



# April 2017

Area Delimited by County Of Mayes

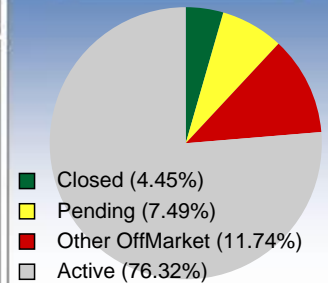


**Absorption:** Last 12 months, an Average of **31** Sales/Month

**Active Inventory** as of April 30, 2017 = **377**

	APRIL		
	2016	2017	+/-%
Closed Listings	26	22	-15.38%
Pending Listings	34	37	8.82%
New Listings	102	127	24.51%
Average List Price	160,289	146,149	-8.82%
Average Sale Price	151,362	134,534	-11.12%
Average Percent of List Price to Selling Price	93.78%	89.25%	-4.83%
Average Days on Market to Sale	75.88	72.68	-4.22%
End of Month Inventory	327	377	15.29%
Months Supply of Inventory	10.96	12.33	12.46%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 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 April 2017 rose **15.29%** to 377 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 **12.33** 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 **11.12%** in April 2017 to \$134,534 versus the previous year at \$151,362.

### Average Days on Market Shortens

The average number of **72.68** days that homes spent on the market before selling decreased by 3.20 days or **4.22%** in April 2017 compared to last year's same month at **75.88** DOM.

### Sales Success for April 2017 is Positive

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

There were 127 New Listings in April 2017, up **24.51%** from last year at 102. Furthermore, there were 22 Closed Listings this month versus last year at 26, a **-15.38%** decrease.

Closed versus Listed trends yielded a **17.3%** ratio, down from last year's April 2017 at **25.5%**, a **32.04%** 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

<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®

## April 2017

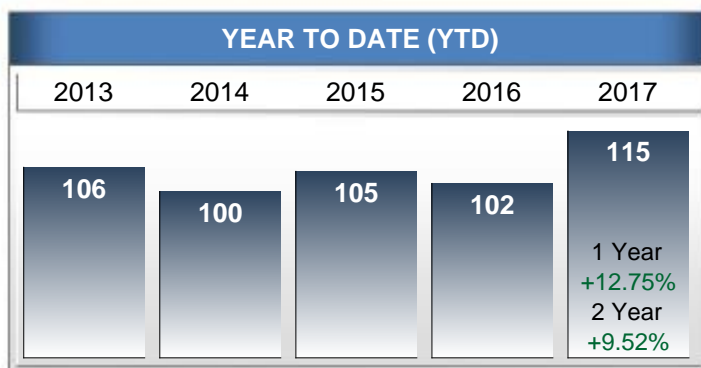
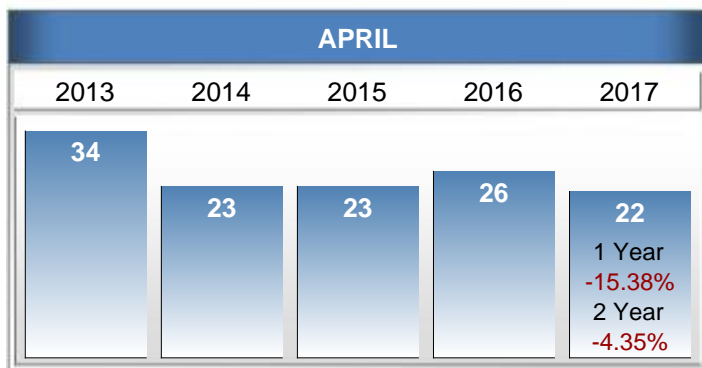
Closed Sales as of May 11, 2017



### Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Mayes



**Closed Listings**  
  
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**5yr APR AVG = 26**      **3 MONTHS**

**High**  
Sep 2014 = 45

**Low**  
Dec 2014 = 12

Closed Listing this month at **22**, below the 5 yr APR average of **26**

FEB	35
MAR	36
APR	22
<b>-38.89%</b>	

#### 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	9.09%	37.0	1	1	0	0
\$10,001 \$30,000	2	9.09%	42.0	1	1	0	0
\$30,001 \$80,000	5	22.73%	65.0	3	1	1	0
\$80,001 \$110,000	3	13.64%	112.7	1	1	1	0
\$110,001 \$150,000	4	18.18%	79.0	2	2	0	0
\$150,001 \$270,000	3	13.64%	46.7	1	2	0	0
\$270,001 and up	3	13.64%	107.3	0	2	1	0
<b>Total Closed Units:</b>	<b>22</b>		<b>72.7</b>	<b>9</b>	<b>10</b>	<b>3</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>2,959,750</b>			<b>743.35K</b>	<b>1.48M</b>	<b>732.00K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$134,534</b>			<b>\$82,594</b>	<b>\$148,440</b>	<b>\$244,000</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

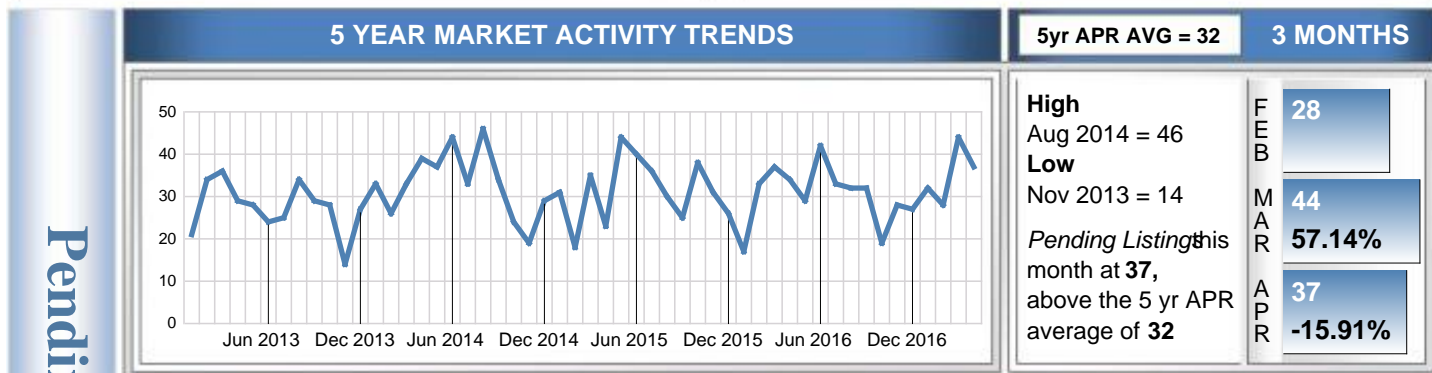
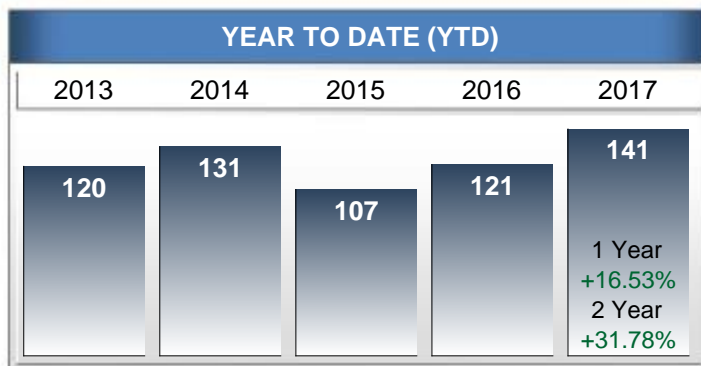
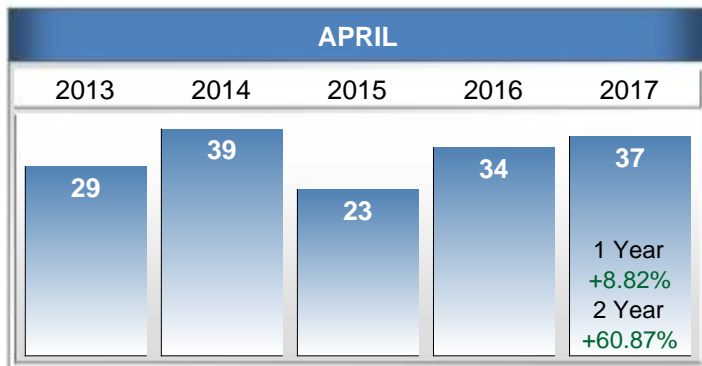
Pending Listings as of May 11, 2017



### Pending Listings

Report Produced on: May 11, 2017

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	8.11%	45.3	2	0	1	0
\$30,001 \$50,000	2	5.41%	81.5	2	0	0	0
\$50,001 \$70,000	4	10.81%	49.8	0	4	0	0
\$70,001 \$130,000	14	37.84%	37.6	5	8	1	0
\$130,001 \$160,000	5	13.51%	43.6	1	2	2	0
\$160,001 \$240,000	5	13.51%	17.8	0	3	2	0
\$240,001 and up	4	10.81%	26.8	1	2	0	1
Total Pending Units:				11	19	6	1
Total Pending Volume:				962.80K	2.55M	762.60K	399.00K
Average Listing Price:				\$87,527	\$134,242	\$127,100	\$399,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

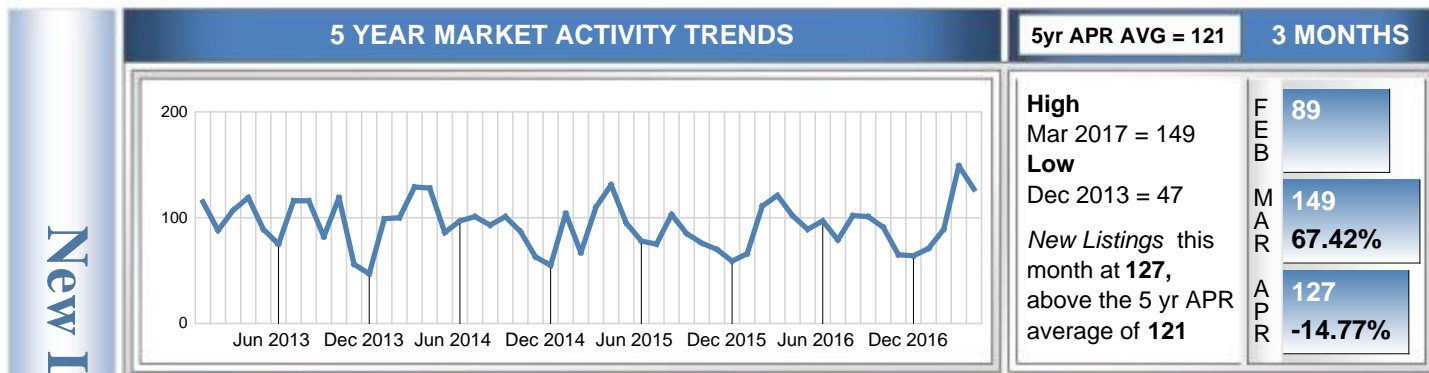
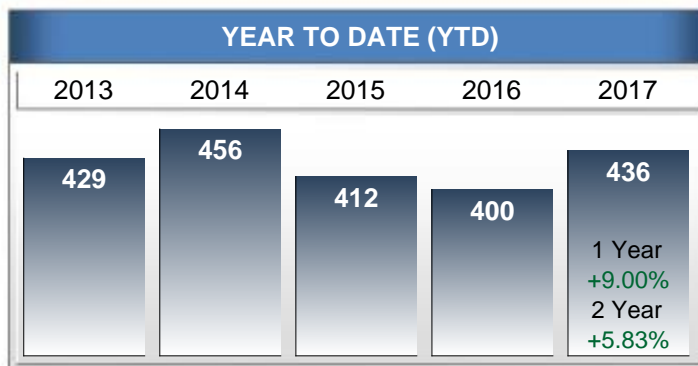
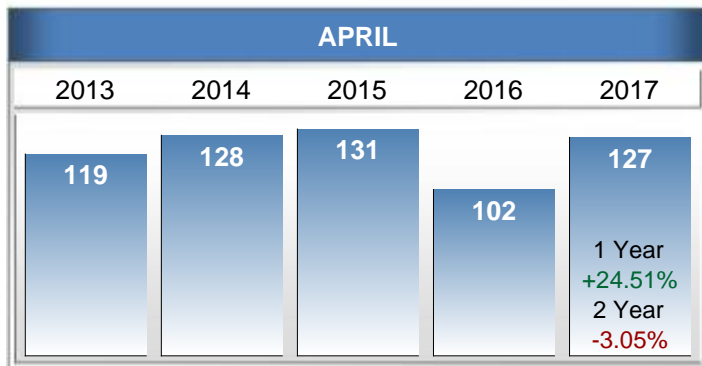
New Listings as of May 11, 2017



### New Listings

Report Produced on: May 11, 2017

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	7.87%	10	0	0	0
\$30,001 - \$40,000	12	9.45%	12	0	0	0
\$40,001 - \$70,000	24	18.90%	21	3	0	0
\$70,001 - \$130,000	33	25.98%	17	13	3	0
\$130,001 - \$190,000	17	13.39%	5	9	3	0
\$190,001 - \$310,000	16	12.60%	4	6	6	0
\$310,001 and up	15	11.81%	4	8	2	1
Total New Listed Units:			73	39	14	1
Total New Listed Volume:			7.15M	7.91M	3.24M	325.00K
Average New Listed Listing Price:			\$97,927	\$202,867	\$231,564	\$325,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

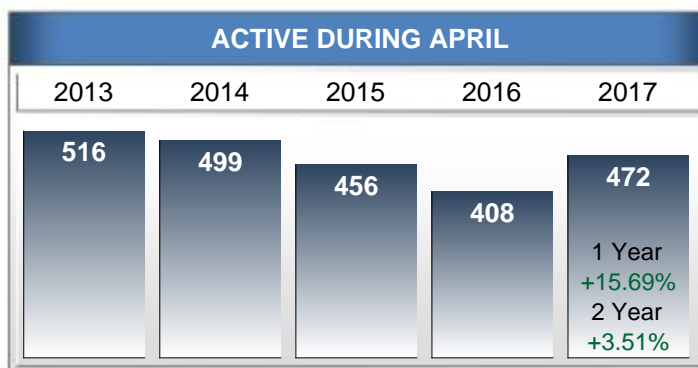
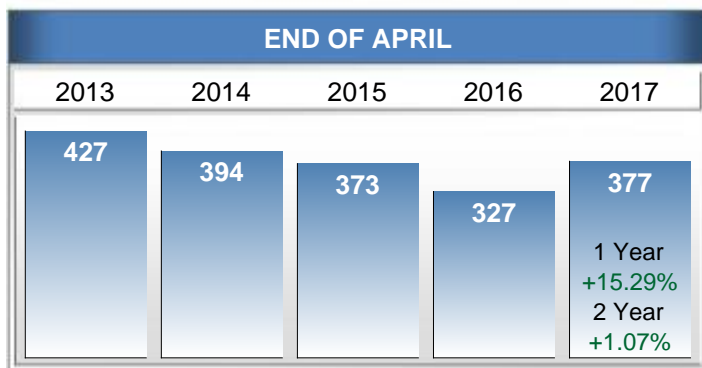
Active Inventory as of May 11, 2017



### Active Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Mayes



Active Inventory

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**5yr APR AVG = 380**      **3 MONTHS**

**High**  
Aug 2013 = 435

**Low**  
Jan 2016 = 288

*Inventory* this month at **377**, below the 5 yr APR average of **380**

FEB	307
MAR	345
APR	377
<b>12.38%</b>	
<b>9.28%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	49	13.00%	47.3	47	2	0	0
\$25,001-\$75,000	95	25.20%	56.2	82	12	1	0
\$75,001-\$125,000	69	18.30%	50.0	35	28	6	0
\$125,001-\$225,000	80	21.22%	73.8	24	42	14	0
\$225,001-\$350,000	47	12.47%	58.3	11	26	8	2
\$350,001 and up	37	9.81%	87.0	9	17	9	2

Total Active Inventory by Units:	377	60.9	208	127	38	4
Total Active Inventory by Volume:	59,904,902		19.94M	27.20M	10.06M	2.70M
Average Active Inventory Listing Price:	\$158,899		\$95,865	\$214,192	\$264,861	\$674,475



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

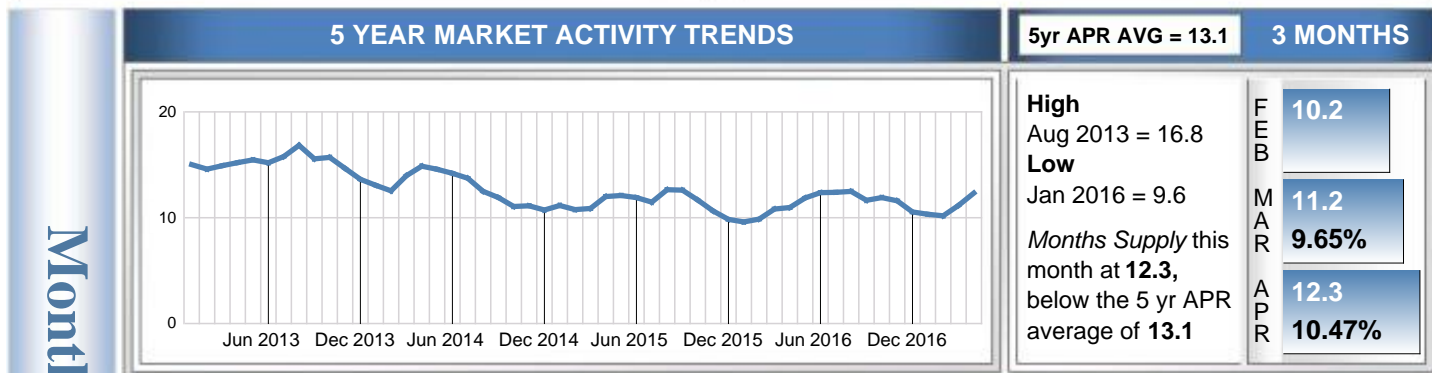
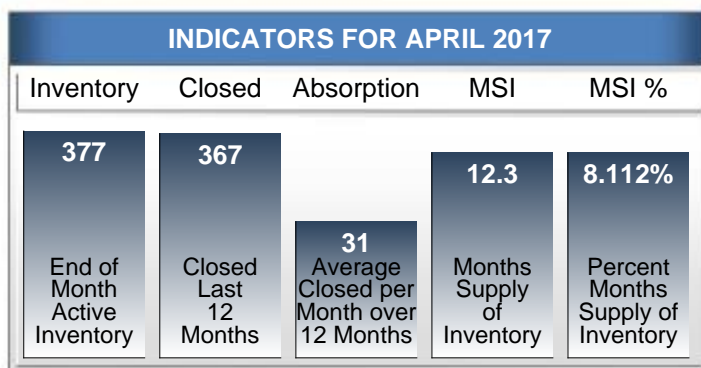
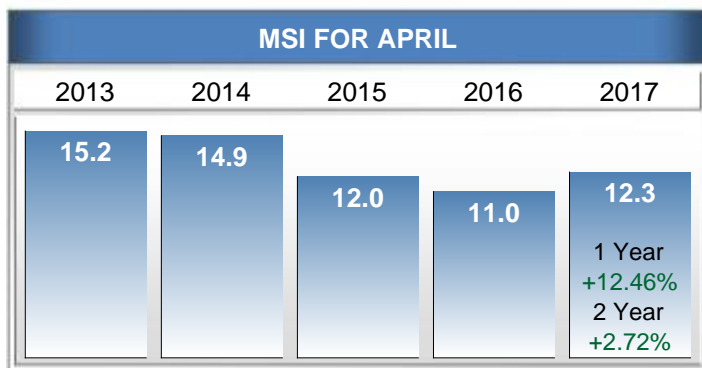
Active Inventory as of May 11, 2017



### Months Supply of Inventory

Report Produced on: May 11, 2017

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	27	7.16%	11.6	16.7	2.4	0.0	0.0	
\$20,001 \$40,000	53	14.06%	15.5	22.7	0.0	0.0	0.0	
\$40,001 \$70,000	55	14.59%	11.4	25.1	3.2	2.0	0.0	
\$70,001 \$140,000	96	25.46%	9.4	20.3	6.5	7.0	0.0	
\$140,001 \$220,000	57	15.12%	10.1	17.5	7.4	12.0	0.0	
\$220,001 \$350,000	52	13.79%	17.3	48.0	19.8	9.2	8.0	
\$350,001 and up	37	9.81%	31.7	54.0	34.0	54.0	6.0	
MSI:	12.3			22.3	7.6	9.9	5.3	
Total Active Inventory:	377			208	127	38	4	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

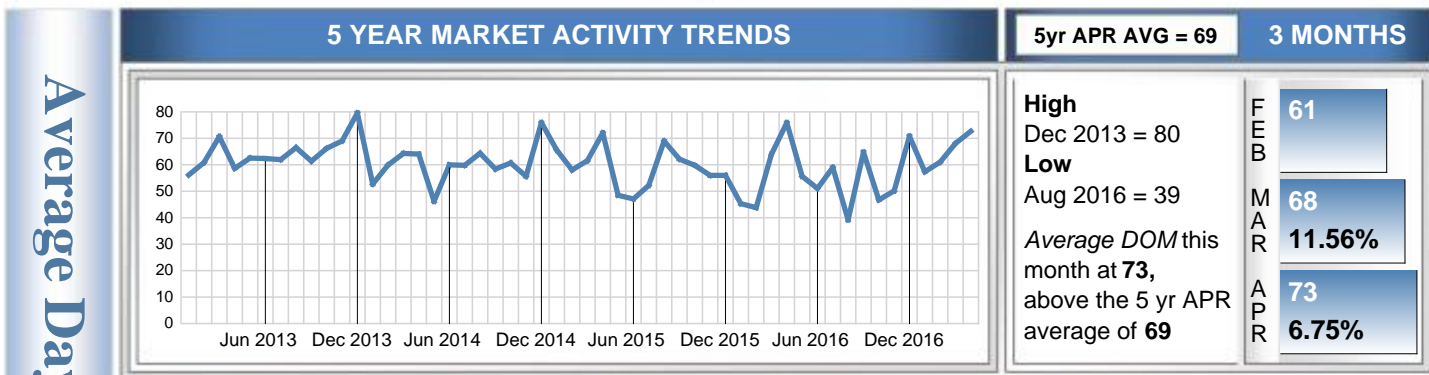
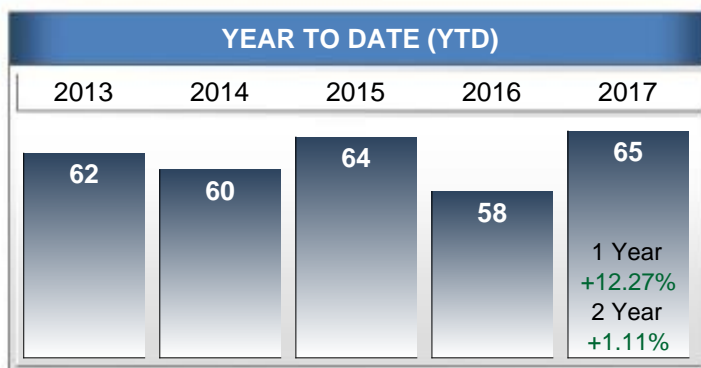
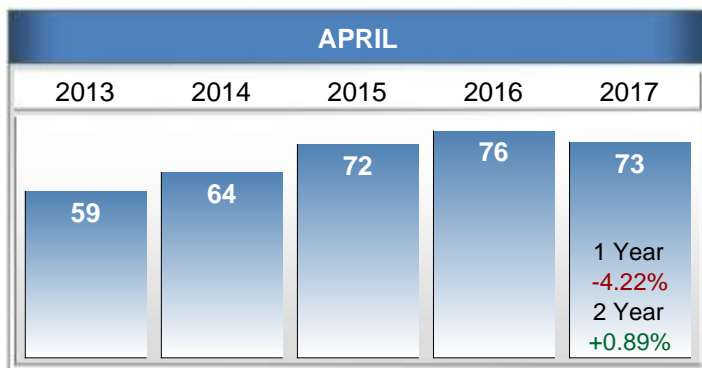
Closed Sales as of May 11, 2017



### Average Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Mayes



Average Days on Market

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#### 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	9.09%	37.0	1.0	73.0	0.0	0.0
\$10,001 \$30,000	2	9.09%	42.0	21.0	63.0	0.0	0.0
\$30,001 \$80,000	5	22.73%	65.0	97.0	26.0	8.0	0.0
\$80,001 \$110,000	3	13.64%	112.7	122.0	56.0	160.0	0.0
\$110,001 \$150,000	4	18.18%	79.0	67.0	91.0	0.0	0.0
\$150,001 \$270,000	3	13.64%	46.7	16.0	62.0	0.0	0.0
\$270,001 and up	3	13.64%	107.3	0.0	92.0	138.0	0.0
Average Closed DOM: 72.7				65.0	70.8	102.0	0.0
Total Closed Units: 22				9	10	3	
Total Closed Volume: 2,959,750				743.35K	1.48M	732.00K	0.00B



# Monthly Inventory Analysis

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## April 2017

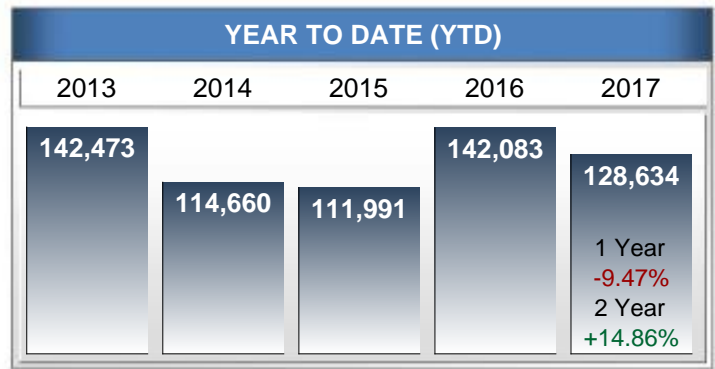
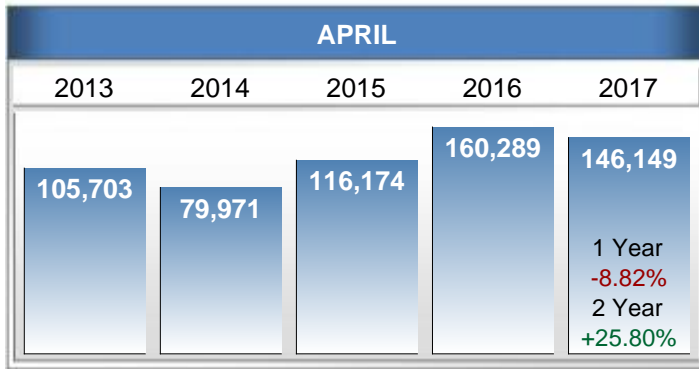
Closed Sales as of May 11, 2017



### Average List Price at Closing

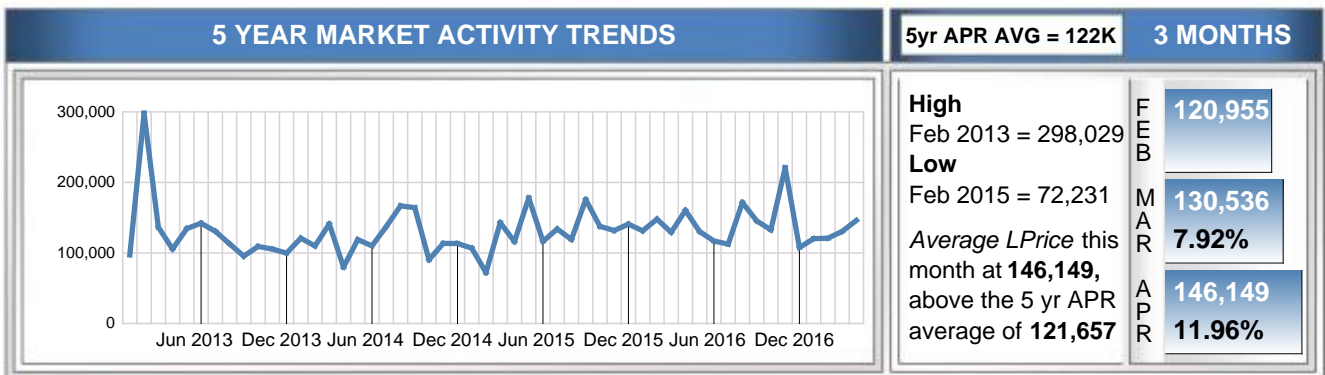
Report Produced on: May 11, 2017

Area Delimited by County Of Mayes



Average List Price

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#### 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	4.55%	7,500	7,500	17,500	0	0
\$10,001 \$30,000	3	13.64%	17,327	18,500	15,980	0	0
\$30,001 \$80,000	4	18.18%	62,400	63,467	89,900	59,200	0
\$80,001 \$110,000	4	18.18%	96,725	105,000	104,000	88,000	0
\$110,001 \$150,000	4	18.18%	135,575	142,450	128,700	0	0
\$150,001 \$270,000	3	13.64%	191,167	240,000	166,750	0	0
\$270,001 and up	3	13.64%	467,833	0	391,750	620,000	0
Average List Price:	\$146,149			\$94,033	\$160,178	\$255,733	\$0
Total Closed Units:	22			9	10	3	
Total List Volume:	3,215,280			846.30K	1.60M	767.20K	0.00B





# Monthly Inventory Analysis

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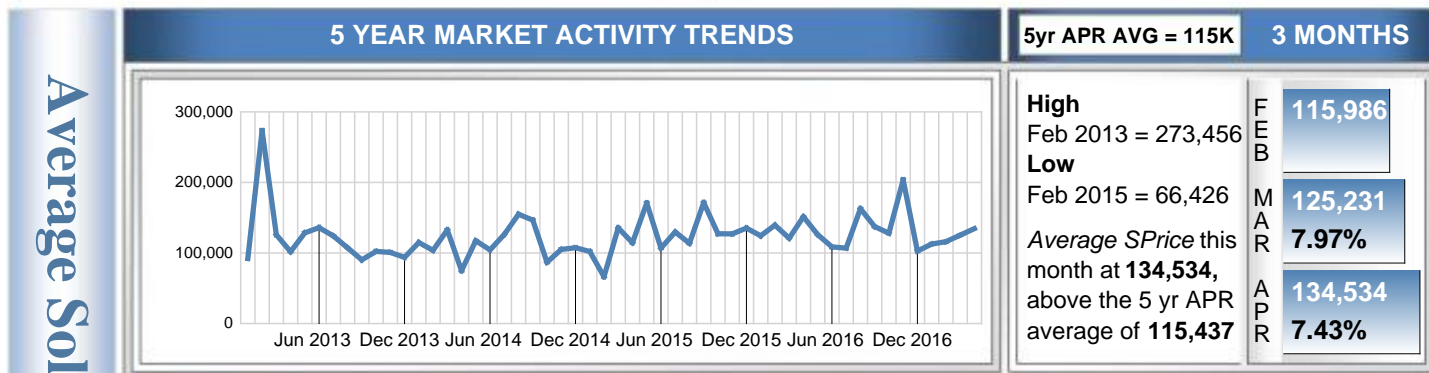
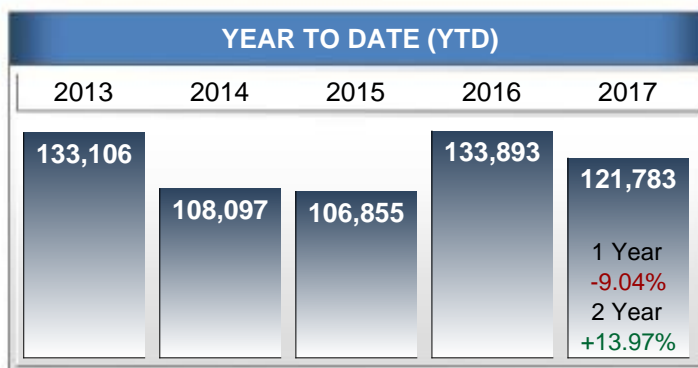
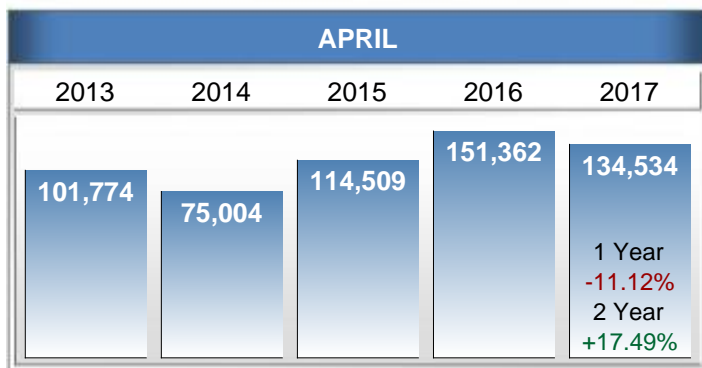
Closed Sales as of May 11, 2017



### Average Sold Price at Closing

Report Produced on: May 11, 2017

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	9.09%	6,000	5,000	7,000	0	0
\$10,001 \$30,000	2	9.09%	16,375	17,750	15,000	0	0
\$30,001 \$80,000	5	22.73%	62,120	57,867	80,000	57,000	0
\$80,001 \$110,000	3	13.64%	94,000	97,000	100,000	85,000	0
\$110,001 \$150,000	4	18.18%	126,350	125,000	127,700	0	0
\$150,001 \$270,000	3	13.64%	171,333	200,000	157,000	0	0
\$270,001 and up	3	13.64%	434,333	0	356,500	590,000	0
Average Closed Price: \$134,534				\$82,594	\$148,440	\$244,000	\$0
Total Closed Units: 22				9	10	3	
Total Closed Volume: 2,959,750				743.35K	1.48M	732.00K	0.00B



# Monthly Inventory Analysis

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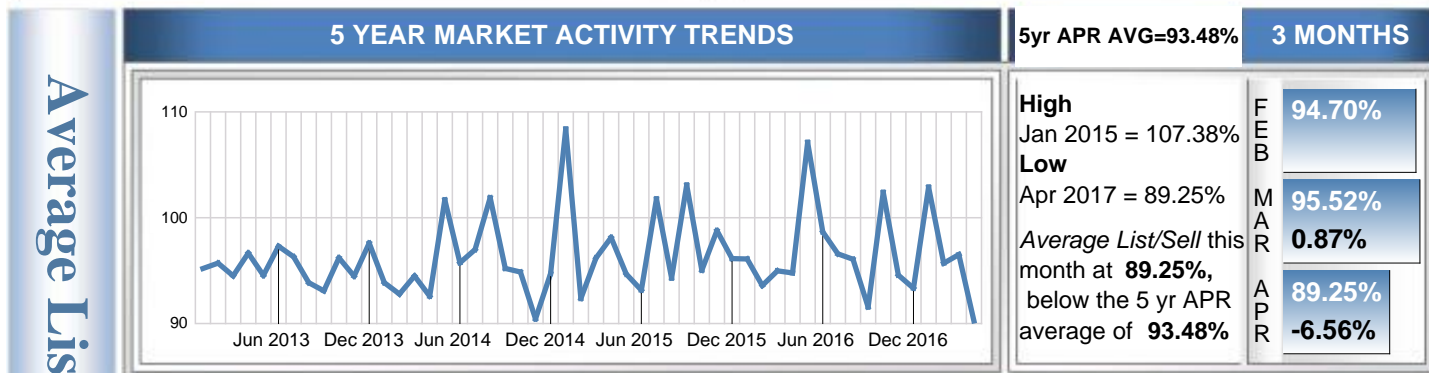
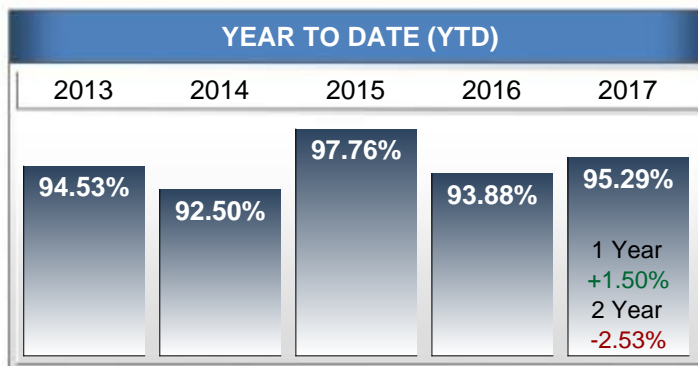
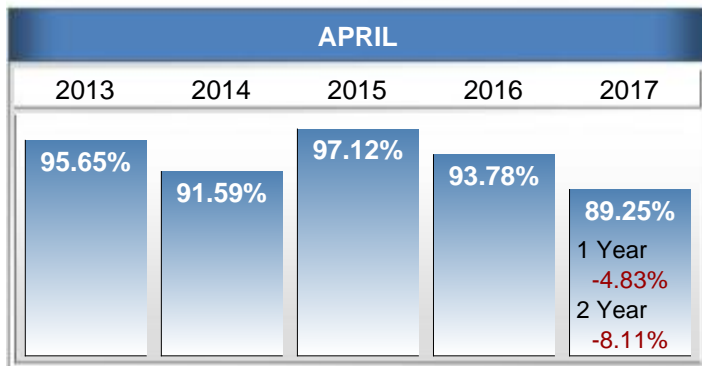
Closed Sales as of May 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: May 11, 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+
\$10,000 and less	2	9.09%	53.33%	66.67%	40.00%	0.00%	0.00%
\$10,001 \$30,000	2	9.09%	94.91%	95.95%	93.87%	0.00%	0.00%
\$30,001 \$80,000	5	22.73%	91.82%	91.28%	88.99%	96.28%	0.00%
\$80,001 \$110,000	3	13.64%	95.04%	92.38%	96.15%	96.59%	0.00%
\$110,001 \$150,000	4	18.18%	93.48%	87.65%	99.31%	0.00%	0.00%
\$150,001 \$270,000	3	13.64%	90.55%	83.33%	94.15%	0.00%	0.00%
\$270,001 and up	3	13.64%	92.41%	0.00%	91.03%	95.16%	0.00%
Average List/Sell Ratio: 89.30%				87.50%	88.80%	96.01%	0.00%
Total Closed Units: 22				9	10	3	
Total Closed Volume: 2,959,750				743.35K	1.48M	732.00K	0.00B

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

Inventory as of May 11, 2017



### Market Summary

Report Produced on: May 11, 2017

Area Delimited by County Of Mayes



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

**Active Inventory** as of April 30, 2017 = 377

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	26	22	-15.38%	102	115	12.75%
Pending Sales	34	37	8.82%	121	141	16.53%
New Listings	102	127	24.51%	400	436	9.00%
Average List Price	160,289	146,149	-8.82%	142,083	128,634	-9.47%
Average Sale Price	151,362	134,534	-11.12%	133,893	121,783	-9.04%
Average Percent of List Price to Selling Price	93.78%	89.25%	-4.83%	93.88%	95.29%	1.50%
Average Days on Market to Sale	75.88	72.68	-4.22%	57.69	64.77	12.27%
Monthly Inventory	327	377	15.29%	327	377	15.29%
Months Supply of Inventory	10.96	12.33	12.46%	10.96	12.33	12.46%

