



January 2017

Area Delimited by County Of Mayes

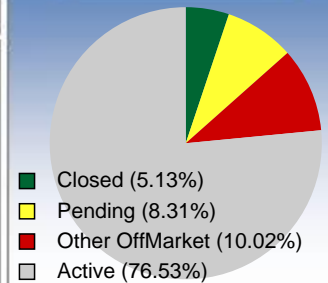


Absorption: Last 12 months, an Average of **29** Sales/Month

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%
Median List Price	79,000	87,000	10.13%
Median Sale Price	75,000	83,000	10.67%
Median Percent of List Price to Selling Price	95.38%	96.09%	0.74%
Median Days on Market to Sale	34.00	55.00	61.76%
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.

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 **10.67%** in January 2017 to \$83,000 versus the previous year at \$75,000.

Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 21.00 days or **61.76%** in January 2017 compared to last year's same month at **34.00** DOM.

Sales Success for January 2017 is Positive

Overall, with Median Prices going up 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.

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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.

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



Monthly Inventory Analysis

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January 2017

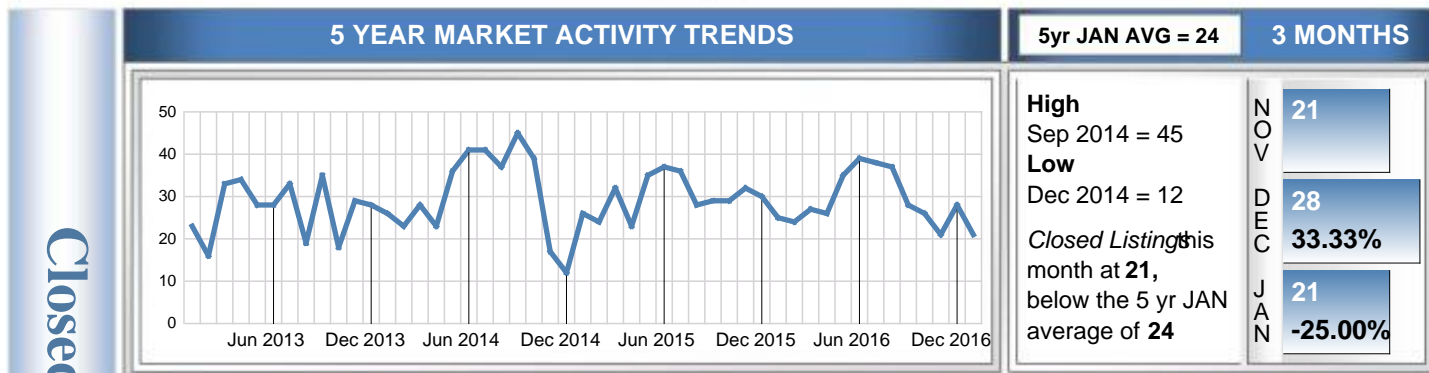
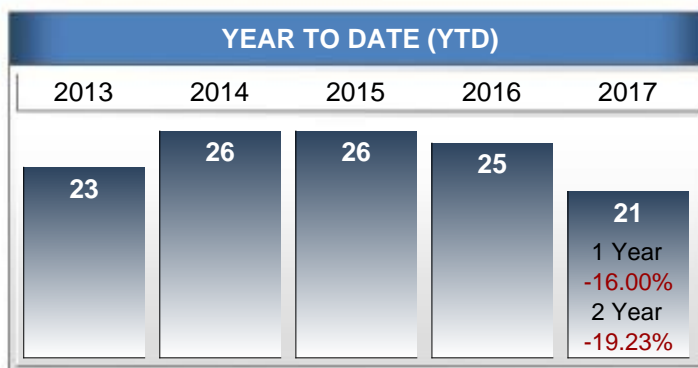
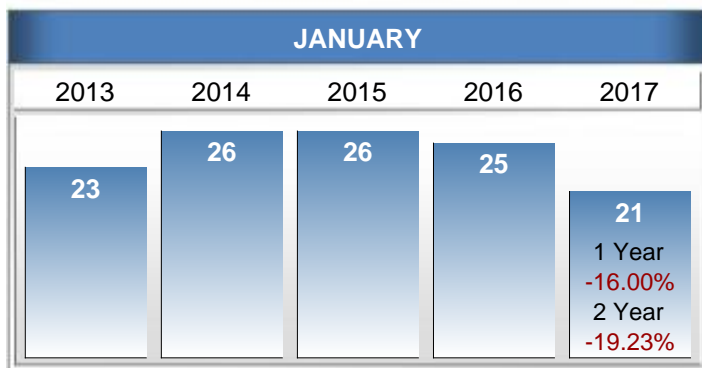
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Closed Listings

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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+
\$10,000 and less	1	4.76%	63.0	1	0	0	0
\$10,001 - \$30,000	3	14.29%	22.0	1	1	1	0
\$30,001 - \$60,000	2	9.52%	44.0	2	0	0	0
\$60,001 - \$120,000	8	38.10%	43.0	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%	55.0	1	1	0	1
Total Closed Units:	21		55.0	8	10	2	1
Total Closed Volume:	2,463,489			751.20K	1.23M	141.29K	339.50K
Median Closed Price:	\$83,000			\$61,250	\$105,000	\$70,645	\$339,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

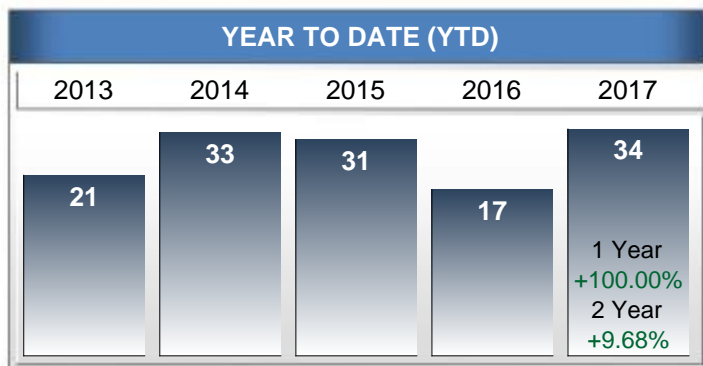
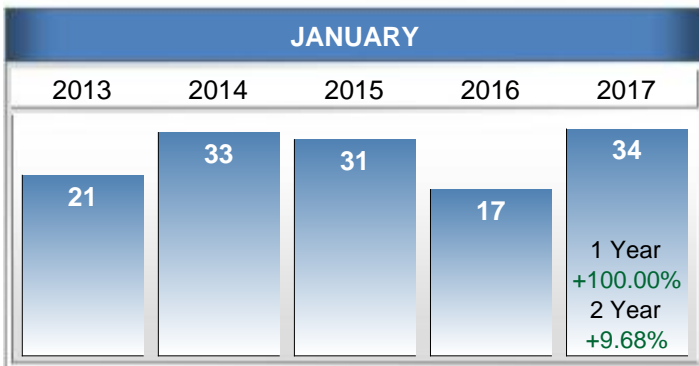
Pending Listings as of Feb 16, 2017



Pending Listings

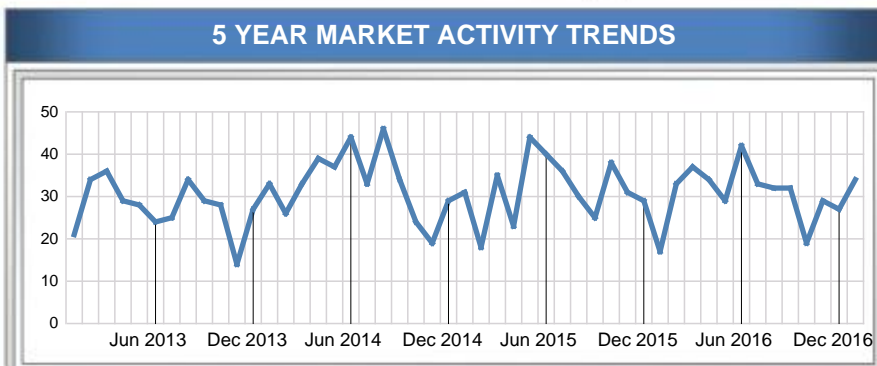
Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Pending Listings

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5yr JAN AVG = 27 **3 MONTHS**

High
Aug 2014 = 46

Low
Nov 2013 = 14

Pending Listings this month at **34**, above the 5 yr JAN average of **27**

N	29
O	
V	
D	27
E	-6.90%
C	
J	34
A	25.93%
N	

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	1	2.94%	63.0	1	0	0	0	
\$20,001 \$40,000	6	17.65%	80.0	6	0	0	0	
\$40,001 \$50,000	4	11.76%	40.0	3	1	0	0	
\$50,001 \$90,000	9	26.47%	62.0	3	6	0	0	
\$90,001 \$130,000	5	14.71%	43.0	1	3	1	0	
\$130,001 \$150,000	5	14.71%	52.0	2	2	1	0	
\$150,001 and up	4	11.76%	100.5	0	2	2	0	
Total Pending Units: 34				57.0	16	14	4	
Total Pending Volume: 3,260,698					958.50K	1.43M	871.90K	0.00B
Median Listing Price: \$82,450					\$46,500	\$90,750	\$194,450	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

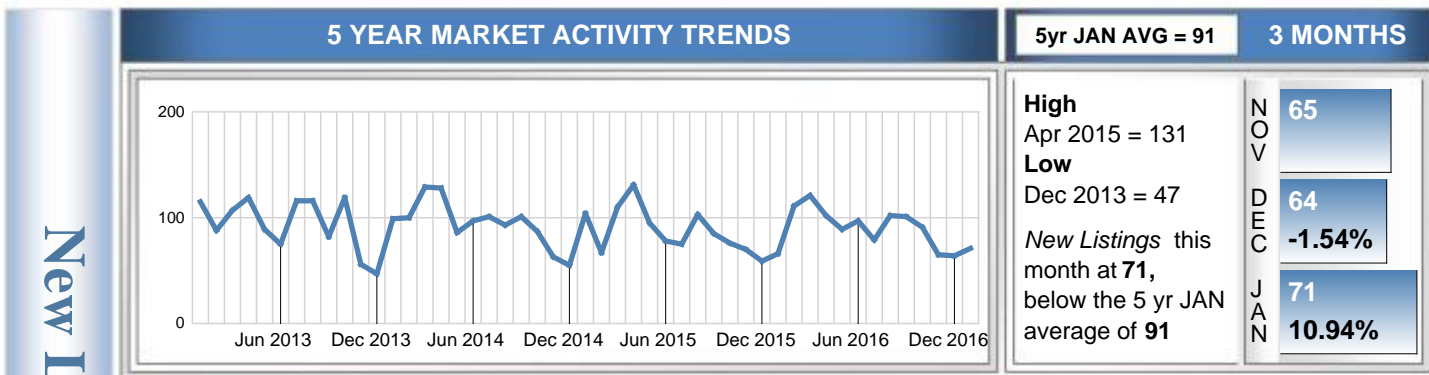
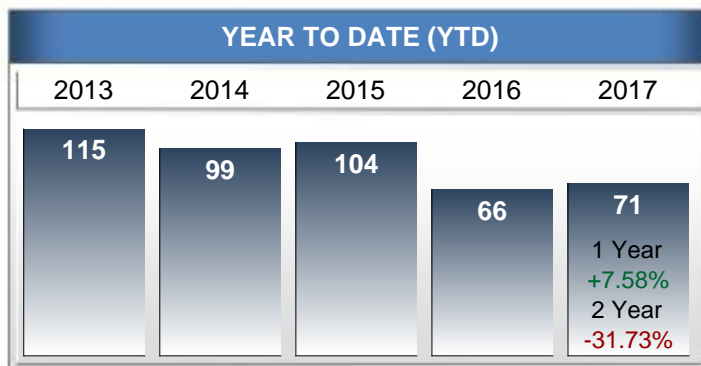
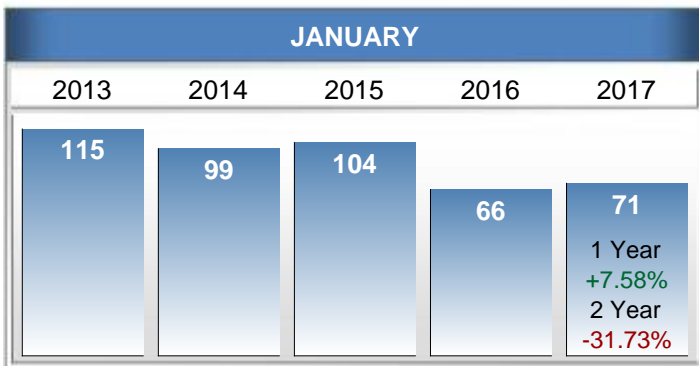
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



New Listings

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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	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
Median New Listed Listing Price:	\$117,000		\$77,250	\$129,950	\$205,750	\$645,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

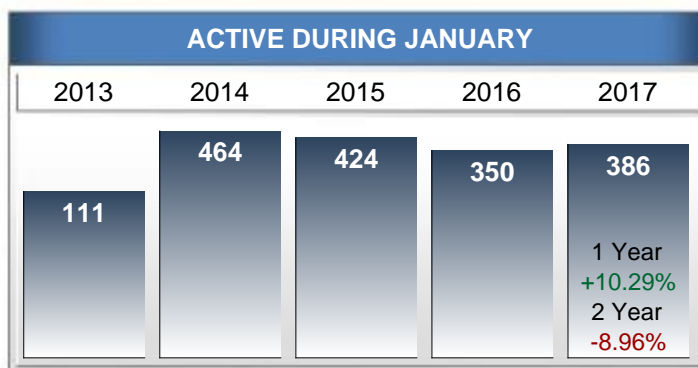
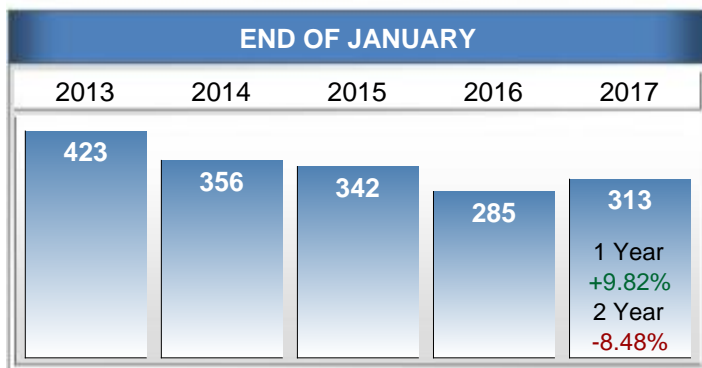
Active Inventory as of Feb 16, 2017



Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	21	6.71%	137.0	19	2	0	0
\$20,001 \$50,000	48	15.34%	97.0	43	4	0	1
\$50,001 \$80,000	38	12.14%	85.5	21	14	3	0
\$80,001 \$150,000	90	28.75%	91.0	36	45	9	0
\$150,001 \$230,000	43	13.74%	66.0	11	23	8	1
\$230,001 \$390,000	40	12.78%	107.5	9	22	8	1
\$390,001 and up	33	10.54%	95.0	6	15	6	6
Total Active Inventory by Units:		313	95.0	145	125	34	9
Total Active Inventory by Volume:		63,386,219		15.30M	25.21M	8.60M	14.27M
Median Active Inventory Listing Price:		\$119,900		\$69,000	\$148,000	\$211,000	\$420,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

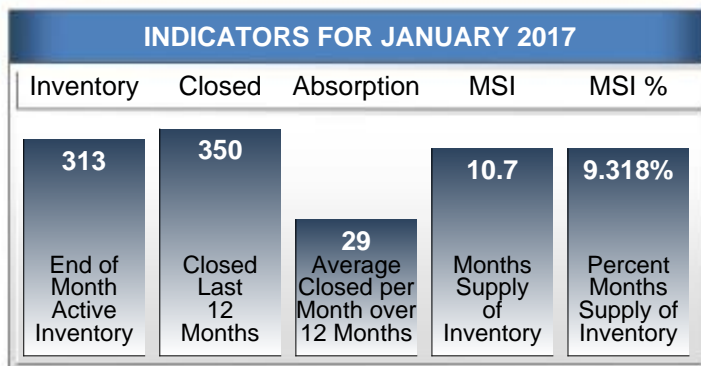
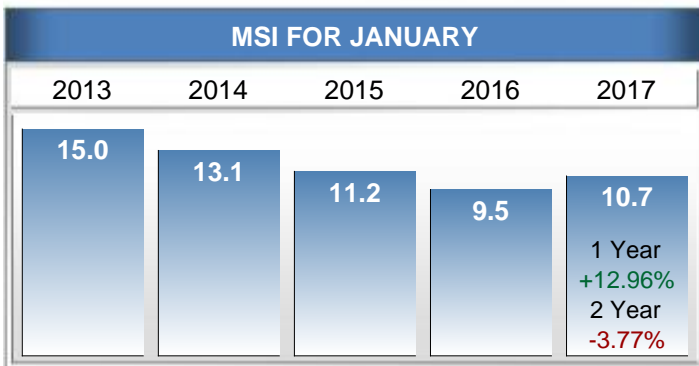
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 2017

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Months Supply
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5yr JAN AVG = 11.9	3 MONTHS
High Aug 2013 = 16.8 Low Jan 2016 = 9.5 <i>Months Supply</i> this month at 10.7 , below the 5 yr JAN average of 11.9	NOV 11.8 DEC 10.7 -8.94% JAN 10.7 0.18%

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

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January 2017

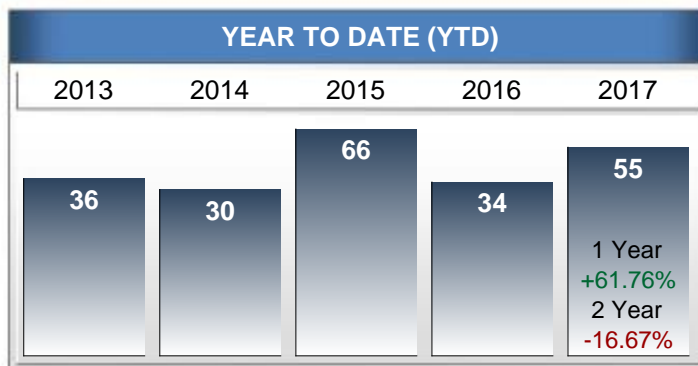
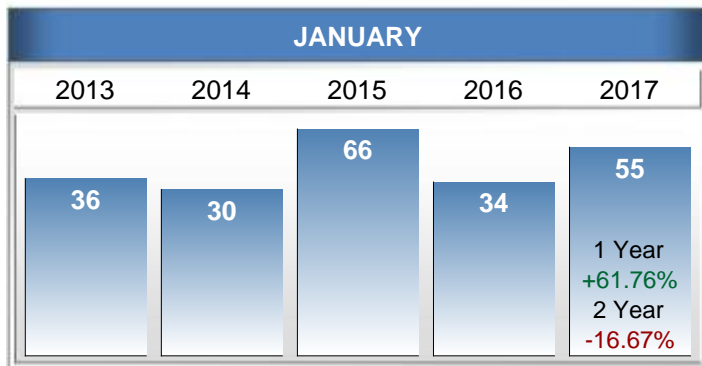
Closed Sales as of Feb 16, 2017



Median Days on Market to Sale

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Median Days on Market



5yr JAN AVG = 44 **3 MONTHS**

High
Dec 2013 = 97
Low
Aug 2016 = 24

Median DOM this month at **55**, above the 5 yr JAN average of **44**

NOV	34
DEC	64
JAN	55
88.24%	

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+
\$10,000 and less	1	4.76%	63.0	63.0	0.0	0.0	0.0
\$10,001 \$30,000	3	14.29%	22.0	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%	43.0	39.0	40.0	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%	55.0	30.0	120.0	0.0	55.0
Median Closed DOM:	55.0			62.0	55.0	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

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



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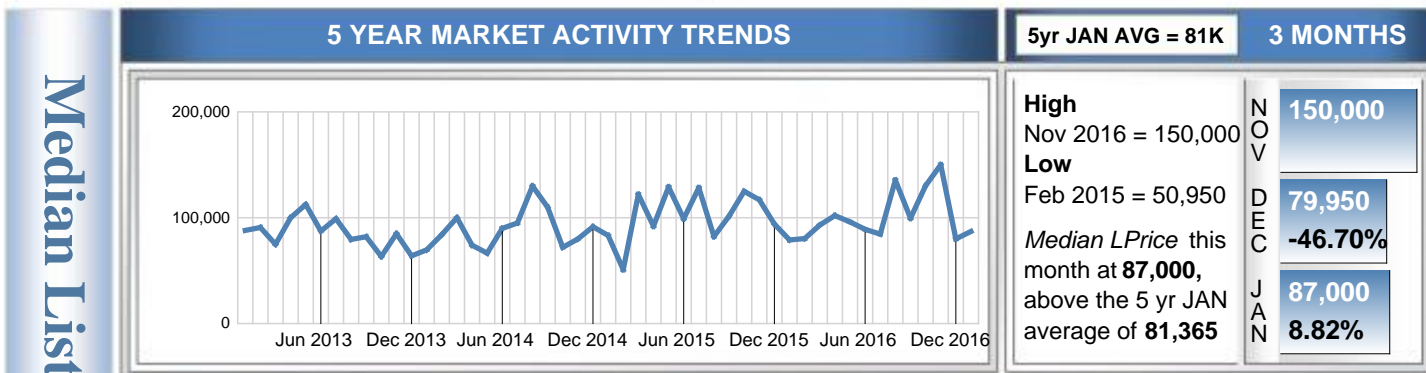
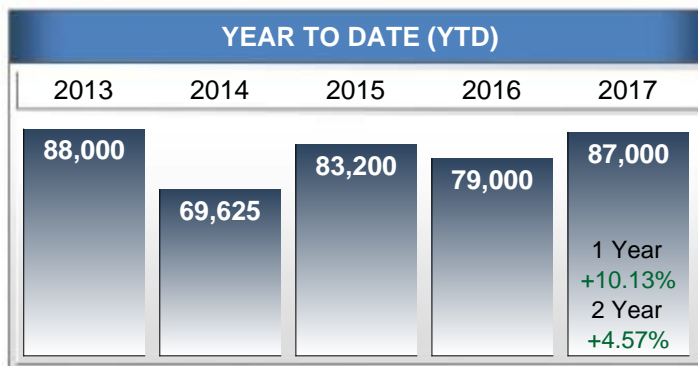
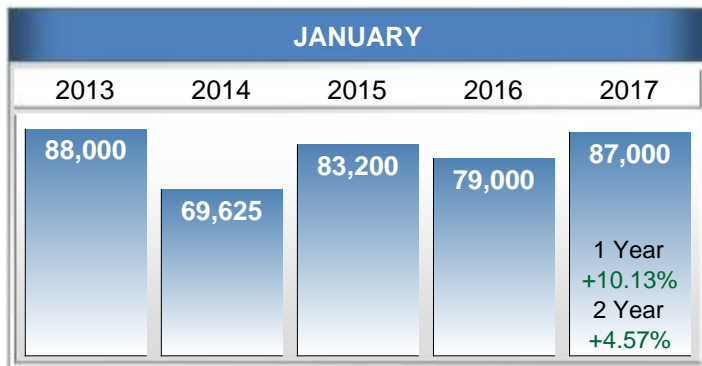
Closed Sales as of Feb 16, 2017



Median List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Mayes



Median List Price

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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+
\$10,000 and less	2		9.52%	6,900	5,000	8,800	0	0
\$10,001 - \$30,000	2		9.52%	16,540	14,000	0	19,080	0
\$30,001 - \$60,000	3		14.29%	56,000	46,900	56,000	0	0
\$60,001 - \$120,000	6		28.57%	85,250	84,998	83,500	118,000	0
\$120,001 - \$130,000	2		9.52%	127,450	129,900	125,000	0	0
\$130,001 - \$330,000	3		14.29%	139,900	0	139,900	0	0
\$330,001 and up	3		14.29%	380,000	380,000	449,000	0	354,000
Median List Price:		\$87,000			\$69,398	\$106,000	\$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

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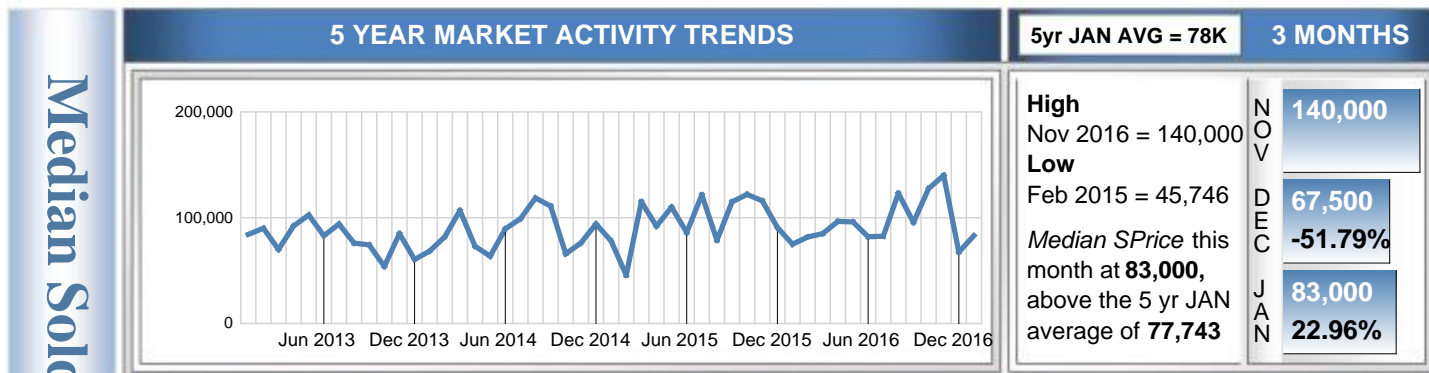
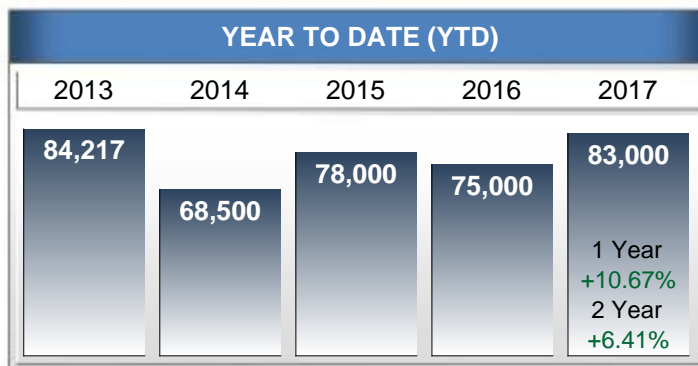
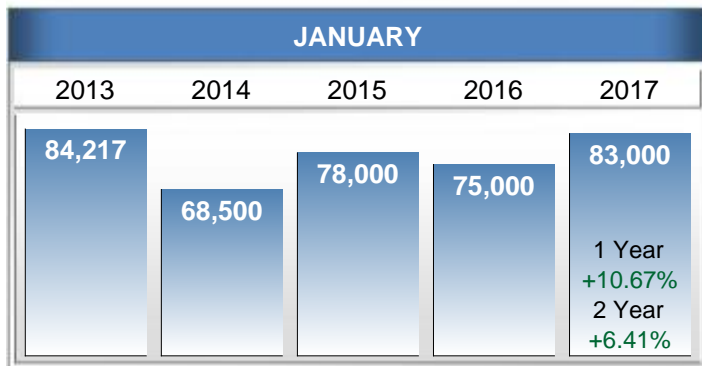
Closed Sales as of Feb 16, 2017



Median Sold Price at Closing

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Area Delimited by County Of Mayes



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+
\$10,000 and less	1		4.76%	5,000	5,000	0	0	0
\$10,001 \$30,000	3		14.29%	18,000	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%	82,750	74,500	82,500	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%	347,000	370,000	347,000	0	339,500
Median Closed Price:		\$83,000			\$61,250	\$105,000	\$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



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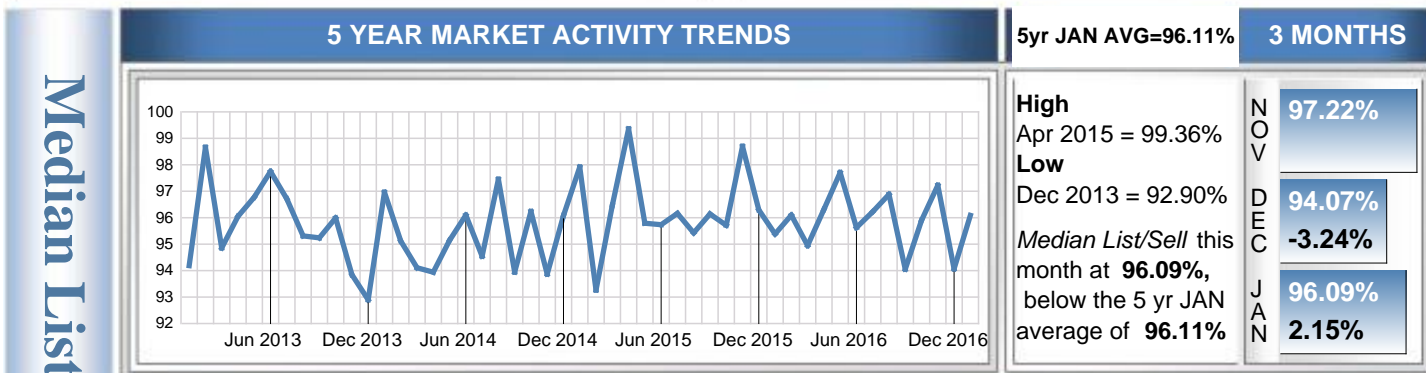
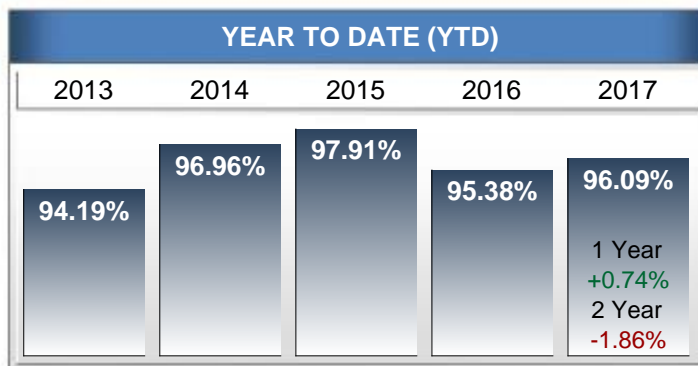
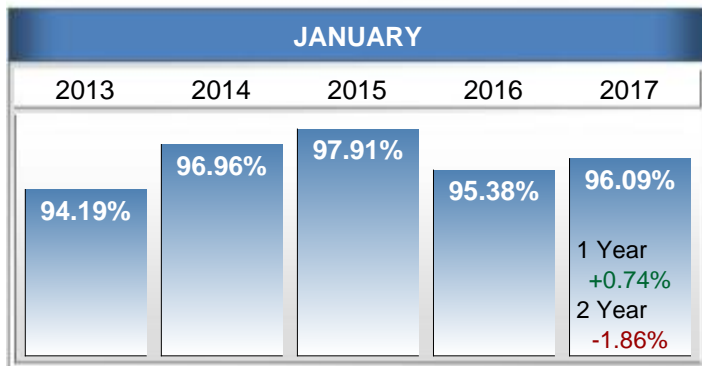
Closed Sales as of Feb 16, 2017



Median Percent of List Price to Selling Price

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Area Delimited by County Of Mayes



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+
\$10,000 and less	1	4.76%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	3	14.29%	122.06%	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%	98.00%	87.36%	100.00%	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%	95.90%	97.37%	77.28%	0.00%	95.90%
Median List/Sell Ratio:	96.09%			95.27%	96.57%	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

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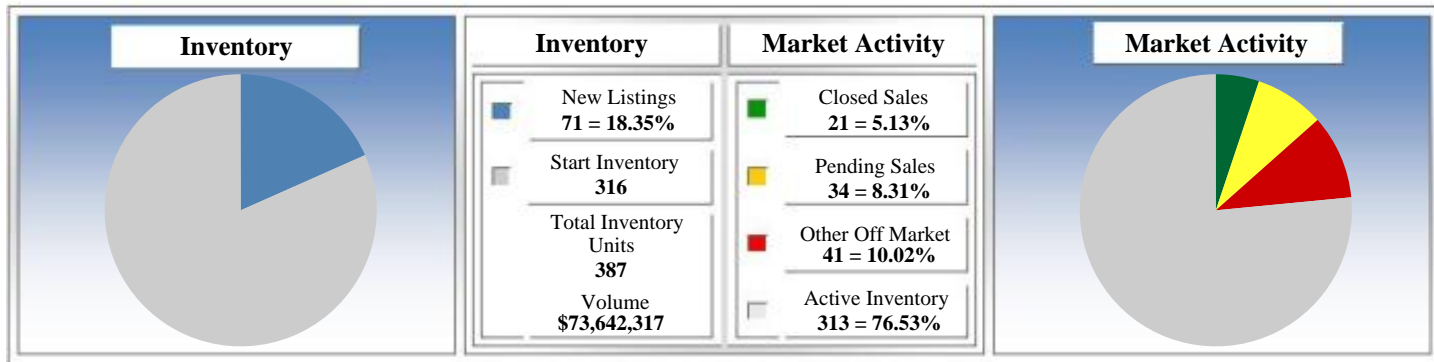
Inventory as of Feb 16, 2017



Market Summary

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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%
Median List Price	79,000	87,000	10.13%	79,000	87,000	10.13%
Median Sale Price	75,000	83,000	10.67%	75,000	83,000	10.67%
Median Percent of List Price to Selling Price	95.38%	96.09%	0.74%	95.38%	96.09%	0.74%
Median Days on Market to Sale	34.00	55.00	61.76%	34.00	55.00	61.76%
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%

