



# February 2017

Area Delimited by County Of Mayes

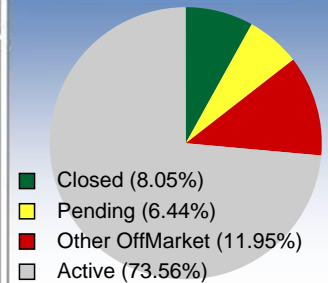


**Absorption:** Last 12 months, an Average of **30** Sales/Month

**Active Inventory** as of February 28, 2017 = **320**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	24	35	45.83%
Pending Listings	33	28	-15.15%
New Listings	105	89	-15.24%
Average List Price	147,888	120,955	-18.21%
Average Sale Price	139,446	115,986	-16.82%
Average Percent of List Price to Selling Price	92.59%	94.70%	2.27%
Average Days on Market to Sale	43.79	61.03	39.36%
End of Month Inventory	291	320	9.97%
Months Supply of Inventory	9.70	10.64	9.66%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **9.97%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **10.64** 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 **16.82%** in February 2017 to \$115,986 versus the previous year at \$139,446.

### Average Days on Market Lengthens

The average number of **61.03** days that homes spent on the market before selling increased by 17.24 days or **39.36%** in February 2017 compared to last year's same month at **43.79** DOM.

### Sales Success for February 2017 is Positive

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

There were 89 New Listings in February 2017, down **15.24%** from last year at 105. Furthermore, there were 35 Closed Listings this month versus last year at 24, a **45.83%** increase.

Closed versus Listed trends yielded a **39.3%** ratio, up from last year's February 2017 at **22.9%**, a **72.05%** upswing. 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®

## February 2017

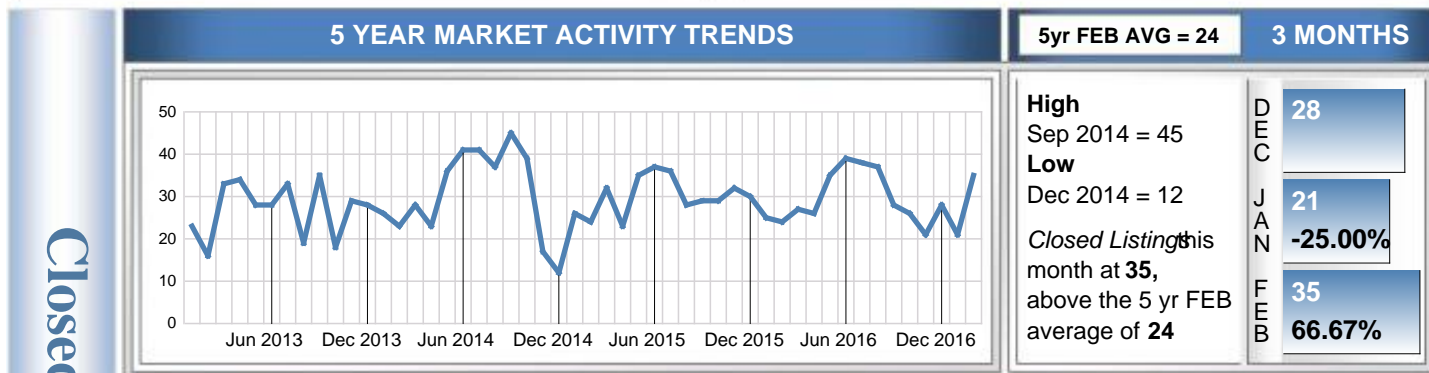
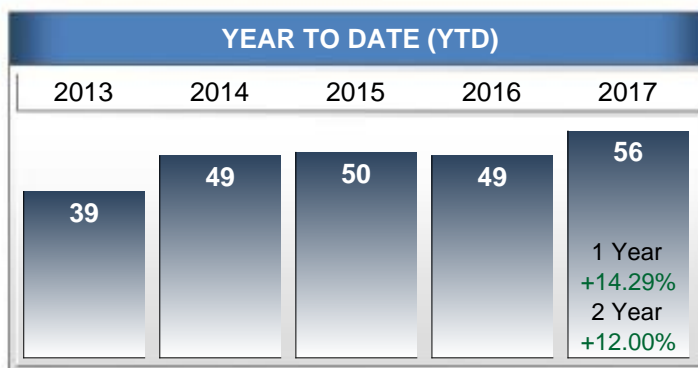
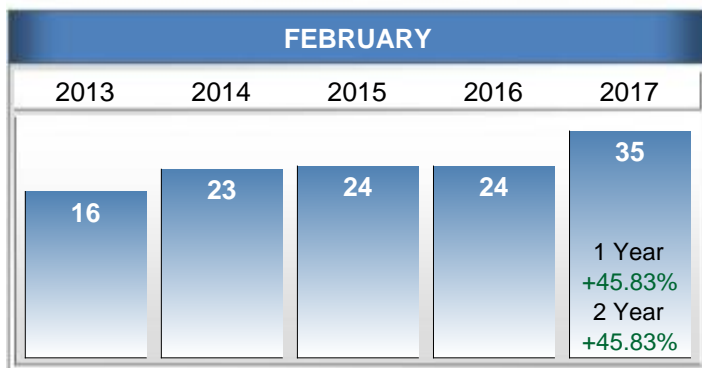
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	8.57%	99.0	3	0	0	0
\$30,001 \$50,000	4	11.43%	36.5	4	0	0	0
\$50,001 \$80,000	6	17.14%	52.7	3	1	2	0
\$80,001 \$120,000	8	22.86%	64.1	2	5	1	0
\$120,001 \$140,000	4	11.43%	72.0	1	3	0	0
\$140,001 \$200,000	6	17.14%	45.8	2	2	2	0
\$200,001 and up	4	11.43%	75.3	0	1	2	1
<b>Total Closed Units:</b>	<b>35</b>		<b>61.0</b>	<b>15</b>	<b>12</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>4,059,500</b>			<b>1.07M</b>	<b>1.51M</b>	<b>1.12M</b>	<b>365.00K</b>
<b>Average Closed Price:</b>	<b>\$115,986</b>			<b>\$71,567</b>	<b>\$125,442</b>	<b>\$159,386</b>	<b>\$365,000</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®

## February 2017

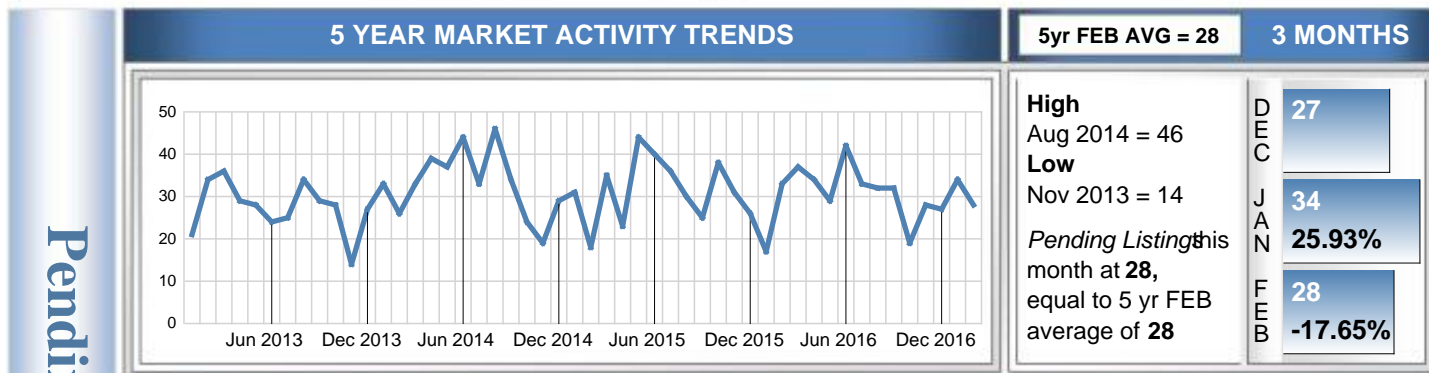
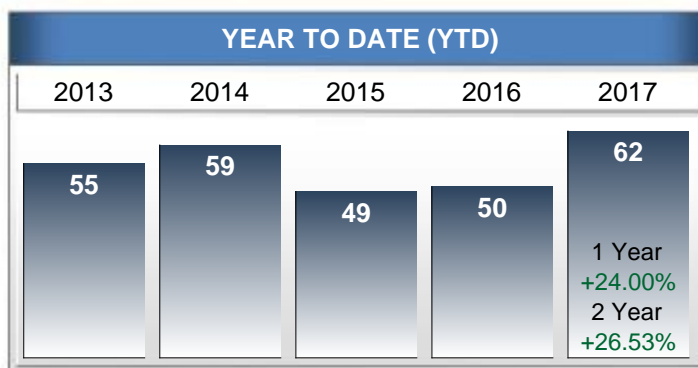
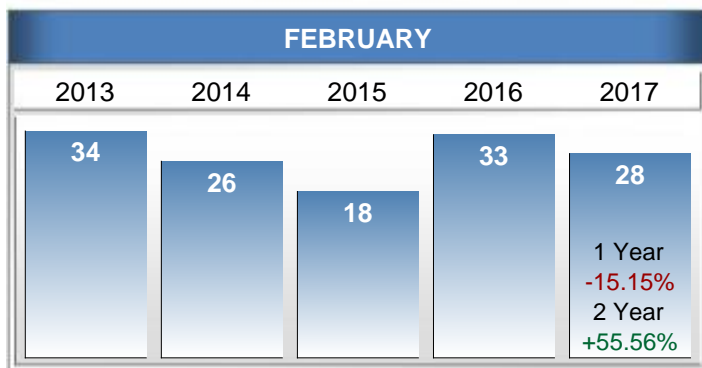
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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	3	10.71%	26.0	2	1	0	0
\$40,001 - \$50,000	3	10.71%	16.7	2	1	0	0
\$50,001 - \$90,000	4	14.29%	48.8	1	3	0	0
\$90,001 - \$130,000	7	25.00%	57.1	3	3	1	0
\$130,001 - \$160,000	5	17.86%	64.2	2	3	0	0
\$160,001 - \$170,000	3	10.71%	90.0	0	3	0	0
\$170,001 and up	3	10.71%	131.7	1	1	1	0
Total Pending Units: 28				34.3			
Total Pending Volume: 3,170,500				1.04M    1.74M    394.50K    0.00B			
Average Listing Price: \$114,725				\$94,455    \$115,800    \$197,250    \$0			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

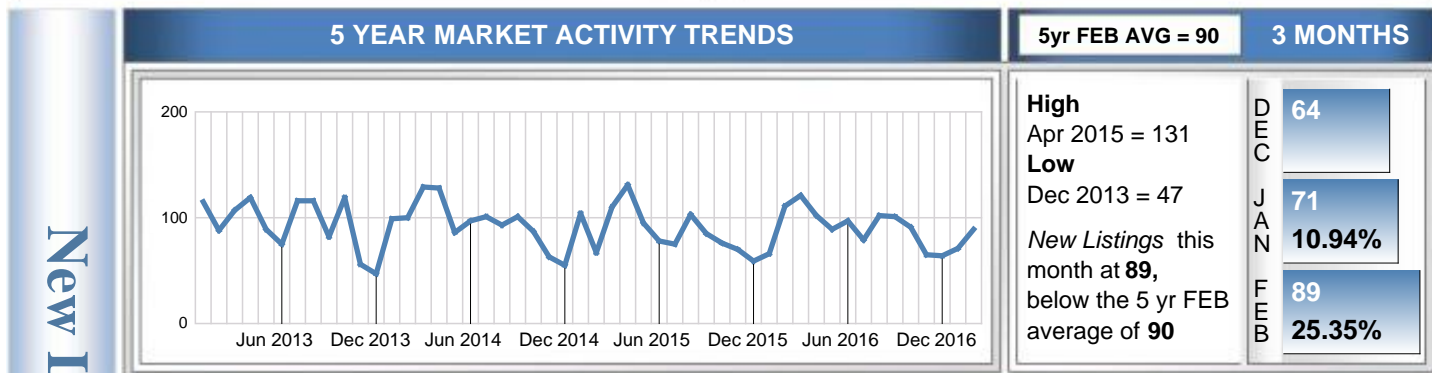
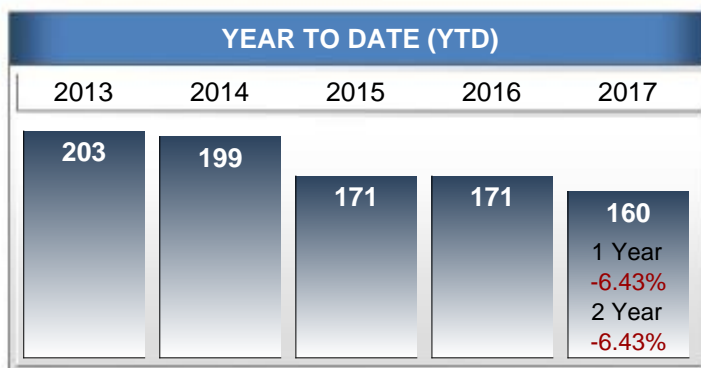
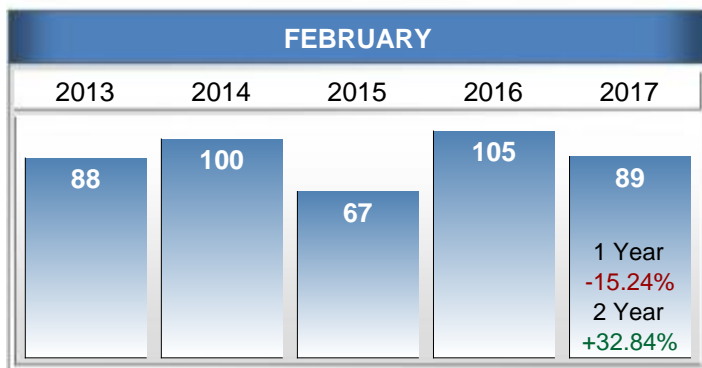
New Listings as of Mar 13, 2017



### New Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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+
\$20,000 and less	5	5.62%	5	0	0	0
\$20,001 \$40,000	14	15.73%	13	0	1	0
\$40,001 \$70,000	12	13.48%	11	1	0	0
\$70,001 \$120,000	21	23.60%	8	10	3	0
\$120,001 \$160,000	16	17.98%	5	8	3	0
\$160,001 \$290,000	12	13.48%	2	8	2	0
\$290,001 and up	9	10.11%	1	4	3	1
Total New Listed Units:			45	31	12	1
Total New Listed Volume:			3.21M	6.12M	2.75M	339.00K
Average New Listed Listing Price:			\$71,328	\$197,352	\$228,900	\$339,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

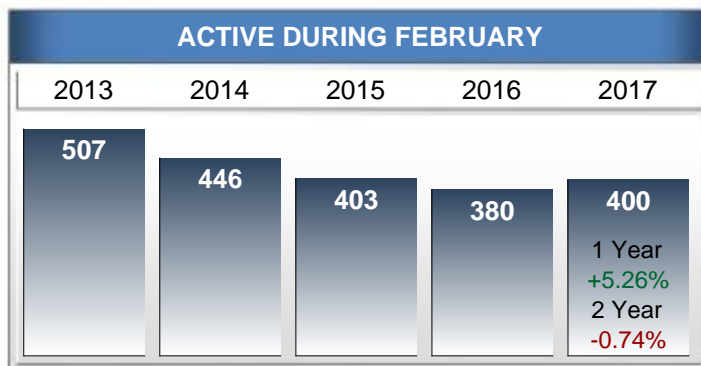
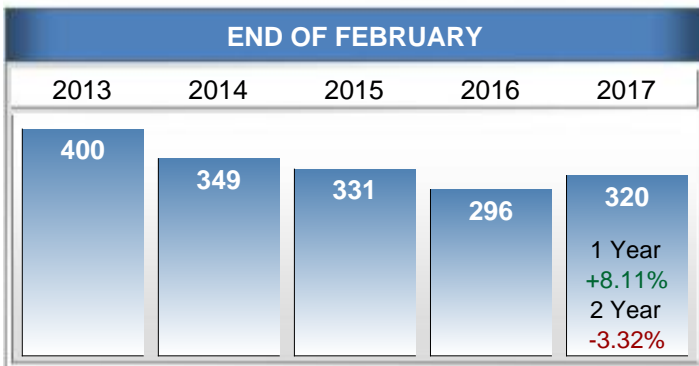
Active Inventory as of Mar 13, 2017



### Active Inventory

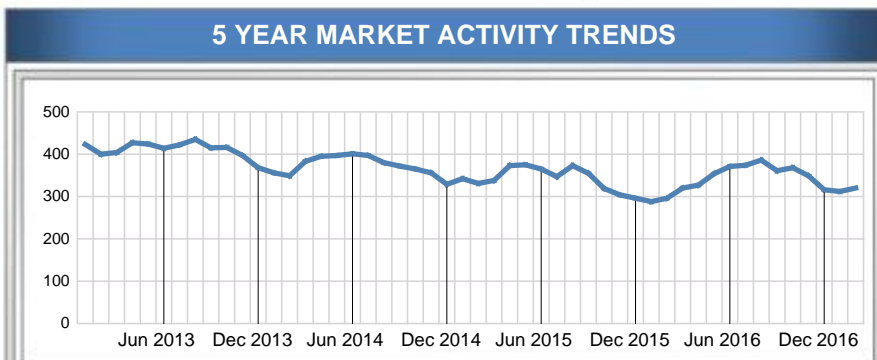
Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



Active Inventory

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



**5yr FEB AVG = 339**      **3 MONTHS**

**High**  
Aug 2013 = 435

**Low**  
Jan 2016 = 288

*Inventory* this month at **320**, below the 5 yr FEB average of **339**

DEC	316
JAN	312
FEB	320

**-1.27%** (Jan to Feb)  
**2.56%** (Feb to 5yr Avg)

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	33	10.31%	93.9	31	1	1	0		
\$25,001 \$50,000	44	13.75%	82.6	40	3	0	1		
\$50,001 \$75,000	33	10.31%	80.3	20	10	3	0		
\$75,001 \$125,000	65	20.31%	80.6	30	29	6	0		
\$125,001 \$225,000	73	22.81%	70.8	22	37	14	0		
\$225,001 \$375,000	39	12.19%	87.5	7	24	5	3		
\$375,001 and up	33	10.31%	108.9	7	15	5	6		
Total Active Inventory by Units:				320	83.8	157	119	34	10
Total Active Inventory by Volume:				62,832,956		15.63M	25.00M	7.60M	14.61M
Average Active Inventory Listing Price:				\$196,353		\$99,558	\$210,072	\$223,471	\$1,460,580



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

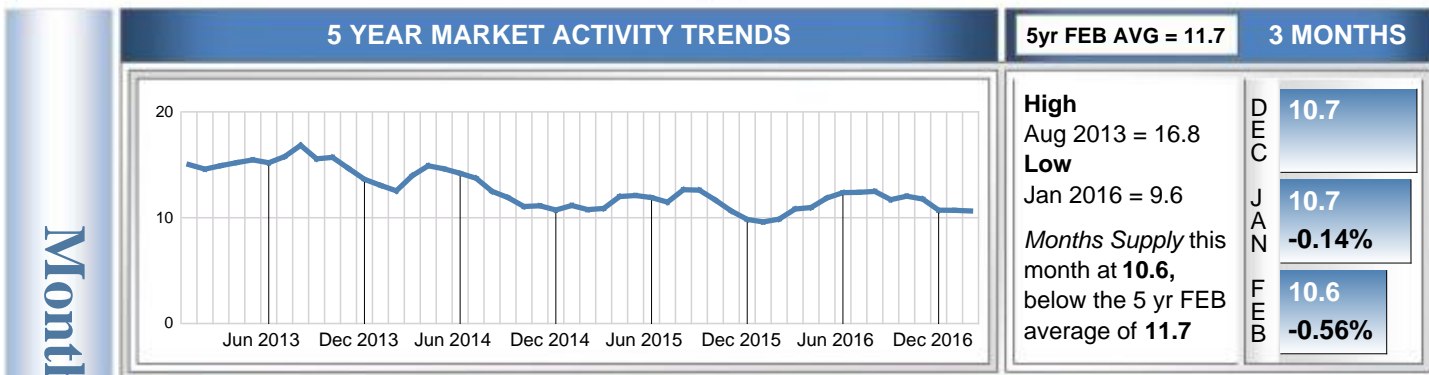
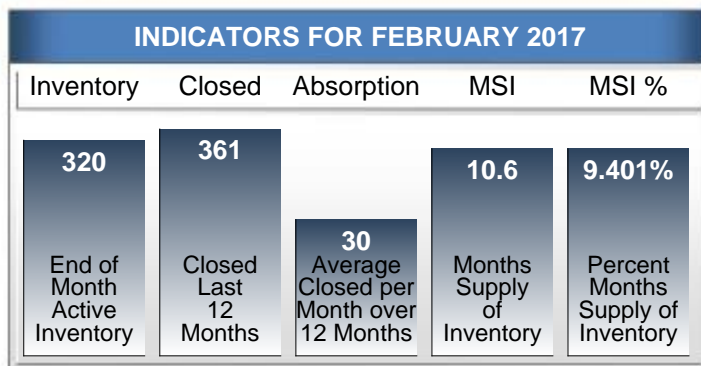
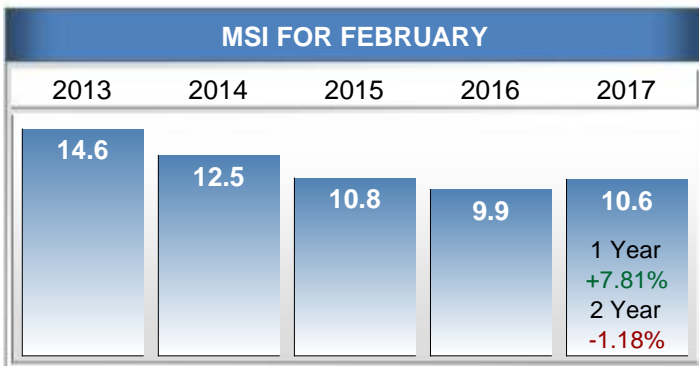
Active Inventory as of Mar 13, 2017



### Months Supply of Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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	6.25%	9.6	13.4	1.7	0.0	0.0
\$20,001 \$50,000	57	17.81%	11.2	17.8	1.7	3.0	12.0
\$50,001 \$80,000	40	12.50%	8.3	12.0	5.6	7.2	0.0
\$80,001 \$140,000	77	24.06%	9.0	25.7	6.0	9.6	0.0
\$140,001 \$220,000	54	16.88%	10.3	20.7	7.1	11.1	0.0
\$220,001 \$380,000	40	12.50%	12.0	16.8	15.8	5.0	9.0
\$380,001 and up	32	10.00%	34.9	42.0	33.6	60.0	24.0
MSI:			10.6	17.6	7.2	8.9	13.3
Total Active Inventory:			320	157	119	34	10



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

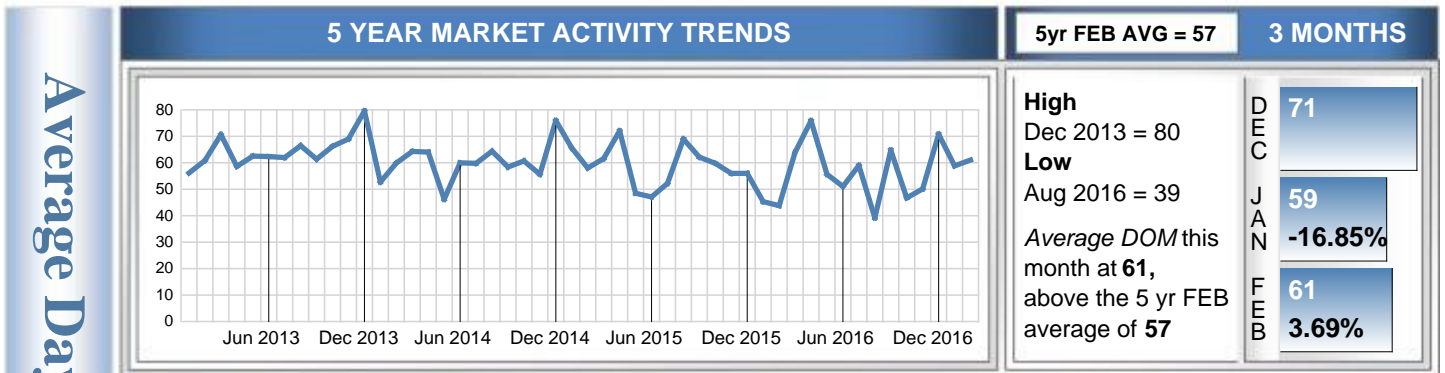
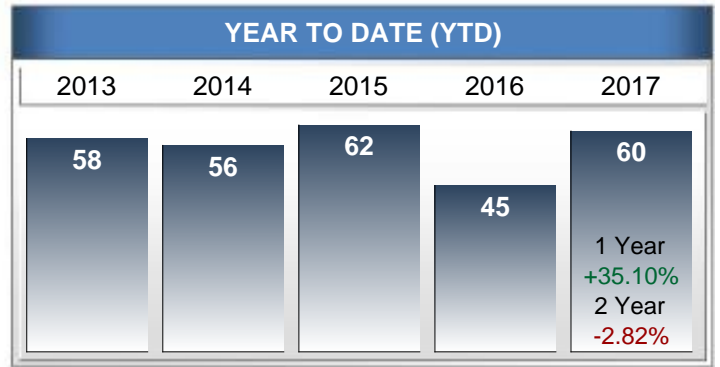
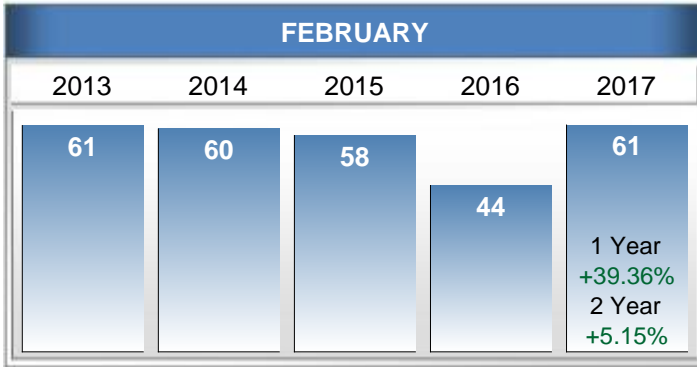
Closed Sales as of Mar 13, 2017



### Average Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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+
\$30,000 and less	3	8.57%	99.0	99.0	0.0	0.0	0.0
\$30,001 \$50,000	4	11.43%	36.5	36.5	0.0	0.0	0.0
\$50,001 \$80,000	6	17.14%	52.7	57.0	29.0	58.0	0.0
\$80,001 \$120,000	8	22.86%	64.1	138.5	39.2	40.0	0.0
\$120,001 \$140,000	4	11.43%	72.0	126.0	54.0	0.0	0.0
\$140,001 \$200,000	6	17.14%	45.8	41.0	66.5	30.0	0.0
\$200,001 and up	4	11.43%	75.3	0.0	1.0	66.0	168.0
Average Closed DOM: 61.0				73.3	43.4	49.7	168.0
Total Closed Units: 35				15	12	7	1
Total Closed Volume: 4,059,500				1.07M	1.51M	1.12M	365.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

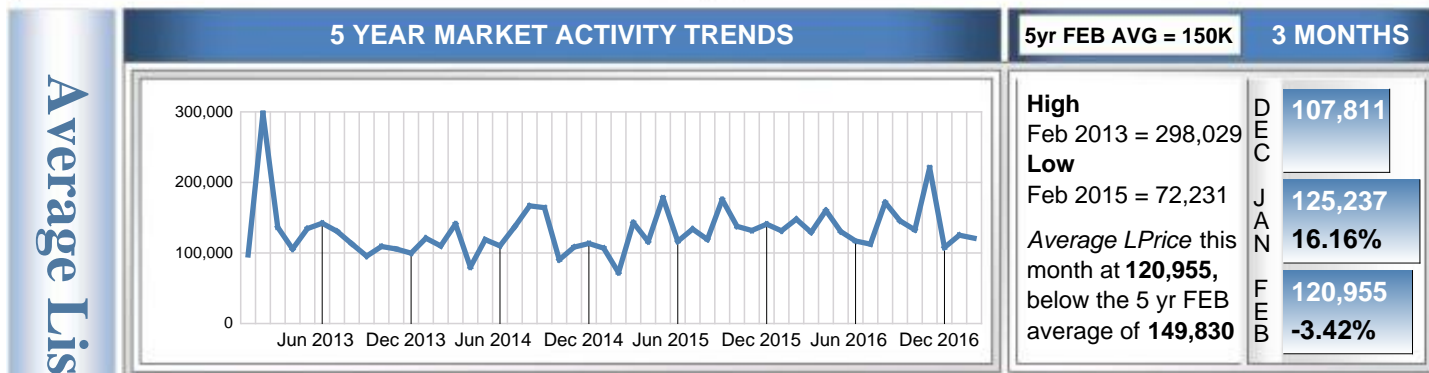
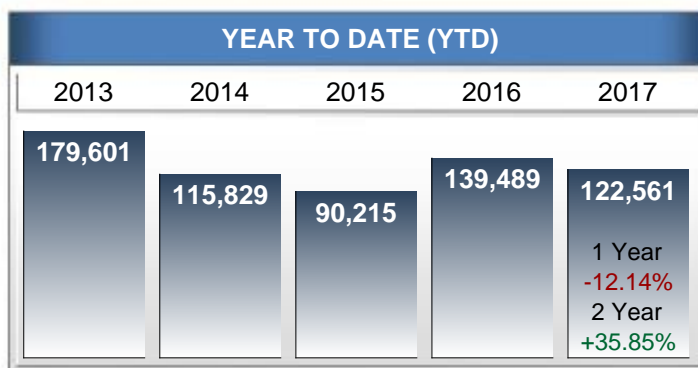
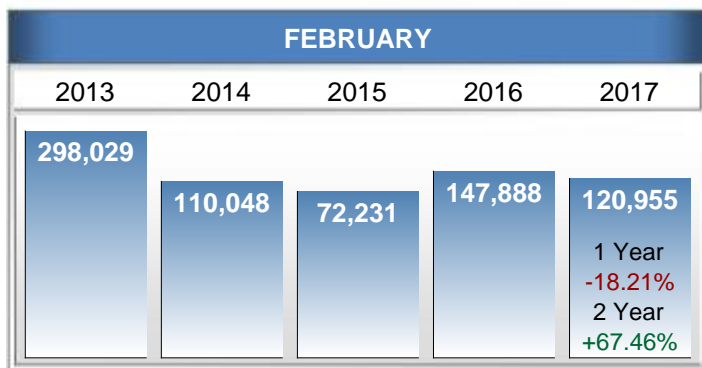
Closed Sales as of Mar 13, 2017



### Average List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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+
\$30,000 and less	2	5.71%	28,950	31,967	0	0	0
\$30,001 \$50,000	5	14.29%	42,280	43,350	0	0	0
\$50,001 \$80,000	5	14.29%	69,024	74,333	57,000	76,060	0
\$80,001 \$120,000	9	25.71%	101,155	89,750	104,780	120,000	0
\$120,001 \$140,000	4	11.43%	132,925	150,000	139,933	0	0
\$140,001 \$200,000	6	17.14%	160,150	167,500	149,450	144,450	0
\$200,001 and up	4	11.43%	304,000	0	203,000	307,000	399,000
Average List Price:	\$120,955			\$77,120	\$125,217	\$167,860	\$399,000
Total Closed Units:	35			15	12	7	1
Total List Volume:	4,233,419			1.16M	1.50M	1.18M	399.00K





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

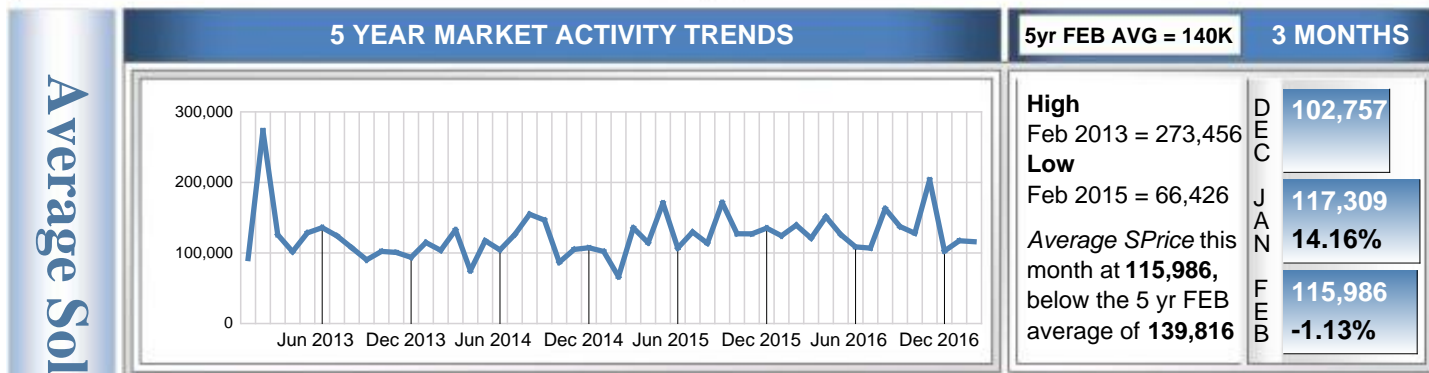
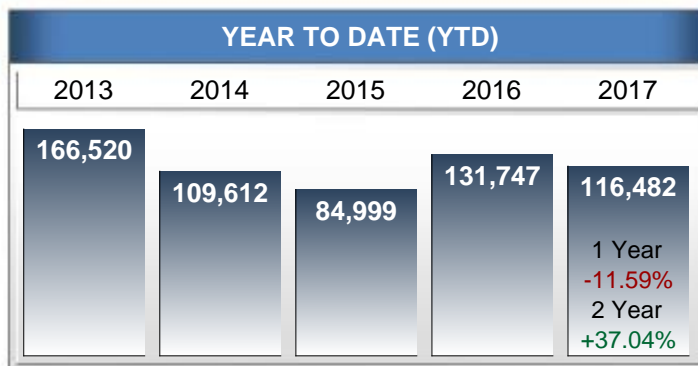
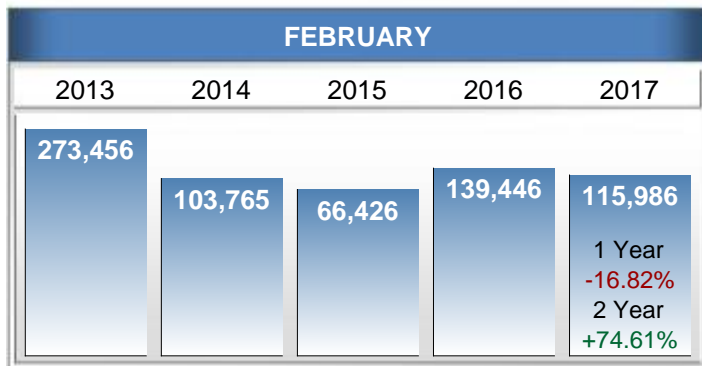
Closed Sales as of Mar 13, 2017



### Average Sold Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



#### 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+
\$30,000 and less	3	8.57%	24,000	24,000	0	0	0
\$30,001 \$50,000	4	11.43%	39,375	39,375	0	0	0
\$50,001 \$80,000	6	17.14%	65,867	70,000	53,500	65,850	0
\$80,001 \$120,000	8	22.86%	101,625	98,250	101,800	107,500	0
\$120,001 \$140,000	4	11.43%	131,325	122,500	134,267	0	0
\$140,001 \$200,000	6	17.14%	156,167	157,500	168,000	143,000	0
\$200,001 and up	4	11.43%	289,875	0	204,000	295,250	365,000
Average Closed Price:	\$115,986			\$71,567	\$125,442	\$159,386	\$365,000
Total Closed Units:	35			15	12	7	1
Total Closed Volume:	4,059,500			1.07M	1.51M	1.12M	365.00K

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

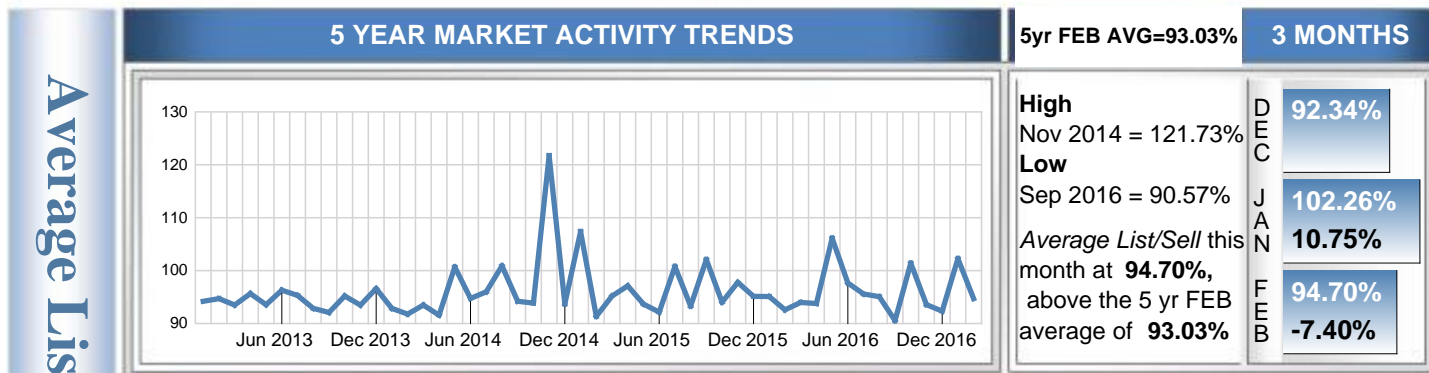
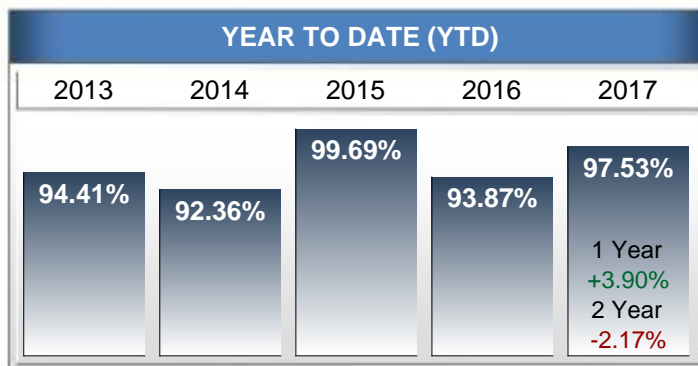
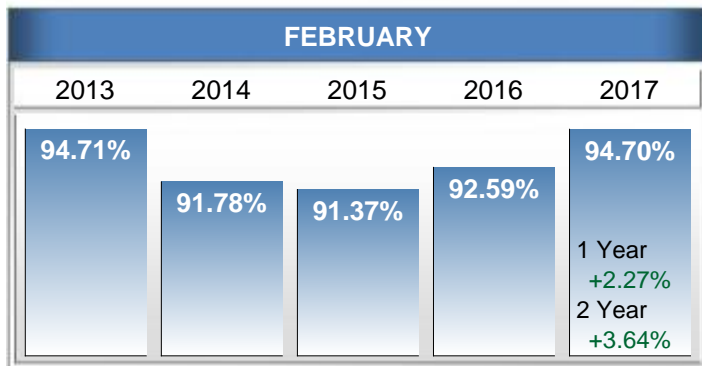
Closed Sales as of Mar 13, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



#### 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+
\$30,000 and less	3	8.57%	76.81%	76.81%	0.00%	0.00%	0.00%
\$30,001 \$50,000	4	11.43%	91.20%	91.20%	0.00%	0.00%	0.00%
\$50,001 \$80,000	6	17.14%	91.81%	94.58%	93.86%	86.64%	0.00%
\$80,001 \$120,000	8	22.86%	99.68%	110.35%	97.43%	89.58%	0.00%
\$120,001 \$140,000	4	11.43%	92.71%	81.67%	96.39%	0.00%	0.00%
\$140,001 \$200,000	6	17.14%	102.55%	93.88%	114.65%	99.12%	0.00%
\$200,001 and up	4	11.43%	96.16%	0.00%	100.49%	96.33%	91.48%
Average List/Sell Ratio: 94.70%				91.28%	100.00%	93.39%	91.48%
Total Closed Units: 35				15	12	7	1
Total Closed Volume: 4,059,500				1.07M	1.51M	1.12M	365.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

Inventory as of Mar 13, 2017



### Market Summary

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



**Absorption:** Last 12 months, an Average of 30 Sales/Month

**Active Inventory** as of February 28, 2017 = 320

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	24	35	45.83%	49	56	14.29%
Pending Sales	33	28	-15.15%	50	62	24.00%
New Listings	105	89	-15.24%	171	160	-6.43%
Average List Price	147,888	120,955	-18.21%	139,489	122,561	-12.14%
Average Sale Price	139,446	115,986	-16.82%	131,747	116,482	-11.59%
Average Percent of List Price to Selling Price	92.59%	94.70%	2.27%	93.87%	97.53%	3.90%
Average Days on Market to Sale	43.79	61.03	39.36%	44.57	60.21	35.10%
Monthly Inventory	291	320	9.97%	291	320	9.97%
Months Supply of Inventory	9.70	10.64	9.66%	9.70	10.64	9.66%

