



# June 2017

Area Delimited by County Of Mayes

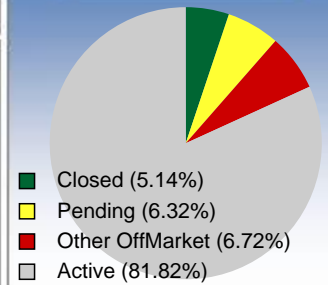


**Absorption:** Last 12 months, an Average of **31** Sales/Month

**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%
Median List Price	89,000	133,700	50.22%
Median Sale Price	82,000	134,050	63.48%
Median Percent of List Price to Selling Price	95.63%	94.96%	-0.70%
Median Days on Market to Sale	41.00	26.00	-36.59%
End of Month Inventory	371	414	11.59%
Months Supply of Inventory	12.37	13.50	9.16%

### Market Activity



Report Produced on: Jul 11, 2017

# 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 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.

### 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 **63.48%** in June 2017 to \$134,050 versus the previous year at \$82,000.

### Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 15.00 days or **36.59%** in June 2017 compared to last year's same month at **41.00** DOM.

### Sales Success for June 2017 is Positive

Overall, with Median 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## June 2017

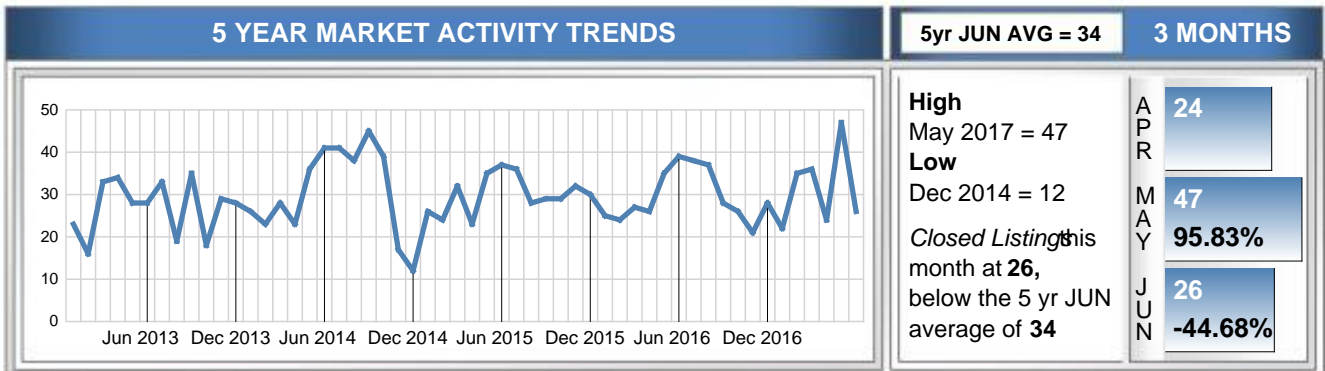
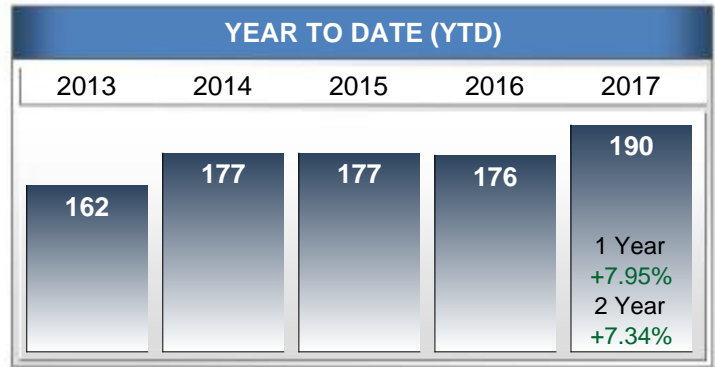
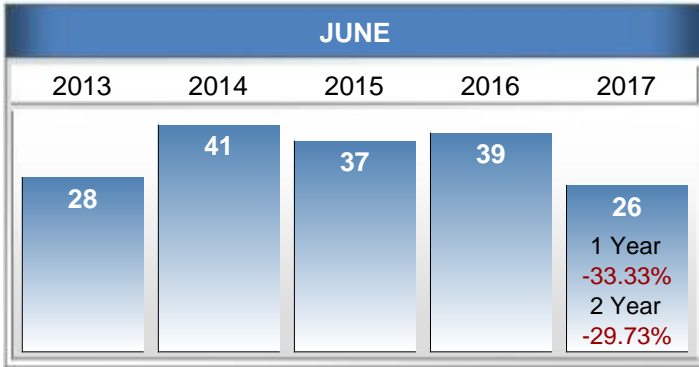
Closed Sales as of Jul 11, 2017



### 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		%	MDOM	≤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%	27.0	2	2	1	0
\$110,001 - \$150,000	9	34.62%	57.0	1	7	1	0
\$150,001 - \$160,000	2	7.69%	20.5	0	1	1	0
\$160,001 - \$250,000	4	15.38%	54.0	0	2	2	0
\$250,001 and up	2	7.69%	30.0	0	0	0	2
<b>Total Closed Units:</b>	<b>26</b>		<b>26.0</b>	<b>7</b>	<b>12</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>3,398,000</b>			<b>329.20K</b>	<b>1.61M</b>	<b>779.00K</b>	<b>684.00K</b>
<b>Median Closed Price:</b>	<b>\$134,050</b>			<b>\$40,000</b>	<b>\$134,050</b>	<b>\$154,000</b>	<b>\$342,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

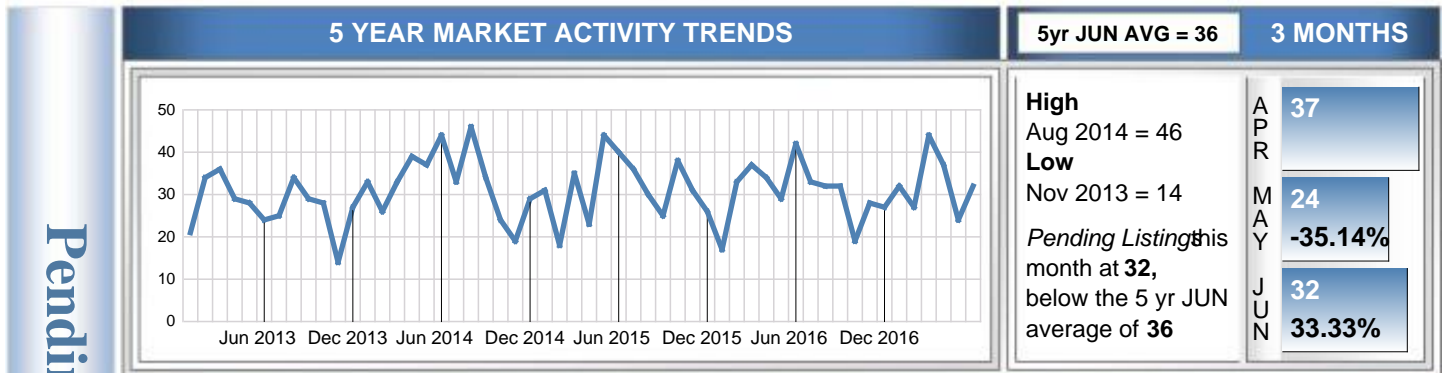
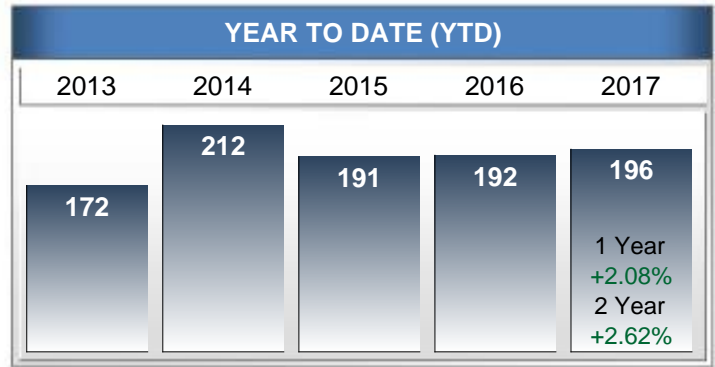
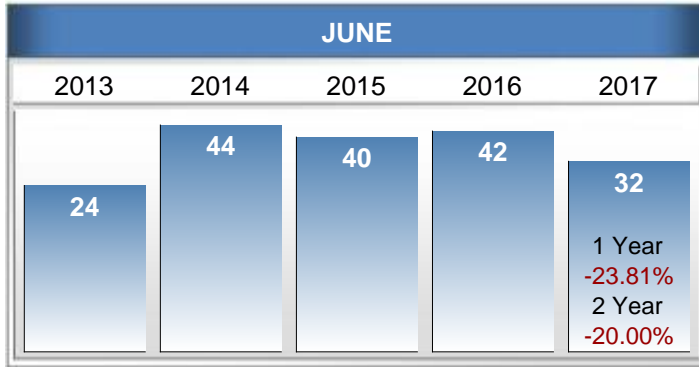
Pending Listings as of Jul 11, 2017



Report Produced on: Jul 11, 2017

### Pending Listings

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+
\$50,000 and less	4	12.50%	44.5	2	2	0	0
\$50,001 - \$80,000	2	6.25%	76.5	0	2	0	0
\$80,001 - \$110,000	6	18.75%	60.0	0	4	2	0
\$110,001 - \$160,000	8	25.00%	30.5	0	4	4	0
\$160,001 - \$170,000	4	12.50%	12.5	1	2	1	0
\$170,001 - \$280,000	4	12.50%	59.0	0	4	0	0
\$280,001 and up	4	12.50%	85.5	1	1	2	0
<b>Total Pending Units:</b>	<b>32</b>		<b>48.5</b>	<b>4</b>	<b>19</b>	<b>9</b>	<b>0.00B</b>
<b>Total Pending Volume:</b>	<b>4,537,900</b>			<b>507.50K</b>	<b>2.48M</b>	<b>1.55M</b>	<b>0.00B</b>
<b>Median Listing Price:</b>	<b>\$127,400</b>			<b>\$98,000</b>	<b>\$124,900</b>	<b>\$129,900</b>	<b>\$0</b>



# Monthly Inventory Analysis

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## June 2017

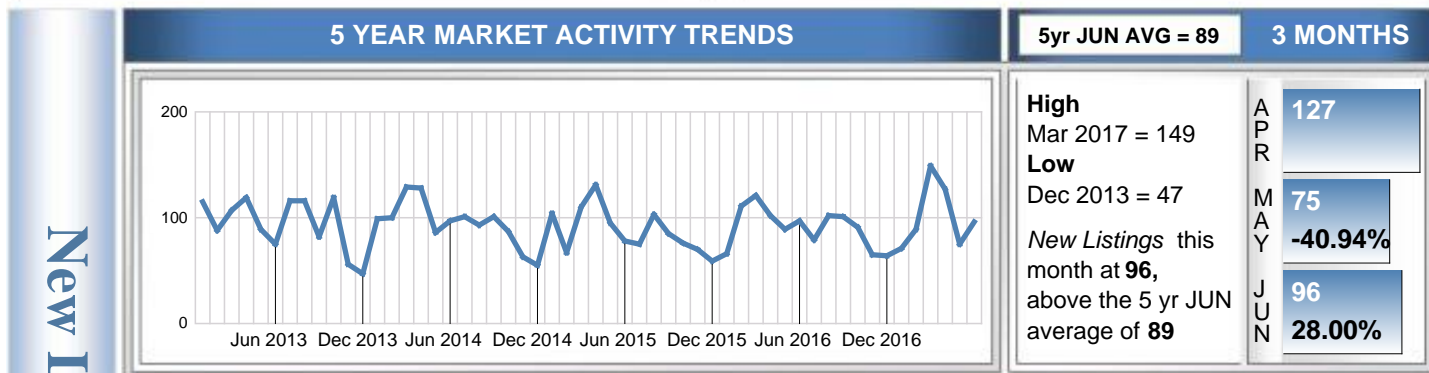
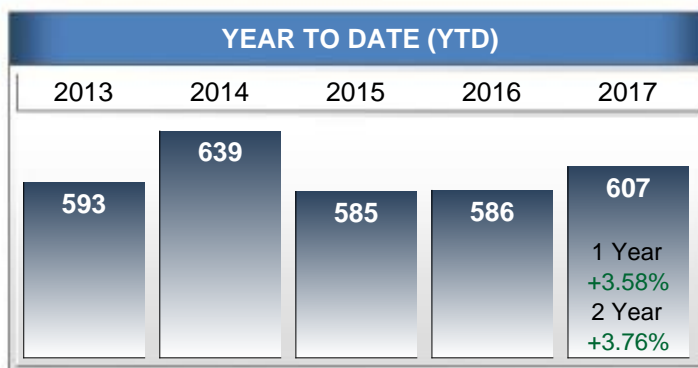
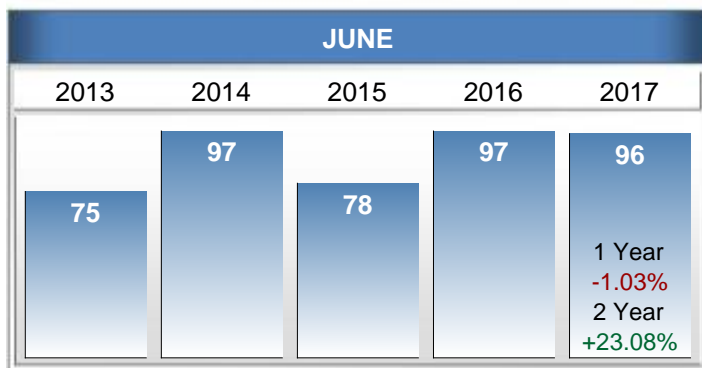
New Listings as of Jul 11, 2017



### 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
<b>Total New Listed Units:</b>	<b>96</b>		<b>28</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume:</b>	<b>15,813,976</b>		<b>3.04M</b>	<b>8.00M</b>	<b>2.74M</b>	<b>2.03M</b>
<b>Median New Listed Listing Price:</b>	<b>\$129,250</b>		<b>\$62,750</b>	<b>\$142,400</b>	<b>\$153,000</b>	<b>\$985,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

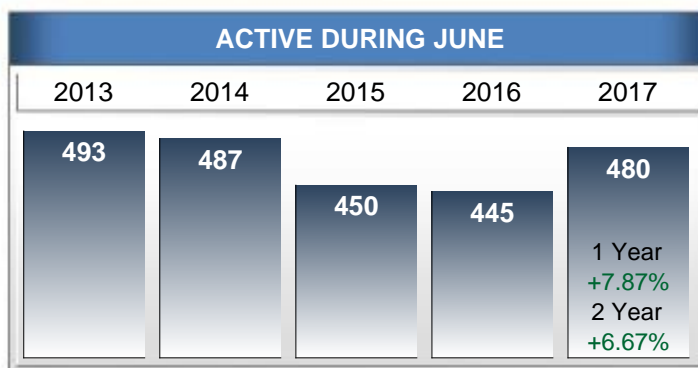
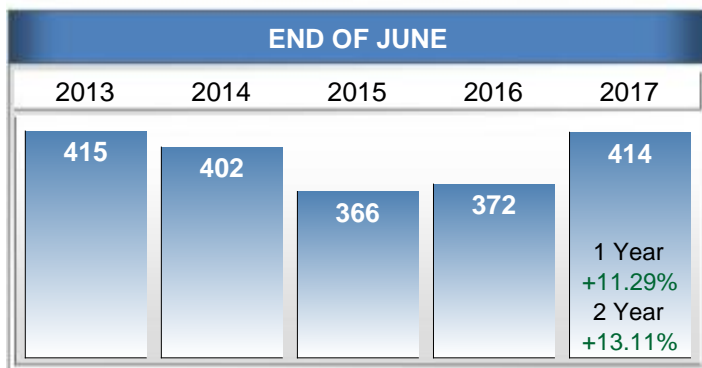
Active Inventory as of Jul 11, 2017



### Active Inventory

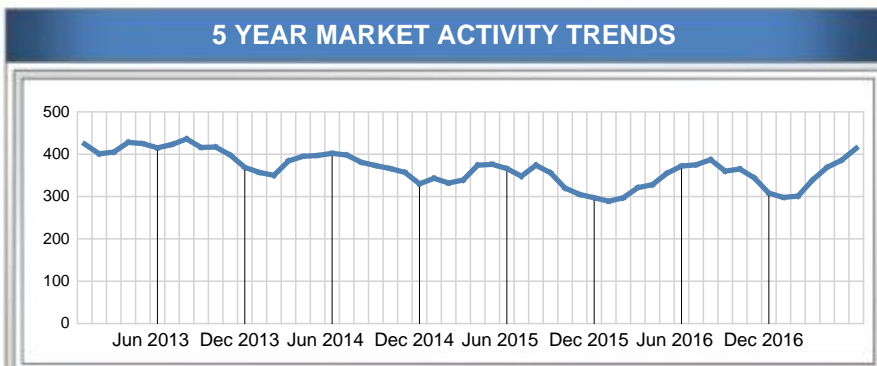
Report Produced on: Jul 11, 2017

Area Delimited by County Of Mayes



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	31	7.49%	105.0	30	1	0	0		
\$20,001 \$40,000	57	13.77%	93.0	56	1	0	0		
\$40,001 \$60,000	44	10.63%	66.5	33	9	1	1		
\$60,001 \$140,000	127	30.68%	66.0	62	58	7	0		
\$140,001 \$210,000	60	14.49%	51.5	18	35	7	0		
\$210,001 \$360,000	53	12.80%	78.0	12	31	10	0		
\$360,001 and up	42	10.14%	82.5	10	18	9	5		
Total Active Inventory by Units:				414	78.0	221	153	34	6
Total Active Inventory by Volume:				64,235,085		20.11M	30.70M	9.21M	4.22M
Median Active Inventory Listing Price:				\$95,000		\$51,500	\$155,900	\$220,950	\$762,450





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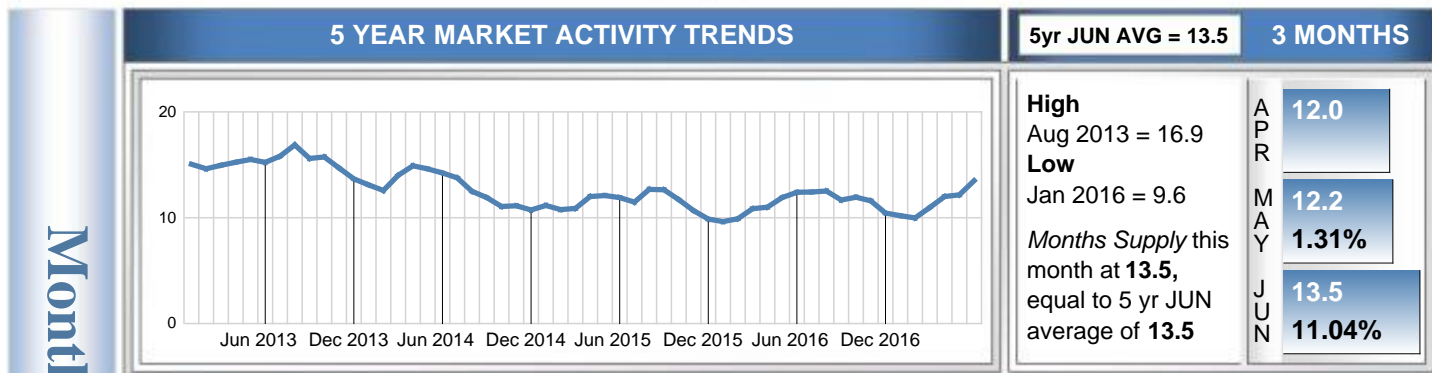
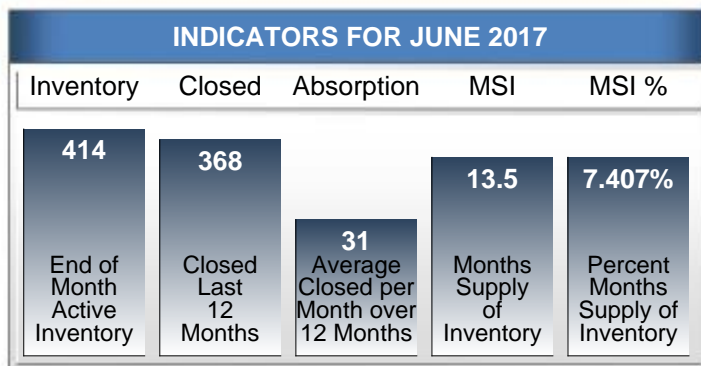
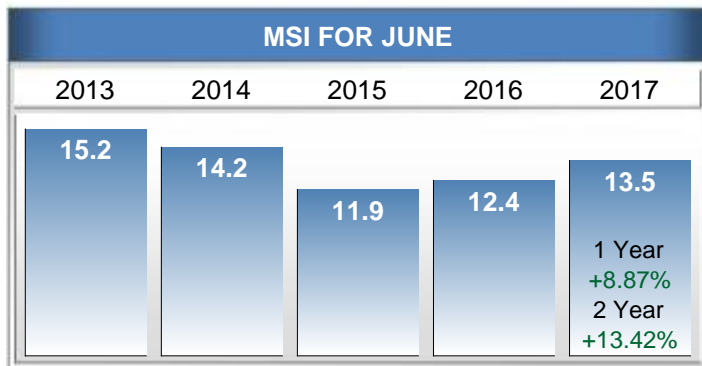
Active Inventory as of Jul 11, 2017



### Months Supply of Inventory

Report Produced on: Jul 11, 2017

Area Delimited by County Of Mayes



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

#### 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

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## June 2017

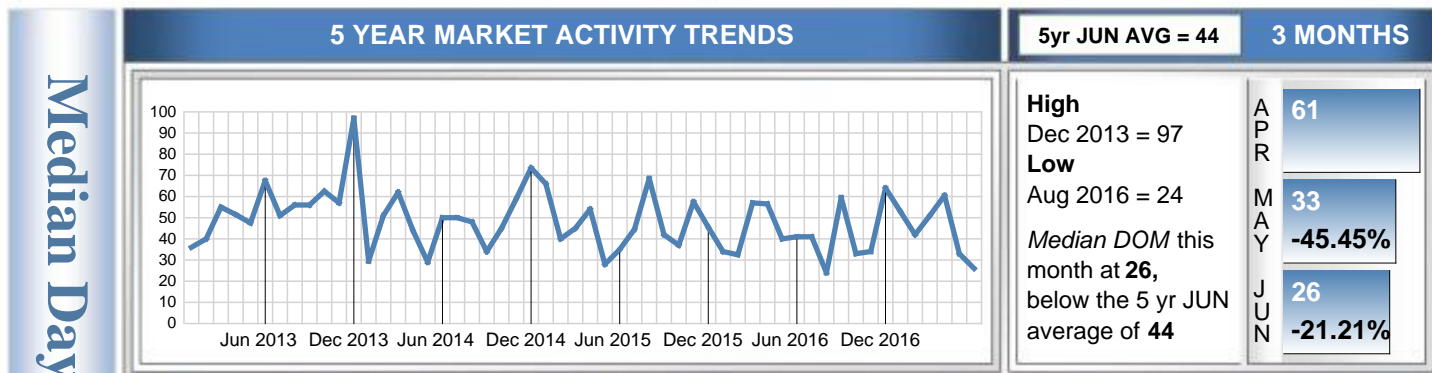
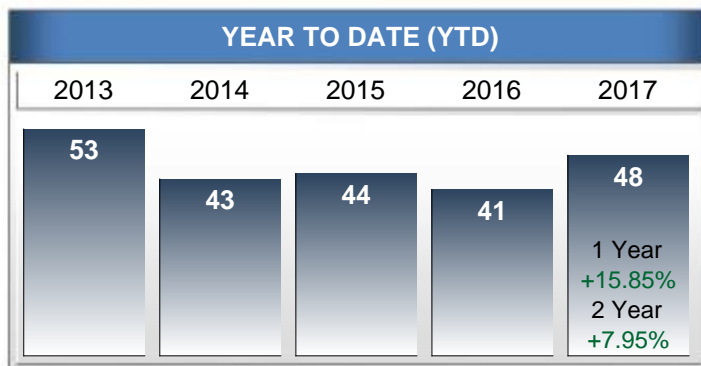
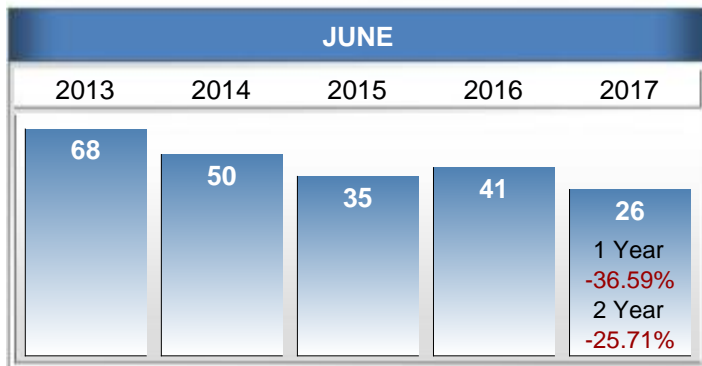
Closed Sales as of Jul 11, 2017



### Median Days on Market to Sale

Report Produced on: Jul 11, 2017

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+
\$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%	27.0	92.5	14.5	17.0	0.0
\$110,001 \$150,000	9	34.62%	57.0	2.0	63.0	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%	54.0	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
Median Closed DOM:	26.0			27.0	42.5	19.0	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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## June 2017

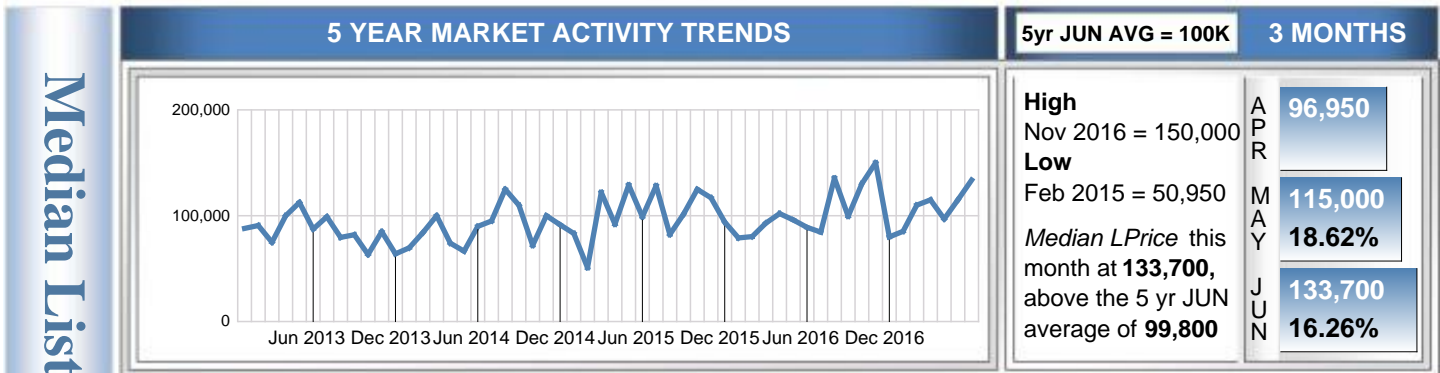
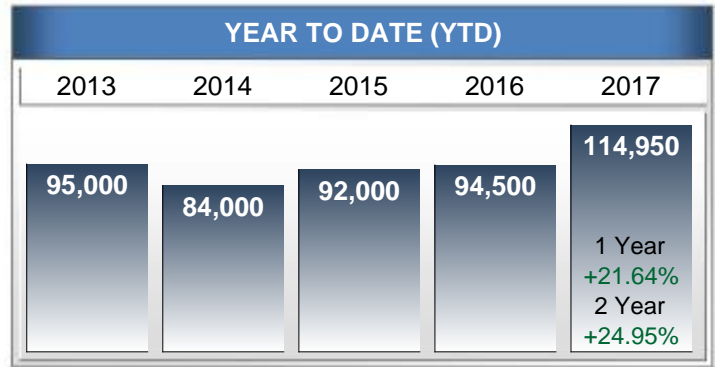
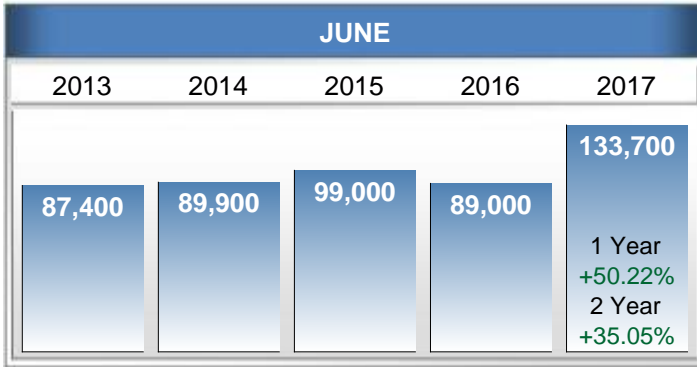
Closed Sales as of Jul 11, 2017



### Median List Price at Closing

Report Produced on: Jul 11, 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+
\$30,000 and less	2		7.69%	18,250	18,250	0	0	0
\$30,001 \$40,000	1		3.85%	37,500	37,500	0	0	0
\$40,001 \$110,000	6		23.08%	47,600	47,200	63,250	78,000	0
\$110,001 \$150,000	8		30.77%	133,700	135,000	131,500	134,900	0
\$150,001 \$160,000	1		3.85%	154,000	0	0	154,000	0
\$160,001 \$250,000	5		19.23%	167,000	0	164,900	209,950	0
\$250,001 and up	3		11.54%	339,000	0	289,000	0	369,000
Median List Price:		\$133,700			\$45,000	\$136,000	\$154,000	\$369,000
Total Closed Units:		26			7	12	5	2
Total List Volume:		3,571,700			349.20K	1.70M	786.80K	738.00K





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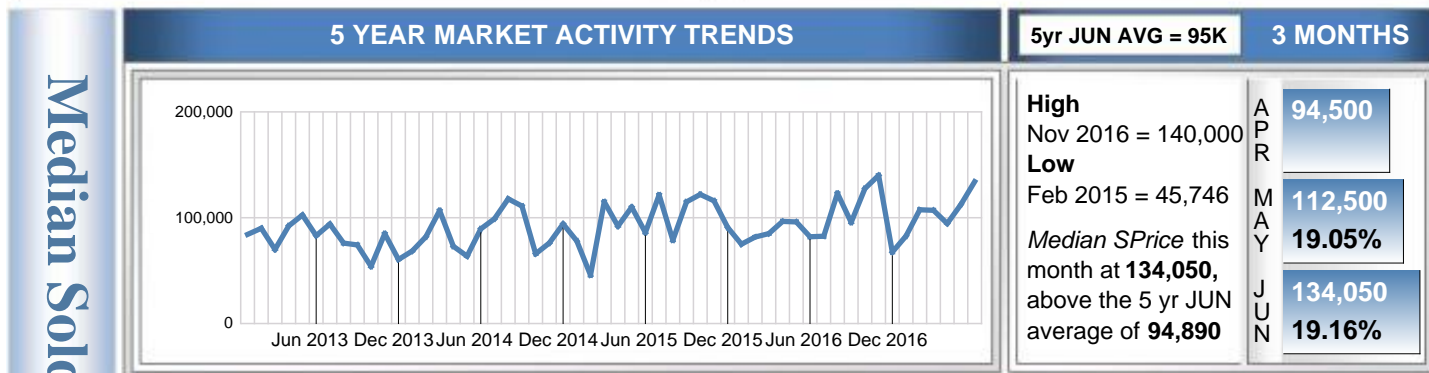
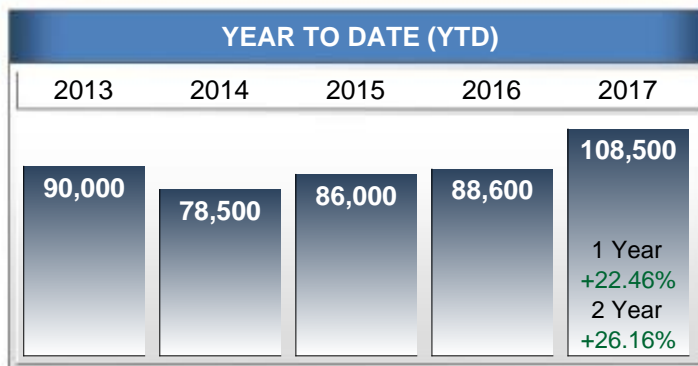
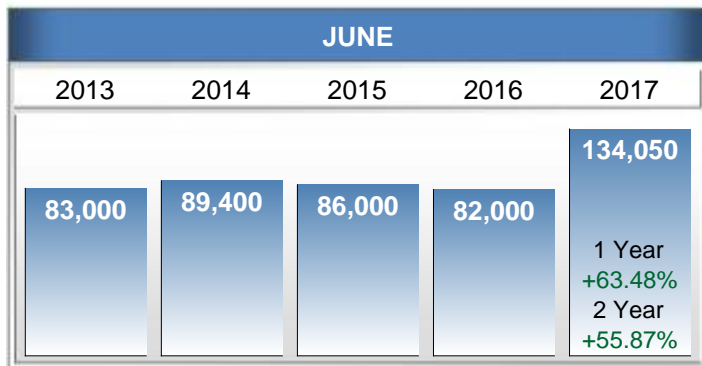
Closed Sales as of Jul 11, 2017



### Median Sold Price at Closing

Report Produced on: Jul 11, 2017

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+
\$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%	47,200	44,600	60,000	78,000	0
\$110,001 \$150,000	9		34.62%	135,000	135,000	133,100	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%	198,500	0	207,500	198,500	0
\$250,001 and up	2		7.69%	342,000	0	0	0	342,000
Median Closed Price:		\$134,050			\$40,000	\$134,050	\$154,000	\$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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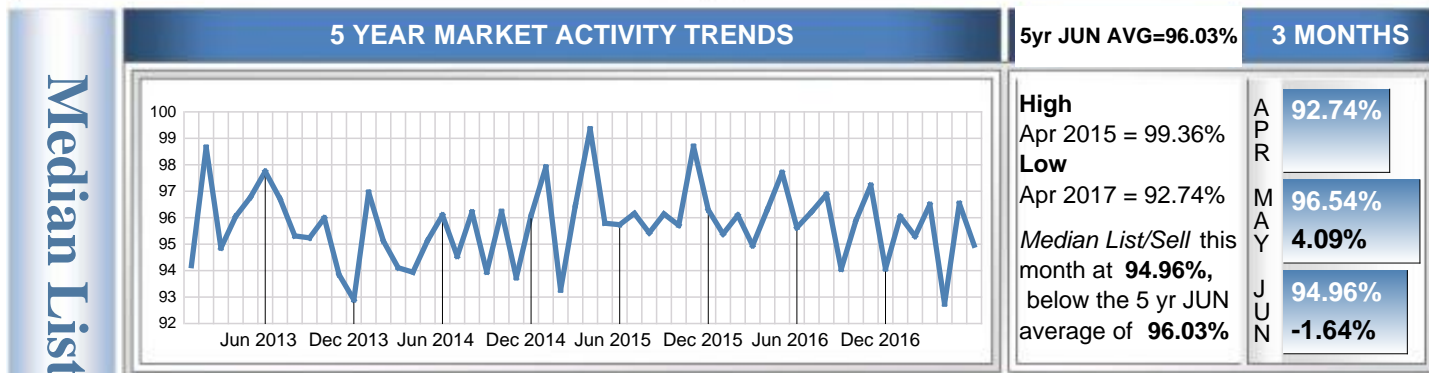
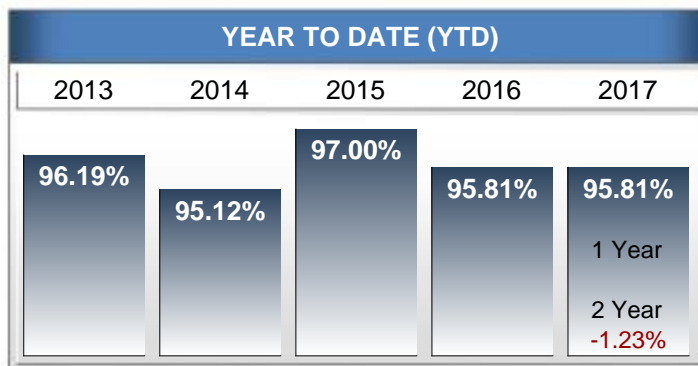
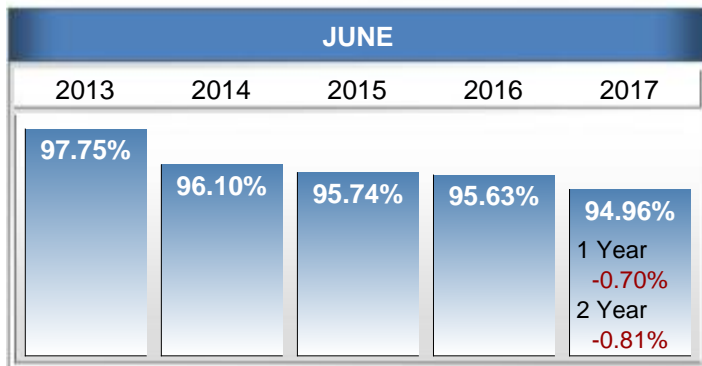
Closed Sales as of Jul 11, 2017



### 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+
\$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%	100.00%	93.75%	96.15%	100.00%	0.00%
\$110,001 \$150,000	9	34.62%	96.77%	100.00%	94.34%	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%	94.19%	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%
Median List/Sell Ratio:	94.96%			91.30%	94.96%	100.00%	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

Data from the Greater Tulsa Association of REALTORS®

## June 2017

Inventory as of Jul 11, 2017



### Market Summary

Report Produced on: Jul 11, 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			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%
Median List Price	89,000	133,700	50.22%	94,500	114,950	21.64%
Median Sale Price	82,000	134,050	63.48%	88,600	108,500	22.46%
Median Percent of List Price to Selling Price	95.63%	94.96%	-0.70%	95.81%	95.81%	0.00%
Median Days on Market to Sale	41.00	26.00	-36.59%	41.00	47.50	15.85%
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%

