



# October 2016

Area Delimited by County Of Mayes

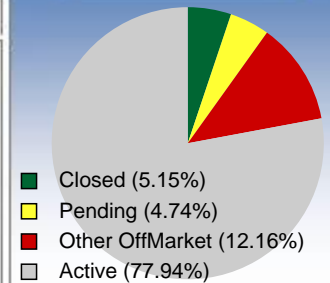


**Absorption:** Last 12 months, an Average of **30** Sales/Month

**Active Inventory** as of October 31, 2016 = **378**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	29	25	-13.79%
Pending Listings	38	23	-39.47%
New Listings	76	91	19.74%
Average List Price	137,734	137,053	-0.49%
Average Sale Price	127,283	130,253	2.33%
Average Percent of List Price to Selling Price	94.04%	94.09%	0.06%
Average Days on Market to Sale	59.79	47.12	-21.19%
End of Month Inventory	319	378	18.50%
Months Supply of Inventory	11.67	12.43	6.48%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 rose **18.50%** to 378 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 **12.43** 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 **2.33%** in October 2016 to \$130,253 versus the previous year at \$127,283.

### Average Days on Market Shortens

The average number of **47.12** days that homes spent on the market before selling decreased by 12.67 days or **21.19%** in October 2016 compared to last year's same month at **59.79** DOM.

### Sales Success for October 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 91 New Listings in October 2016, up **19.74%** from last year at 76. Furthermore, there were 25 Closed Listings this month versus last year at 29, a **-13.79%** decrease.

Closed versus Listed trends yielded a **27.5%** ratio, down from last year's October 2016 at **38.2%**, a **28.00%** 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?

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

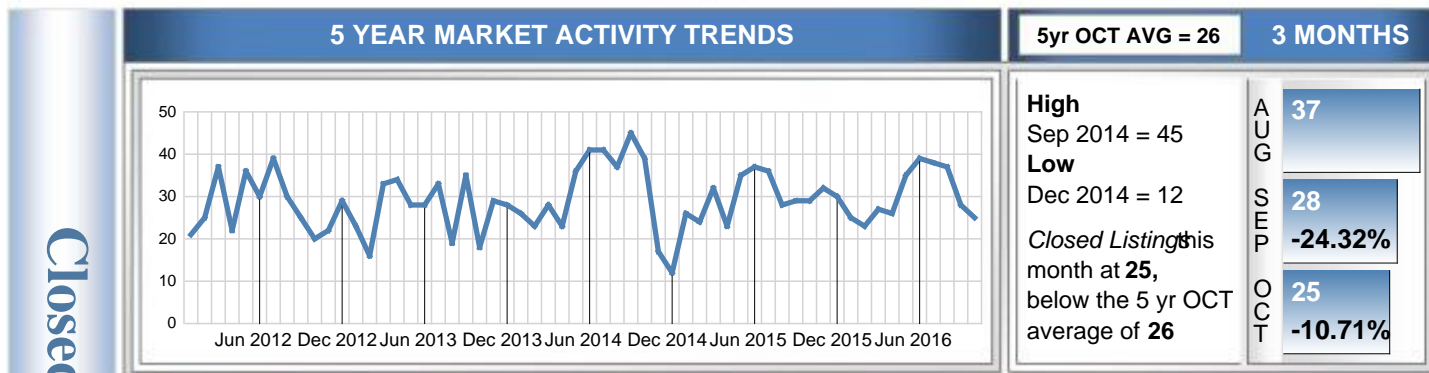
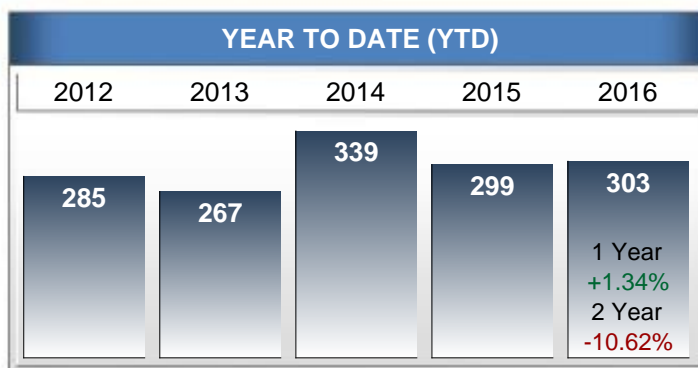
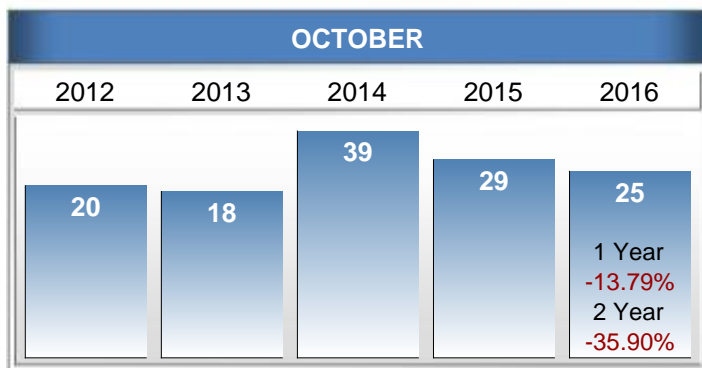
Closed Sales as of Nov 15, 2016



Report Produced on: Nov 15, 2016

### Closed Listings

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+
\$50,000 and less	2	8.00%	24.0	1	0	0	1
\$50,001 - \$90,000	3	12.00%	15.0	1	2	0	0
\$90,001 - \$110,000	4	16.00%	25.3	0	3	1	0
\$110,001 - \$130,000	4	16.00%	34.3	0	3	0	1
\$130,001 - \$160,000	5	20.00%	47.4	0	4	1	0
\$160,001 - \$210,000	4	16.00%	59.8	1	2	1	0
\$210,001 and up	3	12.00%	123.7	0	2	1	0
<b>Total Closed Units:</b>	<b>25</b>		<b>47.1</b>	<b>3</b>	<b>16</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>3,256,319</b>			<b>262.00K</b>	<b>2.17M</b>	<b>681.50K</b>	<b>143.00K</b>
<b>Average Closed Price:</b>	<b>\$130,253</b>			<b>\$87,333</b>	<b>\$135,614</b>	<b>\$170,375</b>	<b>\$71,500</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

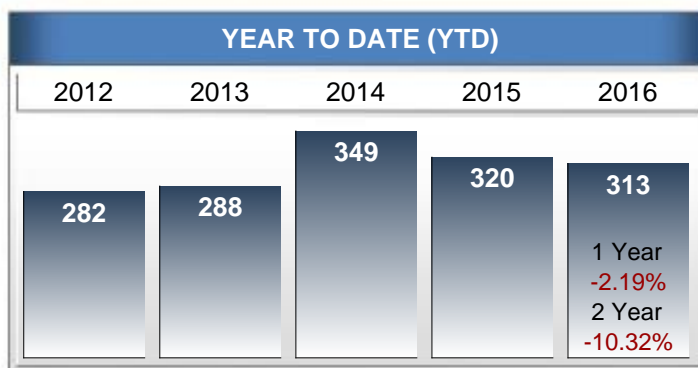
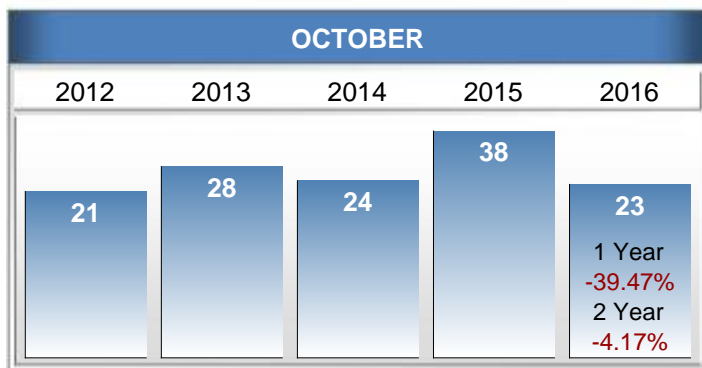
Pending Listings as of Nov 15, 2016



### Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Pending Listings  
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<b>5yr OCT AVG = 27</b>	<b>3 MONTHS</b>
<b>High</b> Aug 2014 = 46	<b>AUG</b> 32
<b>Low</b> Nov 2013 = 14	<b>SEP</b> 33
<i>Pending Listing</i> this month at <b>23</b> , below the 5 yr OCT average of <b>27</b>	<b>OCT</b> 23
	<b>3.13%</b>
	<b>-30.30%</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	4	17.39%	35.3	2	2	0	0
\$20,001 \$30,000	0	0.00%	0.0	0	0	0	0
\$30,001 \$60,000	4	17.39%	80.3	2	2	0	0
\$60,001 \$140,000	5	21.74%	40.8	0	4	1	0
\$140,001 \$190,000	4	17.39%	31.5	0	4	0	0
\$190,001 \$290,000	3	13.04%	33.7	0	2	0	1
\$290,001 and up	3	13.04%	67.0	0	1	1	1
<b>Total Pending Units:</b>	<b>23</b>		<b>0.0</b>	<b>4</b>	<b>15</b>	<b>2</b>	<b>2</b>
<b>Total Pending Volume:</b>	<b>4,248,320</b>			<b>128.90K</b>	<b>2.04M</b>	<b>364.12K</b>	<b>1.71M</b>
<b>Average Listing Price:</b>	<b>\$20,000</b>			<b>\$32,225</b>	<b>\$136,027</b>	<b>\$182,060</b>	<b>\$857,450</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

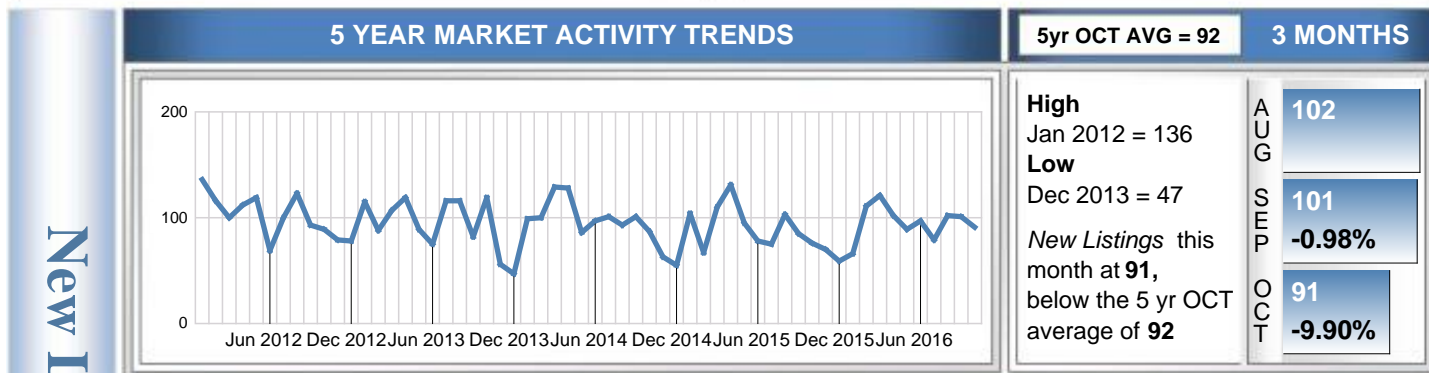
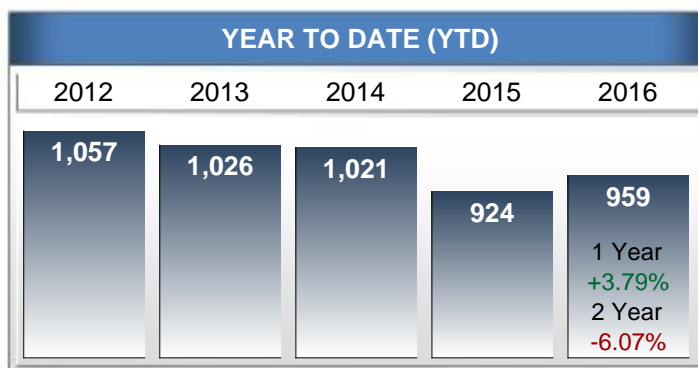
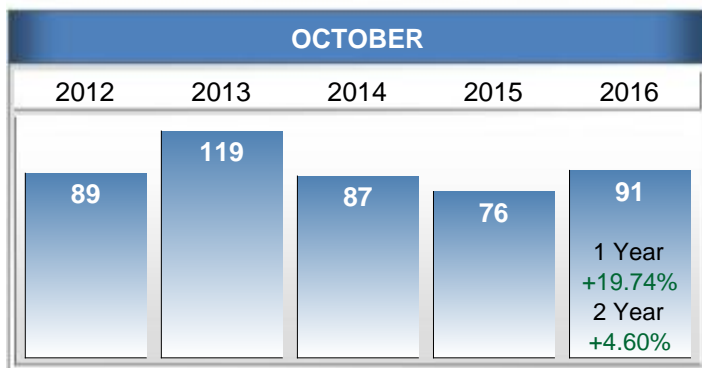
New Listings as of Nov 15, 2016



### New Listings

Report Produced on: Nov 15, 2016

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	10.99%	9	1	0	0	
\$30,001 - \$40,000	9	9.89%	9	0	0	0	
\$40,001 - \$80,000	13	14.29%	9	4	0	0	
\$80,001 - \$120,000	23	25.27%	15	6	2	0	
\$120,001 - \$210,000	15	16.48%	2	10	3	0	
\$210,001 - \$390,000	11	12.09%	2	6	2	1	
\$390,001 and up	10	10.99%	4	4	1	1	
Total New Listed Units:			91	50	31	8	2
Total New Listed Volume:			14,365,594	5.79M	6.20M	1.63M	734.90K
Average New Listed Listing Price:			\$20,000	\$115,834	\$200,142	\$204,325	\$367,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

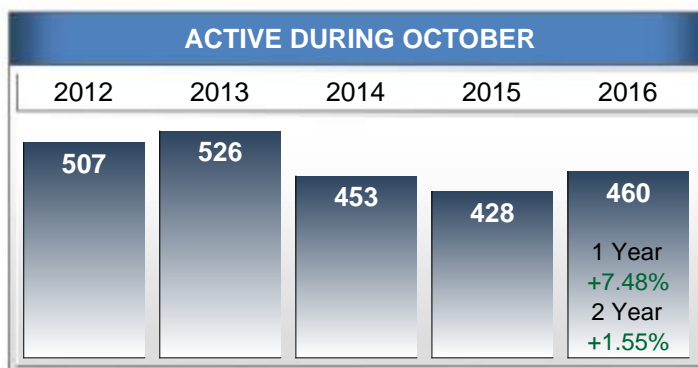
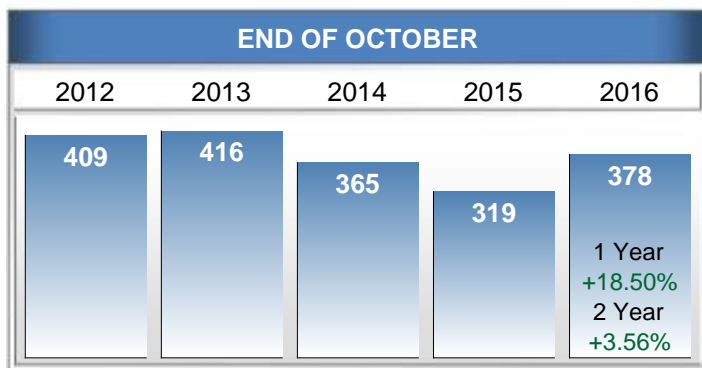
Active Inventory as of Nov 15, 2016



### Active Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Active Inventory

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**5yr OCT AVG = 377**      **3 MONTHS**

**High**  
May 2012 = 450

**Low**  
Jan 2016 = 285

*Inventory* this month at **378**, above the 5 yr OCT average of **377**

AUG	390
SEP	370
OCT	378
-5.13%	
2.16%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	37	9.79%	69.0	37	0	0	0	
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0	
\$25,001 - \$75,000	93	24.60%	79.1	68	23	1	1	
\$75,001 - \$150,000	108	28.57%	75.5	47	49	12	0	
\$150,001 - \$225,000	46	12.17%	88.5	12	26	8	0	
\$225,001 - \$375,000	49	12.96%	84.0	12	24	11	2	
\$375,001 and up	45	11.90%	87.1	11	17	9	8	
Total Active Inventory by Units:			378	79.8	187	139	41	11
Total Active Inventory by Volume:			75,488,731		19.32M	27.58M	10.92M	17.67M
Average Active Inventory Listing Price:			\$199,706		\$103,300	\$198,431	\$266,393	\$1,606,154



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

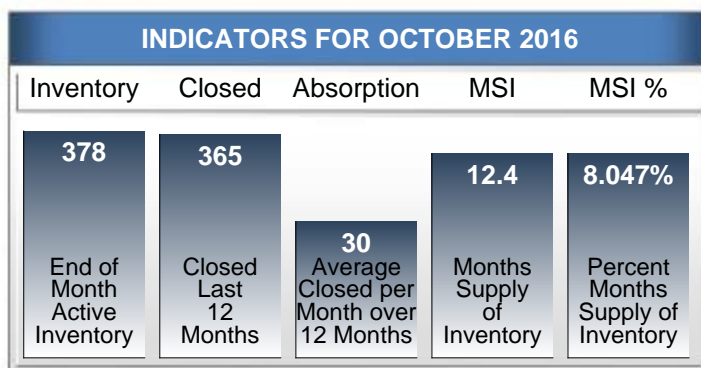
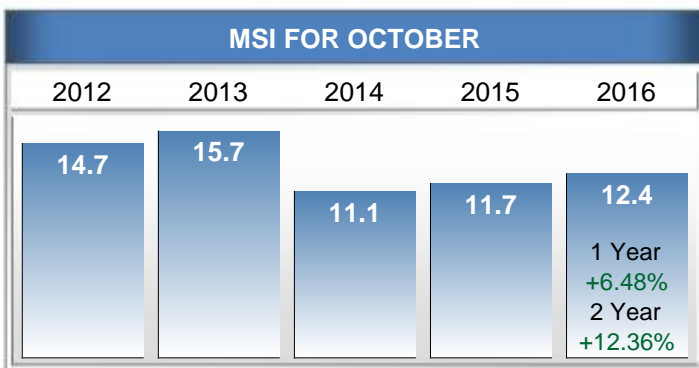
Active Inventory as of Nov 15, 2016



### Months Supply of Inventory

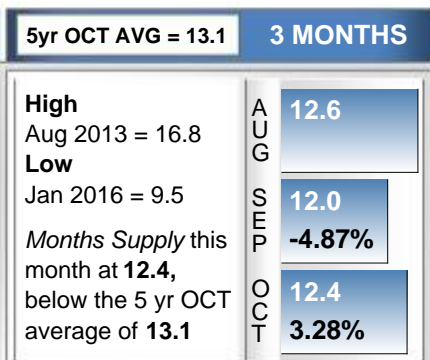
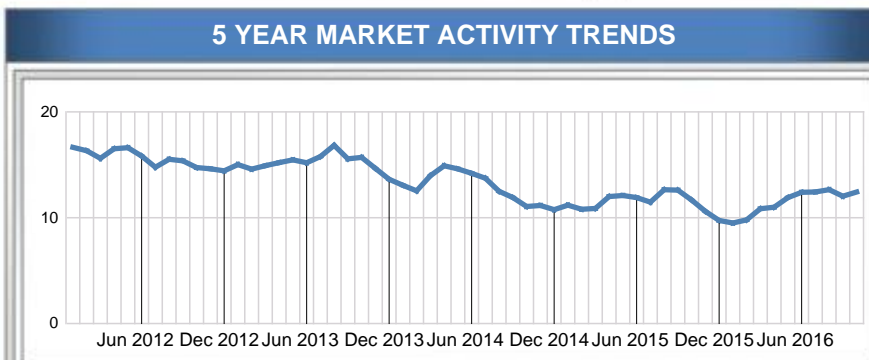
Report Produced on: Nov 15, 2016

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	26	6.88%	16.4	24.0	0.0	0.0	0.0	
\$20,001 \$40,000	48	12.70%	15.6	21.9	7.2	0.0	0.0	
\$40,001 \$80,000	65	17.20%	8.7	14.7	4.8	3.4	0.0	
\$80,001 \$150,000	99	26.19%	10.6	27.3	7.0	11.0	0.0	
\$150,001 \$240,000	53	14.02%	10.1	12.9	8.8	10.0	0.0	
\$240,001 \$390,000	48	12.70%	18.0	78.0	16.9	12.0	4.0	
\$390,001 and up	39	10.32%	39.0	32.0	45.0	96.0	24.0	
MSI:			12.4	21.0	8.2	11.2	12.0	
Total Active Inventory:			378	187	139	41	11	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

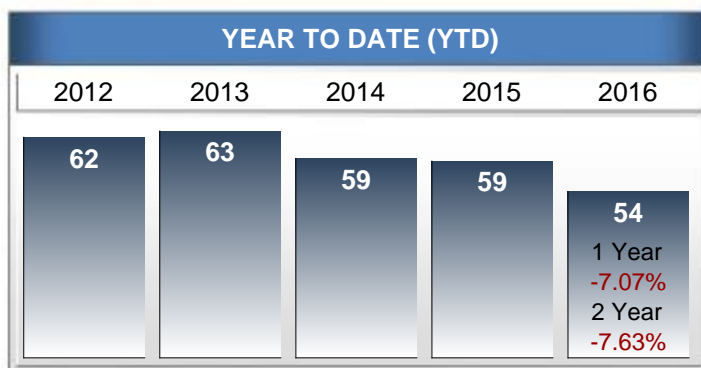
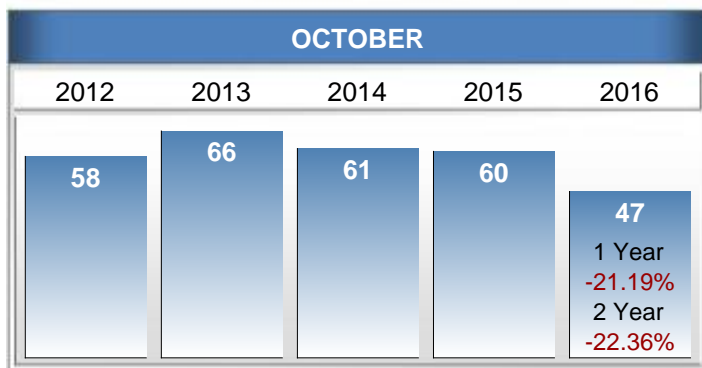
Closed Sales as of Nov 15, 2016



### Average Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



Average Days on Market

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<b>5yr OCT AVG = 58</b>	<b>3 MONTHS</b>
<b>High</b> Dec 2012 = 94 <b>Low</b> Aug 2016 = 39 Average DOM this month at 47, below the 5 yr OCT average of 58	AUG: 39 SEP: 65 OCT: 47 <b>65.11%</b> <b>-27.23%</b>

#### 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+
\$50,000 and less	2			8.00%	24.0	1.0	0.0	0.0	47.0
\$50,001 - \$90,000	3			12.00%	15.0	8.0	18.5	0.0	0.0
\$90,001 - \$110,000	4			16.00%	25.3	0.0	33.3	1.0	0.0
\$110,001 - \$130,000	4			16.00%	34.3	0.0	42.0	0.0	11.0
\$130,001 - \$160,000	5			20.00%	47.4	0.0	28.8	122.0	0.0
\$160,001 - \$210,000	4			16.00%	59.8	4.0	32.0	171.0	0.0
\$210,001 and up	3			12.00%	123.7	0.0	122.0	127.0	0.0
Average Closed DOM: 47.1						4.3	42.9	105.3	29.0
Total Closed Units: 25						3	16	4	2
Total Closed Volume: 3,256,319						262.00K	2.17M	681.50K	143.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

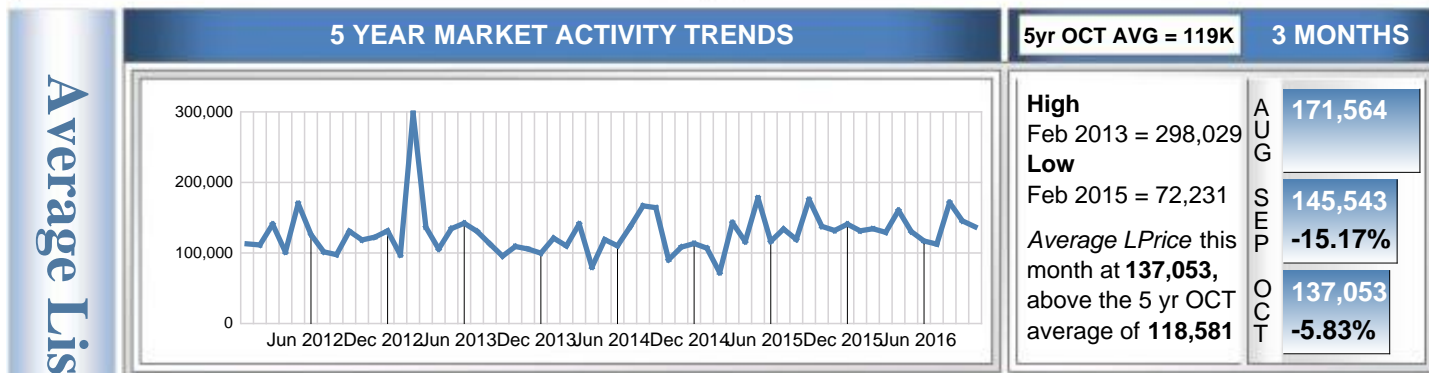
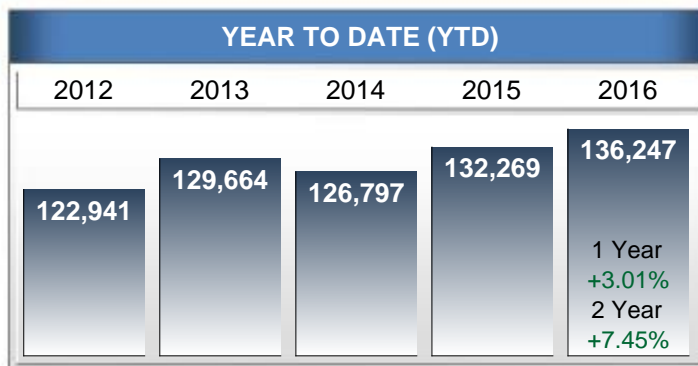
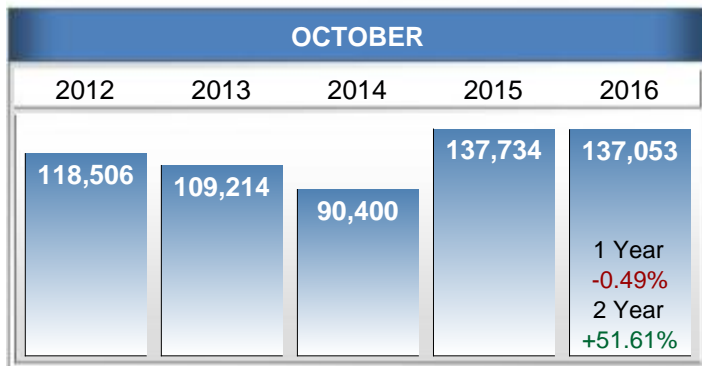
Closed Sales as of Nov 15, 2016



### Average List Price at Closing

Report Produced on: Nov 15, 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+
\$50,000 and less	2	8.00%	30,750	20,000	0	0	41,500
\$50,001 - \$90,000	3	12.00%	65,806	69,500	63,960	0	0
\$90,001 - \$110,000	2	8.00%	103,500	0	107,833	125,000	0
\$110,001 - \$130,000	5	20.00%	122,380	0	128,500	0	119,900
\$130,001 - \$160,000	6	24.00%	142,033	0	143,050	145,000	0
\$160,001 - \$210,000	4	16.00%	182,200	185,000	172,400	199,000	0
\$210,001 and up	3	12.00%	255,833	0	261,000	245,500	0
Average List Price:	\$137,053			\$91,500	\$142,245	\$178,625	\$80,700
Total Closed Units:	25			3	16	4	2
Total List Volume:	3,426,319			274.50K	2.28M	714.50K	161.40K





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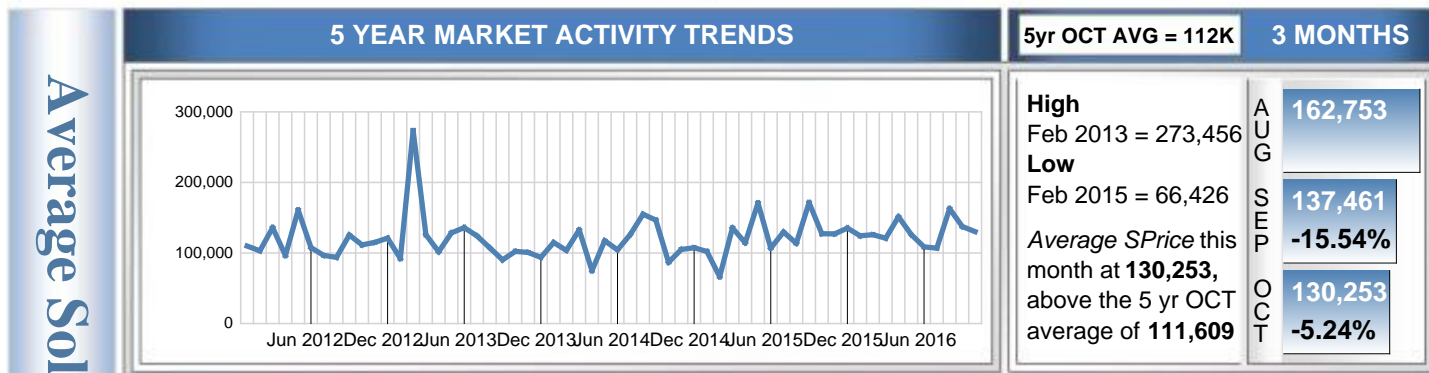
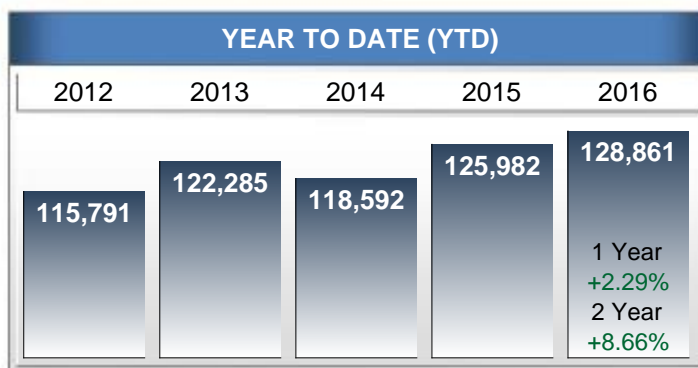
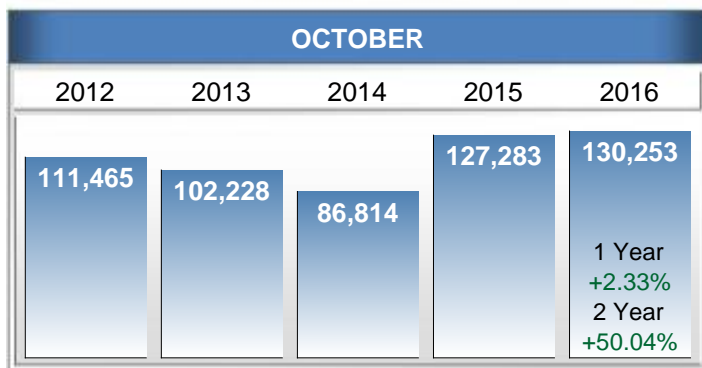
Closed Sales as of Nov 15, 2016



### Average Sold Price at Closing

Report Produced on: Nov 15, 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+
\$50,000 and less	2		8.00%	22,500	20,000	0	0	25,000
\$50,001 - \$90,000	3		12.00%	59,973	67,000	56,460	0	0
\$90,001 - \$110,000	4		16.00%	104,000	0	102,000	110,000	0
\$110,001 - \$130,000	4		16.00%	122,500	0	124,000	0	118,000
\$130,001 - \$160,000	5		20.00%	141,100	0	141,875	138,000	0
\$160,001 - \$210,000	4		16.00%	175,975	175,000	169,450	190,000	0
\$210,001 and up	3		12.00%	238,667	0	236,250	243,500	0
Average Closed Price:	\$130,253				\$87,333	\$135,614	\$170,375	\$71,500
Total Closed Units:	25				3	16	4	2
Total Closed Volume:	3,256,319				262.00K	2.17M	681.50K	143.00K



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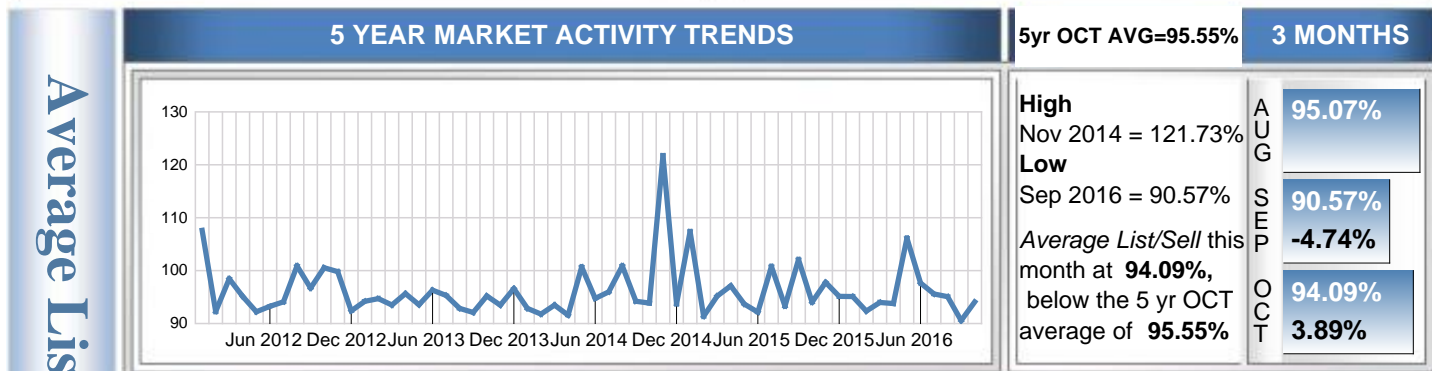
Closed Sales as of Nov 15, 2016



### 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+
\$50,000 and less	2	8.00%	80.12%	100.00%	0.00%	0.00%	60.24%
\$50,001 - \$90,000	3	12.00%	90.96%	96.40%	88.24%	0.00%	0.00%
\$90,001 - \$110,000	4	16.00%	93.07%	0.00%	94.76%	88.00%	0.00%
\$110,001 - \$130,000	4	16.00%	96.98%	0.00%	96.50%	0.00%	98.42%
\$130,001 - \$160,000	5	20.00%	98.45%	0.00%	99.27%	95.17%	0.00%
\$160,001 - \$210,000	4	16.00%	96.67%	94.59%	98.31%	95.48%	0.00%
\$210,001 and up	3	12.00%	93.33%	0.00%	90.40%	99.19%	0.00%
Average List/Sell Ratio: 94.10%				97.00%	95.30%	94.46%	79.33%
Total Closed Units: 25					3	16	4
Total Closed Volume: 3,256,319				262.00K	2.17M	681.50K	143.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

Inventory as of Nov 15, 2016



### Market Summary

Report Produced on: Nov 15, 2016

Area Delimited by County Of Mayes



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

**Active Inventory** as of October 31, 2016 = 378

	OCTOBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	29	25	-13.79%	299	303	1.34%
Pending Sales	38	23	-39.47%	320	313	-2.19%
New Listings	76	91	19.74%	924	959	3.79%
Average List Price	137,734	137,053	-0.49%	132,269	136,247	3.01%
Average Sale Price	127,283	130,253	2.33%	125,982	128,861	2.29%
Average Percent of List Price to Selling Price	94.04%	94.09%	0.06%	96.59%	95.84%	-0.78%
Average Days on Market to Sale	59.79	47.12	-21.19%	58.57	54.43	-7.07%
Monthly Inventory	319	378	18.50%	319	378	18.50%
Months Supply of Inventory	11.67	12.43	6.48%	11.67	12.43	6.48%

