



June 2017

Area Delimited by County Of Mayes

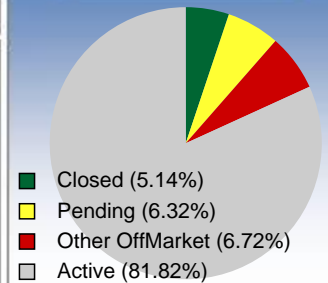


Absorption: Last 12 months, an Average of **31** Sales/Month

Active Inventory as of June 30, 2017 = **414**

	JUNE		
	2016	2017	+/- %
Closed Listings	39	26	-33.33%
Pending Listings	42	32	-23.81%
New Listings	97	96	-1.03%
Average List Price	116,973	137,373	17.44%
Average Sale Price	108,641	130,692	20.30%
Average Percent of List Price to Selling Price	97.66%	95.14%	-2.58%
Average Days on Market to Sale	51.05	45.08	-11.70%
End of Month Inventory	371	414	11.59%
Months Supply of Inventory	12.37	13.50	9.16%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2017 rose **11.59%** to 414 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 **13.50** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **20.30%** in June 2017 to \$130,692 versus the previous year at \$108,641.

Average Days on Market Shortens

The average number of **45.08** days that homes spent on the market before selling decreased by 5.97 days or **11.70%** in June 2017 compared to last year's same month at **51.05** DOM.

Sales Success for June 2017 is Positive

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

There were 96 New Listings in June 2017, down **1.03%** from last year at 97. Furthermore, there were 26 Closed Listings this month versus last year at 39, a **-33.33%** decrease.

Closed versus Listed trends yielded a **27.1%** ratio, down from last year's June 2017 at **40.2%**, a **32.64%** 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.

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

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June 2017

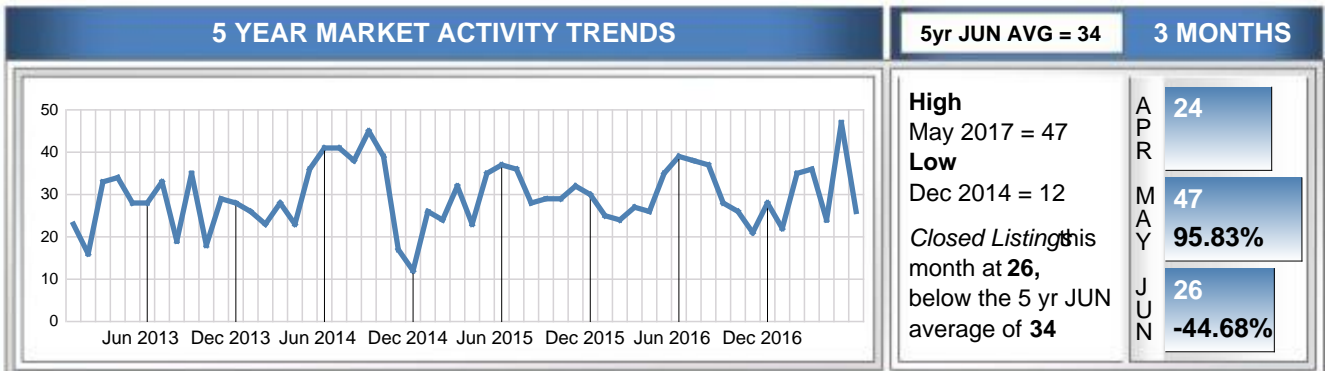
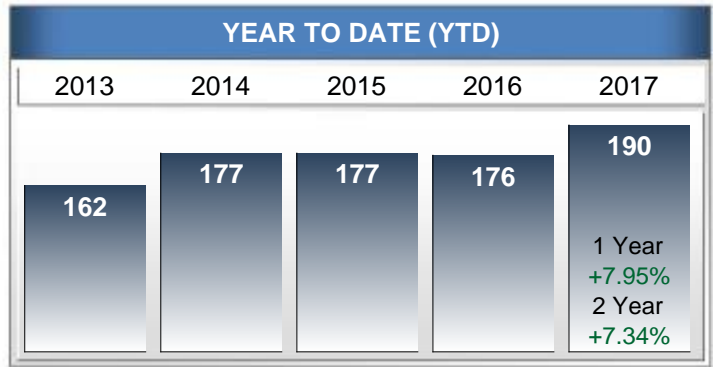
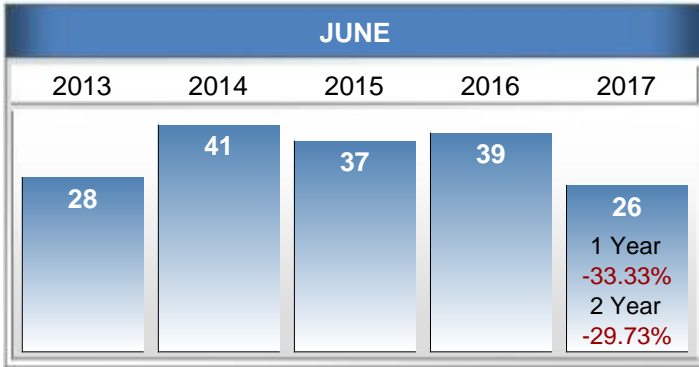
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	7.69%	52.5	2	0	0	0
\$30,001 \$40,000	2	7.69%	9.5	2	0	0	0
\$40,001 \$110,000	5	19.23%	46.2	2	2	1	0
\$110,001 \$150,000	9	34.62%	53.2	1	7	1	0
\$150,001 \$160,000	2	7.69%	20.5	0	1	1	0
\$160,001 \$250,000	4	15.38%	59.3	0	2	2	0
\$250,001 and up	2	7.69%	30.0	0	0	0	2
Total Closed Units:	26		45.1	7	12	5	2
Total Closed Volume:	3,398,000			329.20K	1.61M	779.00K	684.00K
Average Closed Price:	\$130,692			\$47,029	\$133,817	\$155,800	\$342,000



Monthly Inventory Analysis

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June 2017

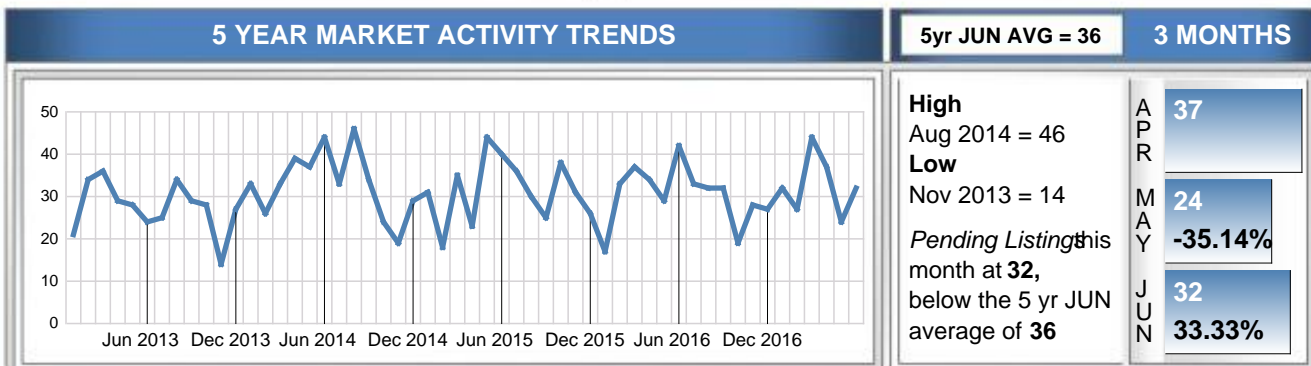
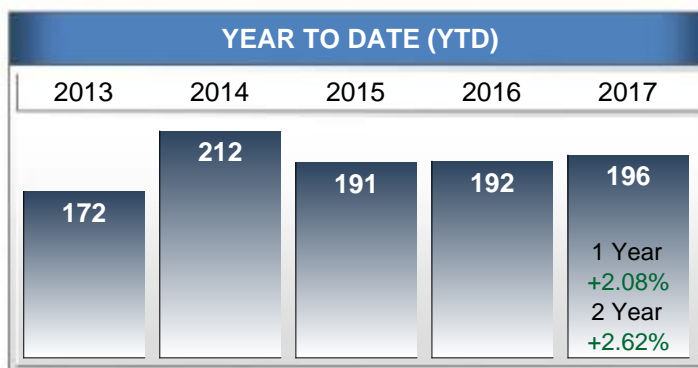
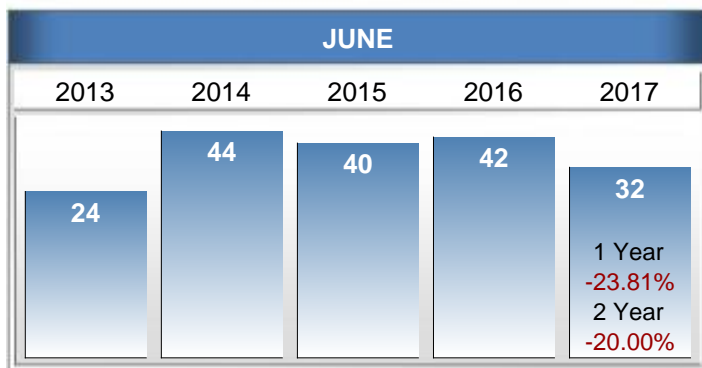
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 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+		
\$50,000 and less	4	12.50%	60.5	2	2	0	0		
\$50,001 - \$80,000	2	6.25%	76.5	0	2	0	0		
\$80,001 - \$110,000	6	18.75%	80.3	0	4	2	0		
\$110,001 - \$160,000	8	25.00%	43.4	0	4	4	0		
\$160,001 - \$170,000	4	12.50%	34.8	1	2	1	0		
\$170,001 - \$280,000	4	12.50%	59.8	0	4	0	0		
\$280,001 and up	4	12.50%	70.8	1	1	2	0		
Total Pending Units:				32	62.8	4	19	9	0.00B
Total Pending Volume:				4,537,900		507.50K	2.48M	1.55M	
Average Listing Price:				\$118,750		\$126,875	\$130,605	\$172,100	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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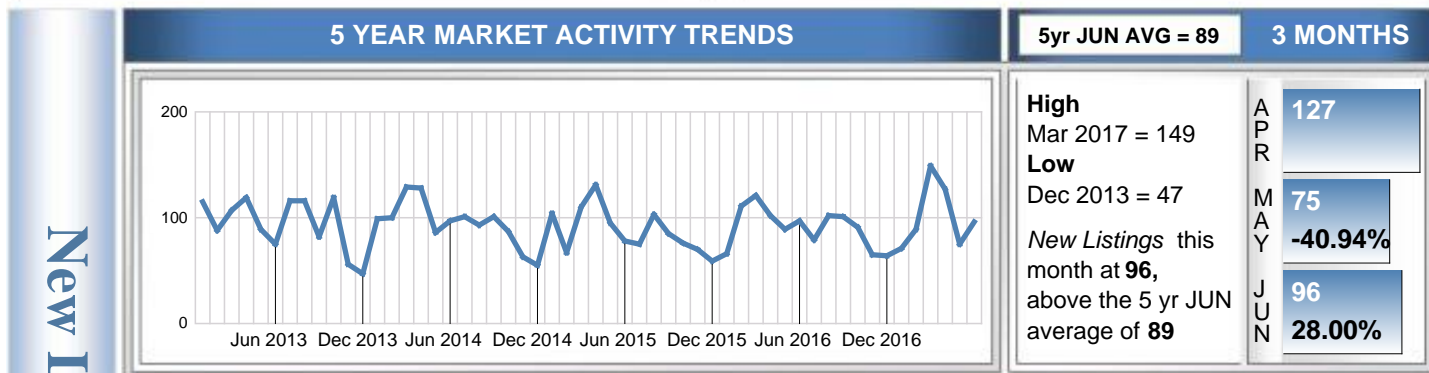
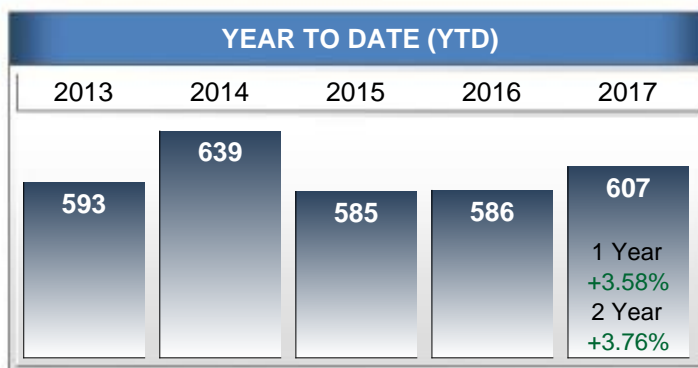
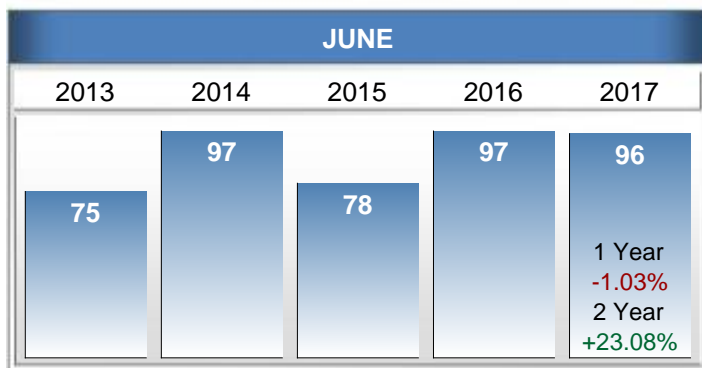
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 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+
\$40,000 and less	7	7.29%	6	1	0	0
\$40,001 - \$60,000	13	13.54%	7	5	0	1
\$60,001 - \$110,000	17	17.71%	6	9	2	0
\$110,001 - \$160,000	23	23.96%	3	15	5	0
\$160,001 - \$190,000	12	12.50%	0	11	1	0
\$190,001 - \$290,000	14	14.58%	4	8	2	0
\$290,001 and up	10	10.42%	2	3	3	2
Total New Listed Units:			28	52	13	3
Total New Listed Volume:			3.04M	8.00M	2.74M	2.03M
Average New Listed Listing Price:			\$108,561	\$153,834	\$211,146	\$676,667



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

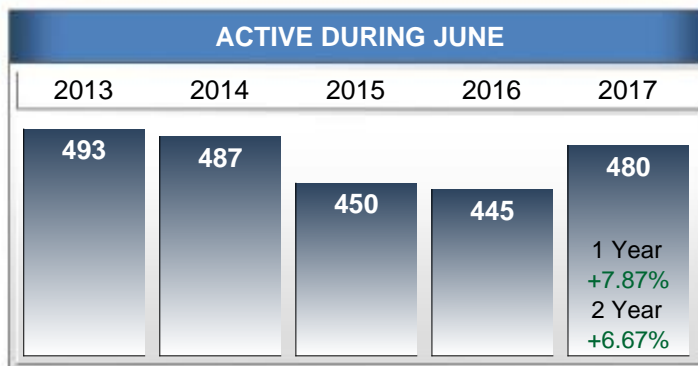
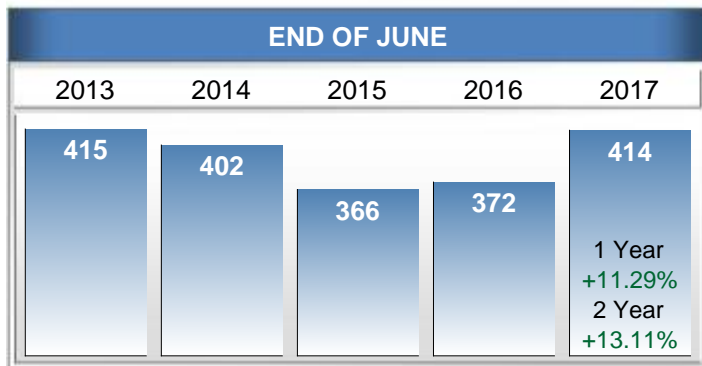
Active Inventory as of Jul 11, 2017



Active Inventory

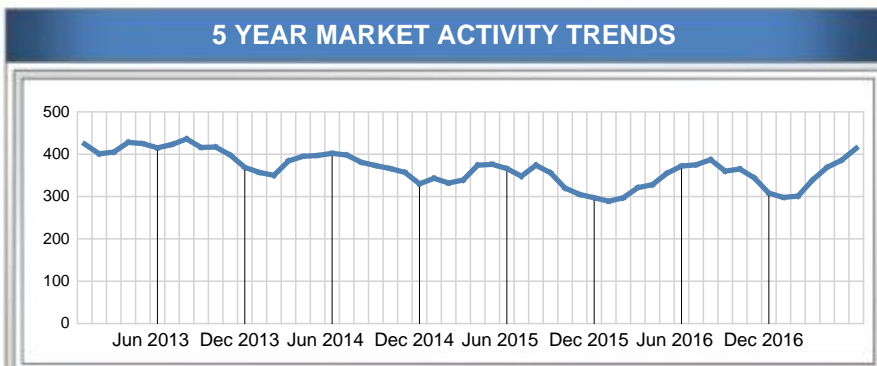
Report Produced on: Jul 11, 2017

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Active Inventory

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5yr JUN AVG = 394 **3 MONTHS**

High
Aug 2013 = 436

Low
Jan 2016 = 289

Inventory this month at **414**, above the 5 yr JUN average of **394**

A	369
P	
R	
M	386
A	4.61%
Y	
J	414
U	7.25%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	52	12.56%	90.3	51	1	0	0	
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0	
\$25,001 - \$50,000	66	15.94%	82.6	59	6	0	1	
\$50,001 - \$125,000	127	30.68%	75.5	68	52	7	0	
\$125,001 - \$200,000	69	16.67%	68.8	18	44	7	0	
\$200,001 - \$350,000	58	14.01%	74.5	15	32	11	0	
\$350,001 and up	42	10.14%	97.8	10	18	9	5	
Total Active Inventory by Units:			414	79.5	221	153	34	6
Total Active Inventory by Volume:			64,235,085		20.11M	30.70M	9.21M	4.22M
Average Active Inventory Listing Price:			\$155,157		\$90,994	\$200,647	\$270,779	\$703,317



Monthly Inventory Analysis

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June 2017

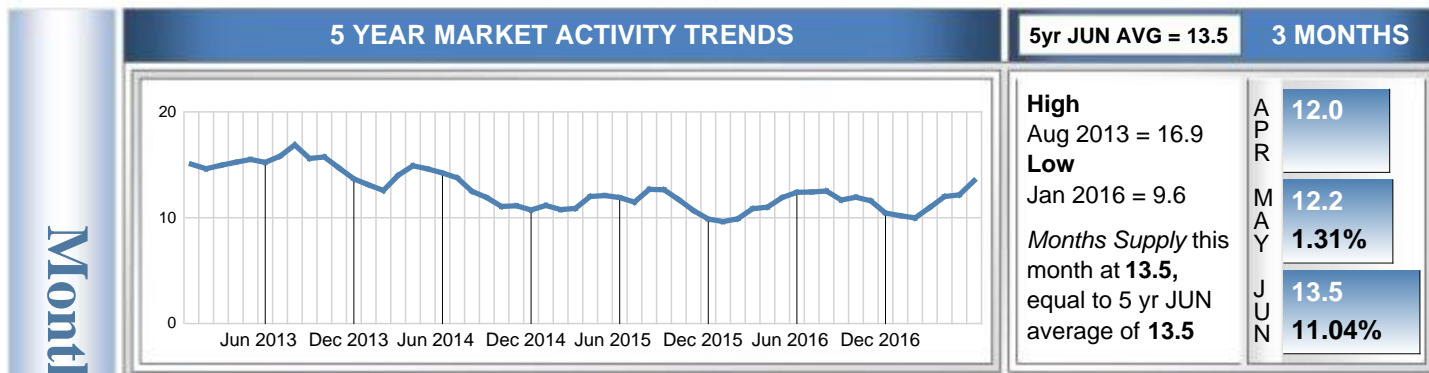
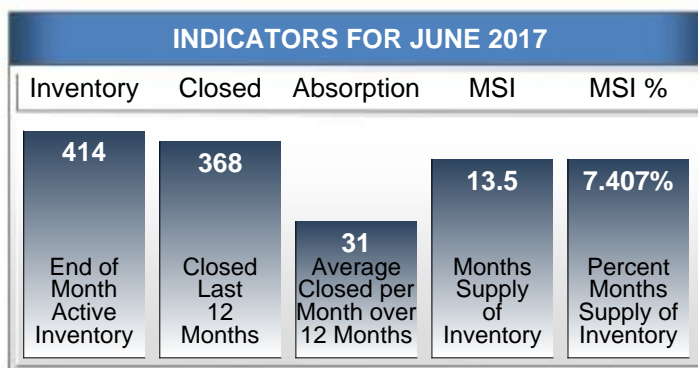
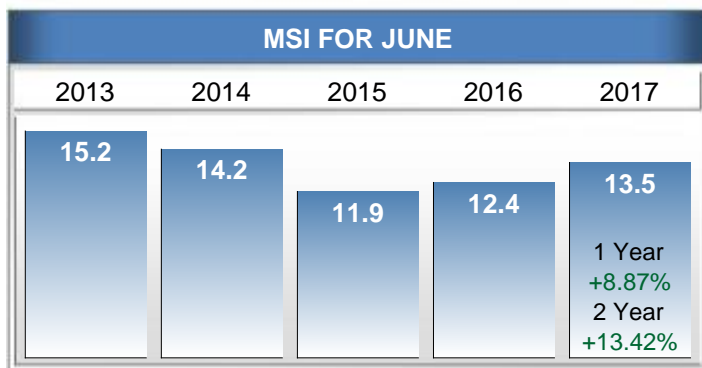
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 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	31	7.49%	12.4	20.0	1.0	0.0	0.0	
\$20,001 \$40,000	57	13.77%	20.7	30.5	1.7	0.0	0.0	
\$40,001 \$60,000	44	10.63%	12.0	28.3	4.0	4.0	0.0	
\$60,001 \$140,000	127	30.68%	10.9	20.1	8.1	5.3	0.0	
\$140,001 \$210,000	60	14.49%	10.7	19.6	9.8	6.5	0.0	
\$210,001 \$360,000	53	12.80%	16.7	72.0	20.7	8.6	0.0	
\$360,001 and up	42	10.14%	31.5	60.0	43.2	36.0	10.0	
MSI:	13.5			25.0	9.3	7.8	6.0	
Total Active Inventory:	414			221	153	34	6	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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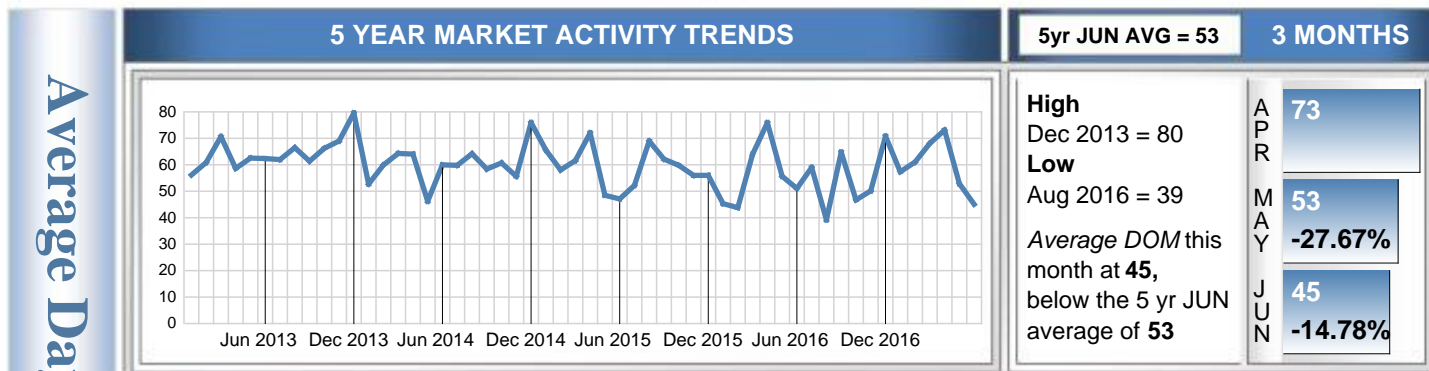
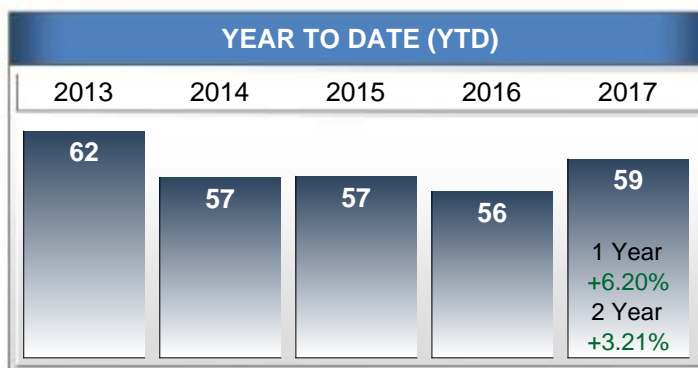
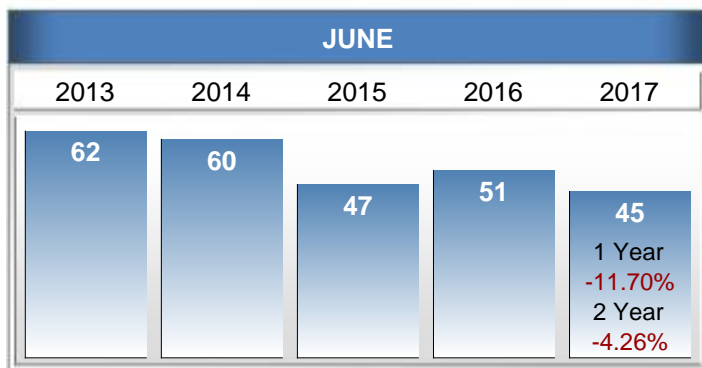
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 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+
\$30,000 and less	2	7.69%	52.5	52.5	0.0	0.0	0.0
\$30,001 \$40,000	2	7.69%	9.5	9.5	0.0	0.0	0.0
\$40,001 \$110,000	5	19.23%	46.2	92.5	14.5	17.0	0.0
\$110,001 \$150,000	9	34.62%	53.2	2.0	65.6	18.0	0.0
\$150,001 \$160,000	2	7.69%	20.5	0.0	22.0	19.0	0.0
\$160,001 \$250,000	4	15.38%	59.3	0.0	45.0	73.5	0.0
\$250,001 and up	2	7.69%	30.0	0.0	0.0	0.0	30.0
Average Closed DOM: 45.1				44.4	50.0	40.2	30.0
Total Closed Units: 26				7	12	5	2
Total Closed Volume: 3,398,000				329.20K	1.61M	779.00K	684.00K



Monthly Inventory Analysis

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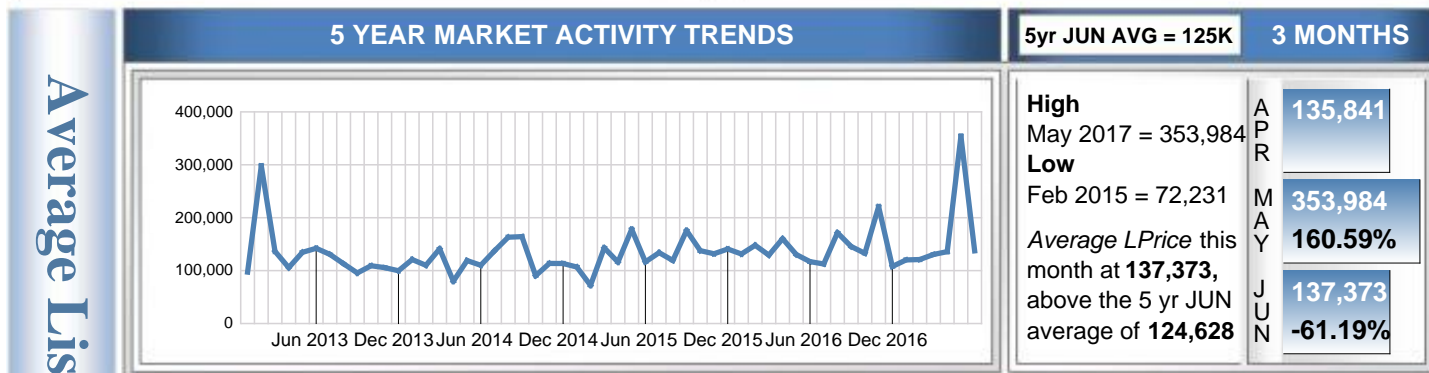
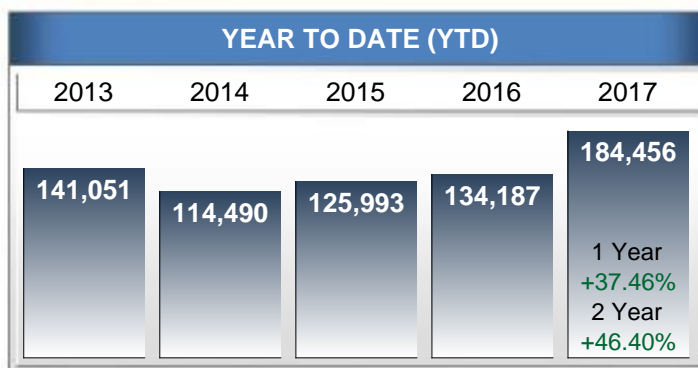
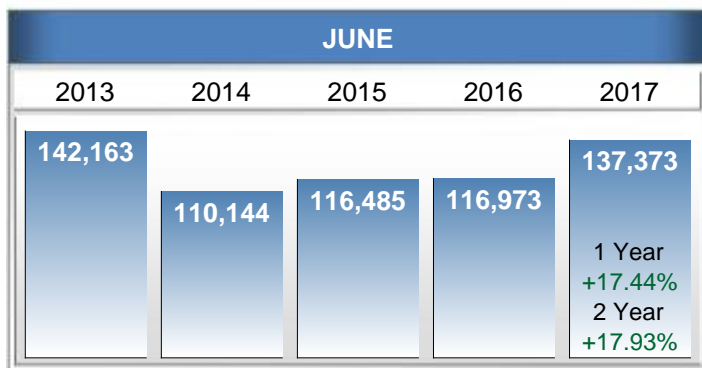
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 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+
\$30,000 and less	2	7.69%	18,250	18,250	0	0	0
\$30,001 \$40,000	1	3.85%	37,500	41,250	0	0	0
\$40,001 \$110,000	6	23.08%	57,450	47,600	63,250	78,000	0
\$110,001 \$150,000	8	30.77%	132,163	135,000	136,043	134,900	0
\$150,001 \$160,000	1	3.85%	154,000	0	162,900	154,000	0
\$160,001 \$250,000	5	19.23%	182,940	0	228,000	209,950	0
\$250,001 and up	3	11.54%	342,333	0	0	0	369,000
Average List Price:	\$137,373			\$49,886	\$141,475	\$157,360	\$369,000
Total Closed Units:	26			7	12	5	2
Total List Volume:	3,571,700			349.20K	1.70M	786.80K	738.00K



Monthly Inventory Analysis

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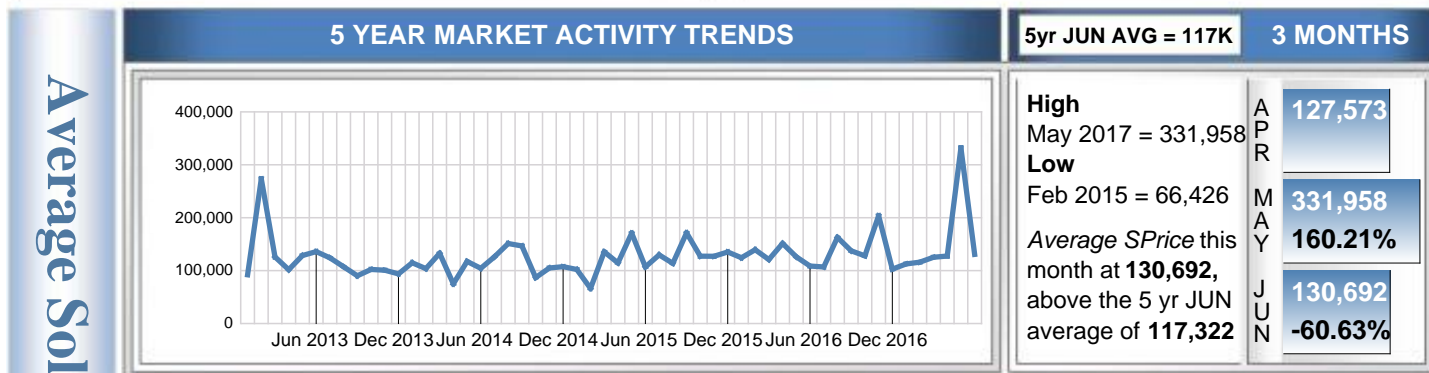
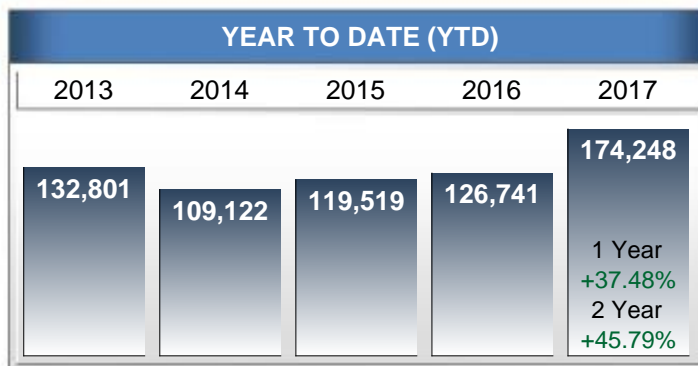
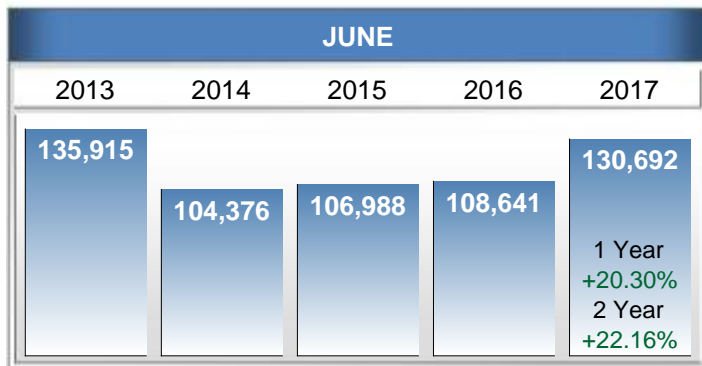
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

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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+
\$30,000 and less	2		7.69%	15,250	15,250	0	0	0
\$30,001 \$40,000	2		7.69%	37,250	37,250	0	0	0
\$40,001 \$110,000	5		19.23%	57,440	44,600	60,000	78,000	0
\$110,001 \$150,000	9		34.62%	133,344	135,000	130,729	150,000	0
\$150,001 \$160,000	2		7.69%	154,850	0	155,700	154,000	0
\$160,001 \$250,000	4		15.38%	203,000	0	207,500	198,500	0
\$250,001 and up	2		7.69%	342,000	0	0	0	342,000
Average Closed Price:	\$130,692				\$47,029	\$133,817	\$155,800	\$342,000
Total Closed Units:	26				7	12	5	2
Total Closed Volume:	3,398,000				329.20K	1.61M	779.00K	684.00K



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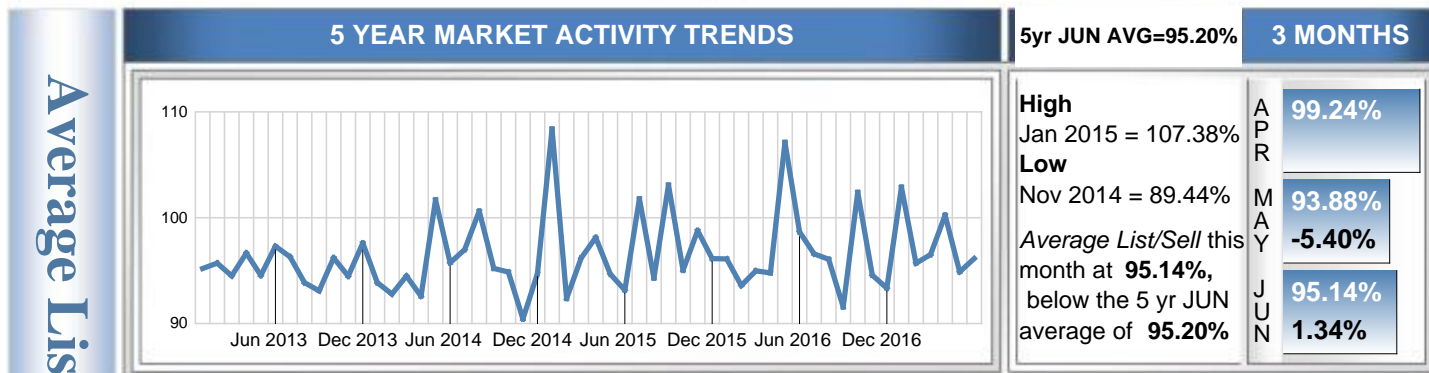
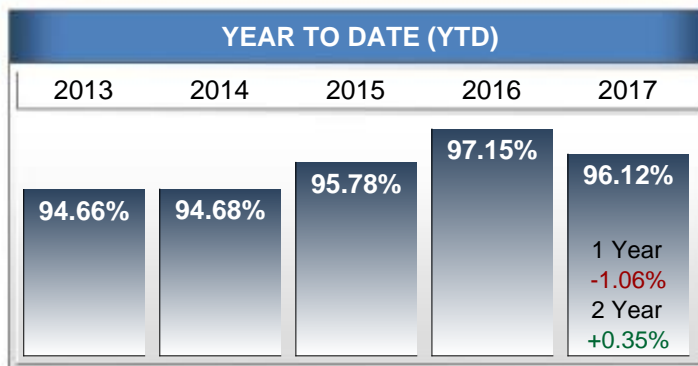
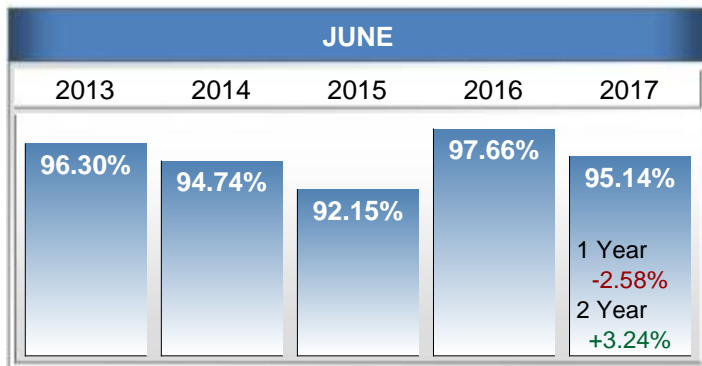
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$30,000 and less	2	7.69%	85.65%	85.65%	0.00%	0.00%	0.00%
\$30,001 \$40,000	2	7.69%	90.44%	90.44%	0.00%	0.00%	0.00%
\$40,001 \$110,000	5	19.23%	95.96%	93.75%	96.15%	100.00%	0.00%
\$110,001 \$150,000	9	34.62%	98.50%	100.00%	96.48%	111.19%	0.00%
\$150,001 \$160,000	2	7.69%	97.79%	0.00%	95.58%	100.00%	0.00%
\$160,001 \$250,000	4	15.38%	93.72%	0.00%	92.65%	94.79%	0.00%
\$250,001 and up	2	7.69%	92.35%	0.00%	0.00%	0.00%	92.35%
Average List/Sell Ratio: 95.10%				91.38%	95.71%	100.16%	92.35%
Total Closed Units: 26				7	12	5	2
Total Closed Volume: 3,398,000				329.20K	1.61M	779.00K	684.00K



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 11, 2017



Market Summary

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

Active Inventory as of June 30, 2017 = 414

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	39	26	-33.33%	176	190	7.95%
Pending Sales	42	32	-23.81%	192	196	2.08%
New Listings	97	96	-1.03%	586	607	3.58%
Average List Price	116,973	137,373	17.44%	134,187	184,456	37.46%
Average Sale Price	108,641	130,692	20.30%	126,741	174,248	37.48%
Average Percent of List Price to Selling Price	97.66%	95.14%	-2.58%	97.15%	96.12%	-1.06%
Average Days on Market to Sale	51.05	45.08	-11.70%	55.81	59.27	6.20%
Monthly Inventory	371	414	11.59%	371	414	11.59%
Months Supply of Inventory	12.37	13.50	9.16%	12.37	13.50	9.16%

