



October 2016

Area Delimited by County Of Mayes

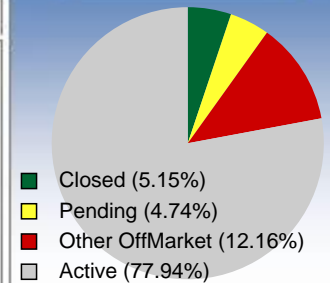


Absorption: Last 12 months, an Average of **30** Sales/Month

Active Inventory as of October 31, 2016 = **378**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	29	25	-13.79%
Pending Listings	38	23	-39.47%
New Listings	76	91	19.74%
Median List Price	124,900	134,900	8.01%
Median Sale Price	122,000	130,000	6.56%
Median Percent of List Price to Selling Price	95.71%	95.51%	-0.22%
Median Days on Market to Sale	37.00	32.00	-13.51%
End of Month Inventory	319	378	18.50%
Months Supply of Inventory	11.67	12.43	6.48%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 2016

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 October 2016 rose **18.50%** to 378 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 **12.43** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.56%** in October 2016 to \$130,000 versus the previous year at \$122,000.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 5.00 days or **13.51%** in October 2016 compared to last year's same month at **37.00** DOM.

Sales Success for October 2016 is Positive

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

There were 91 New Listings in October 2016, up **19.74%** from last year at 76. Furthermore, there were 25 Closed Listings this month versus last year at 29, a **-13.79%** decrease.

Closed versus Listed trends yielded a **27.5%** ratio, down from last year's October 2016 at **38.2%**, a **28.00%** 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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October 2016

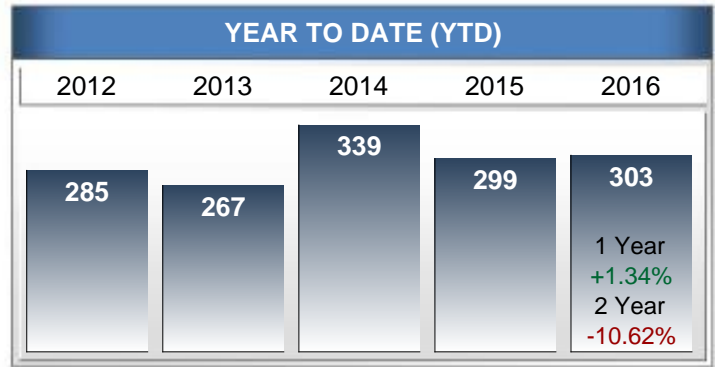
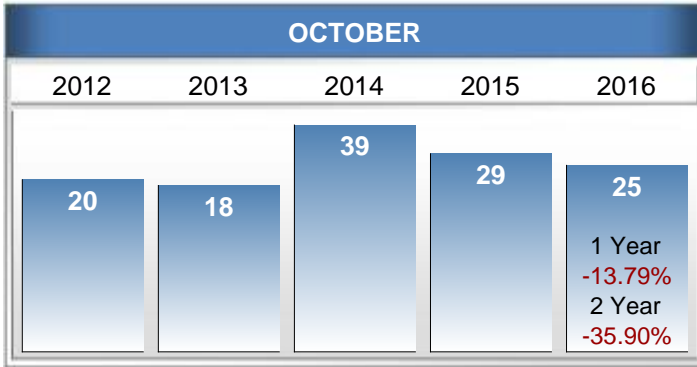
Closed Sales as of Nov 15, 2016



Closed Listings

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5yr OCT AVG = 26 **3 MONTHS**

High
Sep 2014 = 45
Low
Dec 2014 = 12

Closed Listing this month at **25**, below the 5 yr OCT average of **26**

AUG	37
SEP	28 -24.32%
OCT	25 -10.71%

Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	2	8.00%	24.0	1	0	0	1
\$50,001 - \$90,000	3	12.00%	8.0	1	2	0	0
\$90,001 - \$110,000	4	16.00%	10.0	0	3	1	0
\$110,001 - \$130,000	4	16.00%	35.5	0	3	0	1
\$130,001 - \$160,000	5	20.00%	34.0	0	4	1	0
\$160,001 - \$210,000	4	16.00%	32.0	1	2	1	0
\$210,001 and up	3	12.00%	127.0	0	2	1	0
Total Closed Units:	25		32.0	3	16	4	2
Total Closed Volume:	3,256,319			262.00K	2.17M	681.50K	143.00K
Median Closed Price:	\$130,000			\$67,000	\$134,000	\$164,000	\$71,500



Monthly Inventory Analysis

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October 2016

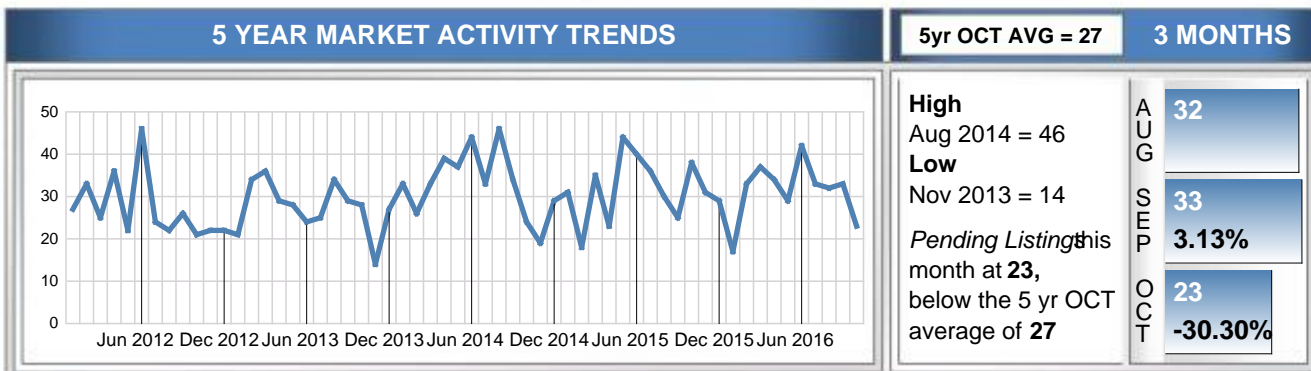
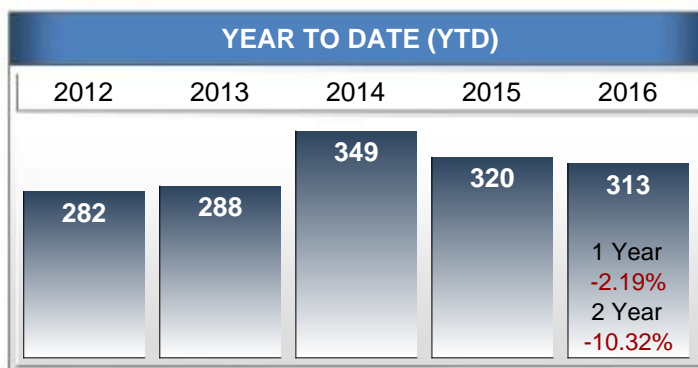
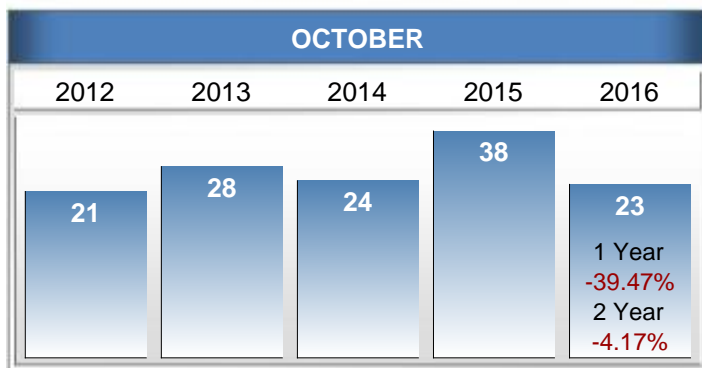
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	17.39%	6.0	2	2	0	0
\$20,001 \$30,000	0	0.00%	6.0	0	0	0	0
\$30,001 \$60,000	4	17.39%	66.5	2	2	0	0
\$60,001 \$140,000	5	21.74%	39.0	0	4	1	0
\$140,001 \$190,000	4	17.39%	32.0	0	4	0	0
\$190,001 \$290,000	3	13.04%	33.0	0	2	0	1
\$290,001 and up	3	13.04%	65.0	0	1	1	1
Total Pending Units: 23				39.0			
Total Pending Volume: 4,248,320				128.90K	2.04M	364.12K	1.71M
Median Listing Price: \$133,000				\$27,450	\$140,000	\$182,060	\$857,450



Monthly Inventory Analysis

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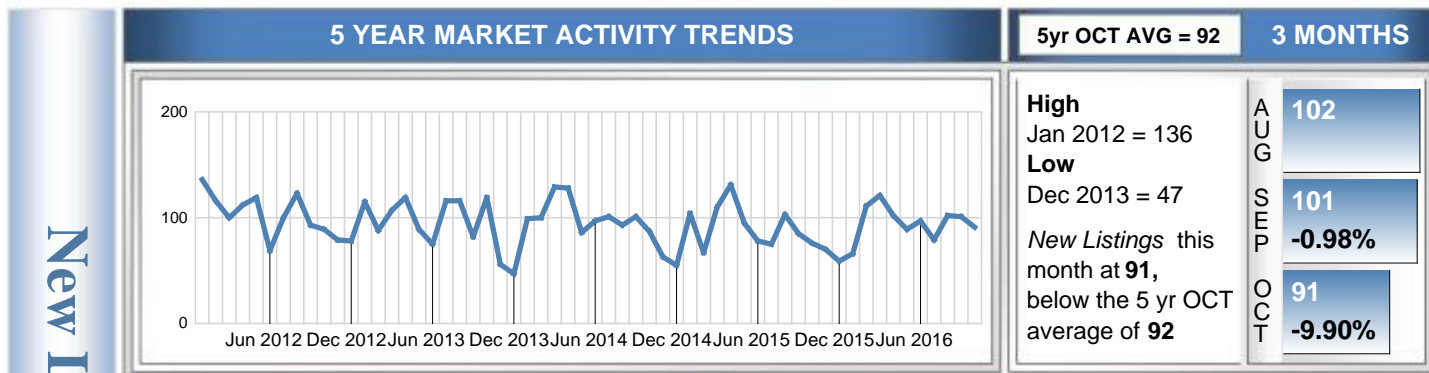
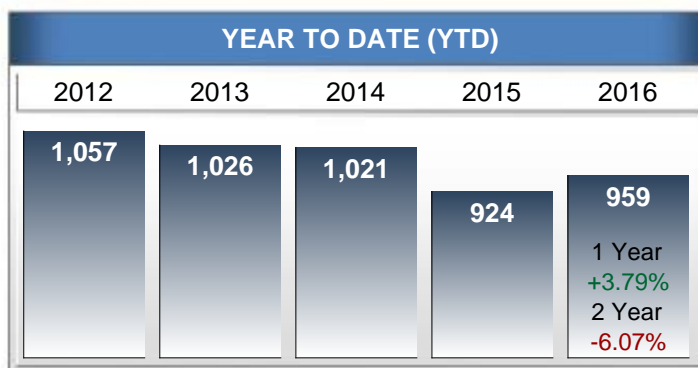
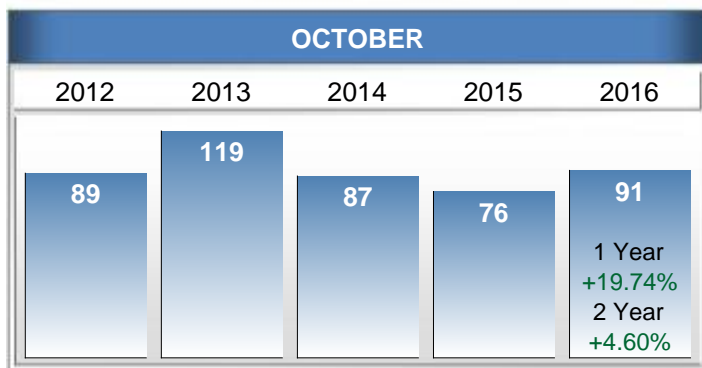
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



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+	
\$30,000 and less	10	10.99%	9	1	0	0	
\$30,001 - \$40,000	9	9.89%	9	0	0	0	
\$40,001 - \$80,000	13	14.29%	9	4	0	0	
\$80,001 - \$120,000	23	25.27%	15	6	2	0	
\$120,001 - \$210,000	15	16.48%	2	10	3	0	
\$210,001 - \$390,000	11	12.09%	2	6	2	1	
\$390,001 and up	10	10.99%	4	4	1	1	
Total New Listed Units:			91	50	31	8	2
Total New Listed Volume:			14,365,594	5.79M	6.20M	1.63M	734.90K
Median New Listed Listing Price:			\$95,000	\$77,450	\$139,900	\$203,450	\$367,450



Monthly Inventory Analysis

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October 2016

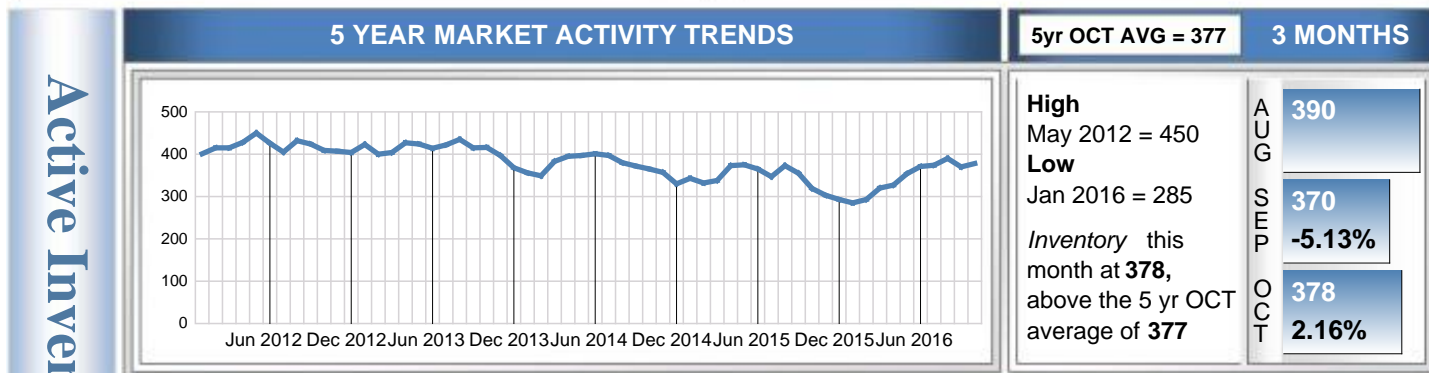
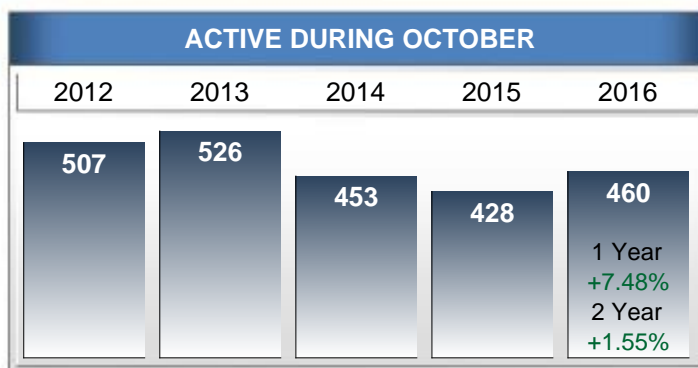
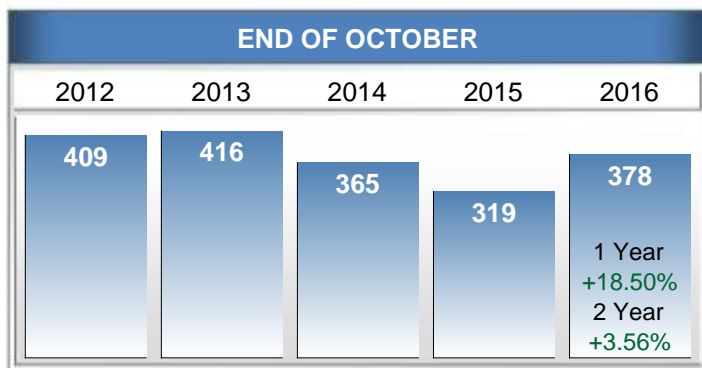
Active Inventory as of Nov 15, 2016



Active Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	26	6.88%	48.0	26	0	0	0	
\$20,001 - \$40,000	48	12.70%	71.0	42	6	0	0	
\$40,001 - \$80,000	65	17.20%	74.0	43	19	2	1	
\$80,001 - \$150,000	99	26.19%	67.0	41	47	11	0	
\$150,001 - \$240,000	53	14.02%	89.0	14	28	10	1	
\$240,001 - \$390,000	48	12.70%	67.0	13	24	10	1	
\$390,001 and up	39	10.32%	74.0	8	15	8	8	
Total Active Inventory by Units:			378	70.0	187	139	41	11
Total Active Inventory by Volume:			75,488,731		19.32M	27.58M	10.92M	17.67M
Median Active Inventory Listing Price:			\$110,000		\$65,000	\$141,000	\$219,900	\$445,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

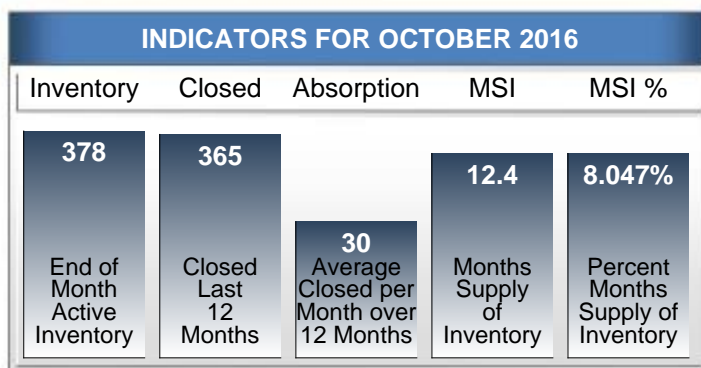
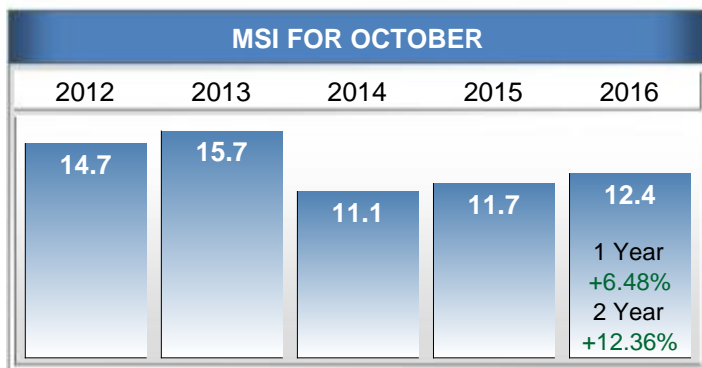
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

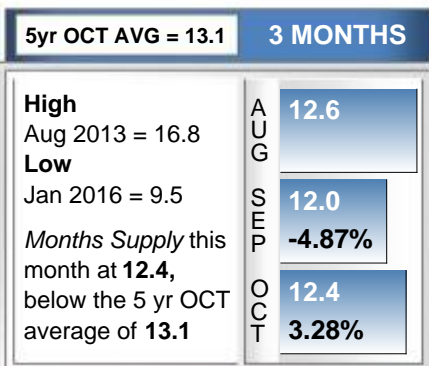
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Area Delimited by County Of Mayes



Months Supply

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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+
\$20,000 and less	26	6.88%	16.4	24.0	0.0	0.0	0.0	
\$20,001 \$40,000	48	12.70%	15.6	21.9	7.2	0.0	0.0	
\$40,001 \$80,000	65	17.20%	8.7	14.7	4.8	3.4	0.0	
\$80,001 \$150,000	99	26.19%	10.6	27.3	7.0	11.0	0.0	
\$150,001 \$240,000	53	14.02%	10.1	12.9	8.8	10.0	0.0	
\$240,001 \$390,000	48	12.70%	18.0	78.0	16.9	12.0	4.0	
\$390,001 and up	39	10.32%	39.0	32.0	45.0	96.0	24.0	
MSI:			12.4	21.0	8.2	11.2	12.0	
Total Active Inventory:			378	187	139	41	11	



Monthly Inventory Analysis

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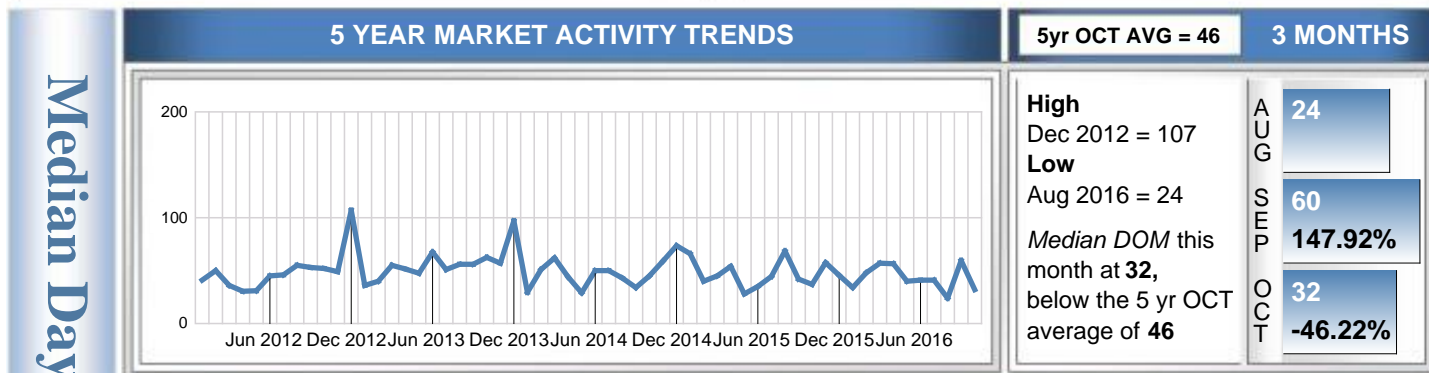
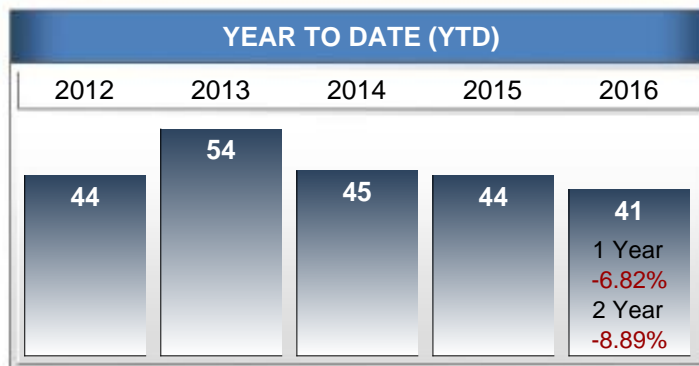
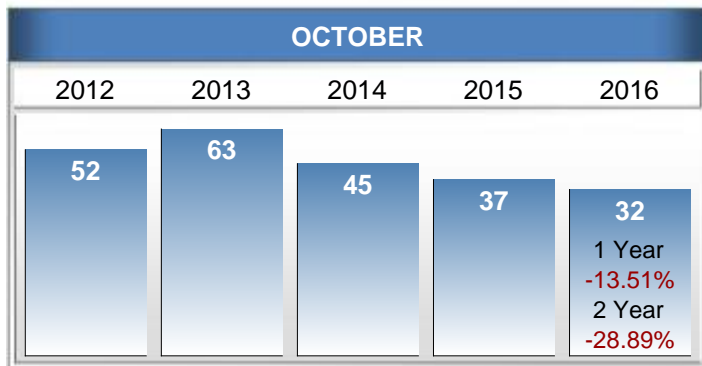
Closed Sales as of Nov 15, 2016



Median Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	2			8.00%	24.0	1.0	0.0	0.0	47.0
\$50,001 \$90,000	3			12.00%	8.0	8.0	18.5	0.0	0.0
\$90,001 \$110,000	4			16.00%	10.0	0.0	15.0	1.0	0.0
\$110,001 \$130,000	4			16.00%	35.5	0.0	60.0	0.0	11.0
\$130,001 \$160,000	5			20.00%	34.0	0.0	20.0	122.0	0.0
\$160,001 \$210,000	4			16.00%	32.0	4.0	32.0	171.0	0.0
\$210,001 and up	3			12.00%	127.0	0.0	122.0	127.0	0.0
Median Closed DOM:					32.0	4.0	33.0	124.5	29.0
Total Closed Units:					25	3	16	4	2
Total Closed Volume:					3,256,319	262.00K	2.17M	681.50K	143.00K



Monthly Inventory Analysis

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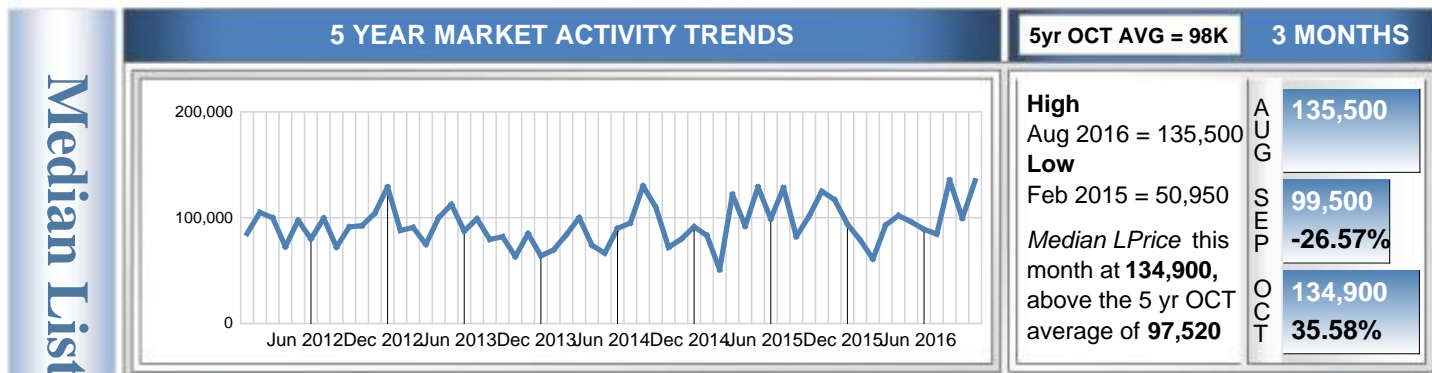
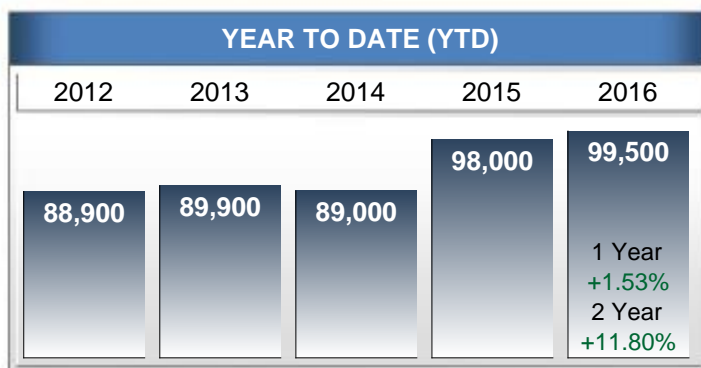
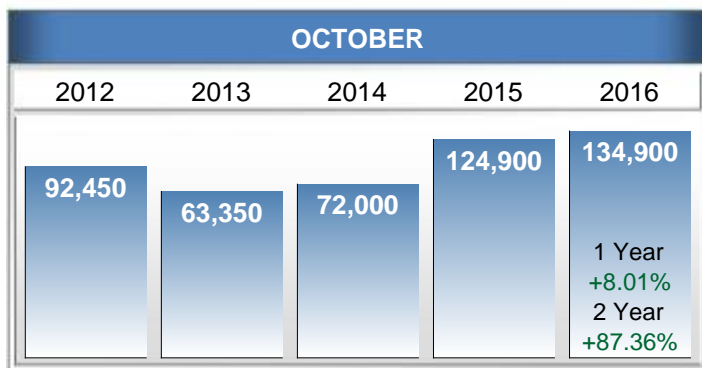
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Median List Price

Ready to Buy or Sell Real Estate?
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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	2		8.00%	30,750	20,000	0	0	41,500
\$50,001 - \$90,000	3		12.00%	64,500	69,500	63,960	0	0
\$90,001 - \$110,000	2		8.00%	103,500	0	103,500	0	0
\$110,001 - \$130,000	5		20.00%	125,000	0	125,000	125,000	119,900
\$130,001 - \$160,000	6		24.00%	141,750	0	138,500	145,000	0
\$160,001 - \$210,000	4		16.00%	179,950	185,000	172,400	199,000	0
\$210,001 and up	3		12.00%	255,000	0	261,000	245,500	0
Median List Price:		\$134,900			\$69,500	\$134,950	\$172,000	\$80,700
Total Closed Units:		25			3	16	4	2
Total List Volume:		3,426,319			274.50K	2.28M	714.50K	161.40K



Monthly Inventory Analysis

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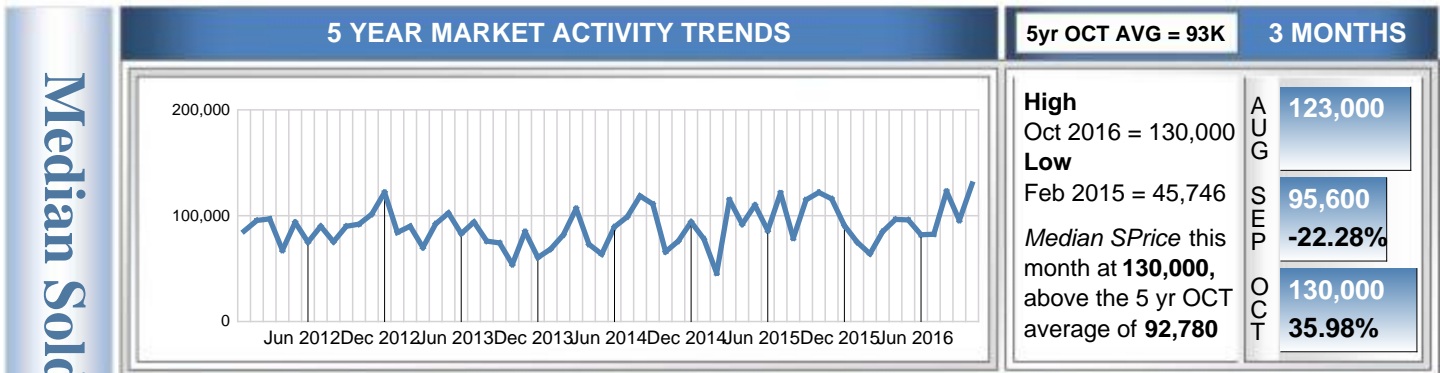
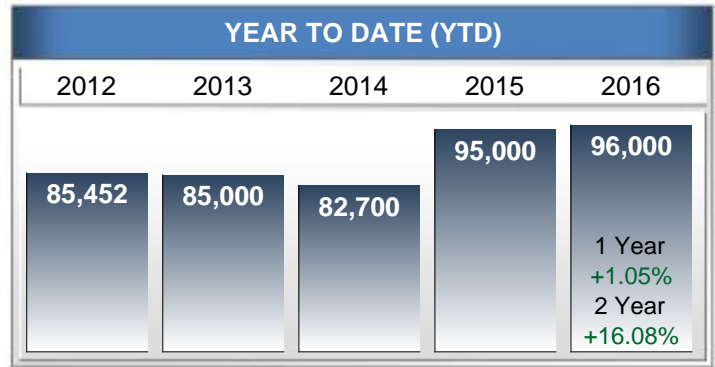
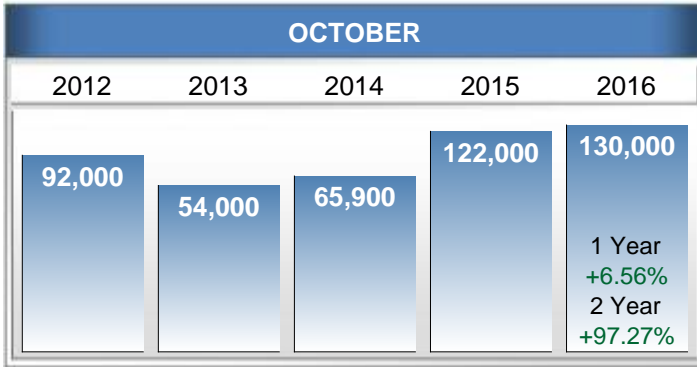
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	2		8.00%	22,500	20,000	0	0	25,000
\$50,001 - \$90,000	3		12.00%	59,500	67,000	56,460	0	0
\$90,001 - \$110,000	4		16.00%	104,000	0	100,000	110,000	0
\$110,001 - \$130,000	4		16.00%	121,500	0	125,000	0	118,000
\$130,001 - \$160,000	5		20.00%	138,500	0	140,250	138,000	0
\$160,001 - \$210,000	4		16.00%	172,450	175,000	169,450	190,000	0
\$210,001 and up	3		12.00%	243,500	0	236,250	243,500	0
Median Closed Price:	\$130,000				\$67,000	\$134,000	\$164,000	\$71,500
Total Closed Units:	25				3	16	4	2
Total Closed Volume:	3,256,319				262.00K	2.17M	681.50K	143.00K



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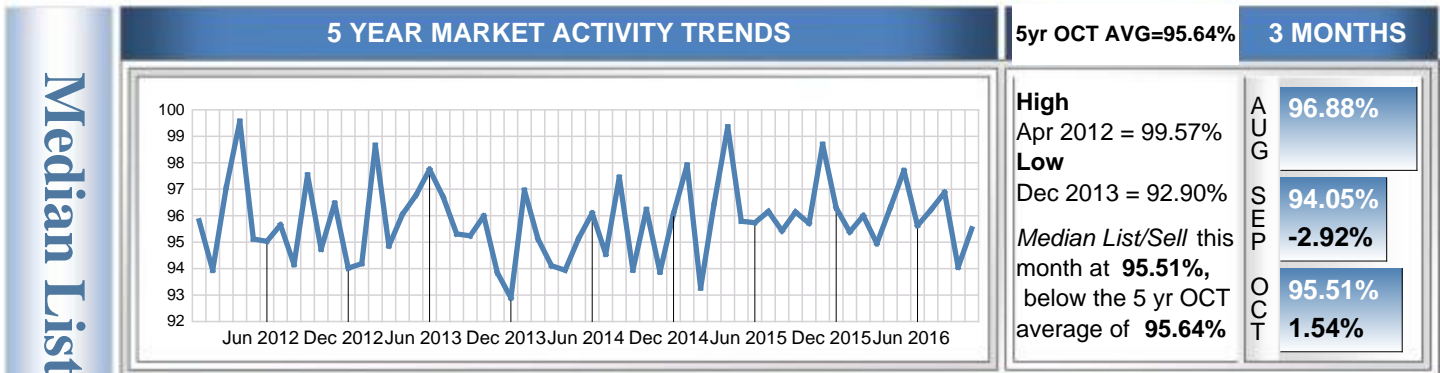
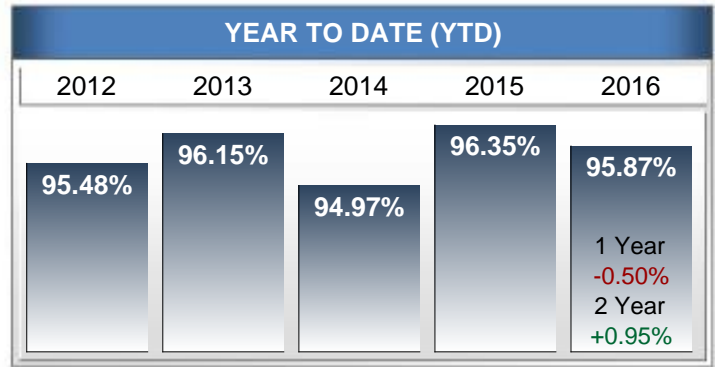
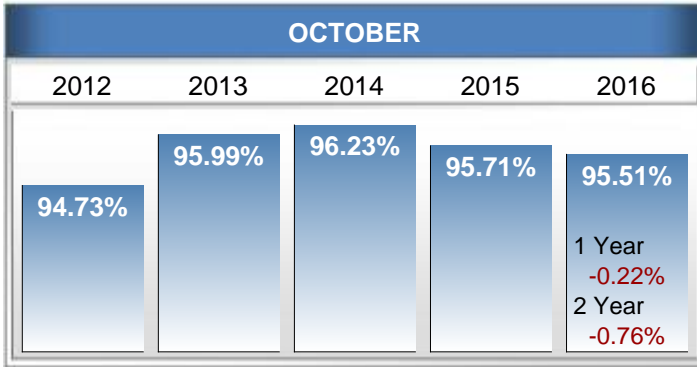
Closed Sales as of Nov 15, 2016



Median Percent of List Price to Selling Price

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Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	2	8.00%	80.12%	100.00%	0.00%	0.00%	60.24%
\$50,001 \$90,000	3	12.00%	92.25%	96.40%	88.24%	0.00%	0.00%
\$90,001 \$110,000	4	16.00%	92.65%	0.00%	92.70%	88.00%	0.00%
\$110,001 \$130,000	4	16.00%	97.36%	0.00%	96.30%	0.00%	98.42%
\$130,001 \$160,000	5	20.00%	99.40%	0.00%	99.70%	95.17%	0.00%
\$160,001 \$210,000	4	16.00%	96.05%	94.59%	98.31%	95.48%	0.00%
\$210,001 and up	3	12.00%	95.51%	0.00%	90.40%	99.19%	0.00%
Median List/Sell Ratio:	95.51%			96.40%	95.90%	95.32%	79.33%
Total Closed Units:	25			3	16	4	2
Total Closed Volume:	3,256,319			262.00K	2.17M	681.50K	143.00K



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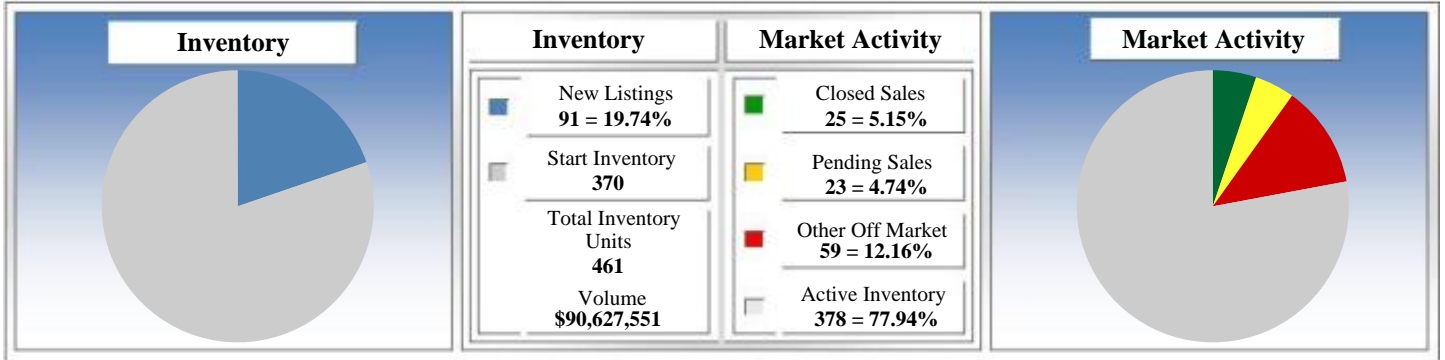
Inventory as of Nov 15, 2016



Market Summary

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Area Delimited by County Of Mayes



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

Active Inventory as of October 31, 2016 = 378

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	29	25	-13.79%	299	303	1.34%
Pending Sales	38	23	-39.47%	320	313	-2.19%
New Listings	76	91	19.74%	924	959	3.79%
Median List Price	124,900	134,900	8.01%	98,000	99,500	1.53%
Median Sale Price	122,000	130,000	6.56%	95,000	96,000	1.05%
Median Percent of List Price to Selling Price	95.71%	95.51%	-0.22%	96.35%	95.87%	-0.50%
Median Days on Market to Sale	37.00	32.00	-13.51%	44.00	41.00	-6.82%
Monthly Inventory	319	378	18.50%	319	378	18.50%
Months Supply of Inventory	11.67	12.43	6.48%	11.67	12.43	6.48%

