



December 2016

Area Delimited by County Of Mayes

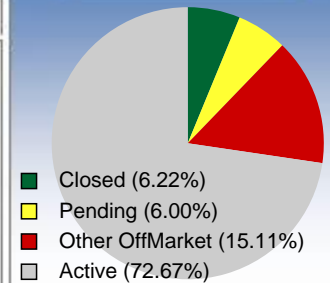


Absorption: Last 12 months, an Average of **30** Sales/Month

Active Inventory as of December 31, 2016 = **327**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	30	28	-6.67%
Pending Listings	29	27	-6.90%
New Listings	59	64	8.47%
Average List Price	140,823	107,811	-23.44%
Average Sale Price	135,232	102,757	-24.01%
Average Percent of List Price to Selling Price	95.14%	92.34%	-2.94%
Average Days on Market to Sale	56.00	70.79	26.40%
End of Month Inventory	293	327	11.60%
Months Supply of Inventory	9.74	11.08	13.81%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 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 December 2016 rose **11.60%** to 327 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 **11.08** 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 **24.01%** in December 2016 to \$102,757 versus the previous year at \$135,232.

Average Days on Market Lengthens

The average number of **70.79** days that homes spent on the market before selling increased by 14.79 days or **26.40%** in December 2016 compared to last year's same month at **56.00** DOM.

Sales Success for December 2016 is Positive

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

There were 64 New Listings in December 2016, up **8.47%** from last year at 59. Furthermore, there were 28 Closed Listings this month versus last year at 30, a **-6.67%** decrease.

Closed versus Listed trends yielded a **43.8%** ratio, down from last year's December 2016 at **50.8%**, a **13.96%** 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®

December 2016

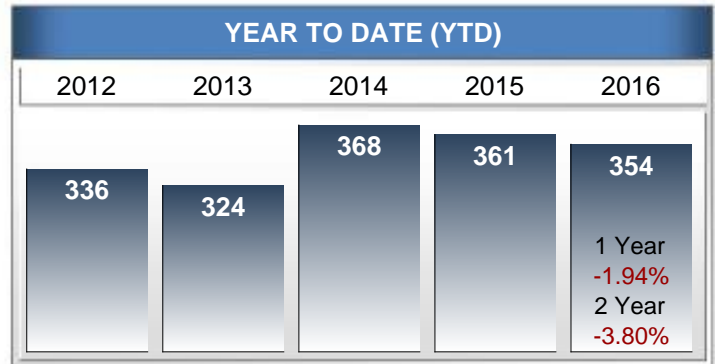
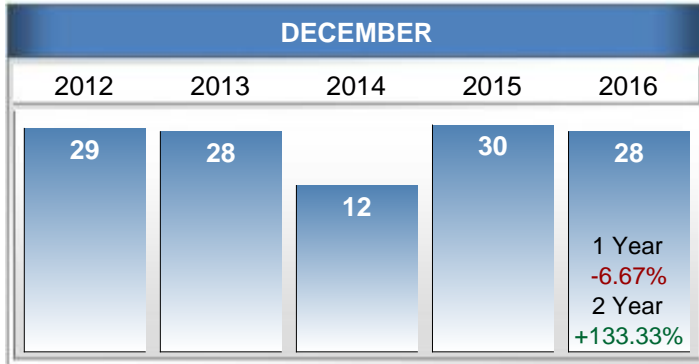
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



Closed Listings

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

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	3.57%	72.0	1	0	0	0
\$10,001 \$30,000	5	17.86%	82.2	3	2	0	0
\$30,001 \$60,000	5	17.86%	70.0	2	3	0	0
\$60,001 \$130,000	6	21.43%	66.7	2	4	0	0
\$130,001 \$150,000	4	14.29%	62.8	1	3	0	0
\$150,001 \$220,000	4	14.29%	67.0	0	3	1	0
\$220,001 and up	3	10.71%	76.7	0	2	1	0
Total Closed Units:	28		70.8	9	17	2	0.00B
Total Closed Volume:	2,877,201			425.73K	1.93M	517.00K	\$0
Average Closed Price:	\$102,757			\$47,303	\$113,793	\$258,500	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

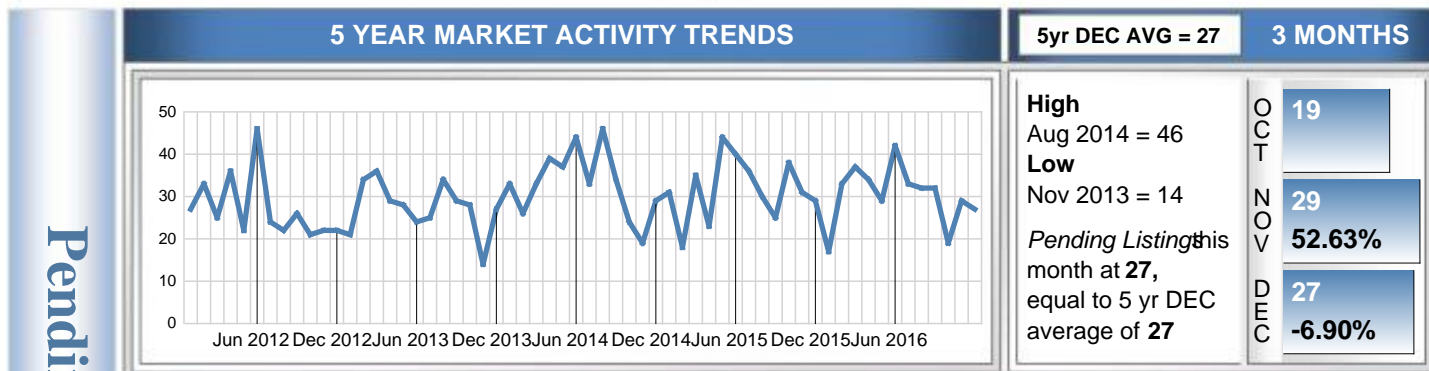
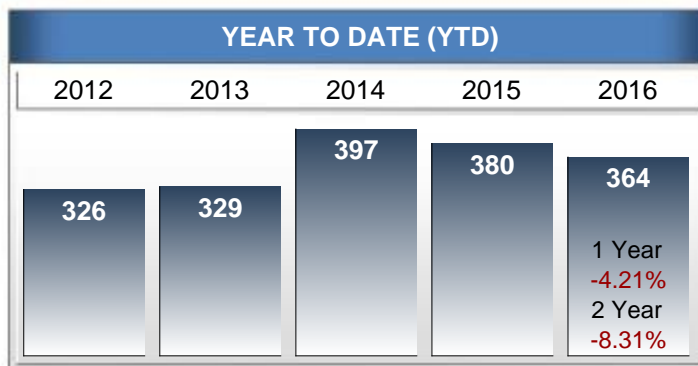
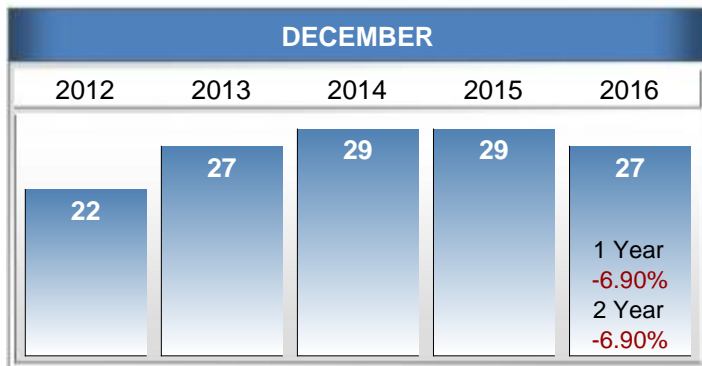
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 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+
\$10,000 and less	1	3.70%	72.0	1	0	0	0
\$10,001 - \$70,000	5	18.52%	90.0	2	2	1	0
\$70,001 - \$100,000	6	22.22%	57.7	4	2	0	0
\$100,001 - \$130,000	4	14.81%	78.0	1	3	0	0
\$130,001 - \$170,000	4	14.81%	80.8	0	3	1	0
\$170,001 - \$380,000	5	18.52%	32.2	2	2	1	0
\$380,001 and up	2	7.41%	153.0	0	0	1	1
Total Pending Units: 27				99.7			
Total Pending Volume: 4,032,315				1.13M 1.42M 1.08M 399.00K			
Average Listing Price: \$28,333				\$112,620 \$118,592 \$271,005 \$399,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

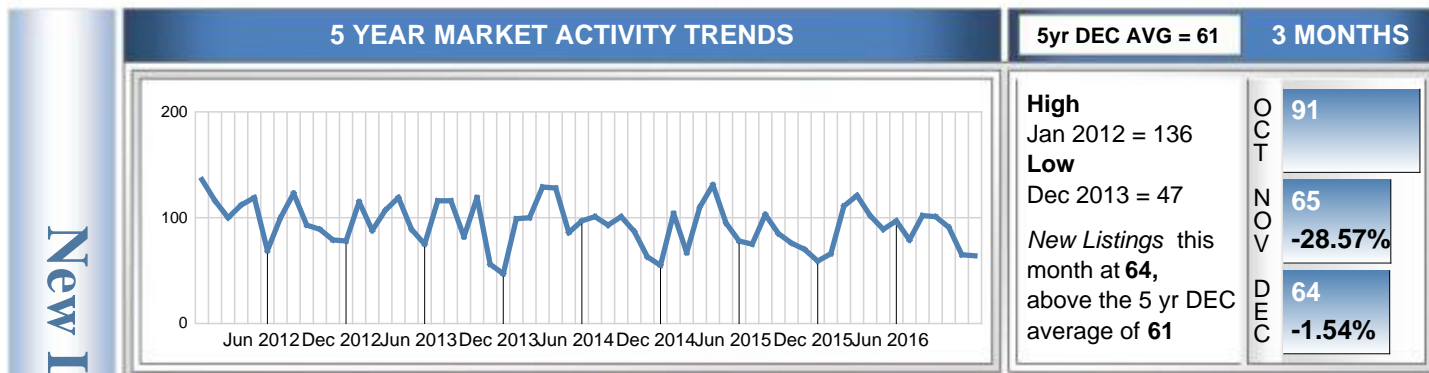
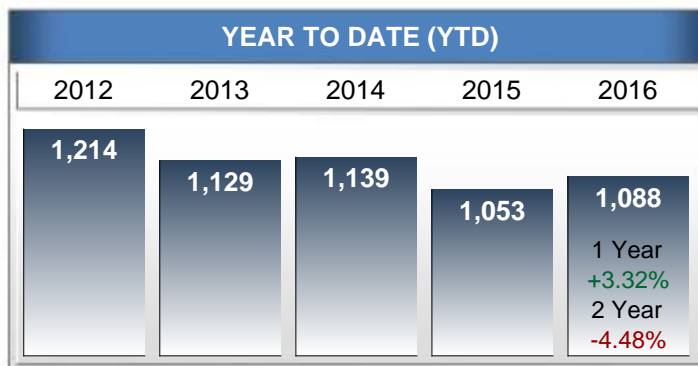
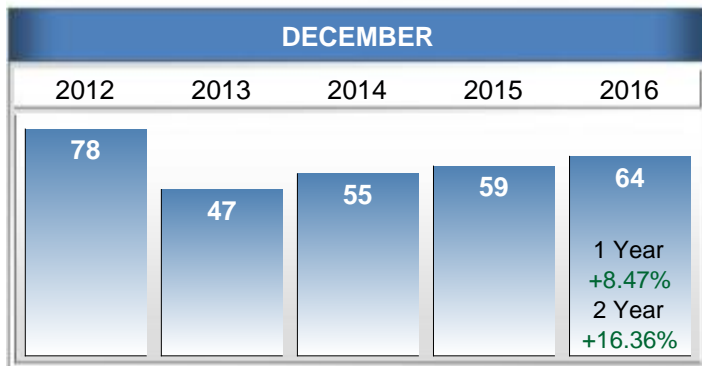
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 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	6	9.38%	4	2	0	0
\$30,001 \$50,000	7	10.94%	6	1	0	0
\$50,001 \$100,000	11	17.19%	3	8	0	0
\$100,001 \$160,000	17	26.56%	3	10	4	0
\$160,001 \$180,000	8	12.50%	4	3	1	0
\$180,001 \$290,000	8	12.50%	0	4	2	2
\$290,001 and up	7	10.94%	1	3	1	2
Total New Listed Units:			21	31	8	4
Total New Listed Volume:			2.00M	4.80M	1.91M	11.27M
Average New Listed Listing Price:			\$95,295	\$154,758	\$238,737	\$2,818,725



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

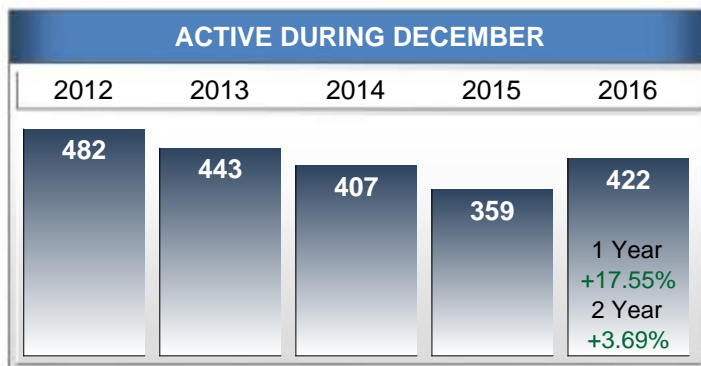
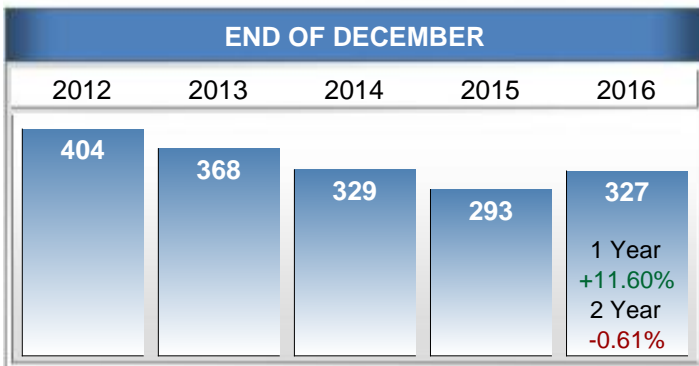
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



Active Inventory

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



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

High
May 2012 = 450

Low
Jan 2016 = 285

Inventory this month at **327**, below the 5 yr DEC average of **344**

OCT	377
NOV	359
DEC	327
	-8.91%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	35	10.70%	98.0	33	2	0	0		
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0		
\$25,001 - \$75,000	76	23.24%	85.3	57	17	1	1		
\$75,001 - \$150,000	93	28.44%	83.8	37	44	12	0		
\$150,001 - \$225,000	42	12.84%	67.5	10	26	5	1		
\$225,001 - \$400,000	47	14.37%	103.6	15	21	10	1		
\$400,001 and up	34	10.40%	97.4	8	14	5	7		
Total Active Inventory by Units:				327	87.8	160	124	33	10
Total Active Inventory by Volume:				67,265,693		19.18M	24.95M	8.31M	14.82M
Average Active Inventory Listing Price:				\$205,705		\$119,870	\$201,223	\$251,847	\$1,482,380



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

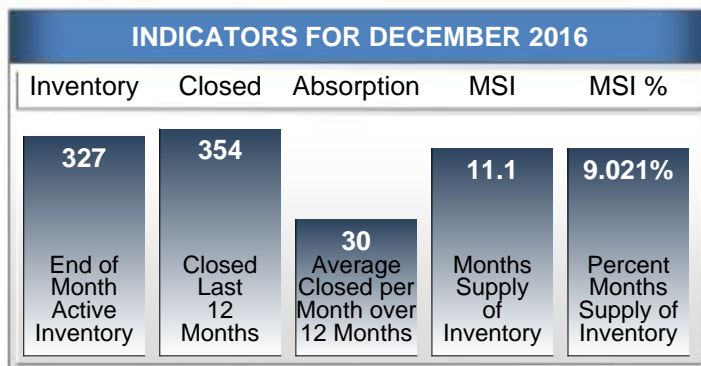
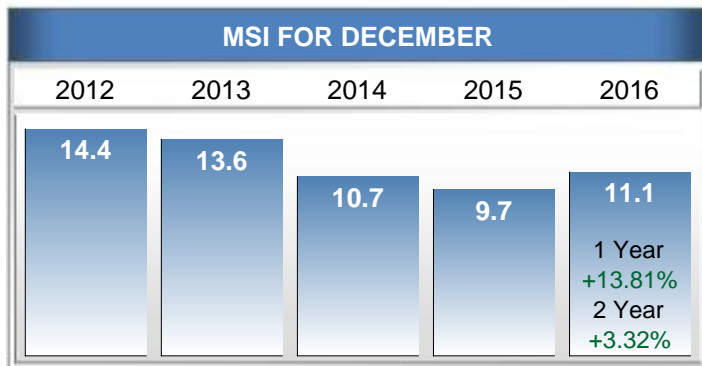
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



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



5yr DEC AVG = 11.9	3 MONTHS
High Aug 2013 = 16.8 Low Jan 2016 = 9.5 <i>Months Supply</i> this month at 11.1 , below the 5 yr DEC average of 11.9	OCT 12.3 NOV 12.1 DEC -1.83% DEC 11.1 DEC -8.40%

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	24	7.34%	12.5	16.5	4.0	0.0	0.0	
\$20,001 \$40,000	38	11.62%	11.7	19.3	1.0	0.0	0.0	
\$40,001 \$80,000	53	16.21%	7.5	11.6	4.5	4.0	0.0	
\$80,001 \$150,000	89	27.22%	10.2	26.3	6.7	12.0	0.0	
\$150,001 \$240,000	48	14.68%	9.9	13.1	8.8	8.4	0.0	
\$240,001 \$420,000	43	13.15%	15.6	52.0	14.1	8.7	12.0	
\$420,001 and up	32	9.79%	34.9	32.0	56.0	30.0	20.0	
MSI:	11.1			18.1	7.6	9.4	13.3	
Total Active Inventory:	327			160	124	33	10	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

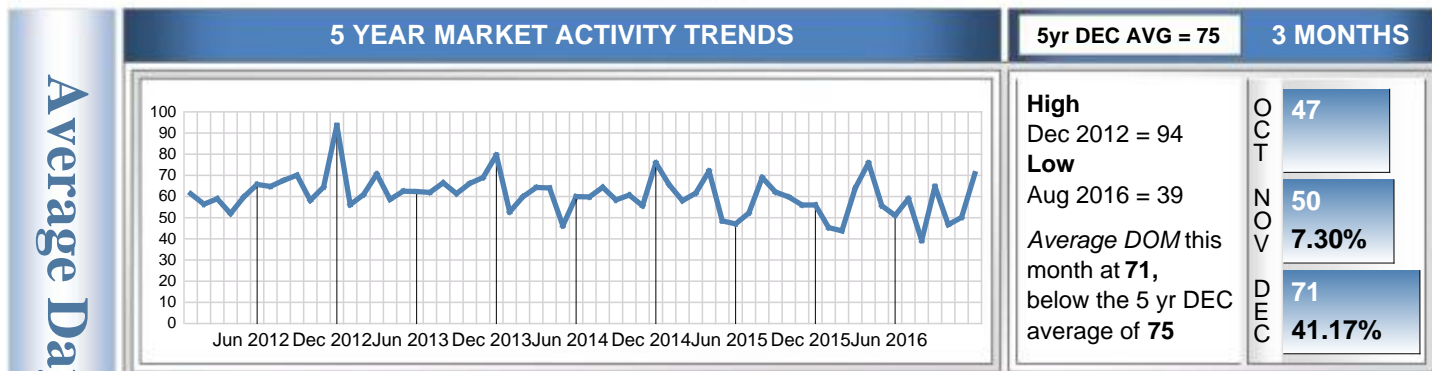
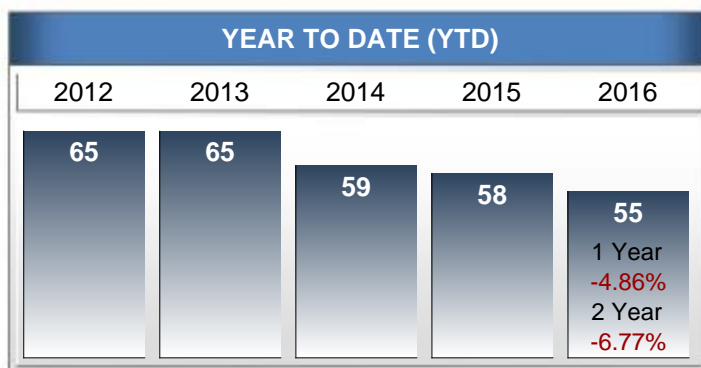
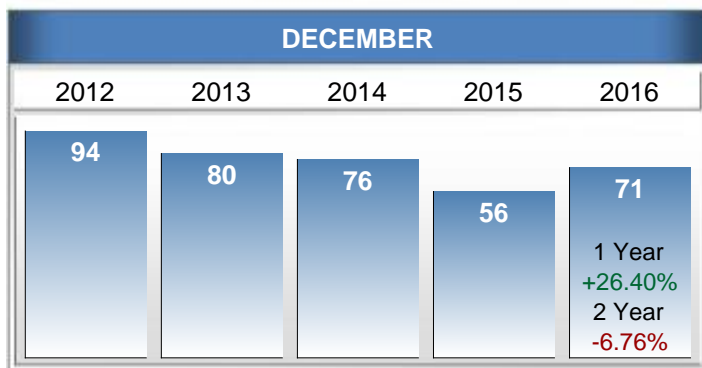
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



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	3.57%	72.0	72.0	0.0	0.0	0.0
\$10,001 \$30,000	5	17.86%	82.2	54.3	124.0	0.0	0.0
\$30,001 \$60,000	5	17.86%	70.0	74.0	67.3	0.0	0.0
\$60,001 \$130,000	6	21.43%	66.7	80.0	60.0	0.0	0.0
\$130,001 \$150,000	4	14.29%	62.8	104.0	49.0	0.0	0.0
\$150,001 \$220,000	4	14.29%	67.0	0.0	68.3	63.0	0.0
\$220,001 and up	3	10.71%	76.7	0.0	82.5	65.0	0.0
Average Closed DOM: 70.8				71.9	71.0	64.0	0.0
Total Closed Units: 28				9	17	2	0.0
Total Closed Volume: 2,877,201				425.73K	1.93M	517.00K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

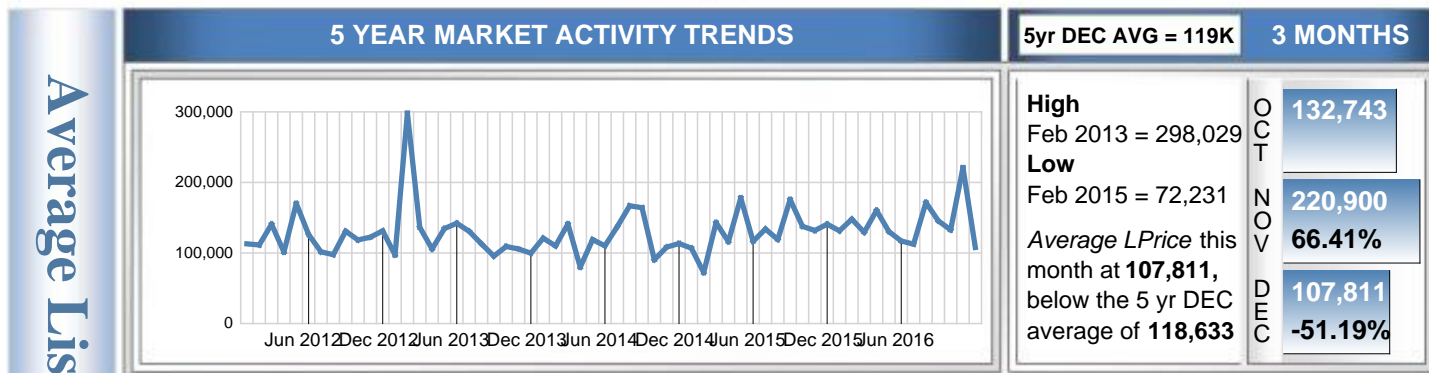
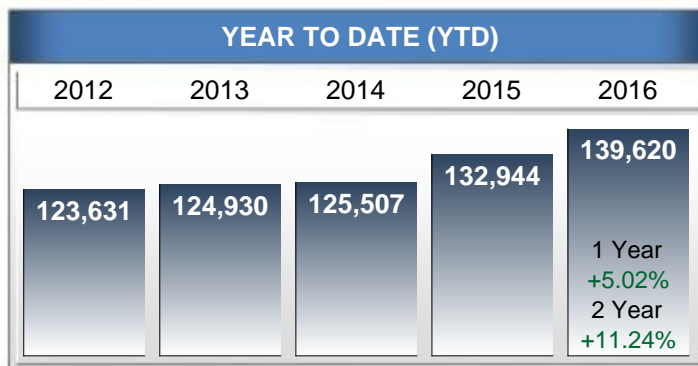
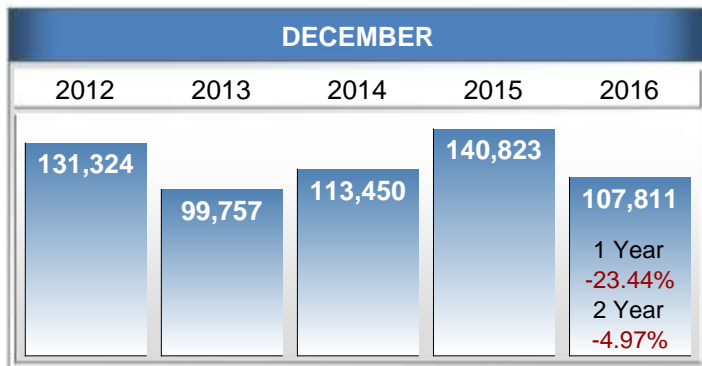
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 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	1	3.57%	5,000	5,000	0	0	0
\$10,001 \$30,000	3	10.71%	18,767	18,767	38,000	0	0
\$30,001 \$60,000	7	25.00%	46,971	46,450	53,300	0	0
\$60,001 \$130,000	6	21.43%	85,900	79,950	88,875	0	0
\$130,001 \$150,000	3	10.71%	140,633	159,900	140,633	0	0
\$150,001 \$220,000	4	14.29%	165,950	0	167,967	245,000	0
\$220,001 and up	4	14.29%	256,875	0	241,750	299,000	0
Average List Price:	\$107,811			\$52,667	\$117,688	\$272,000	\$0
Total Closed Units:	28			9	17	2	
Total List Volume:	3,018,700			474.00K	2.00M	544.00K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

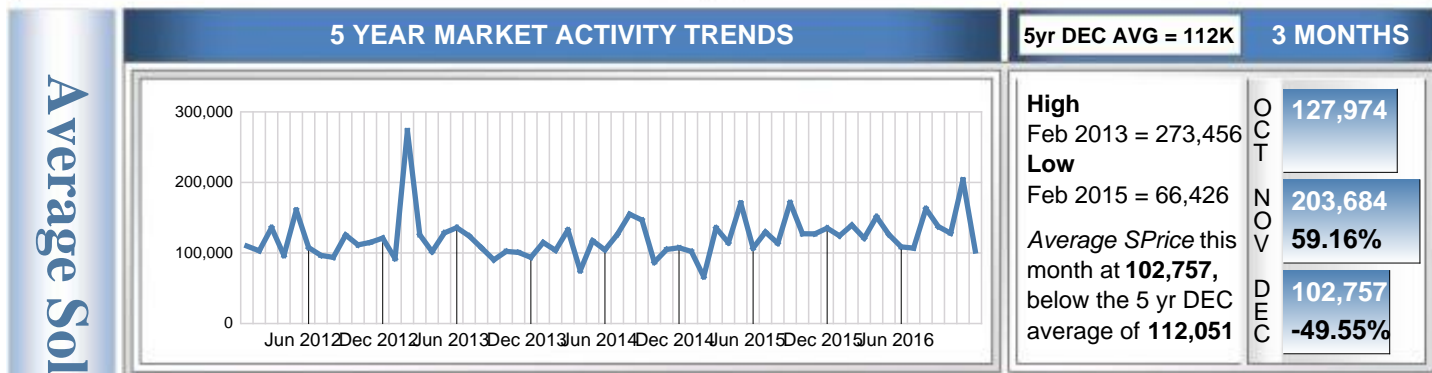
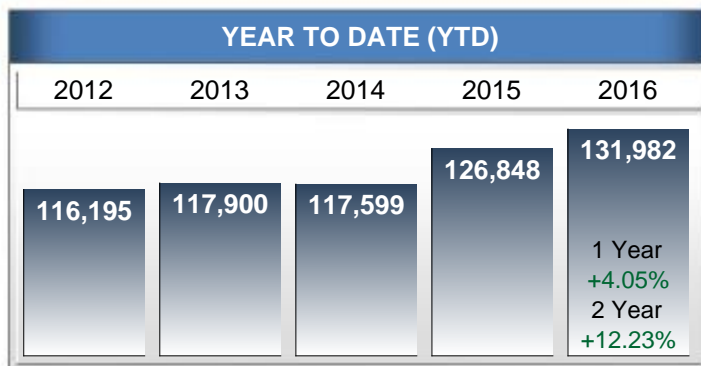
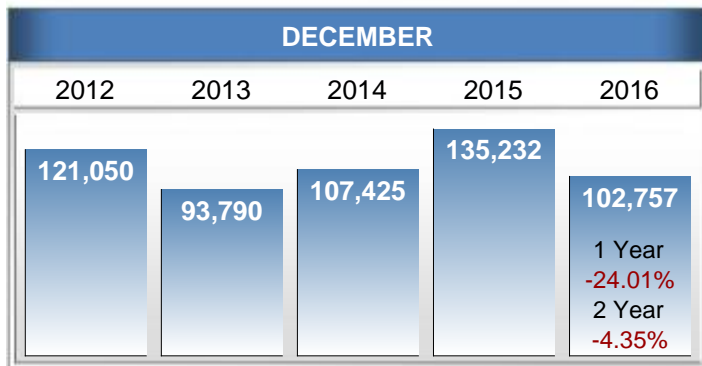
Closed Sales as of Jan 11, 2017



Average Sold Price at Closing

Report Produced on: Jan 11, 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		3.57%	3,200	3,200	0	0	0
\$10,001 - \$30,000	5		17.86%	22,005	17,508	28,750	0	0
\$30,001 - \$60,000	5		17.86%	46,800	42,500	49,667	0	0
\$60,001 - \$130,000	6		21.43%	80,763	67,500	87,394	0	0
\$130,001 - \$150,000	4		14.29%	142,225	150,000	139,633	0	0
\$150,001 - \$220,000	4		14.29%	178,750	0	165,667	218,000	0
\$220,001 and up	3		10.71%	253,833	0	231,250	299,000	0
Average Closed Price:	\$102,757				\$47,303	\$113,793	\$258,500	\$0
Total Closed Units:	28				9	17	2	
Total Closed Volume:	2,877,201				425.73K	1.93M	517.00K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

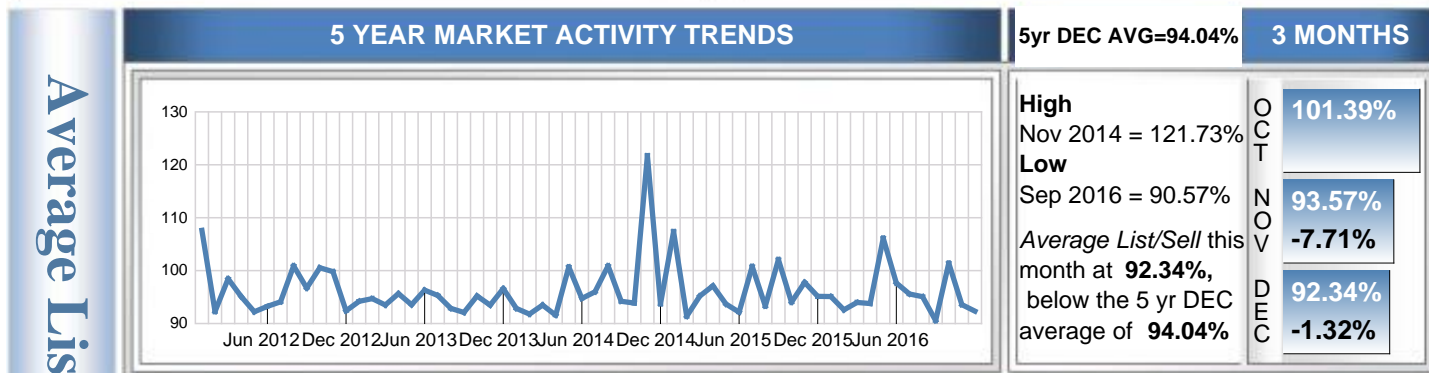
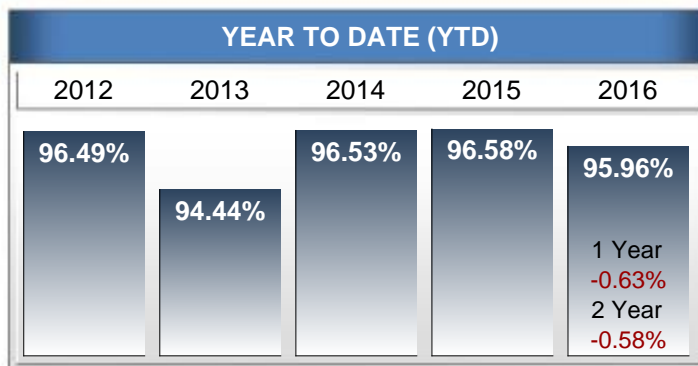
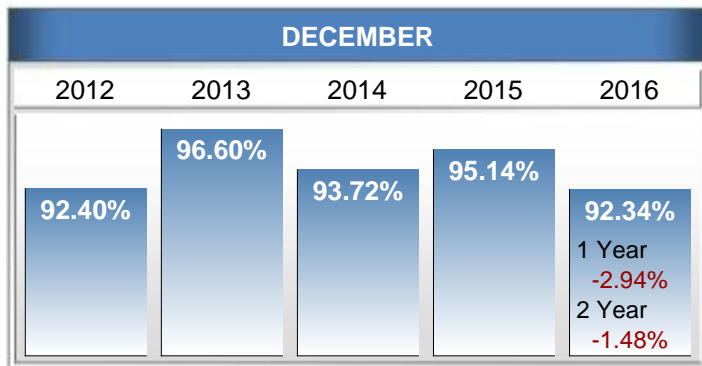
Closed Sales as of Jan 11, 2017



Average Percent of List Price to Selling Price

Report Produced on: Jan 11, 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	3.57%	64.00%	64.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	5	17.86%	85.98%	92.61%	76.04%	0.00%	0.00%
\$30,001 \$60,000	5	17.86%	92.95%	91.28%	94.05%	0.00%	0.00%
\$60,001 \$130,000	6	21.43%	93.16%	85.04%	97.22%	0.00%	0.00%
\$130,001 \$150,000	4	14.29%	97.93%	93.81%	99.30%	0.00%	0.00%
\$150,001 \$220,000	4	14.29%	96.17%	0.00%	98.57%	88.98%	0.00%
\$220,001 and up	3	10.71%	97.15%	0.00%	95.73%	100.00%	0.00%
Average List/Sell Ratio: 92.30%				87.59%	94.60%	94.49%	0.00%
Total Closed Units: 28				9	17	2	
Total Closed Volume: 2,877,201				425.73K	1.93M	517.00K	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

Inventory as of Jan 11, 2017



Market Summary

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



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

Active Inventory as of December 31, 2016 = 327

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	30	28	-6.67%	361	354	-1.94%
Pending Sales	29	27	-6.90%	380	364	-4.21%
New Listings	59	64	8.47%	1,053	1,088	3.32%
Average List Price	140,823	107,811	-23.44%	132,944	139,620	5.02%
Average Sale Price	135,232	102,757	-24.01%	126,848	131,982	4.05%
Average Percent of List Price to Selling Price	95.14%	92.34%	-2.94%	96.58%	95.96%	-0.63%
Average Days on Market to Sale	56.00	70.79	26.40%	58.13	55.31	-4.86%
Monthly Inventory	293	327	11.60%	293	327	11.60%
Months Supply of Inventory	9.74	11.08	13.81%	9.74	11.08	13.81%

