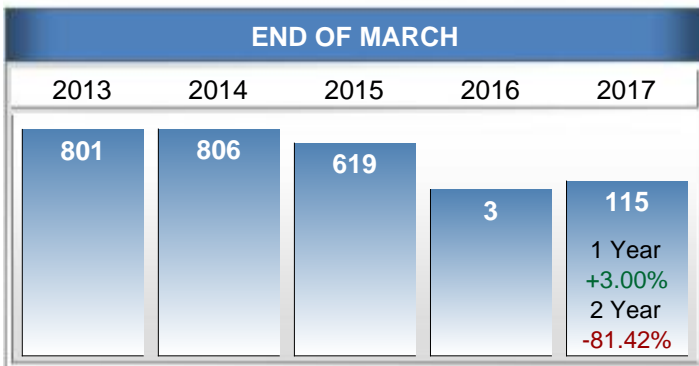
Active Inventory as of Apr 11, 2017



### Active Inventory

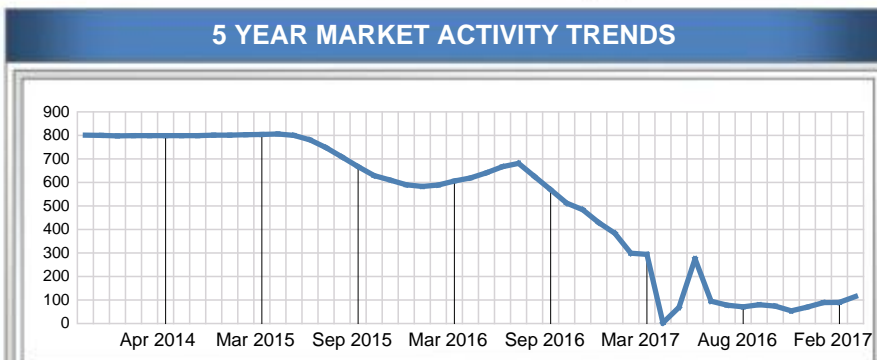
Report Produced on: Apr 11, 2017

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



Active Inventory

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**5yr MAR AVG = 469**      **3 MONTHS**

**High**  
Apr 2015 = 806

**Low**  
Mar 2016 = 3

*Inventory* this month at **115**, below the 5 yr MAR average of **469**

JAN	384
FEB	299 -22.14%
MAR	294 -1.67%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	19	6.46%	77.4	19	0	0	0		
\$25,001 \$50,000	30	10.20%	90.8	23	7	0	0		
\$50,001 \$75,000	34	11.56%	50.1	16	13	5	0		
\$75,001 \$150,000	75	25.51%	64.9	18	50	6	1		
\$150,001 \$225,000	66	22.45%	61.5	14	43	8	1		
\$225,001 \$325,000	39	13.27%	81.5	6	24	8	1		
\$325,001 and up	31	10.54%	78.4	10	8	10	3		
Total Active Inventory by Units:				294	69.5	106	145	37	6
Total Active Inventory by Volume:				52,648,190		15.49M	25.17M	9.70M	2.29M
Average Active Inventory Listing Price:				\$179,075		\$146,128	\$173,590	\$262,111	\$381,650





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## March 2017

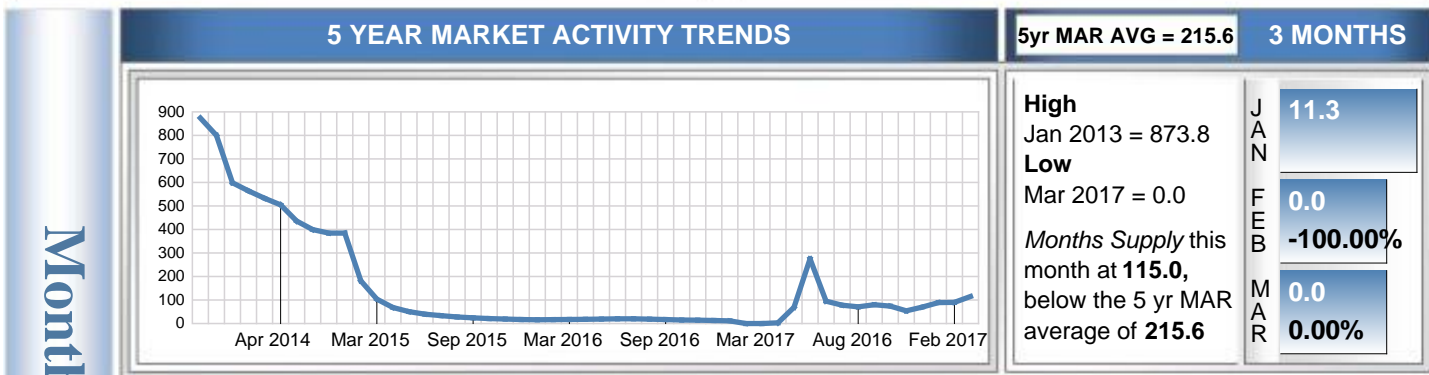
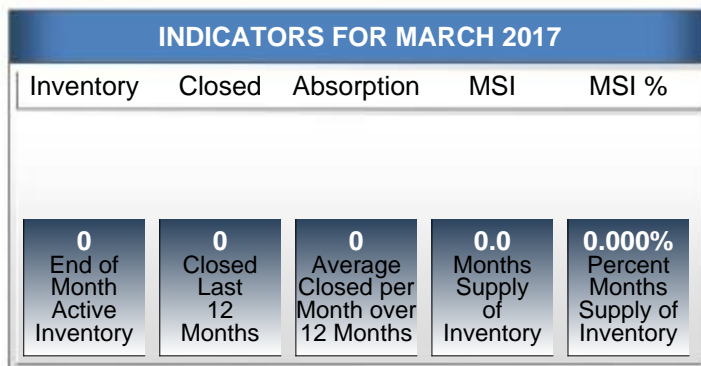
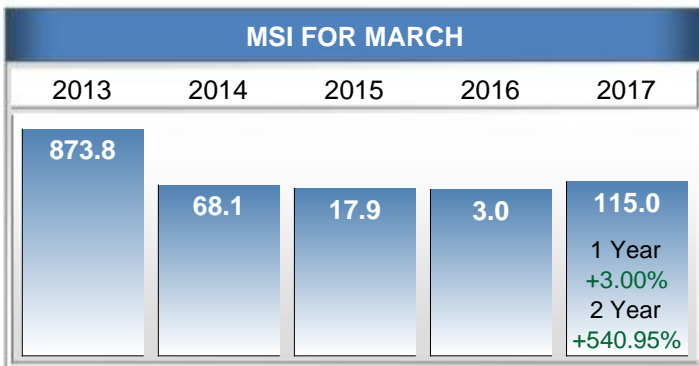
Active Inventory as of Apr 11, 2017



### Months Supply of Inventory

Report Produced on: Apr 11, 2017

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



Months Supply

Ready to Buy or Sell Real Estate?  
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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		8.50%	6.7	7.1	4.8	0.0	0.0
\$30,001 \$60,000	35		11.90%	6.8	9.6	3.4	9.0	0.0
\$60,001 \$90,000	46		15.65%	8.8	12.6	7.0	10.0	0.0
\$90,001 \$160,000	67		22.79%	6.3	8.0	6.6	3.2	6.0
\$160,001 \$230,000	52		17.69%	9.2	39.0	8.1	6.0	3.0
\$230,001 \$320,000	36		12.24%	16.0	60.0	18.9	9.6	6.0
\$320,001 and up	33		11.22%	24.8	132.0	12.0	40.0	12.0
MSI:	8.6				11.7	7.5	8.4	5.5
Total Active Inventory:	294				106	145	37	6



# Monthly Inventory Analysis

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## March 2017

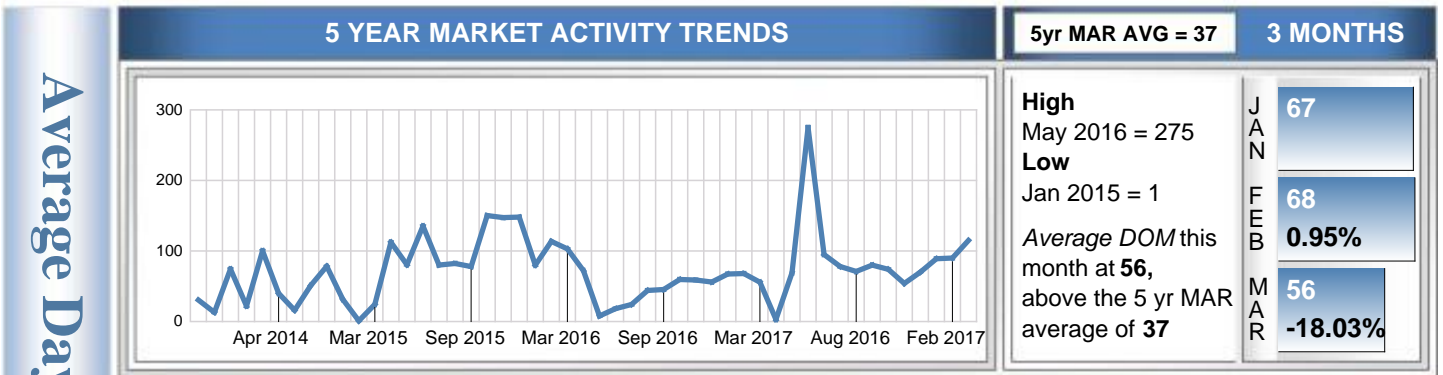
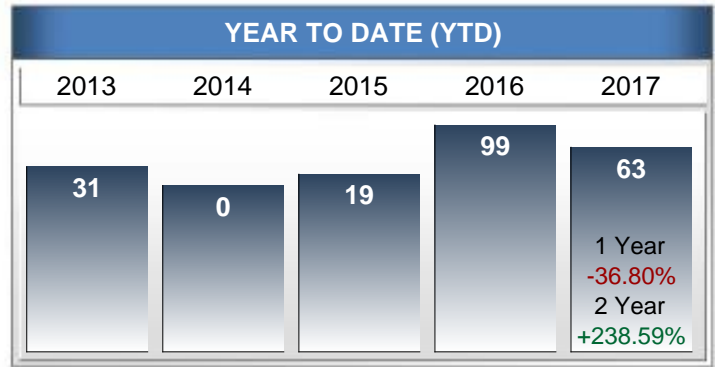
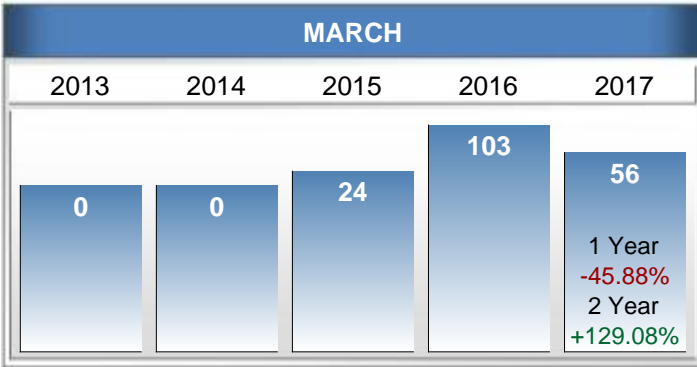
Closed Sales as of Apr 11, 2017



### Average Days on Market to Sale

Report Produced on: Apr 11, 2017

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



Average Days on Market

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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+
\$40,000 and less	2	5.71%	14.5	1.0	28.0	0.0	0.0
\$40,001 - \$70,000	5	14.29%	53.4	47.0	63.0	0.0	0.0
\$70,001 - \$120,000	8	22.86%	54.9	155.0	25.8	77.5	0.0
\$120,001 - \$130,000	3	8.57%	76.3	0.0	36.5	156.0	0.0
\$130,001 - \$160,000	9	25.71%	68.4	17.0	73.8	78.0	0.0
\$160,001 - \$240,000	5	14.29%	52.4	0.0	52.4	0.0	0.0
\$240,001 and up	3	8.57%	36.3	0.0	51.5	6.0	0.0
Average Closed DOM: 55.7				52.3	50.6	78.8	0.0
Total Closed Units: 35				6	23	6	
Total Closed Volume: 4,923,450				382.00K	3.29M	1.25M	0.00B



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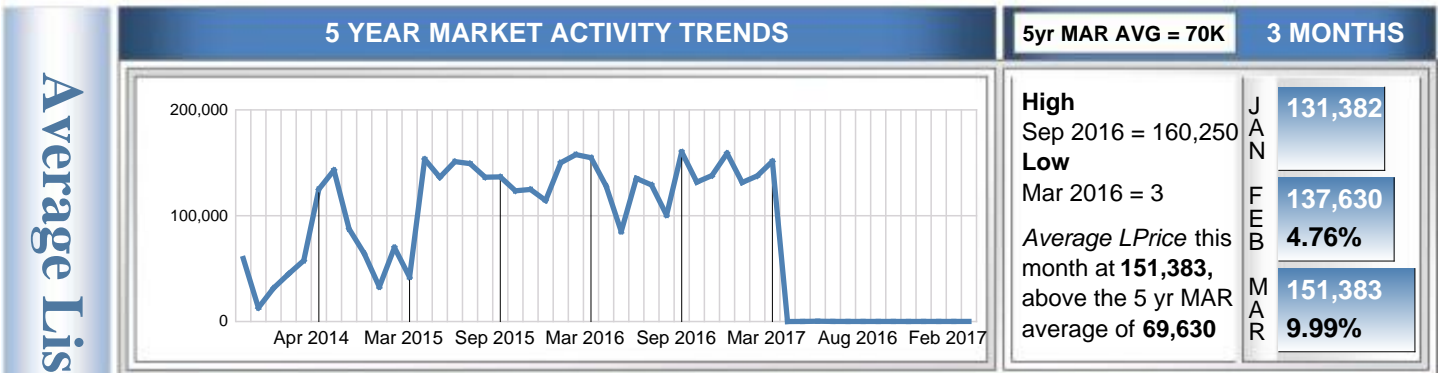
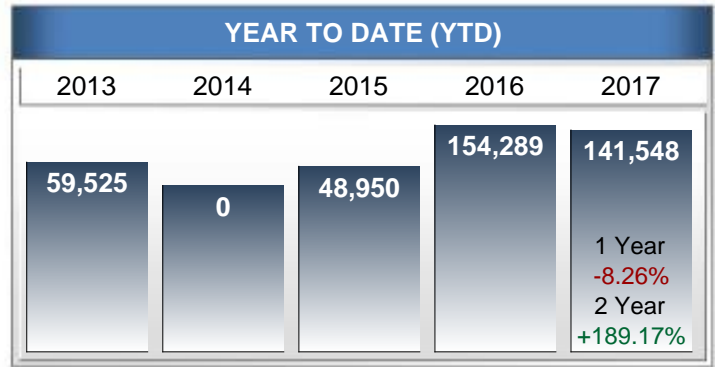
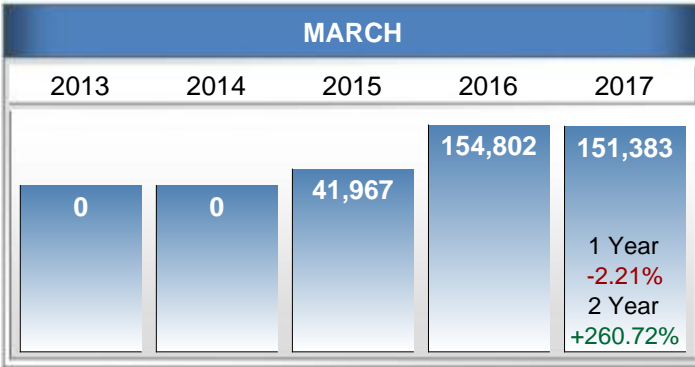
Closed Sales as of Apr 11, 2017



### Average List Price at Closing

Report Produced on: Apr 11, 2017

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+
\$25,000 and less	1		2.86%	10,000	10,000	0	0	0
\$25,001 - \$75,000	6		17.14%	50,220	48,133	52,307	0	0
\$75,001 - \$100,000	4		11.43%	88,750	119,000	87,500	92,500	0
\$100,001 - \$125,000	2		5.71%	121,750	0	130,075	132,450	0
\$125,001 - \$150,000	9		25.71%	136,167	130,000	147,325	168,000	0
\$150,001 - \$225,000	8		22.86%	165,200	0	180,600	164,500	0
\$225,001 and up	5		14.29%	368,300	0	314,167	650,000	0
Average List Price:		\$151,383			\$67,233	\$154,570	\$223,317	\$0
Total Closed Units:		35			6	23	6	
Total List Volume:		5,298,420			403.40K	3.56M	1.34M	0.00B





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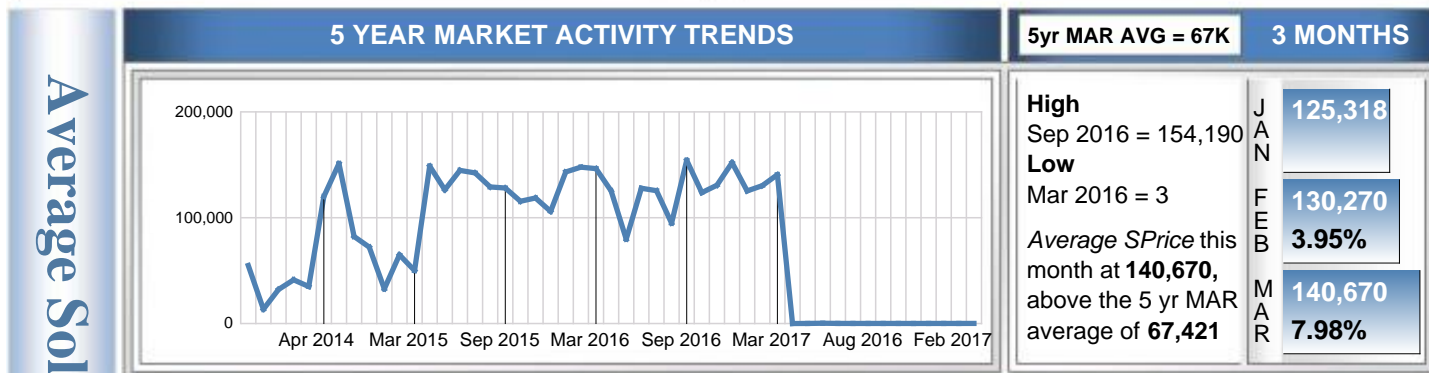
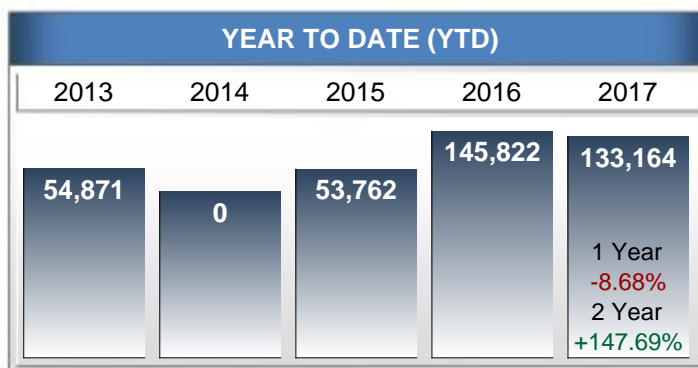
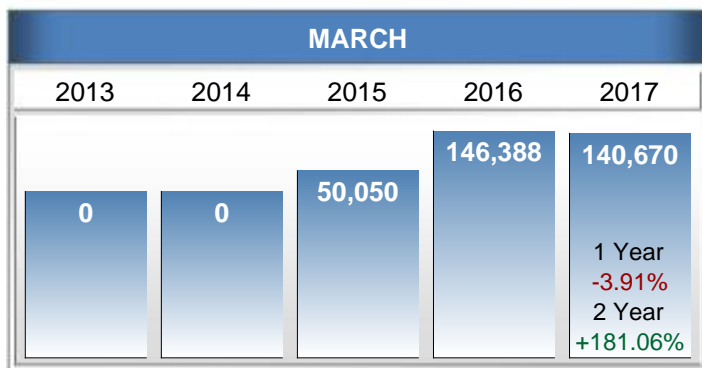
Closed Sales as of Apr 11, 2017



### Average Sold Price at Closing

Report Produced on: Apr 11, 2017

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	2	5.71%	21,500	10,000	33,000	0	0
\$40,001 \$70,000	5	14.29%	47,700	45,667	50,750	0	0
\$70,001 \$120,000	8	22.86%	98,563	100,000	98,100	99,000	0
\$120,001 \$130,000	3	8.57%	124,717	0	124,575	125,000	0
\$130,001 \$160,000	9	25.71%	145,856	135,000	146,533	149,250	0
\$160,001 \$240,000	5	14.29%	182,820	0	182,820	0	0
\$240,001 and up	3	8.57%	417,500	0	313,750	625,000	0
Average Closed Price:	\$140,670			\$63,667	\$143,259	\$207,750	\$0
Total Closed Units:	35			6	23	6	
Total Closed Volume:	4,923,450			382.00K	3.29M	1.25M	0.00B



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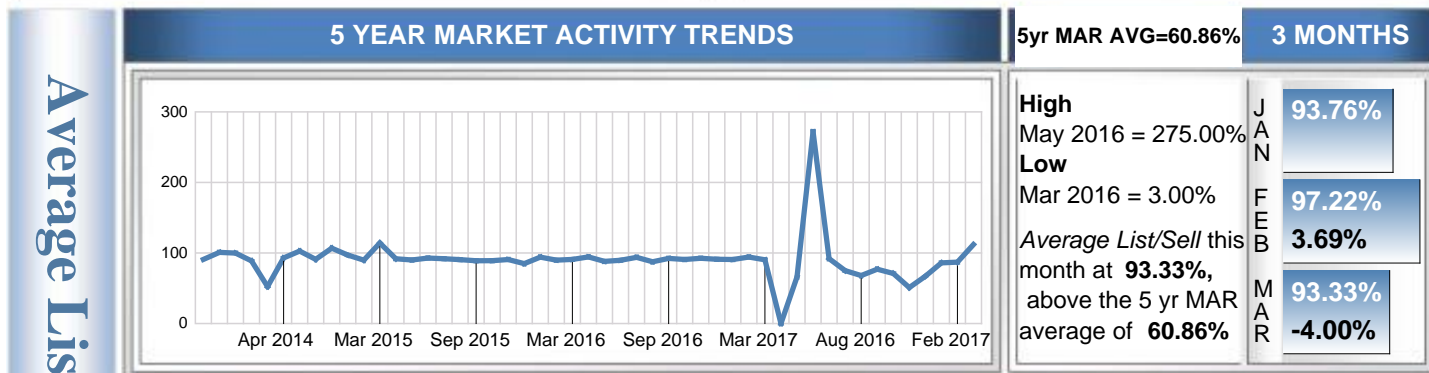
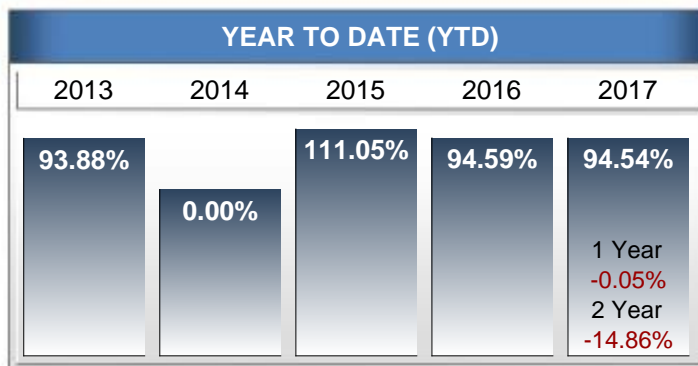
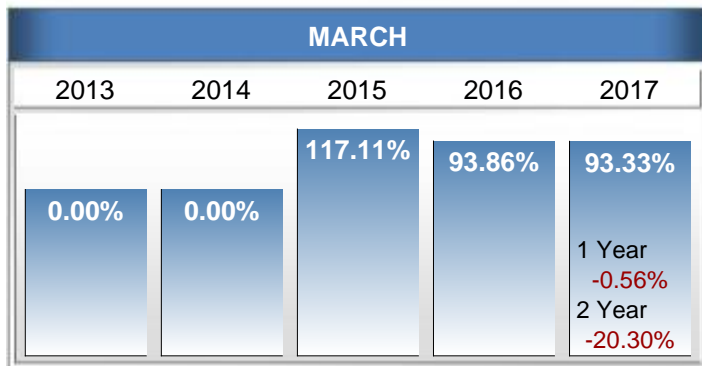
Closed Sales as of Apr 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Apr 11, 2017

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	2	5.71%	100.00%	100.00%	100.00%	0.00%	0.00%
\$40,001 \$70,000	5	14.29%	89.86%	94.91%	82.29%	0.00%	0.00%
\$70,001 \$120,000	8	22.86%	91.75%	84.03%	95.36%	86.61%	0.00%
\$120,001 \$130,000	3	8.57%	94.70%	0.00%	93.94%	96.23%	0.00%
\$130,001 \$160,000	9	25.71%	95.93%	103.85%	96.63%	89.85%	0.00%
\$160,001 \$240,000	5	14.29%	91.88%	0.00%	91.88%	0.00%	0.00%
\$240,001 and up	3	8.57%	92.17%	0.00%	90.19%	96.15%	0.00%
Average List/Sell Ratio: 93.30%				95.44%	93.43%	90.88%	0.00%
Total Closed Units: 35					6	23	6
Total Closed Volume: 4,923,450				382.00K	3.29M	1.25M	0.00B



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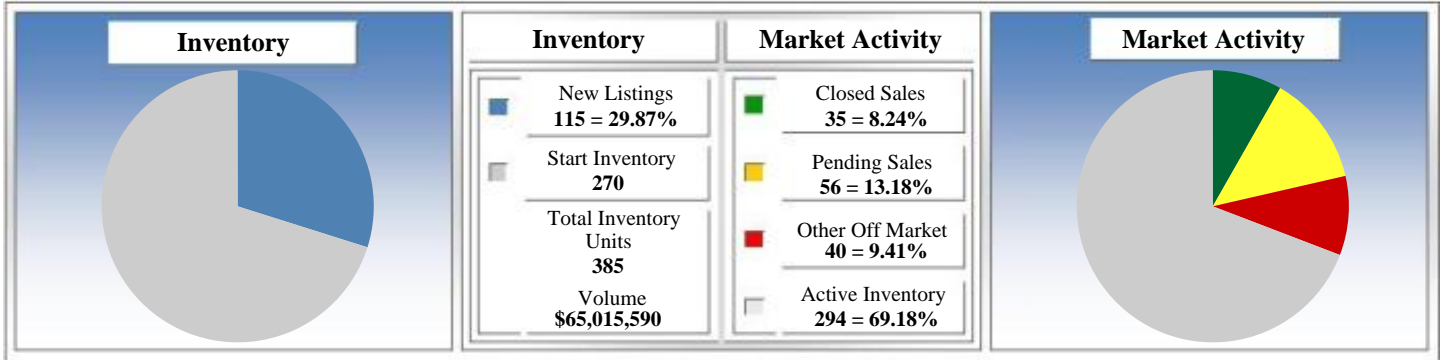
Inventory as of Apr 11, 2017



### Market Summary

Report Produced on: Apr 11, 2017

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



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

**Active Inventory** as of March 31, 2017 = 294

Closed Sales  
 Pending Sales  
 New Listings  
 Average List Price  
 Average Sale Price  
 Average Percent of List Price to Selling Price  
 Average Days on Market to Sale  
 Monthly Inventory  
 Months Supply of Inventory

MARCH			Year To Date		
2016	2017	+/- %	2016	2017	+/- %
24	35	45.83%	85	83	-2.35%
20	56	180.00%	74	131	77.03%
3	115	3,733.33%	31	294	848.39%
154,802	151,383	-2.21%	154,289	141,548	-8.26%
146,388	140,670	-3.91%	145,822	133,164	-8.68%
93.86%	93.33%	-0.56%	94.59%	94.54%	-0.05%
103.00	55.74	-45.88%	99.12	62.64	-36.80%
25	294	1,076.00%	25	294	1,076.00%
0.69	8.65	1,156.71%	0.69	8.65	1,156.71%

