



# November 2016

Area Delimited by County Of Mayes

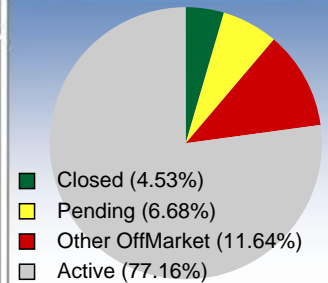


**Absorption:** Last 12 months, an Average of **30** Sales/Month

**Active Inventory** as of November 30, 2016 = **358**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	32	21	-34.38%
Pending Listings	31	31	0.00%
New Listings	70	65	-7.14%
Average List Price	131,862	220,900	67.52%
Average Sale Price	127,082	203,684	60.28%
Average Percent of List Price to Selling Price	97.78%	93.57%	-4.30%
Average Days on Market to Sale	56.00	50.14	-10.46%
End of Month Inventory	304	358	17.76%
Months Supply of Inventory	10.64	12.10	13.78%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

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 November 2016 rose **17.76%** to 358 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **12.10** 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 **60.28%** in November 2016 to \$203,684 versus the previous year at \$127,082.

### Average Days on Market Shortens

The average number of **50.14** days that homes spent on the market before selling decreased by 5.86 days or **10.46%** in November 2016 compared to last year's same month at **56.00** DOM.

### Sales Success for November 2016 is Positive

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

There were 65 New Listings in November 2016, down **7.14%** from last year at 70. Furthermore, there were 21 Closed Listings this month versus last year at 32, a **-34.38%** decrease.

Closed versus Listed trends yielded a **32.3%** ratio, down from last year's November 2016 at **45.7%**, a **29.33%** 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®

## November 2016

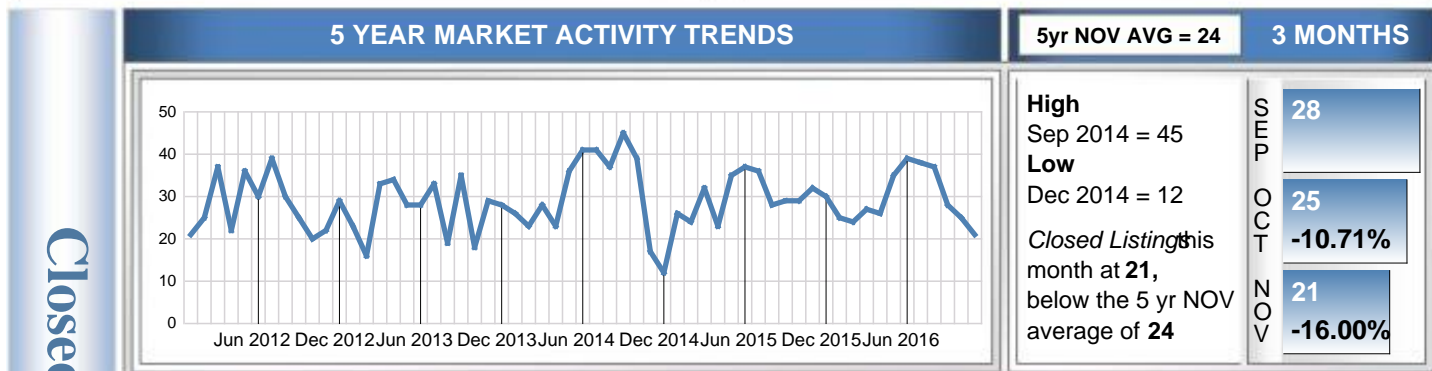
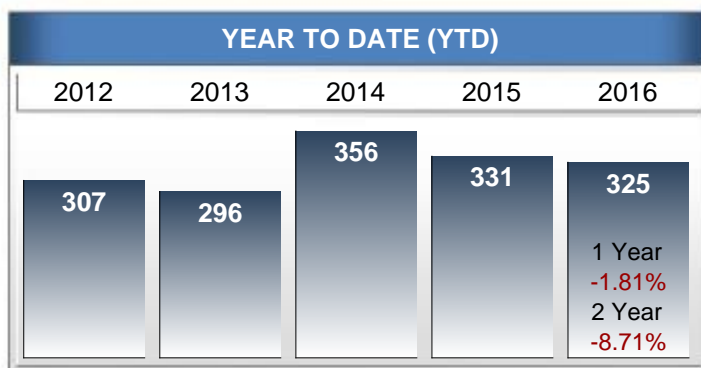
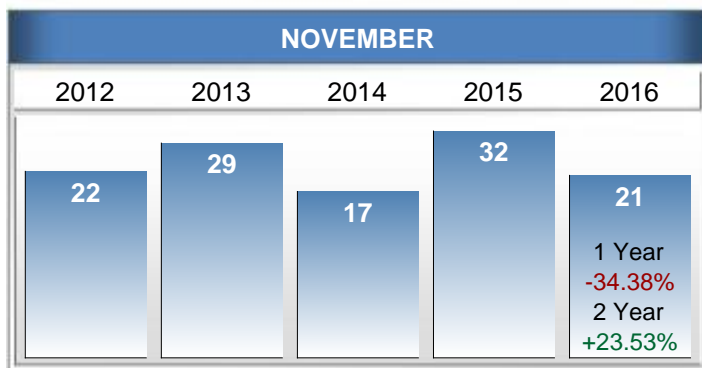
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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	3	14.29%	47.3	1	2	0	0
\$25,001-\$100,000	4	19.05%	83.8	1	3	0	0
\$100,001-\$175,000	6	28.57%	33.0	1	5	0	0
\$175,001-\$300,000	4	19.05%	70.8	1	2	1	0
\$300,001-\$400,000	1	4.76%	17.0	0	1	0	0
\$400,001 and up	3	14.29%	26.0	1	1	0	1
<b>Total Closed Units:</b>	<b>21</b>		<b>50.1</b>	<b>5</b>	<b>14</b>	<b>1</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>4,277,355</b>			<b>797.25K</b>	<b>1.98M</b>	<b>300.00K</b>	<b>1.20M</b>
<b>Average Closed Price:</b>	<b>\$203,684</b>			<b>\$159,450</b>	<b>\$141,436</b>	<b>\$300,000</b>	<b>\$1,200,000</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

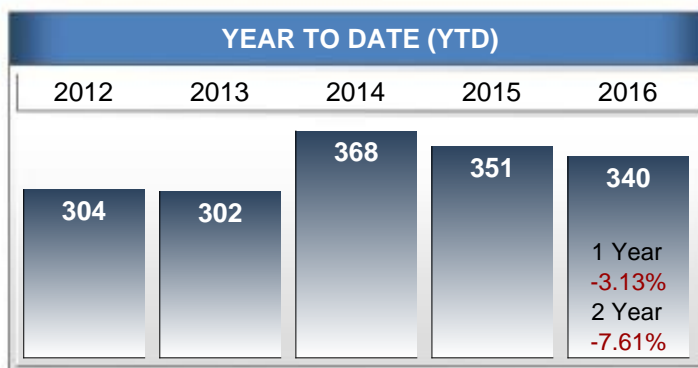
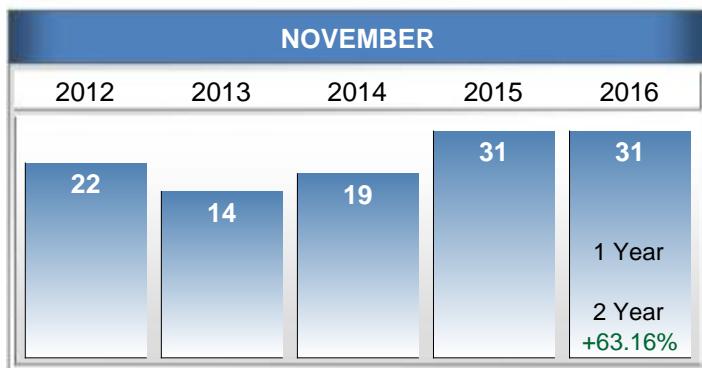
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



Pending Listings  
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<b>5yr NOV AVG = 23</b>	<b>3 MONTHS</b>
<b>High</b> Aug 2014 = 46	<b>SEP</b> 33
<b>Low</b> Nov 2013 = 14	<b>OCT</b> 19
<i>Pending Listing</i> this month at <b>31</b> , above the 5 yr NOV average of <b>23</b>	<b>NOV</b> 31
	<b>-42.42%</b>

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	6.45%	39.0	1	0	1	0
\$20,001 - \$30,000	2	6.45%	19.5	2	0	0	0
\$30,001 - \$50,000	6	19.35%	87.7	1	5	0	0
\$50,001 - \$90,000	9	29.03%	68.9	5	3	1	0
\$90,001 - \$120,000	3	9.68%	92.3	1	2	0	0
\$120,001 - \$240,000	5	16.13%	101.0	1	4	0	0
\$240,001 and up	4	12.90%	81.8	1	1	2	0
<b>Total Pending Units:</b>	<b>31</b>		<b>51.0</b>	<b>12</b>	<b>15</b>	<b>4</b>	<b>0.00B</b>
<b>Total Pending Volume:</b>	<b>3,281,879</b>			<b>1.14M</b>	<b>1.41M</b>	<b>740.08K</b>	<b>\$0</b>
<b>Average Listing Price:</b>	<b>\$34,000</b>			<b>\$94,625</b>	<b>\$93,753</b>	<b>\$185,020</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

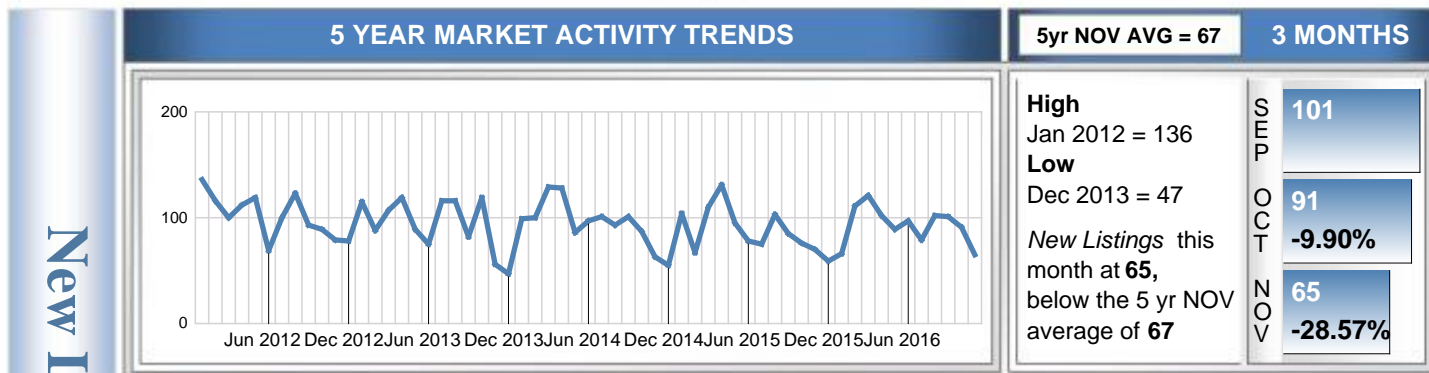
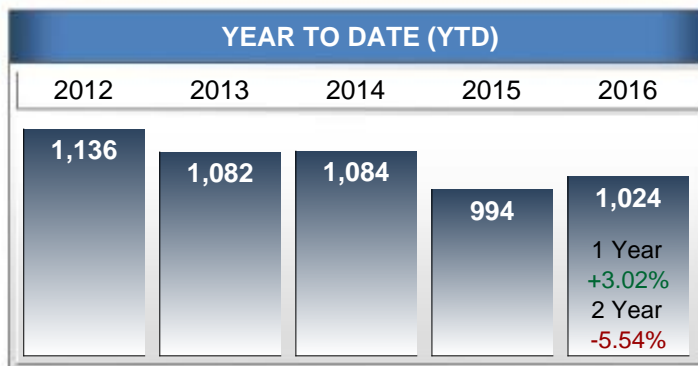
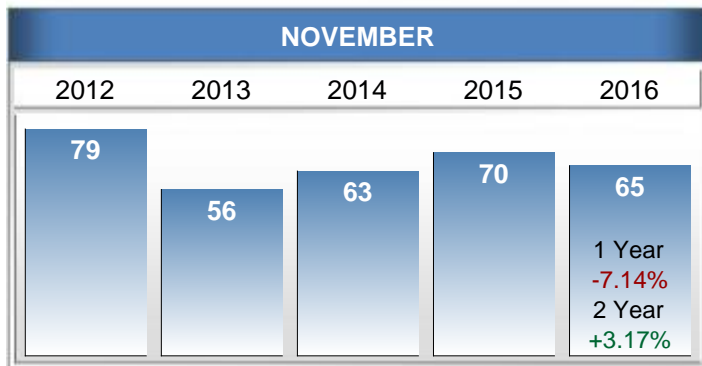
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



#### 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	<b>6</b>	9.23%	5	0	1	0
\$30,001 - \$50,000	<b>9</b>	13.85%	7	2	0	0
\$50,001 - \$80,000	<b>10</b>	15.38%	6	3	1	0
\$80,001 - \$150,000	<b>14</b>	21.54%	5	8	1	0
\$150,001 - \$240,000	<b>11</b>	16.92%	3	7	1	0
\$240,001 - \$480,000	<b>8</b>	12.31%	2	5	1	0
\$480,001 and up	<b>7</b>	10.77%	3	1	2	1
Total New Listed Units:			31	26	7	1
Total New Listed Volume:			5.39M	4.64M	1.93M	1.49M
Average New Listed Listing Price:			\$174,019	\$178,588	\$276,283	\$1,488,000

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

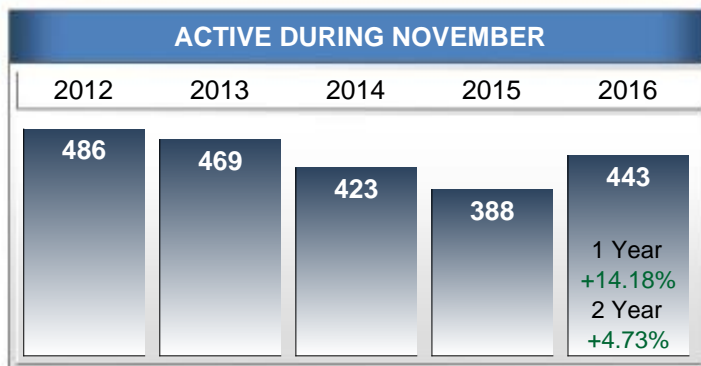
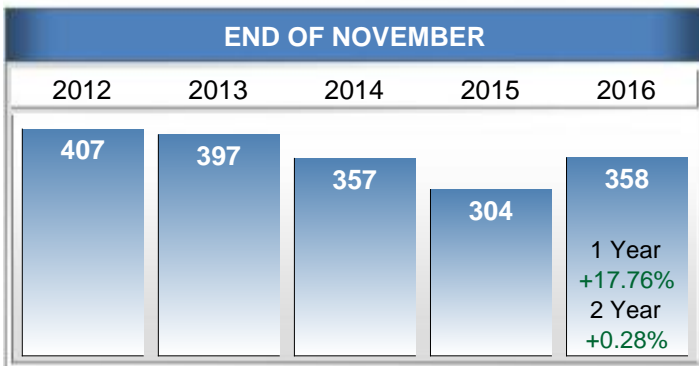
Active Inventory as of Dec 12, 2016



### Active Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



Active Inventory

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**5yr NOV AVG = 365**      **3 MONTHS**

**High**  
May 2012 = 450

**Low**  
Jan 2016 = 285

*Inventory* this month at **358**, below the 5 yr NOV average of **365**

SEP	367
OCT	378
NOV	358
<b>3.00%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	38	10.61%	92.4	37	1	0	0
\$25,001 - \$50,000	46	12.85%	79.5	40	5	0	1
\$50,001 - \$75,000	35	9.78%	90.4	21	12	2	0
\$75,001 - \$150,000	107	29.89%	87.2	46	50	11	0
\$150,001 - \$225,000	39	10.89%	66.7	10	24	5	0
\$225,001 - \$425,000	60	16.76%	86.5	17	28	11	4
\$425,001 and up	33	9.22%	99.7	7	14	7	5
Total Active Inventory by Units:		358	85.9	178	134	36	10
Total Active Inventory by Volume:		73,649,102		20.77M	27.64M	10.15M	15.09M
Average Active Inventory Listing Price:		\$205,724		\$116,710	\$206,275	\$281,860	\$1,508,690



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

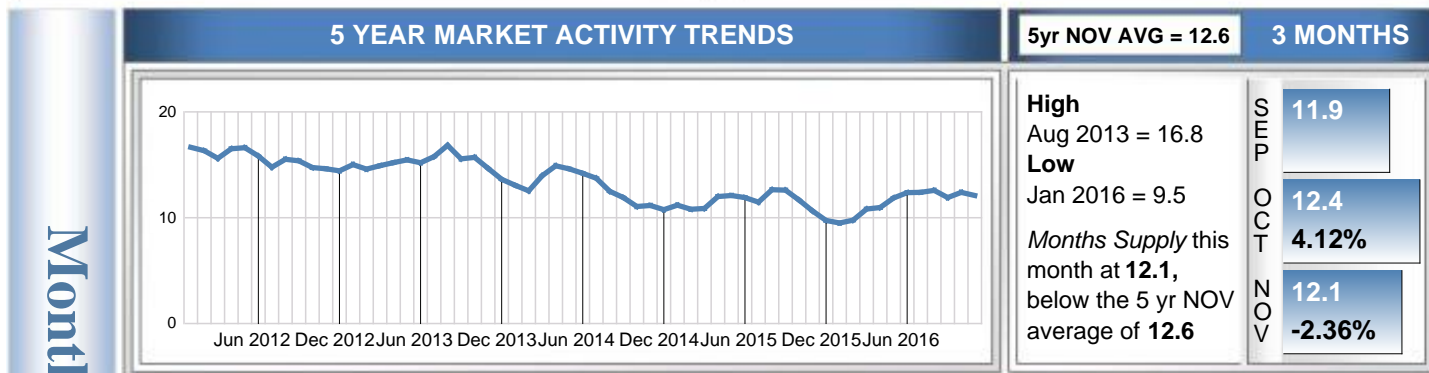
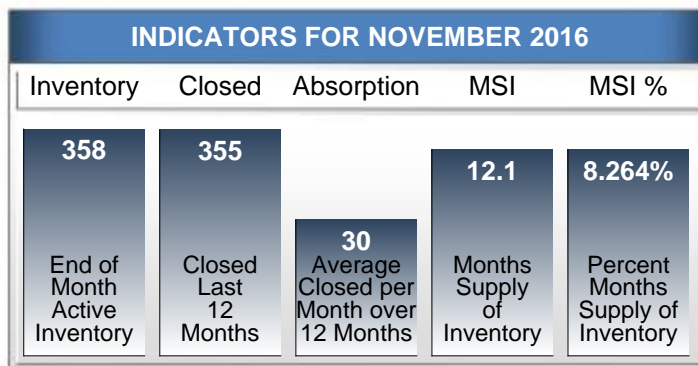
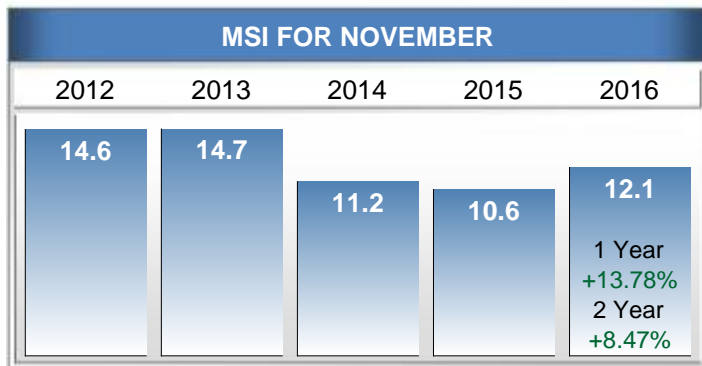
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 2016

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	7.54%	15.4	22.3	2.0	0.0	0.0	
\$20,001 \$50,000	57	15.92%	11.0	18.5	2.7	0.0	4.0	
\$50,001 \$80,000	42	11.73%	8.5	13.0	5.3	9.0	0.0	
\$80,001 \$150,000	100	27.93%	11.2	28.0	7.6	10.0	0.0	
\$150,001 \$240,000	44	12.29%	8.9	11.1	8.3	8.4	0.0	
\$240,001 \$420,000	52	14.53%	17.8	56.0	17.3	8.7	16.0	
\$420,001 and up	36	10.06%	36.0	32.0	60.0	48.0	15.0	
MSI:			12.1	20.0	8.3	9.8	10.9	
Total Active Inventory:			358	178	134	36	10	



# Monthly Inventory Analysis

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## November 2016

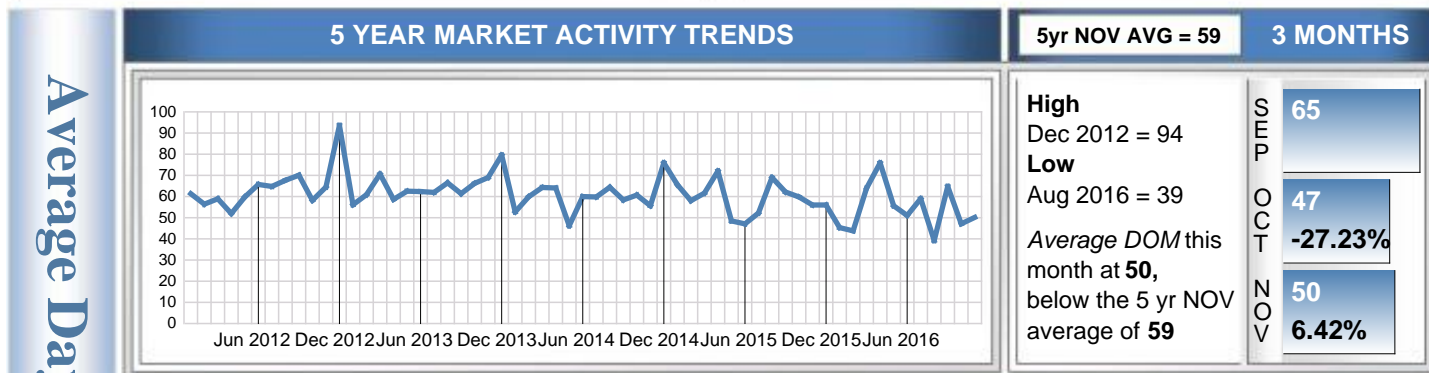
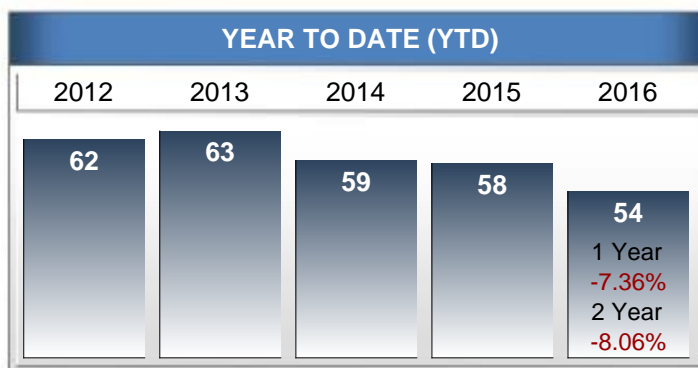
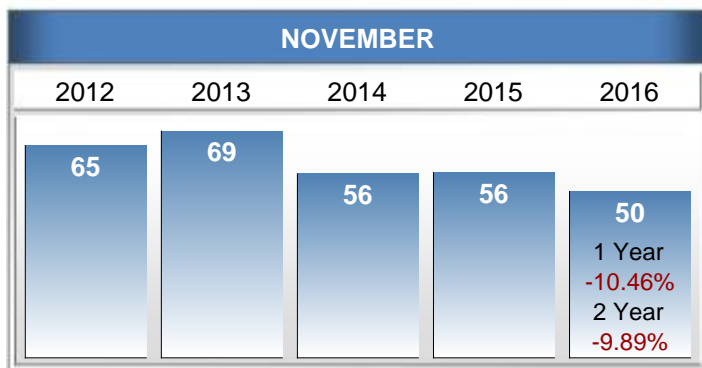
Closed Sales as of Dec 12, 2016



### Average Days on Market to Sale

Report Produced on: Dec 12, 2016

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+	
\$0 and less	0			0.00%	0.0	0.0	0.0	0.0	0.0	
\$1-\$25,000	3			14.29%	47.3	1.0	70.5	0.0	0.0	
\$25,001-\$100,000	4			19.05%	83.8	166.0	56.3	0.0	0.0	
\$100,001-\$175,000	6			28.57%	33.0	13.0	37.0	0.0	0.0	
\$175,001-\$300,000	4			19.05%	70.8	175.0	37.5	33.0	0.0	
\$300,001-\$400,000	1			4.76%	17.0	0.0	17.0	0.0	0.0	
\$400,001 and up	3			14.29%	26.0	20.0	42.0	0.0	16.0	
Average Closed DOM:						50.1	75.0	44.9	33.0	16.0
Total Closed Units:						21	5	14	1	1
Total Closed Volume:						4,277,355	797.25K	1.98M	300.00K	1.20M



# Monthly Inventory Analysis

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## November 2016

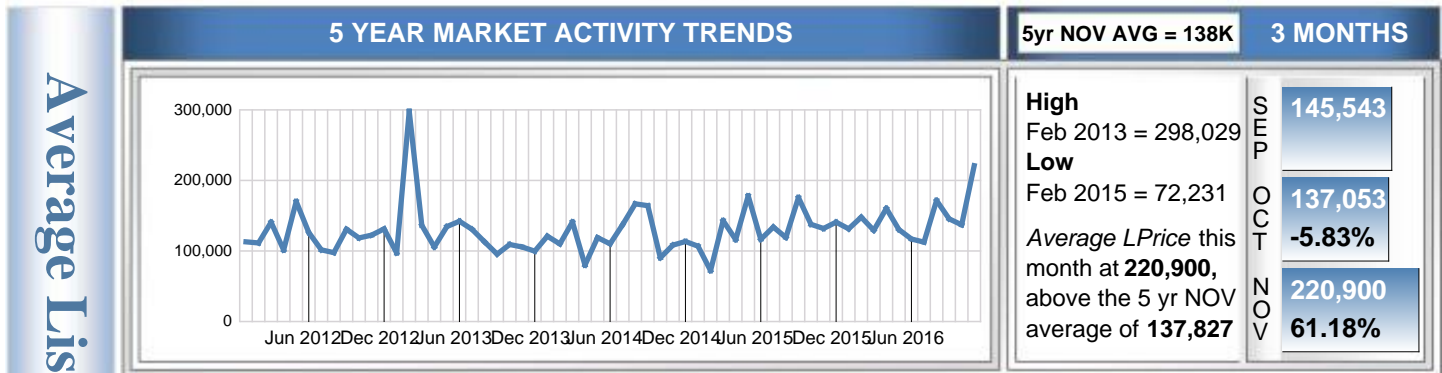
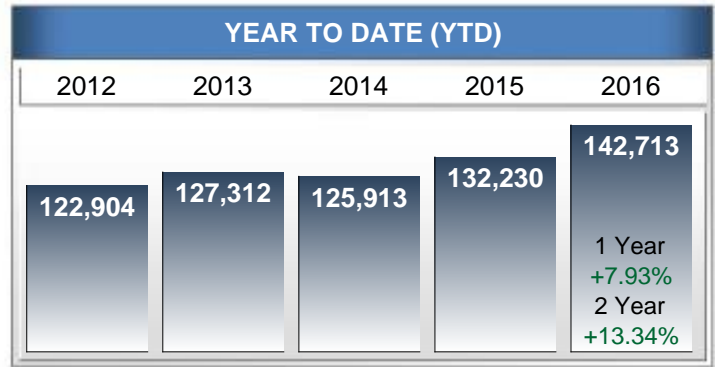
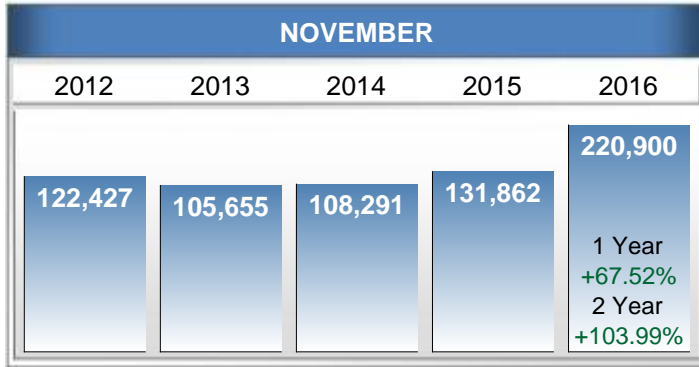
Closed Sales as of Dec 12, 2016



### Average List Price at Closing

Report Produced on: Dec 12, 2016

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+
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	3	14.29%	15,940	20,000	13,910	0	0
\$25,001-\$100,000	4	19.05%	39,520	34,900	41,060	0	0
\$100,001-\$175,000	5	23.81%	137,200	150,000	143,200	0	0
\$175,001-\$300,000	4	19.05%	212,000	259,000	204,500	305,000	0
\$300,001-\$400,000	4	19.05%	368,500	0	370,000	0	0
\$400,001 and up	1	4.76%	1M	400,000	399,000	0	01,425,000
Average List Price:	\$220,900			\$172,780	\$146,071	\$305,000	\$1,425,000
Total Closed Units:	21			5	14	1	1
Total List Volume:	4,638,899			863.90K	2.04M	305.00K	1.43M





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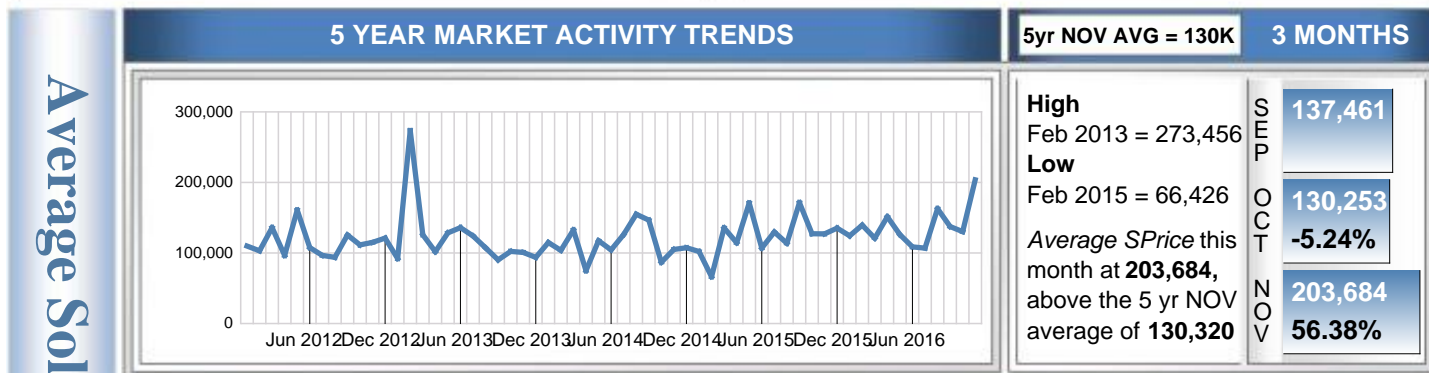
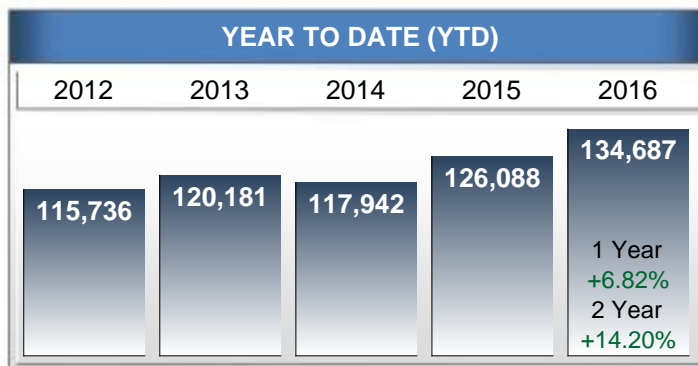
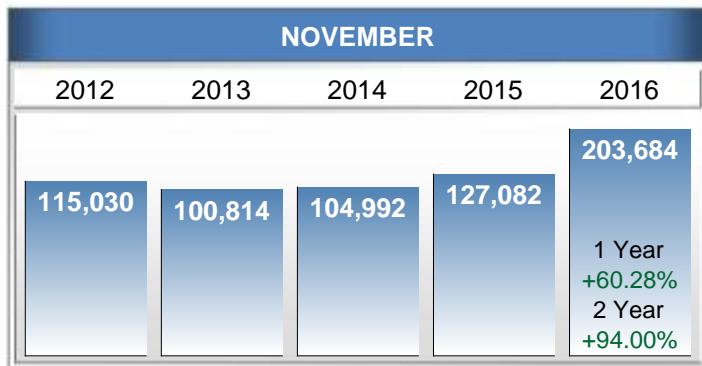
Closed Sales as of Dec 12, 2016



### Average Sold Price at Closing

Report Produced on: Dec 12, 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+
\$0 and less	0		0.00%	0	0	0	0	0
\$1-\$25,000	3		14.29%	15,167	20,000	12,750	0	0
\$25,001-\$100,000	4		19.05%	35,414	32,000	36,552	0	0
\$100,001-\$175,000	6		28.57%	141,242	140,000	141,490	0	0
\$175,001-\$300,000	4		19.05%	218,375	200,000	186,750	300,000	0
\$300,001-\$400,000	1		4.76%	344,000	0	344,000	0	0
\$400,001 and up	3		14.29%	675,083	405,250	420,000		01,200,000
Average Closed Price: \$203,684					\$159,450	\$141,436	\$300,000	\$1,200,000
Total Closed Units: 21					5	14	1	1
Total Closed Volume: 4,277,355					797.25K	1.98M	300.00K	1.20M



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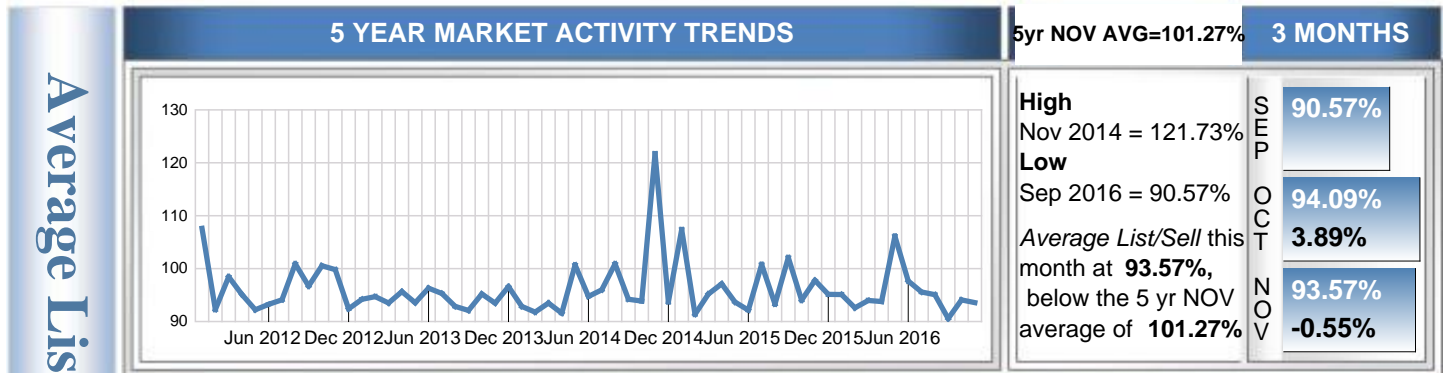
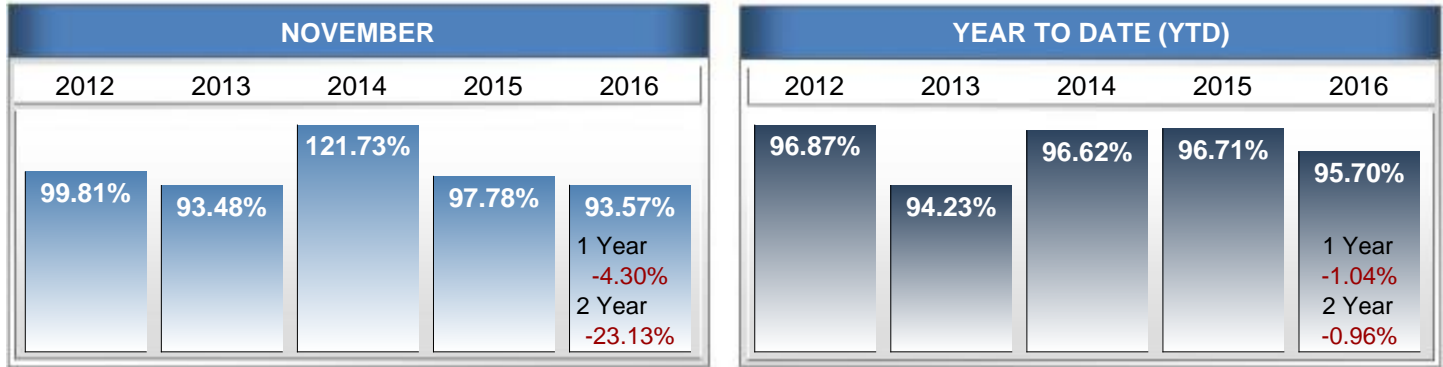
Closed Sales as of Dec 12, 2016



### 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+
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	3	14.29%	91.31%	100.00%	86.97%	0.00%	0.00%
\$25,001-\$100,000	4	19.05%	90.24%	91.69%	89.75%	0.00%	0.00%
\$100,001-\$175,000	6	28.57%	98.05%	93.33%	98.99%	0.00%	0.00%
\$175,001-\$300,000	4	19.05%	89.53%	77.22%	91.26%	98.36%	0.00%
\$300,001-\$400,000	1	4.76%	92.97%	0.00%	92.97%	0.00%	0.00%
\$400,001 and up	3	14.29%	96.93%	101.31%	105.26%	0.00%	84.21%
Average List/Sell Ratio:	93.60%			92.71%	94.21%	98.36%	84.21%
Total Closed Units:	21			5	14	1	1
Total Closed Volume:	4,277,355			797.25K	1.98M	300.00K	1.20M



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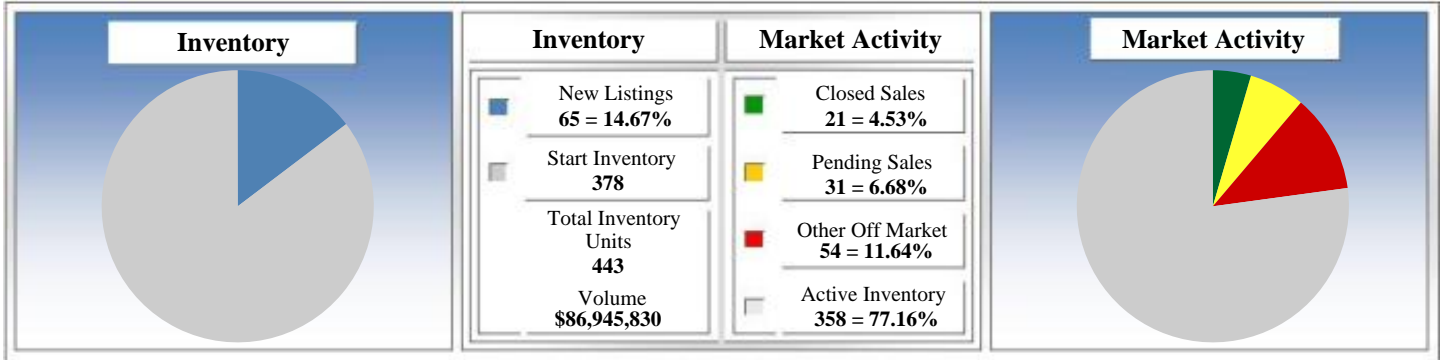
Inventory as of Dec 12, 2016



### Market Summary

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



**Absorption:** Last 12 months, an Average of 30 Sales/Month

**Active Inventory** as of November 30, 2016 = 358

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	32	21	-34.38%	331	325	-1.81%
Pending Sales	31	31	0.00%	351	340	-3.13%
New Listings	70	65	-7.14%	994	1,024	3.02%
Average List Price	131,862	220,900	67.52%	132,230	142,713	7.93%
Average Sale Price	127,082	203,684	60.28%	126,088	134,687	6.82%
Average Percent of List Price to Selling Price	97.78%	93.57%	-4.30%	96.71%	95.70%	-1.04%
Average Days on Market to Sale	56.00	50.14	-10.46%	58.32	54.03	-7.36%
Monthly Inventory	304	358	17.76%	304	358	17.76%
Months Supply of Inventory	10.64	12.10	13.78%	10.64	12.10	13.78%

