



September 2016

Area Delimited by County Of Mayes

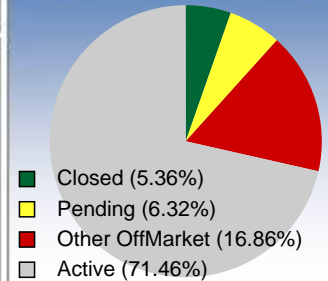


Absorption: Last 12 months, an Average of **31** Sales/Month

Active Inventory as of September 30, 2016 = **373**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	29	28	-3.45%
Pending Listings	25	33	32.00%
New Listings	85	101	18.82%
Average List Price	175,698	145,543	-17.16%
Average Sale Price	171,325	137,461	-19.77%
Average Percent of List Price to Selling Price	102.08%	90.57%	-11.28%
Average Days on Market to Sale	62.14	64.75	4.20%
End of Month Inventory	355	373	5.07%
Months Supply of Inventory	12.60	12.13	-3.76%

Market Activity



Report Produced on: Oct 11, 2016

Monthly Inventory Analysis

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 September 2016 rose **5.07%** to 373 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **12.13** 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 **19.77%** in September 2016 to \$137,461 versus the previous year at \$171,325.

Average Days on Market Lengthens

The average number of **64.75** days that homes spent on the market before selling increased by 2.61 days or **4.20%** in September 2016 compared to last year's same month at **62.14** DOM.

Sales Success for September 2016 is Positive

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

There were 101 New Listings in September 2016, up **18.82%** from last year at 85. Furthermore, there were 28 Closed Listings this month versus last year at 29, a **-3.45%** decrease.

Closed versus Listed trends yielded a **27.7%** ratio, down from last year's September 2016 at **34.1%**, a **18.74%** 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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

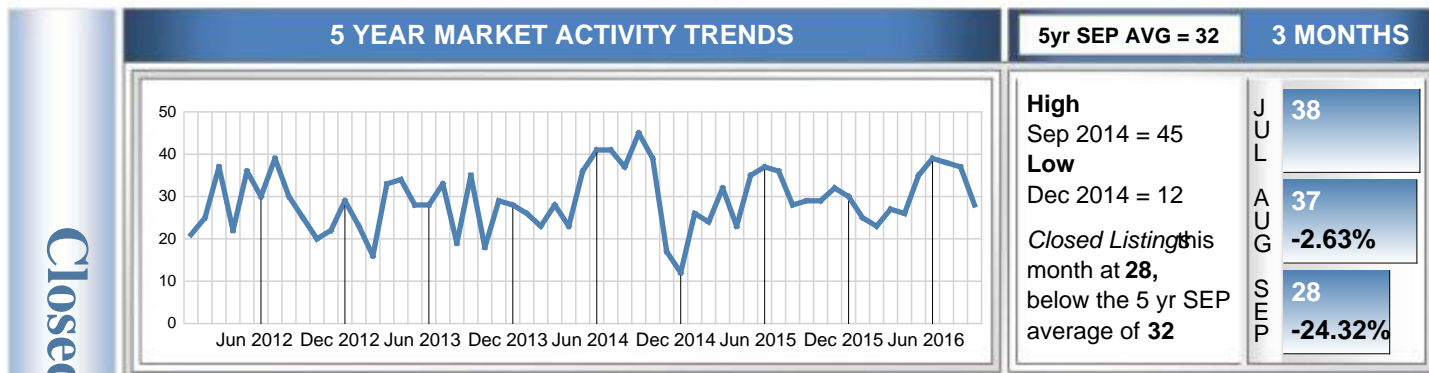
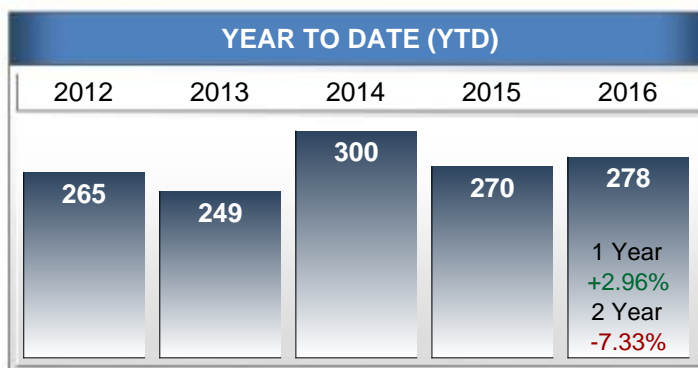
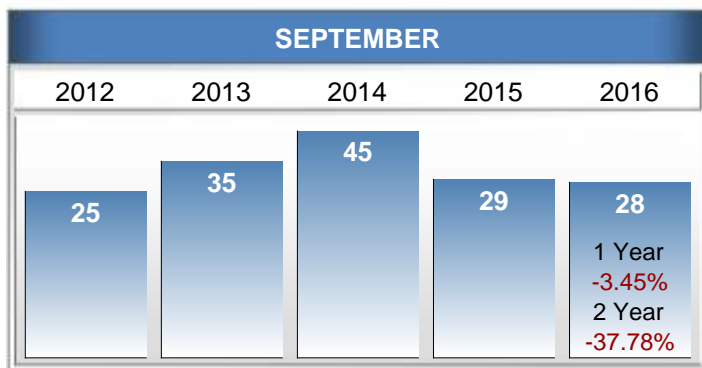
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Closed Listings

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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	2	7.14%	116.0	1	1	0	0
\$10,001 \$40,000	4	14.29%	79.5	1	3	0	0
\$40,001 \$80,000	3	10.71%	48.3	1	2	0	0
\$80,001 \$110,000	8	28.57%	54.0	3	4	1	0
\$110,001 \$170,000	4	14.29%	59.0	0	4	0	0
\$170,001 \$250,000	4	14.29%	44.8	0	3	1	0
\$250,001 and up	3	10.71%	90.3	0	0	2	1
Total Closed Units:	28		64.8	6	17	4	1
Total Closed Volume:	3,848,915			366.72K	1.75M	804.90K	925.00K
Average Closed Price:	\$137,461			\$61,119	\$103,076	\$201,225	\$925,000



Monthly Inventory Analysis

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September 2016

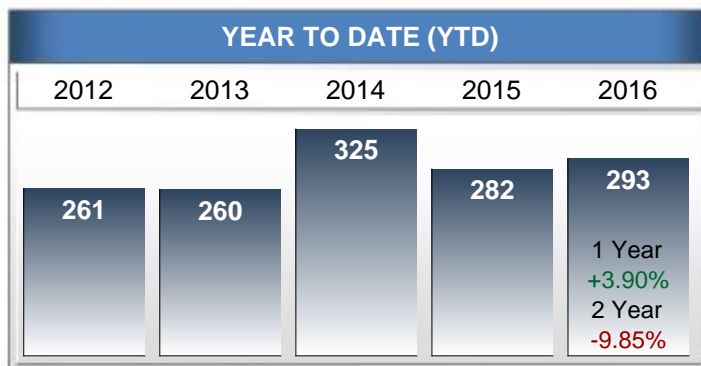
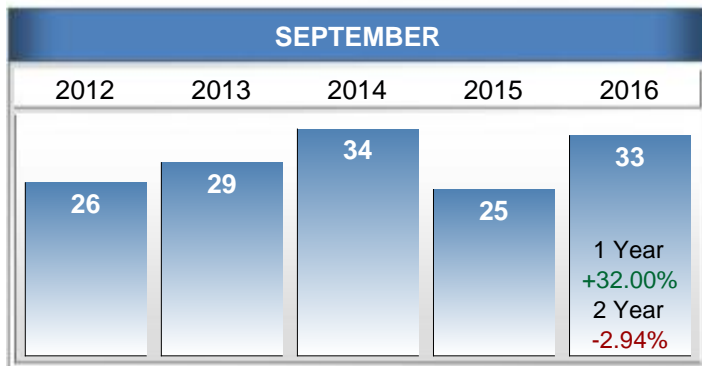
Pending Listings as of Oct 11, 2016



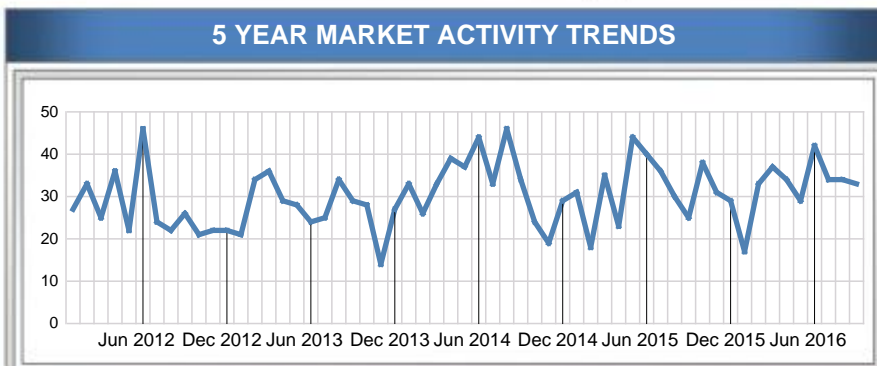
Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Pending Listings
 Ready to Buy or Sell Real Estate?
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5yr SEP AVG = 29 **3 MONTHS**

High
Aug 2014 = 46

Low
Nov 2013 = 14

Pending Listing this month at **33**, above the 5 yr SEP average of **29**

JUL	34
AUG	34 0.00%
SEP	33 -2.94%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	3	9.09%	44.0	1	2	0	0
\$25,001 - \$75,000	1	3.03%	106.0	0	1	0	0
\$75,001 - \$125,000	9	27.27%	56.8	2	6	1	0
\$125,001 - \$150,000	7	21.21%	48.6	1	6	0	0
\$150,001 - \$175,000	3	9.09%	25.7	0	3	0	0
\$175,001 - \$300,000	6	18.18%	42.5	1	3	2	0
\$300,001 and up	4	12.12%	37.0	1	1	1	1
Total Pending Units: 33 82.0				6	22	4	1
Total Pending Volume: 5,779,949				926.25K	2.97M	935.50K	950.00K
Average Listing Price: \$221,271				\$154,375	\$134,918	\$233,875	\$950,000



Monthly Inventory Analysis

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September 2016

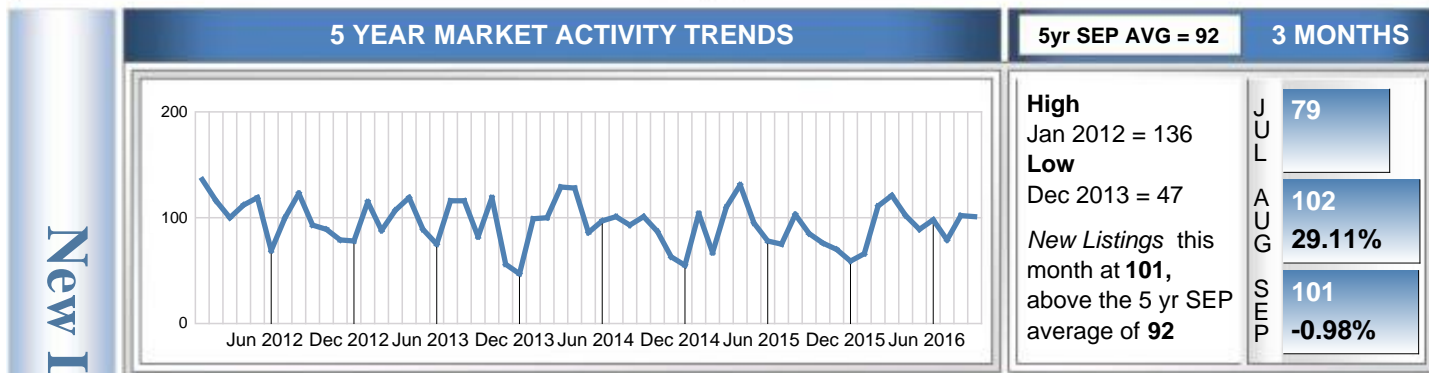
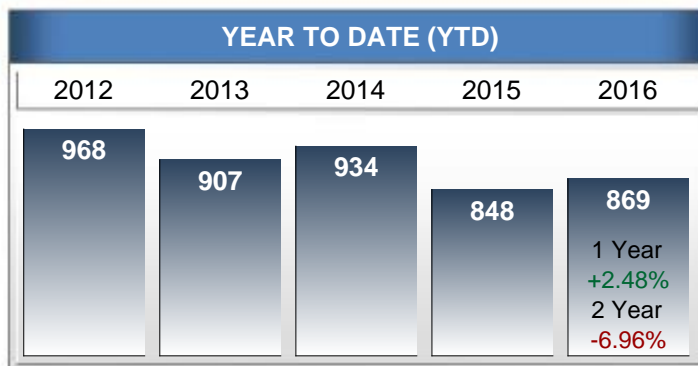
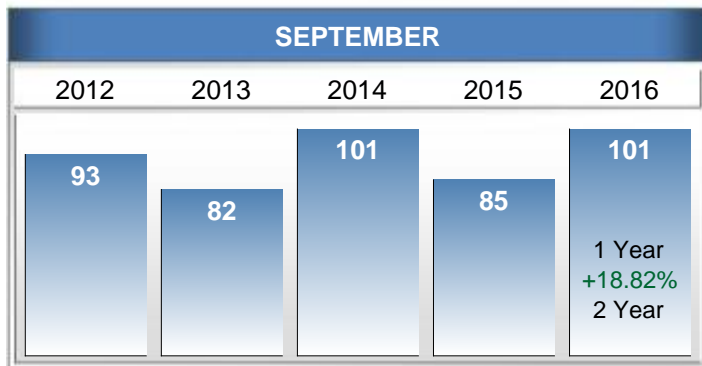
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 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+
\$20,000 and less	14	13.86%	13	1	0	0
\$20,001 \$40,000	8	7.92%	6	2	0	0
\$40,001 \$80,000	14	13.86%	9	5	0	0
\$80,001 \$140,000	24	23.76%	8	13	3	0
\$140,001 \$210,000	18	17.82%	5	12	1	0
\$210,001 \$330,000	13	12.87%	1	10	2	0
\$330,001 and up	10	9.90%	3	2	3	2
Total New Listed Units:	101		45	45	9	2
Total New Listed Volume:	15,474,378		4.01M	7.47M	2.16M	1.84M
Average New Listed Listing Price:	\$90,000		\$89,001	\$165,948	\$239,739	\$922,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

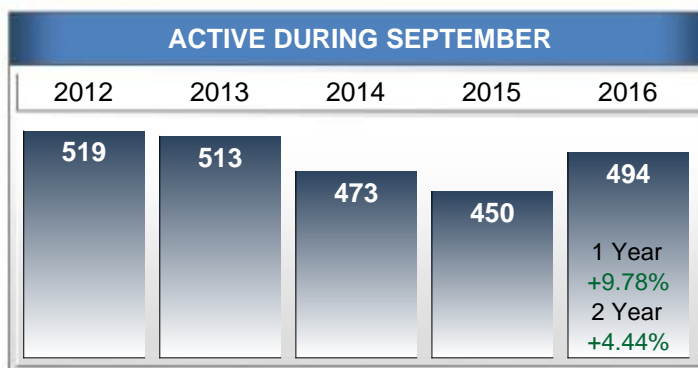
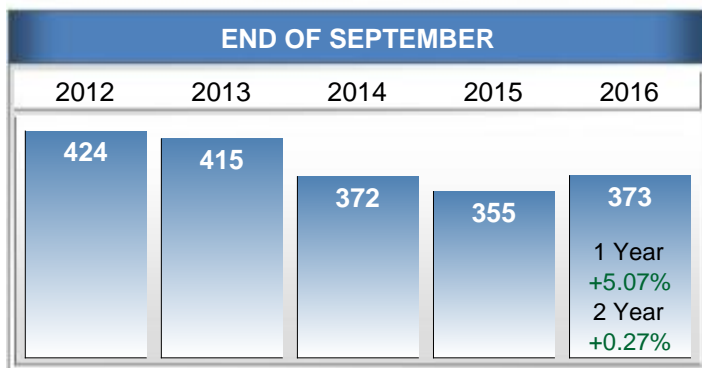
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Active Inventory

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



5yr SEP AVG = 388 **3 MONTHS**

High
May 2012 = 450

Low
Jan 2016 = 285

Inventory this month at **373**, below the 5 yr SEP average of **388**

JUL	377
AUG	393
SEP	373
4.24%	
-5.09%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	37	9.92%	61.2	36	1	0	0		
\$25,001 \$50,000	49	13.14%	82.8	37	11	0	1		
\$50,001 \$75,000	37	9.92%	72.0	24	11	2	0		
\$75,001 \$150,000	105	28.15%	80.8	34	62	9	0		
\$150,001 \$225,000	51	13.67%	87.7	12	29	10	0		
\$225,001 \$375,000	51	13.67%	74.0	11	25	12	3		
\$375,001 and up	43	11.53%	88.6	8	16	11	8		
Total Active Inventory by Units:				373	79.2	162	155	44	12
Total Active Inventory by Volume:				77,927,859		15.93M	29.23M	13.81M	18.96M
Average Active Inventory Listing Price:				\$208,922		\$98,353	\$188,573	\$313,846	\$1,579,725



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

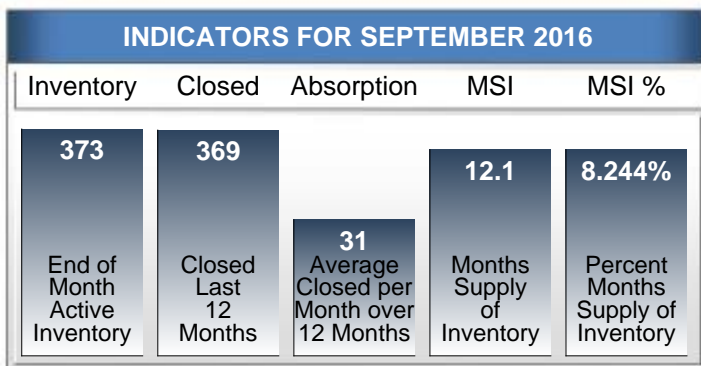
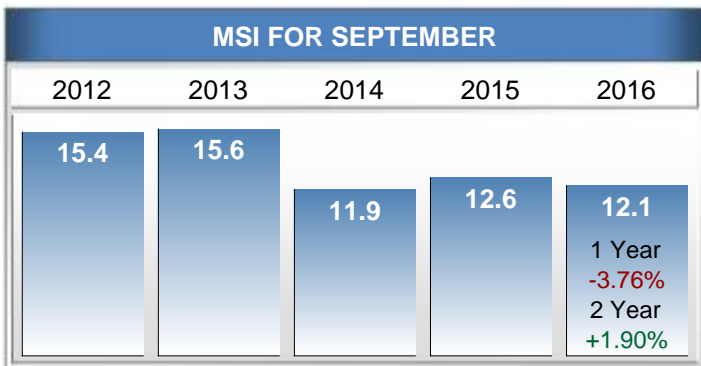
Active Inventory as of Oct 11, 2016



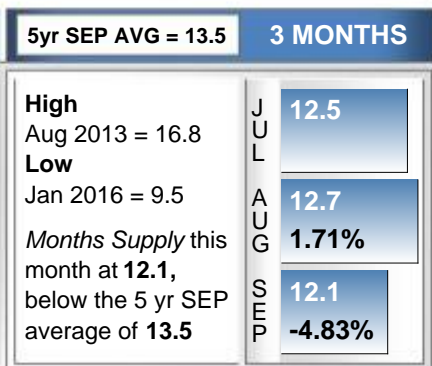
Months Supply of Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



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+
\$20,000 and less	26	6.97%	17.3	25.0	2.4	0.0	0.0	
\$20,001 \$50,000	60	16.09%	10.6	15.6	5.5	0.0	6.0	
\$50,001 \$80,000	48	12.87%	8.7	13.4	5.2	12.0	0.0	
\$80,001 \$150,000	94	25.20%	10.4	18.0	9.0	7.0	0.0	
\$150,001 \$240,000	58	15.55%	11.0	14.0	9.8	11.0	0.0	
\$240,001 \$390,000	47	12.60%	16.6	44.0	15.5	13.1	8.0	
\$390,001 and up	40	10.72%	40.0	24.0	48.0	120.0	24.0	
MSI:			12.1	17.4	9.2	11.5	16.0	
Total Active Inventory:			373	162	155	44	12	



Monthly Inventory Analysis

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September 2016

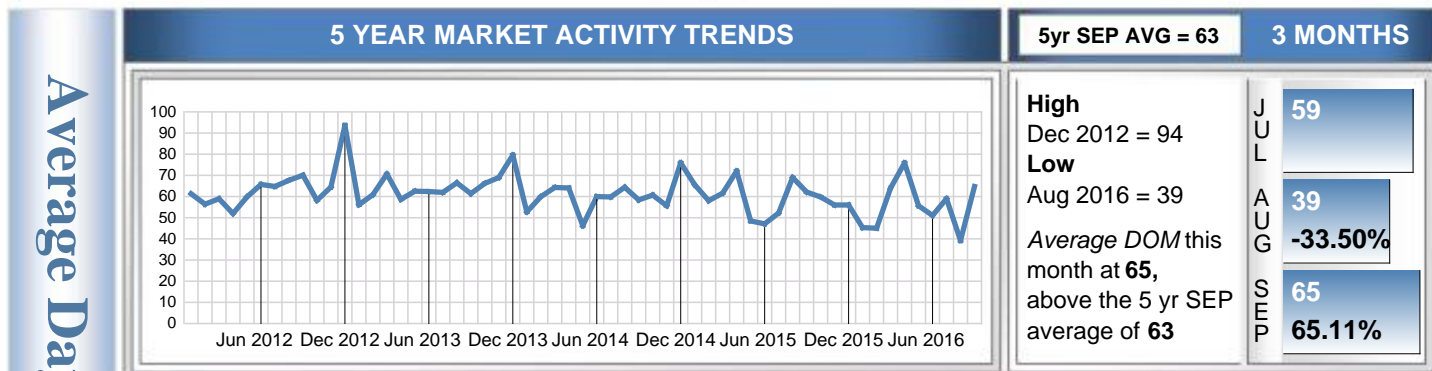
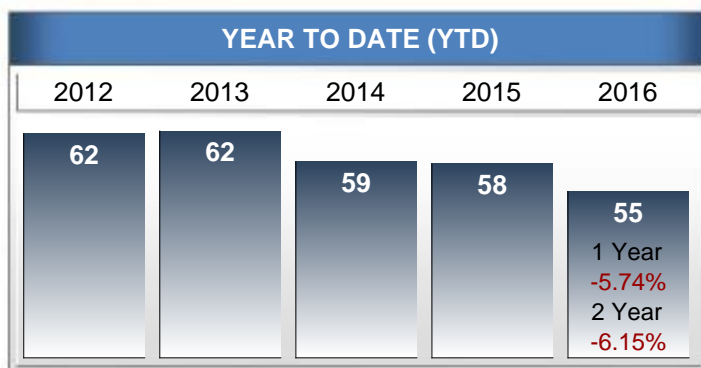
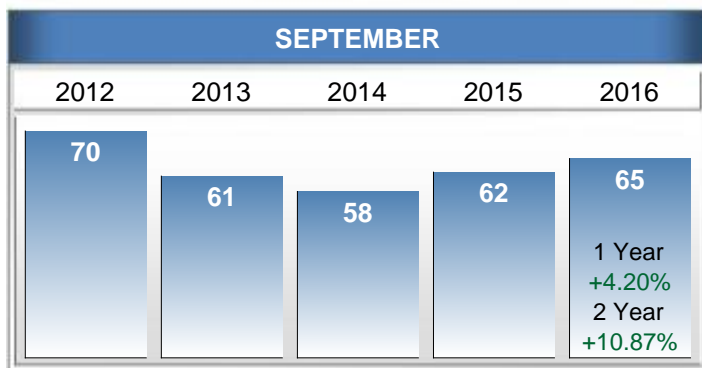
Closed Sales as of Oct 11, 2016



Average Days on Market to Sale

Report Produced on: Oct 11, 2016

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	2	7.14%	116.0	104.0	128.0	0.0	0.0
\$10,001 \$40,000	4	14.29%	79.5	98.0	73.3	0.0	0.0
\$40,001 \$80,000	3	10.71%	48.3	42.0	51.5	0.0	0.0
\$80,001 \$110,000	8	28.57%	54.0	69.3	44.8	45.0	0.0
\$110,001 \$170,000	4	14.29%	59.0	0.0	59.0	0.0	0.0
\$170,001 \$250,000	4	14.29%	44.8	0.0	42.3	52.0	0.0
\$250,001 and up	3	10.71%	90.3	0.0	0.0	96.5	78.0
Average Closed DOM: 64.8				75.3	58.4	72.5	78.0
Total Closed Units: 28				6	17	4	1
Total Closed Volume: 3,848,915				366.72K	1.75M	804.90K	925.00K



Monthly Inventory Analysis

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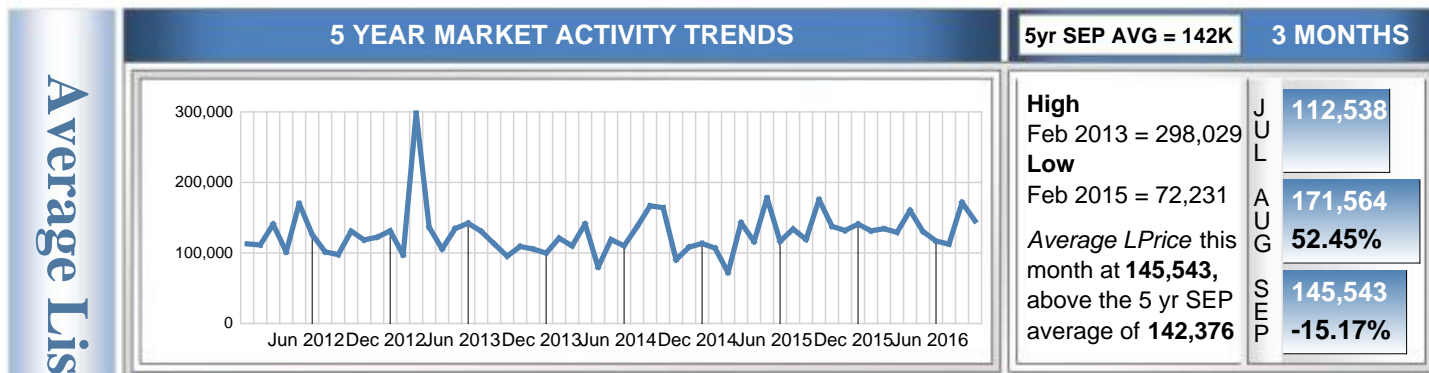
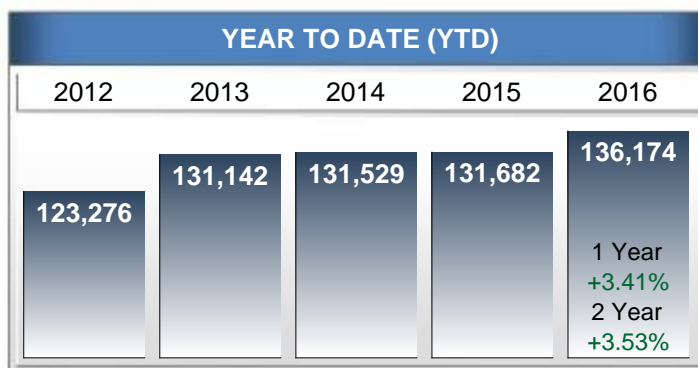
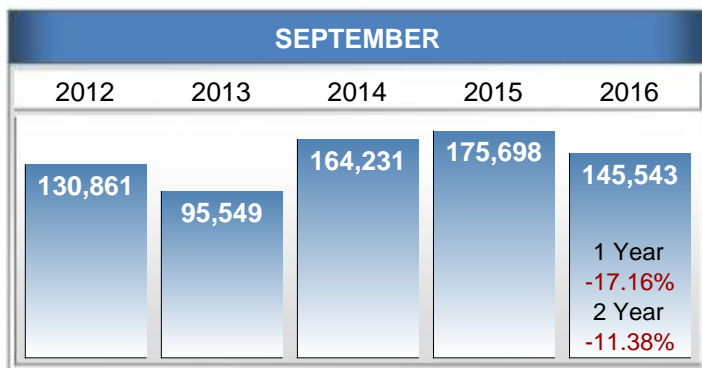
Closed Sales as of Oct 11, 2016



Average List Price at Closing

Report Produced on: Oct 11, 2016

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	7.14%	7,750	8,500	7,000	0	0
\$10,001 \$40,000	4	14.29%	29,200	30,000	28,933	0	0
\$40,001 \$80,000	3	10.71%	55,133	66,000	49,700	0	0
\$80,001 \$110,000	7	25.00%	97,514	96,167	98,525	119,000	0
\$110,001 \$170,000	4	14.29%	136,450	0	151,450	0	0
\$170,001 \$250,000	4	14.29%	202,525	0	224,733	216,900	0
\$250,001 and up	4	14.29%	434,750	0	0	264,500	950,000
Average List Price:	\$145,543			\$65,500	\$109,841	\$216,225	\$950,000
Total Closed Units:	28			6	17	4	1
Total List Volume:	4,075,200			393.00K	1.87M	864.90K	950.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

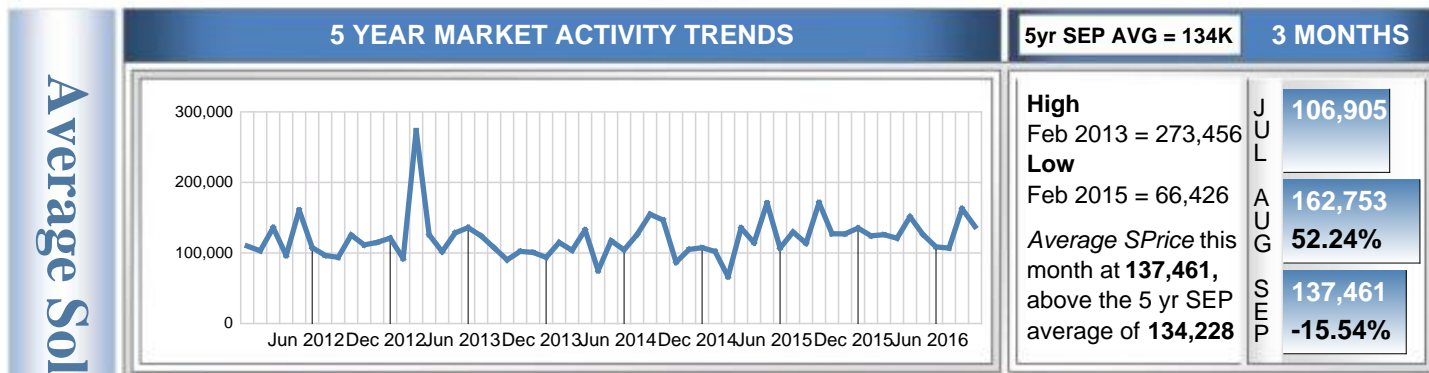
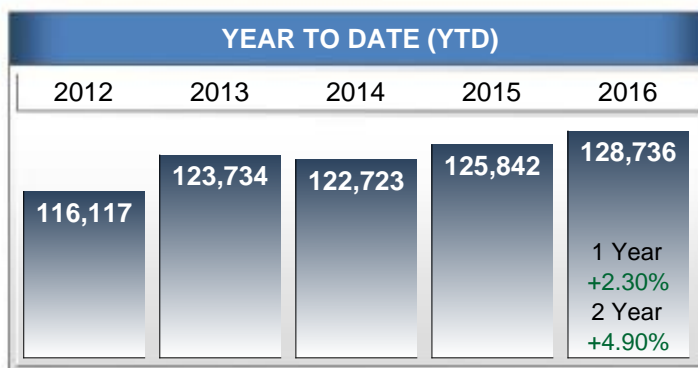
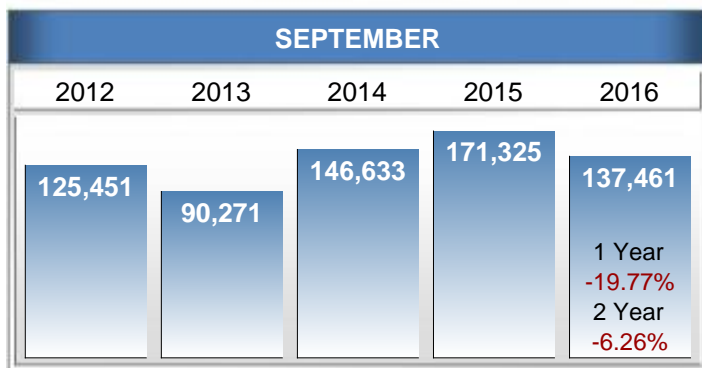
Closed Sales as of Oct 11, 2016



Average Sold Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



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+
\$10,000 and less	2	7.14%	6,500	6,500	6,500	0	0
\$10,001 \$40,000	4	14.29%	22,875	30,000	20,500	0	0
\$40,001 \$80,000	3	10.71%	44,738	46,215	44,000	0	0
\$80,001 \$110,000	8	28.57%	93,950	94,667	94,425	89,900	0
\$110,001 \$170,000	4	14.29%	144,975	0	144,975	0	0
\$170,001 \$250,000	4	14.29%	209,675	0	212,900	200,000	0
\$250,001 and up	3	10.71%	480,000	0	0	257,500	925,000
Average Closed Price: \$137,461				\$61,119	\$103,076	\$201,225	\$925,000
Total Closed Units: 28				6	17	4	1
Total Closed Volume: 3,848,915				366.72K	1.75M	804.90K	925.00K



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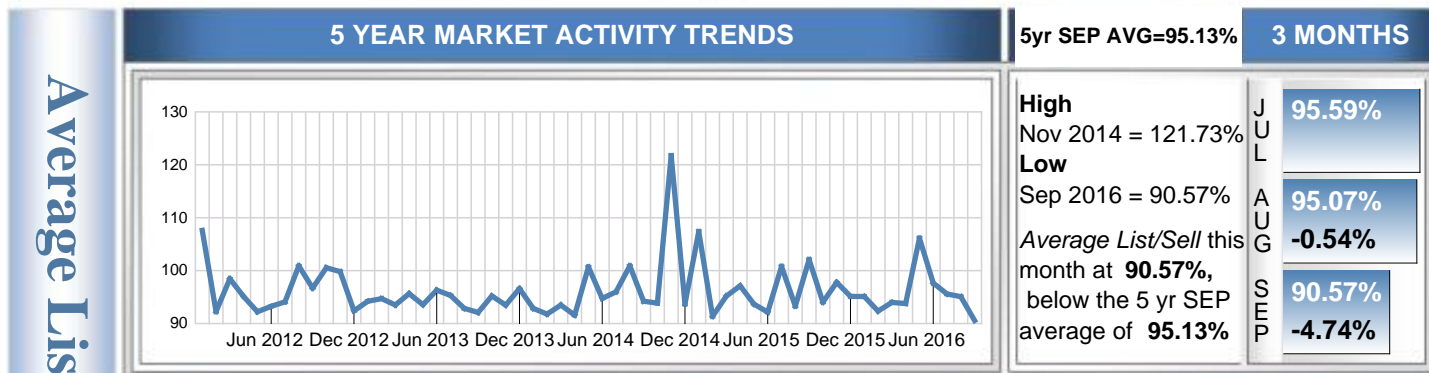
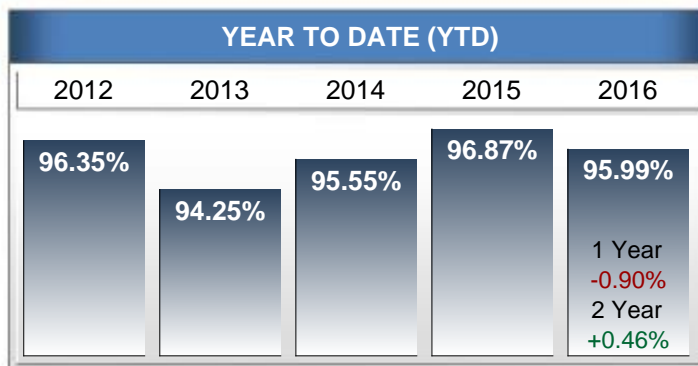
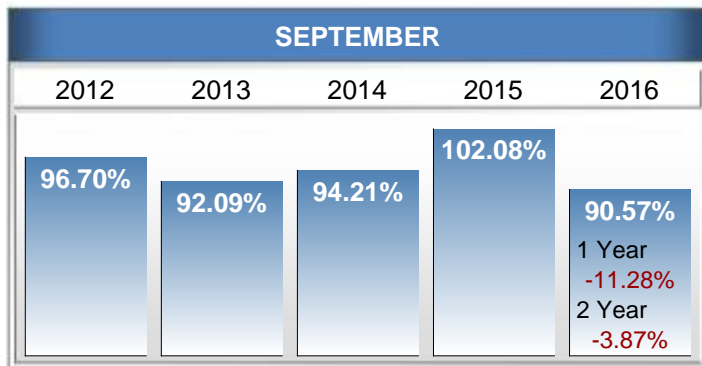
Closed Sales as of Oct 11, 2016



Average Percent of List Price to Selling Price

Report Produced on: Oct 11, 2016

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	2	7.14%	84.66%	76.47%	92.86%	0.00%	0.00%
\$10,001 \$40,000	4	14.29%	77.78%	100.00%	70.38%	0.00%	0.00%
\$40,001 \$80,000	3	10.71%	82.36%	70.02%	88.52%	0.00%	0.00%
\$80,001 \$110,000	8	28.57%	94.29%	98.37%	95.92%	75.55%	0.00%
\$110,001 \$170,000	4	14.29%	95.96%	0.00%	95.96%	0.00%	0.00%
\$170,001 \$250,000	4	14.29%	94.51%	0.00%	95.27%	92.21%	0.00%
\$250,001 and up	3	10.71%	97.37%	0.00%	0.00%	97.37%	97.37%
Average List/Sell Ratio: 90.60%				90.27%	90.26%	90.62%	97.37%
Total Closed Units: 28					6	17	4
Total Closed Volume: 3,848,915					366.72K	1.75M	804.90K
							925.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

Inventory as of Oct 11, 2016



Market Summary

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Area Delimited by County Of Mayes



Absorption: Last 12 months, an Average of 31 Sales/Month

Active Inventory as of September 30, 2016 = 373

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	29	28	-3.45%	270	278	2.96%
Pending Sales	25	33	32.00%	282	293	3.90%
New Listings	85	101	18.82%	848	869	2.48%
Average List Price	175,698	145,543	-17.16%	131,682	136,174	3.41%
Average Sale Price	171,325	137,461	-19.77%	125,842	128,736	2.30%
Average Percent of List Price to Selling Price	102.08%	90.57%	-11.28%	96.87%	95.99%	-0.90%
Average Days on Market to Sale	62.14	64.75	4.20%	58.44	55.08	-5.74%
Monthly Inventory	355	373	5.07%	355	373	5.07%
Months Supply of Inventory	12.60	12.13	-3.76%	12.60	12.13	-3.76%

