



January 2017

Area Delimited by County Of Mayes

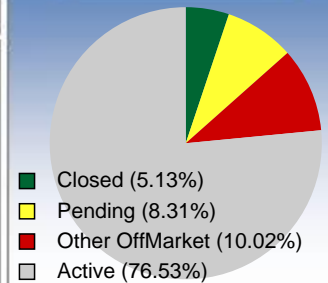


Absorption: Last 12 months, an Average of **29** Sales/Month

Active Inventory as of January 31, 2017 = **313**

	JANUARY		
	2016	2017	+/- %
Closed Listings	25	21	-16.00%
Pending Listings	17	34	100.00%
New Listings	66	71	7.58%
Average List Price	131,426	125,237	-4.71%
Average Sale Price	124,356	117,309	-5.67%
Average Percent of List Price to Selling Price	95.10%	102.26%	7.53%
Average Days on Market to Sale	45.32	58.86	29.87%
End of Month Inventory	285	313	9.82%
Months Supply of Inventory	9.50	10.73	12.96%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 rose **9.82%** to 313 existing homes available for sale. Over the last 12 months this area has had an average of 29 closed sales per month. This represents an unsold inventory index of **10.73** 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 **5.67%** in January 2017 to \$117,309 versus the previous year at \$124,356.

Average Days on Market Lengthens

The average number of **58.86** days that homes spent on the market before selling increased by 13.54 days or **29.87%** in January 2017 compared to last year's same month at **45.32** DOM.

Sales Success for January 2017 is Positive

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

There were 71 New Listings in January 2017, up **7.58%** from last year at 66. Furthermore, there were 21 Closed Listings this month versus last year at 25, a **-16.00%** decrease.

Closed versus Listed trends yielded a **29.6%** ratio, down from last year's January 2017 at **37.9%**, a **21.92%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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®

January 2017

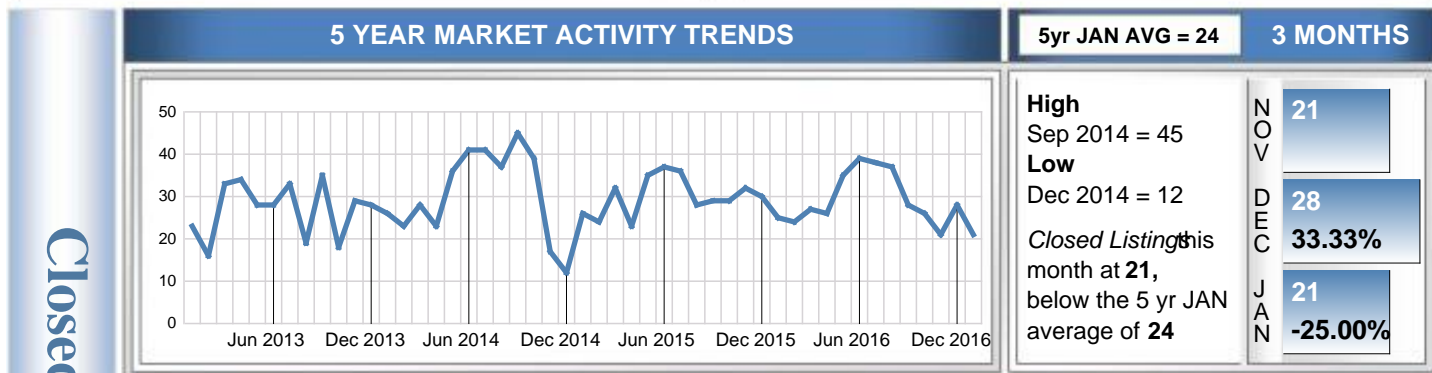
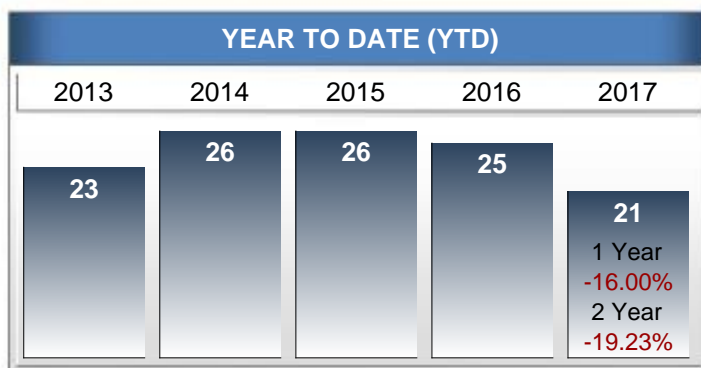
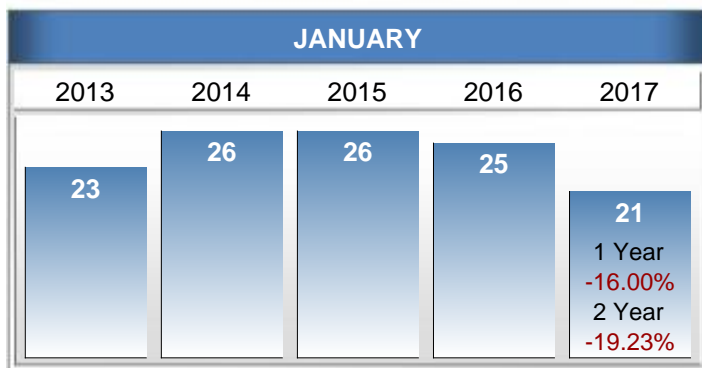
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$10,000 and less	1	4.76%	63.0	1	0	0	0
\$10,001 - \$30,000	3	14.29%	33.3	1	1	1	0
\$30,001 - \$60,000	2	9.52%	44.0	2	0	0	0
\$60,001 - \$120,000	8	38.10%	55.0	2	5	1	0
\$120,001 - \$130,000	2	9.52%	95.5	1	1	0	0
\$130,001 - \$330,000	2	9.52%	74.5	0	2	0	0
\$330,001 and up	3	14.29%	68.3	1	1	0	1
Total Closed Units:	21		58.9	8	10	2	1
Total Closed Volume:	2,463,489			751.20K	1.23M	141.29K	339.50K
Average Closed Price:	\$117,309			\$93,900	\$123,150	\$70,645	\$339,500

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

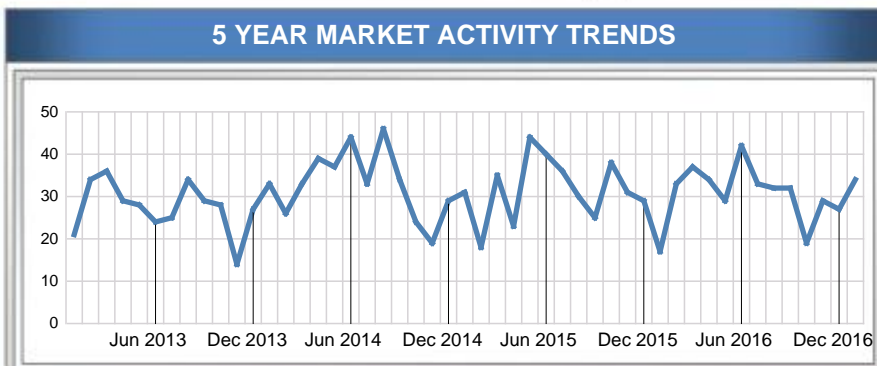
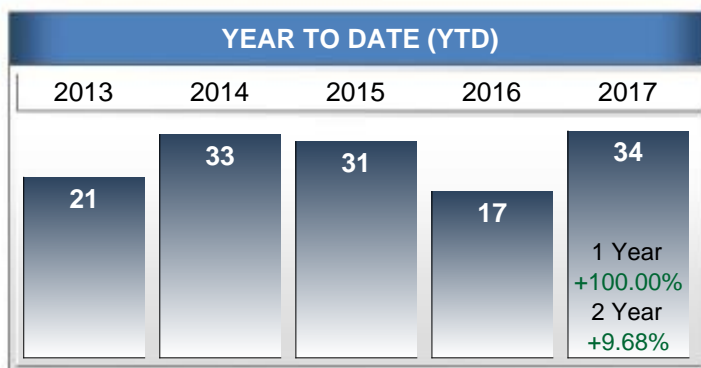
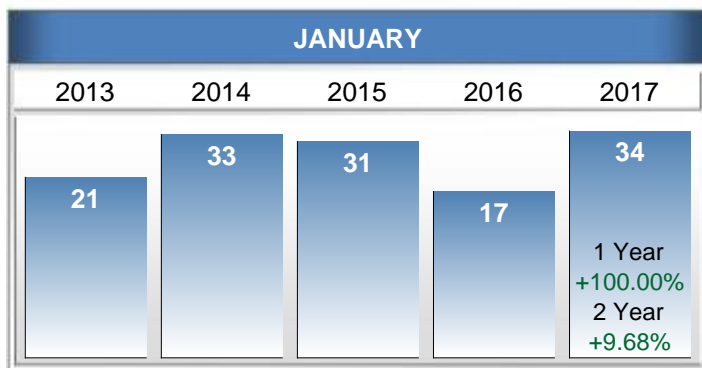
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



5yr JAN AVG = 27	3 MONTHS
High Aug 2014 = 46	NOV 29
Low Nov 2013 = 14	DEC 27
<i>Pending Listings</i> this month at 34 , above the 5 yr JAN average of 27	JAN 34
	-6.90%
	25.93%

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+
\$20,000 and less	1	2.94%	63.0	1	0	0	0
\$20,001 \$40,000	6	17.65%	88.7	6	0	0	0
\$40,001 \$50,000	4	11.76%	43.0	3	1	0	0
\$50,001 \$90,000	9	26.47%	74.3	3	6	0	0
\$90,001 \$130,000	5	14.71%	55.2	1	3	1	0
\$130,001 \$150,000	5	14.71%	66.4	2	2	1	0
\$150,001 and up	4	11.76%	103.0	0	2	2	0
Total Pending Units:	34		54.5	16	14	4	0.00B
Total Pending Volume:	3,260,698			958.50K	1.43M	871.90K	\$0
Average Listing Price:	\$61,500			\$59,906	\$102,164	\$217,975	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

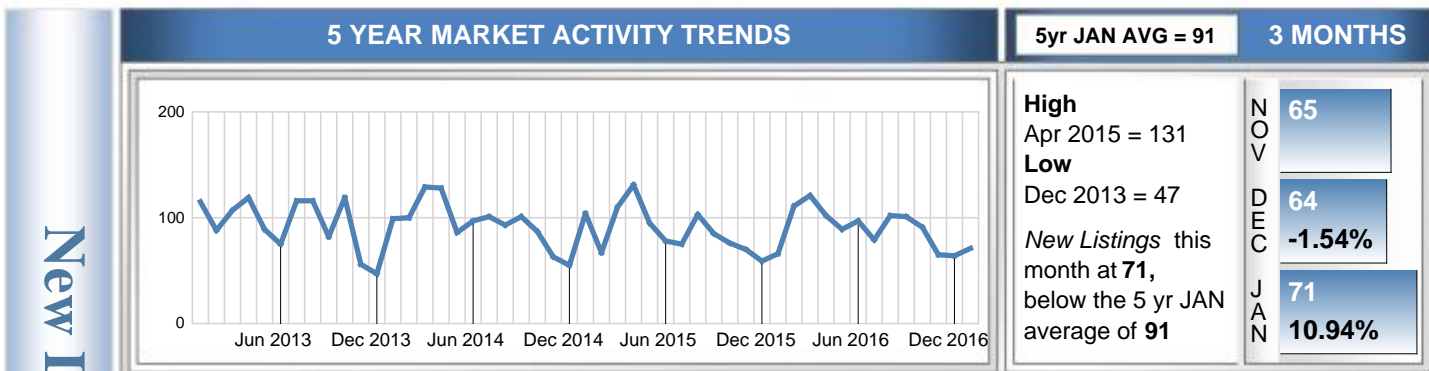
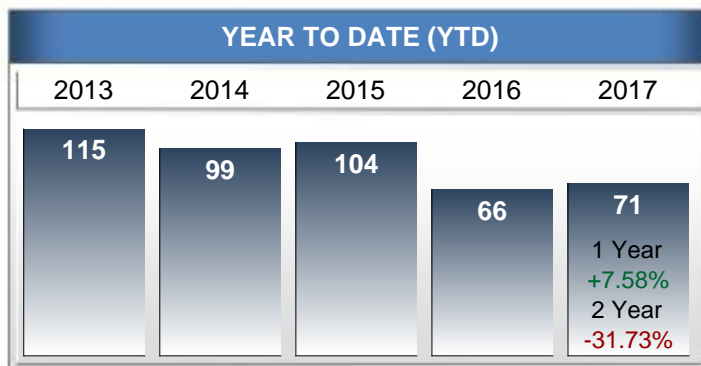
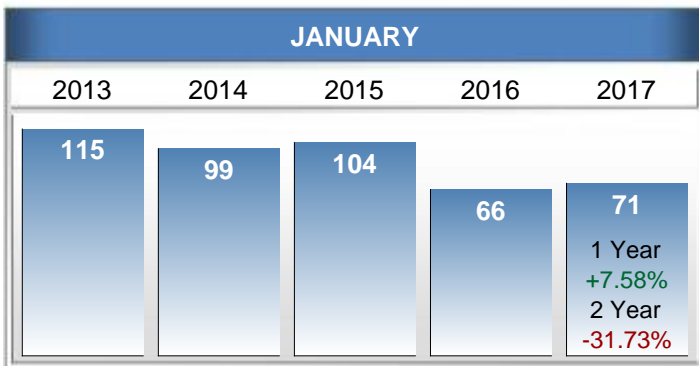
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 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+
\$30,000 and less	8	11.27%	7	1	0	0
\$30,001 - \$60,000	7	9.86%	6	1	0	0
\$60,001 - \$90,000	11	15.49%	4	6	1	0
\$90,001 - \$140,000	17	23.94%	3	12	2	0
\$140,001 - \$190,000	11	15.49%	6	5	0	0
\$190,001 - \$290,000	9	12.68%	1	4	4	0
\$290,001 and up	8	11.27%	1	5	1	1
Total New Listed Units:	71		28	34	8	1
Total New Listed Volume:	10,559,054		2.76M	5.46M	1.69M	645.00K
Average New Listed Listing Price:	\$0		\$98,632	\$160,602	\$211,488	\$645,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

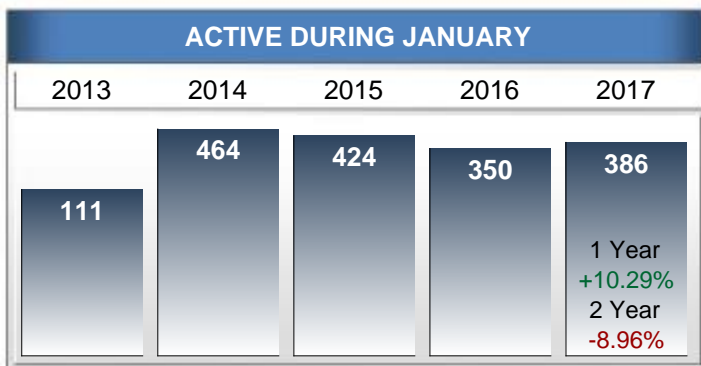
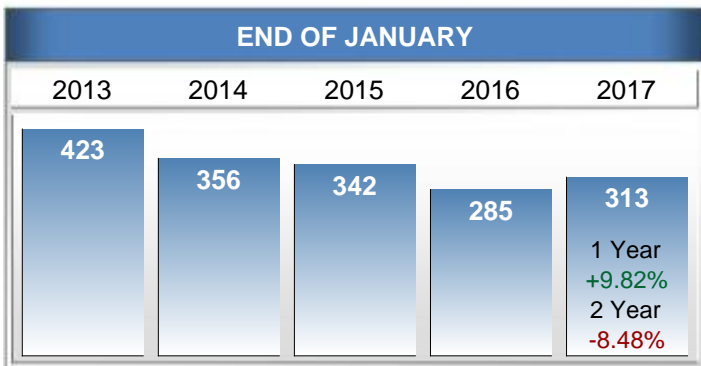
Active Inventory as of Feb 16, 2017



Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Active Inventory

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



5yr JAN AVG = 344 **3 MONTHS**

High
Aug 2013 = 435

Low
Jan 2016 = 285

Inventory this month at 313, below the 5 yr JAN average of 344

N	349
O	
V	
D	316
E	-9.46%
C	
J	313
A	-0.95%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	32	10.22%	101.6	30	2	0	0		
\$25,001 \$50,000	37	11.82%	88.0	32	4	0	1		
\$50,001 \$75,000	32	10.22%	95.9	18	12	2	0		
\$75,001 \$150,000	96	30.67%	82.9	39	47	10	0		
\$150,001 \$225,000	42	13.42%	71.8	11	23	7	1		
\$225,001 \$375,000	39	12.46%	96.3	8	21	9	1		
\$375,001 and up	35	11.18%	111.7	7	16	6	6		
Total Active Inventory by Units:				313	90.2	145	125	34	9
Total Active Inventory by Volume:				63,386,219		15.30M	25.21M	8.60M	14.27M
Average Active Inventory Listing Price:				\$202,512		\$105,549	\$201,652	\$252,953	\$1,586,089



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

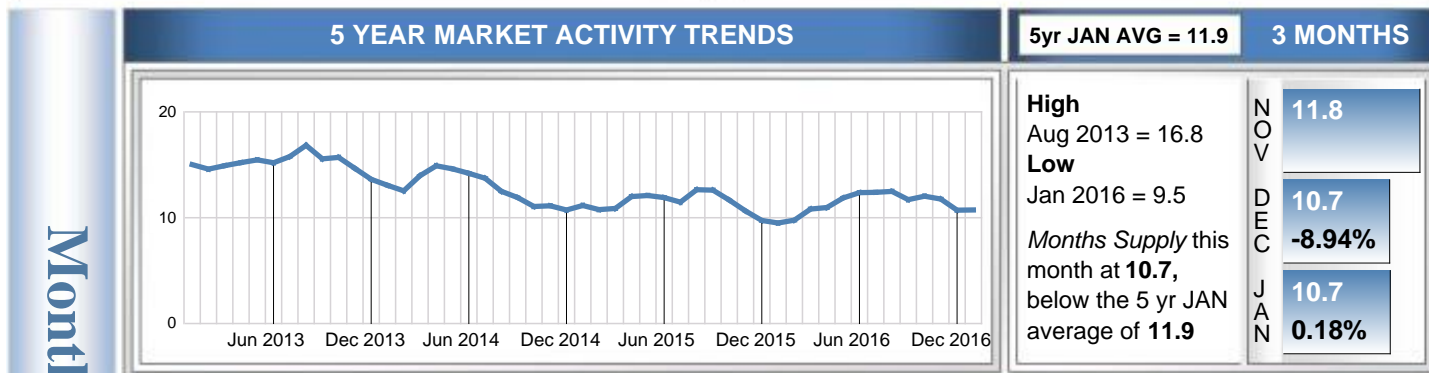
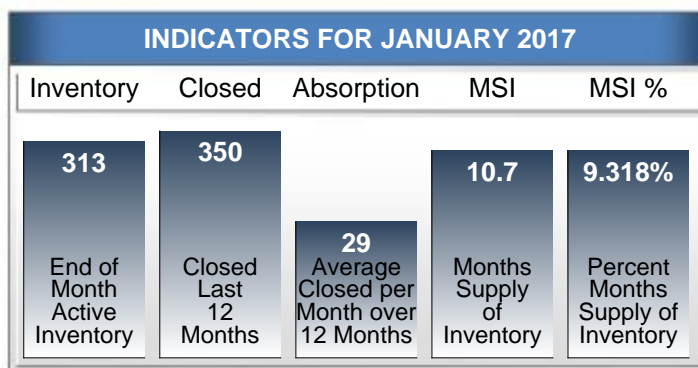
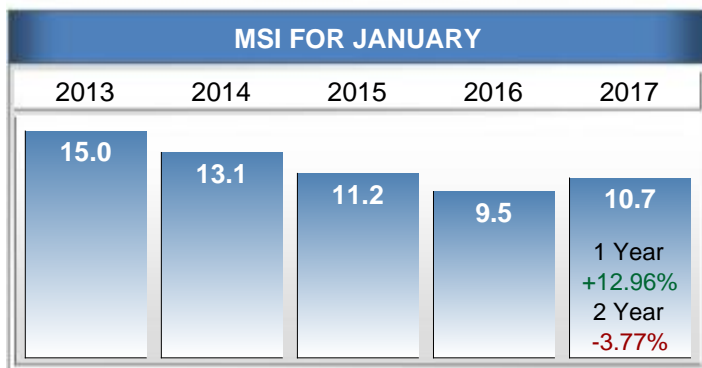
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 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	21	6.71%	10.1	13.4	3.4	0.0	0.0	
\$20,001 \$50,000	48	15.34%	9.0	15.2	2.1	0.0	4.0	
\$50,001 \$80,000	38	12.14%	8.4	12.0	5.6	12.0	0.0	
\$80,001 \$150,000	90	28.75%	10.3	28.8	7.0	9.0	0.0	
\$150,001 \$230,000	43	13.74%	9.9	14.7	8.4	9.6	0.0	
\$230,001 \$390,000	40	12.78%	12.6	21.6	13.9	8.7	4.0	
\$390,001 and up	33	10.54%	33.0	24.0	45.0	36.0	24.0	
MSI:	10.7			16.7	7.8	9.5	10.8	
Total Active Inventory:	313			145	125	34	9	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

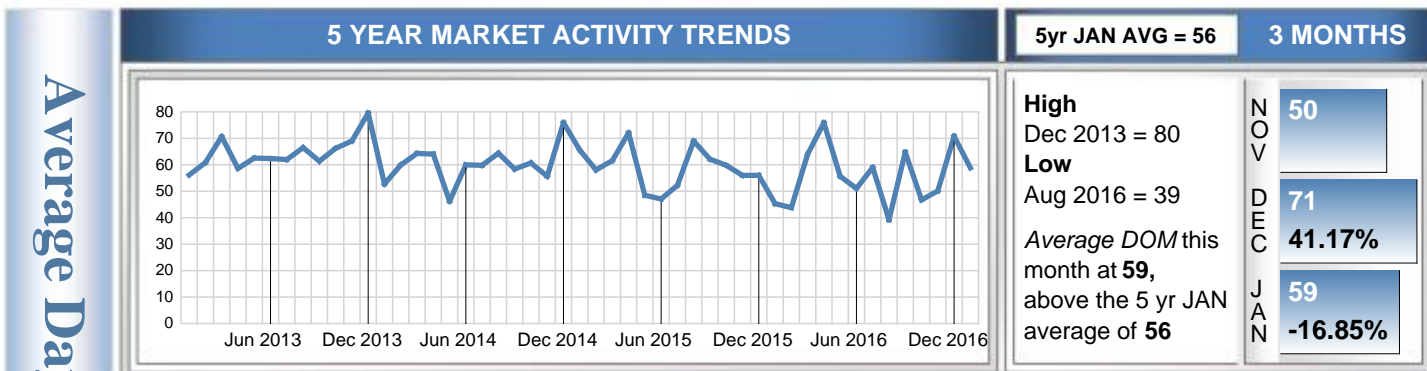
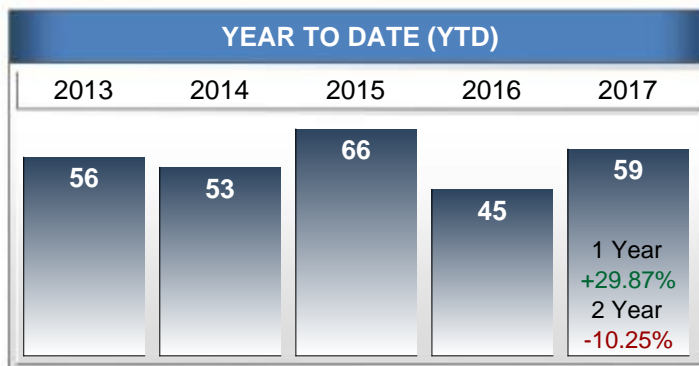
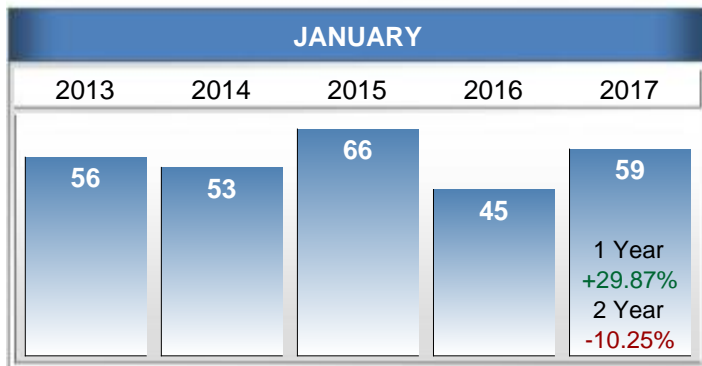
Closed Sales as of Feb 16, 2017



Average Days on Market to Sale

Report Produced on: Feb 16, 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+
\$10,000 and less	1	4.76%	63.0	63.0	0.0	0.0	0.0
\$10,001 - \$30,000	3	14.29%	33.3	67.0	22.0	11.0	0.0
\$30,001 - \$60,000	2	9.52%	44.0	44.0	0.0	0.0	0.0
\$60,001 - \$120,000	8	38.10%	55.0	39.0	63.2	46.0	0.0
\$120,001 - \$130,000	2	9.52%	95.5	140.0	51.0	0.0	0.0
\$130,001 - \$330,000	2	9.52%	74.5	0.0	74.5	0.0	0.0
\$330,001 and up	3	14.29%	68.3	30.0	120.0	0.0	55.0
Average Closed DOM: 58.9				58.3	65.8	28.5	55.0
Total Closed Units: 21				8	10	2	1
Total Closed Volume: 2,463,489				751.20K	1.23M	141.29K	339.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

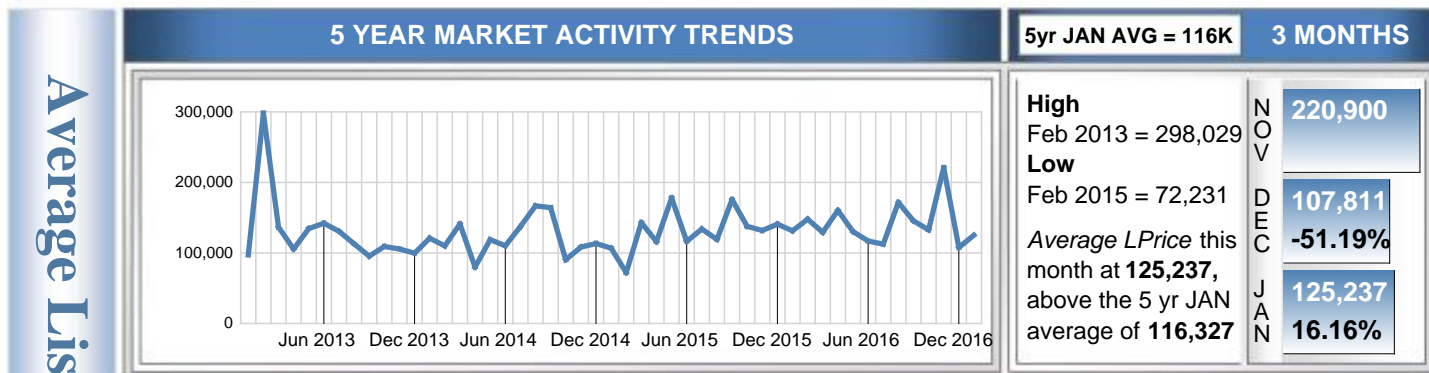
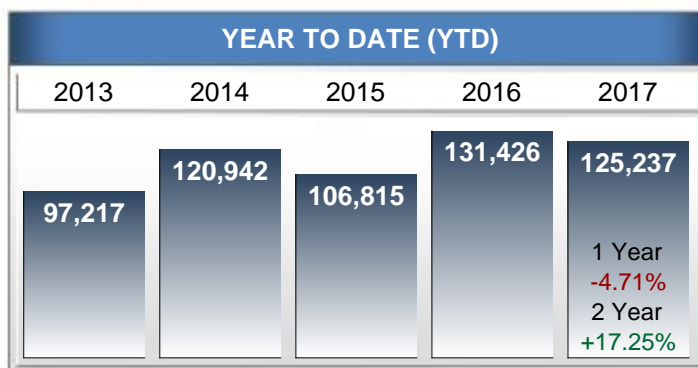
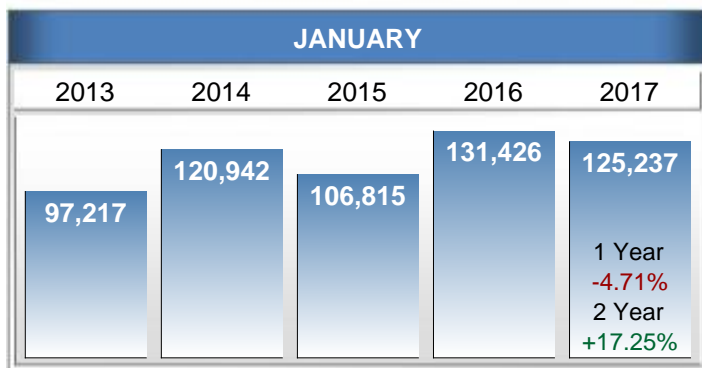
Closed Sales as of Feb 16, 2017



Average List Price at Closing

Report Produced on: Feb 16, 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+
\$10,000 and less	2	9.52%	6,900	5,000	0	0	0
\$10,001 \$30,000	2	9.52%	16,540	14,000	8,800	19,080	0
\$30,001 \$60,000	3	14.29%	49,933	46,900	0	0	0
\$60,001 \$120,000	6	28.57%	90,166	84,998	86,800	118,000	0
\$120,001 \$130,000	2	9.52%	127,450	129,900	139,500	0	0
\$130,001 \$330,000	3	14.29%	151,467	0	157,450	0	0
\$330,001 and up	3	14.29%	394,333	380,000	449,000	0	354,000
Average List Price:	\$125,237			\$99,087	\$134,620	\$68,540	\$354,000
Total Closed Units:	21			8	10	2	1
Total List Volume:	2,629,975			792.70K	1.35M	137.08K	354.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

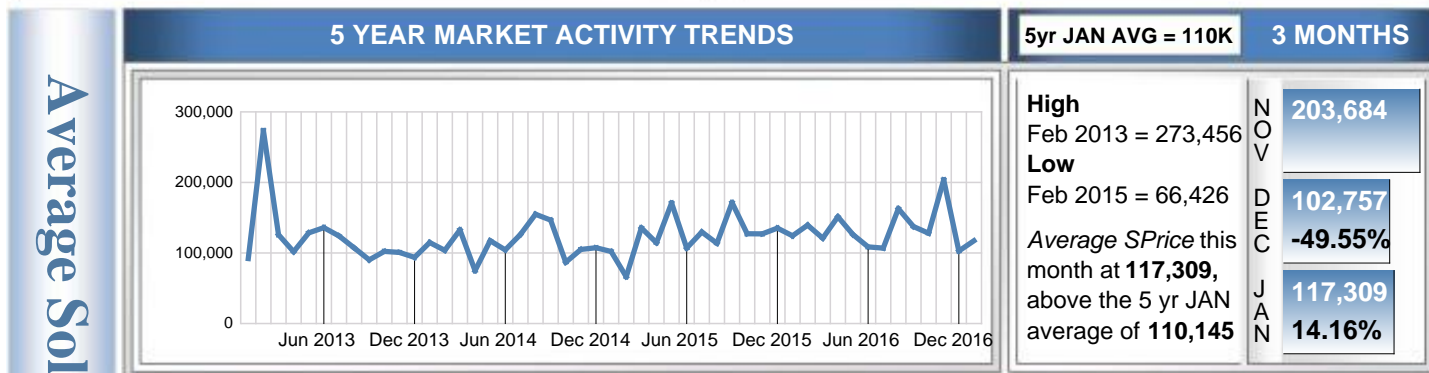
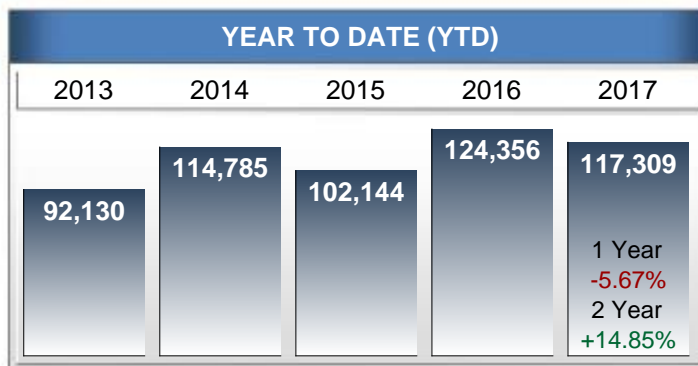
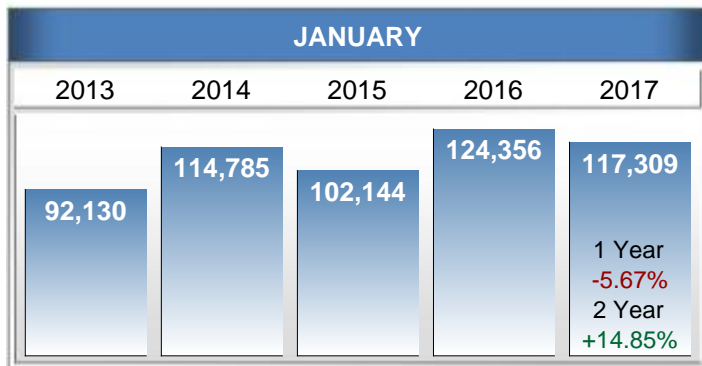
Closed Sales as of Feb 16, 2017



Average Sold Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



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+
\$10,000 and less	1		4.76%	5,000	5,000	0	0	0
\$10,001 \$30,000	3		14.29%	18,096	13,000	18,000	23,289	0
\$30,001 \$60,000	2		9.52%	45,750	45,750	0	0	0
\$60,001 \$120,000	8		38.10%	87,625	74,500	86,800	118,000	0
\$120,001 \$130,000	2		9.52%	126,350	122,700	130,000	0	0
\$130,001 \$330,000	2		9.52%	151,250	0	151,250	0	0
\$330,001 and up	3		14.29%	352,167	370,000	347,000	0	339,500
Average Closed Price:	\$117,309				\$93,900	\$123,150	\$70,645	\$339,500
Total Closed Units:	21				8	10	2	1
Total Closed Volume:	2,463,489				751.20K	1.23M	141.29K	339.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

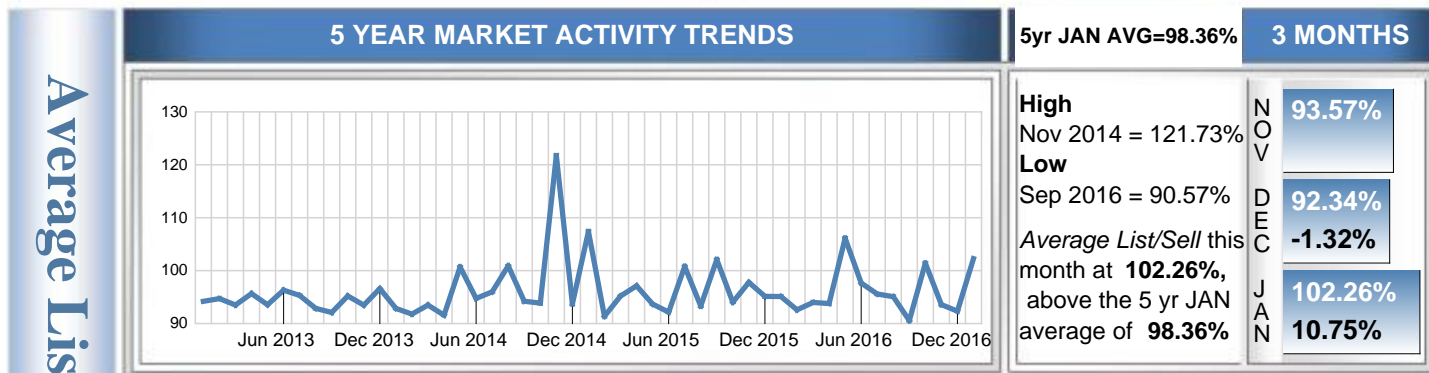
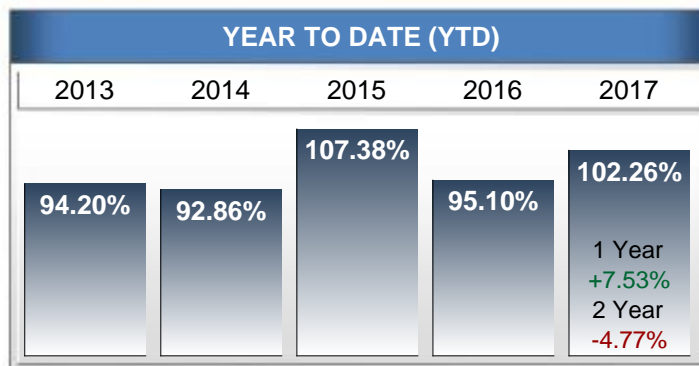
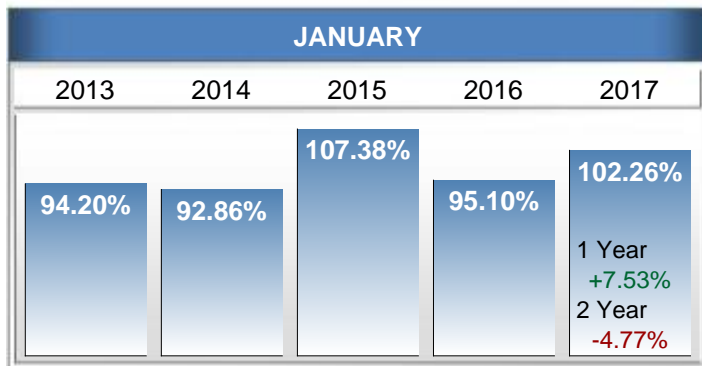
Closed Sales as of Feb 16, 2017



Average Percent of List Price to Selling Price

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



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+
\$10,000 and less	1	4.76%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	3	14.29%	139.82%	92.86%	204.55%	122.06%	0.00%
\$30,001 \$60,000	2	9.52%	98.04%	98.04%	0.00%	0.00%	0.00%
\$60,001 \$120,000	8	38.10%	97.73%	87.36%	101.43%	100.00%	0.00%
\$120,001 \$130,000	2	9.52%	93.82%	94.46%	93.19%	0.00%	0.00%
\$130,001 \$330,000	2	9.52%	95.93%	0.00%	95.93%	0.00%	0.00%
\$330,001 and up	3	14.29%	90.19%	97.37%	77.28%	0.00%	95.90%
Average List/Sell Ratio: 102.30%				94.44%	107.40%	111.03%	95.90%
Total Closed Units: 21				8	10	2	1
Total Closed Volume: 2,463,489				751.20K	1.23M	141.29K	339.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

Inventory as of Feb 16, 2017



Market Summary

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Absorption: Last 12 months, an Average of 29 Sales/Month

Active Inventory as of January 31, 2017 = 313

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	25	21	-16.00%	25	21	-16.00%
Pending Sales	17	34	100.00%	17	34	100.00%
New Listings	66	71	7.58%	66	71	7.58%
Average List Price	131,426	125,237	-4.71%	131,426	125,237	-4.71%
Average Sale Price	124,356	117,309	-5.67%	124,356	117,309	-5.67%
Average Percent of List Price to Selling Price	95.10%	102.26%	7.53%	95.10%	102.26%	7.53%
Average Days on Market to Sale	45.32	58.86	29.87%	45.32	58.86	29.87%
Monthly Inventory	285	313	9.82%	285	313	9.82%
Months Supply of Inventory	9.50	10.73	12.96%	9.50	10.73	12.96%

