



May 2017

Area Delimited by County Of Mayes

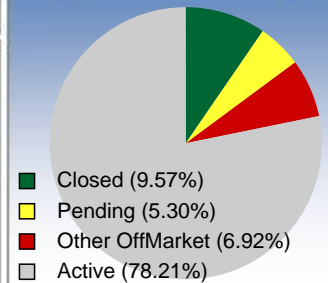


Absorption: Last 12 months, an Average of 32 Sales/Month

Active Inventory as of May 31, 2017 = 384

	MAY		
	2016	2017	+/- %
Closed Listings	35	47	34.29%
Pending Listings	29	26	-10.34%
New Listings	89	75	-15.73%
Average List Price	130,357	353,984	171.55%
Average Sale Price	126,068	331,958	163.32%
Average Percent of List Price to Selling Price	106.12%	93.88%	-11.53%
Average Days on Market to Sale	55.66	52.89	-4.97%
End of Month Inventory	354	384	8.47%
Months Supply of Inventory	11.87	12.09	1.93%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **8.47%** to 384 existing homes available for sale. Over the last 12 months this area has had an average of 32 closed sales per month. This represents an unsold inventory index of **12.09** MSI for this period.

Average Sale Price 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 **163.32%** in May 2017 to \$331,958 versus the previous year at \$126,068.

Average Days on Market Shortens

The average number of **52.89** days that homes spent on the market before selling decreased by 2.76 days or **4.97%** in May 2017 compared to last year's same month at **55.66** DOM.

Sales Success for May 2017 is Positive

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

There were 75 New Listings in May 2017, down **15.73%** from last year at 89. Furthermore, there were 47 Closed Listings this month versus last year at 35, a **34.29%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, May 2016, at **39.3%**, a **59.35%** upswing. 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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May 2017

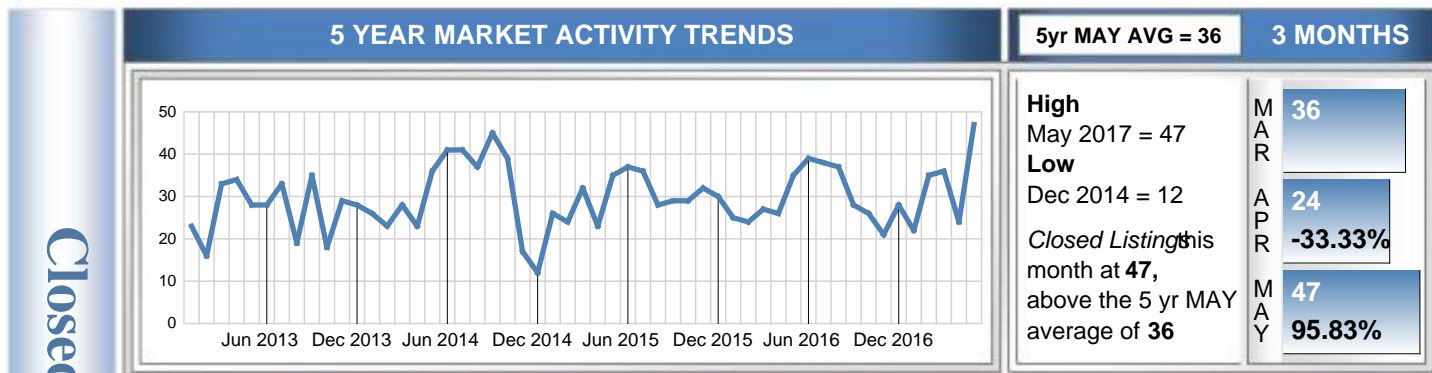
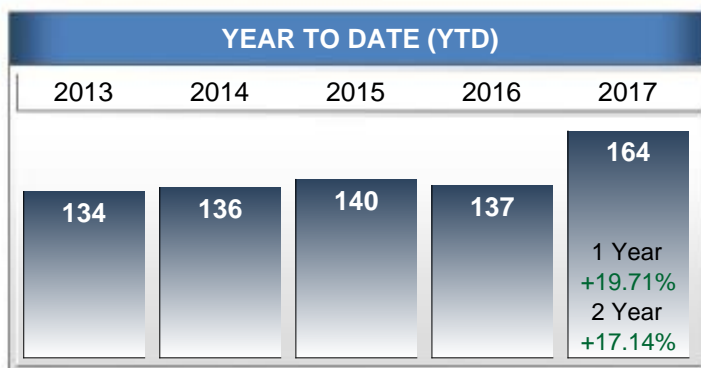
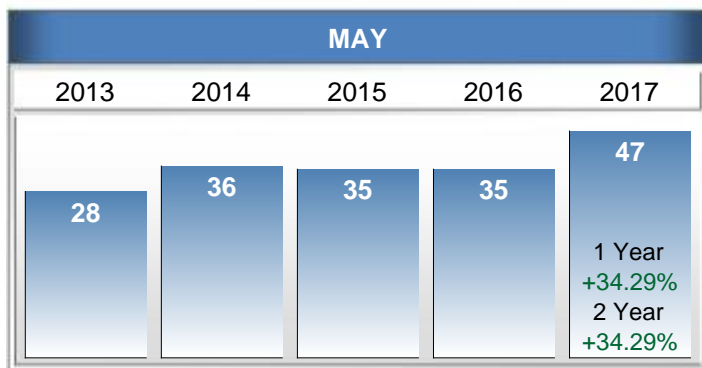
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

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+
\$25,000 and less	4	8.51%	58.8	2	1	1	0
\$25,001 \$50,000	3	6.38%	38.3	2	1	0	0
\$50,001 \$75,000	6	12.77%	74.3	2	3	1	0
\$75,001 \$125,000	14	29.79%	40.0	5	8	1	0
\$125,001 \$175,000	8	17.02%	56.8	2	3	3	0
\$175,001 \$300,000	7	14.89%	51.1	0	4	2	1
\$300,001 and up	5	10.64%	63.6	0	3	1	1
Total Closed Units: 47				52.9			
Total Closed Volume: 15,602,026				1.01M 3.32M 1.85M 9.43M			
Average Closed Price: \$331,958				\$77,692 \$144,266 \$205,100 \$4,714,000			

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

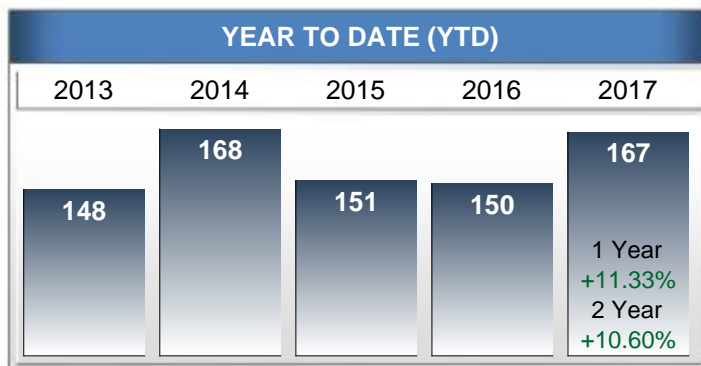
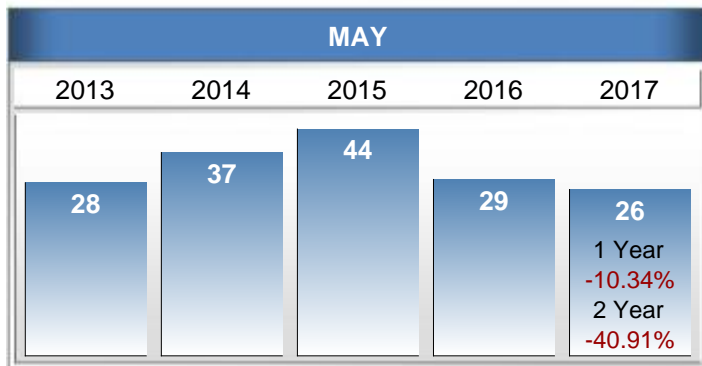
Pending Listings as of Jun 12, 2017



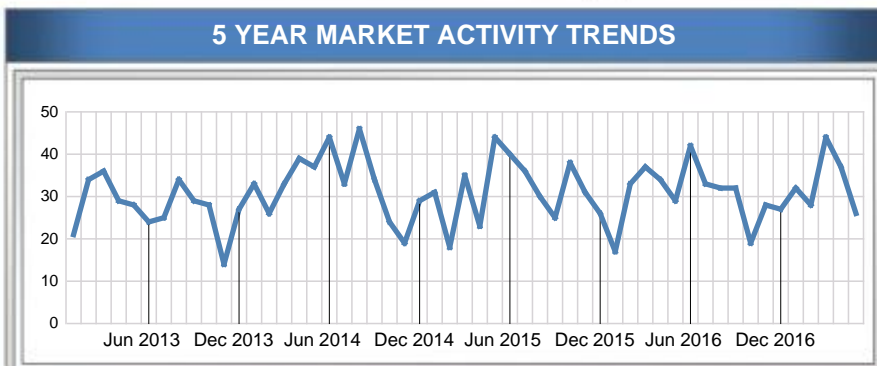
Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Mayes



Pending Listings
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5yr MAY AVG = 33 **3 MONTHS**

High
Aug 2014 = 46

Low
Nov 2013 = 14

Pending Listing this month at **26**, below the 5 yr MAY average of **33**

MAR	44
APR	37
MAY	26

-15.91% (APR vs MAY)
-29.73% (MAY vs 5yr Avg)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	1	3.85%	66.0	0	1	0	0
\$40,001 - \$70,000	4	15.38%	39.3	3	1	0	0
\$70,001 - \$100,000	4	15.38%	21.0	1	2	1	0
\$100,001 - \$150,000	5	19.23%	61.0	2	2	1	0
\$150,001 - \$170,000	6	23.08%	31.2	0	5	1	0
\$170,001 - \$200,000	4	15.38%	104.5	0	3	1	0
\$200,001 and up	2	7.69%	33.0	0	1	1	0
Total Pending Units:	26		73.7	6	15	5	0.00B
Total Pending Volume:	3,531,600			506.20K	2.15M	872.40K	\$0
Average Listing Price:	\$137,471			\$84,367	\$143,533	\$174,480	



Monthly Inventory Analysis

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May 2017

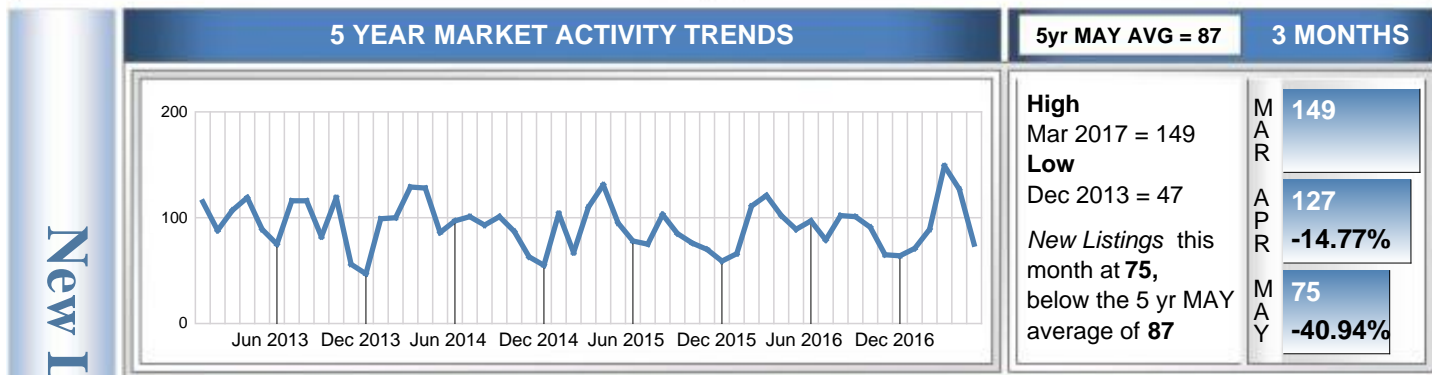
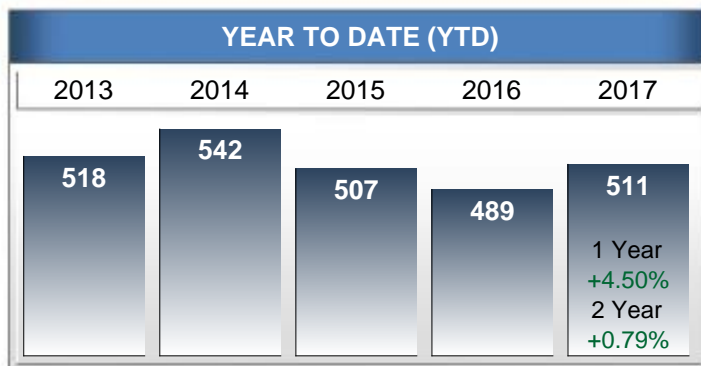
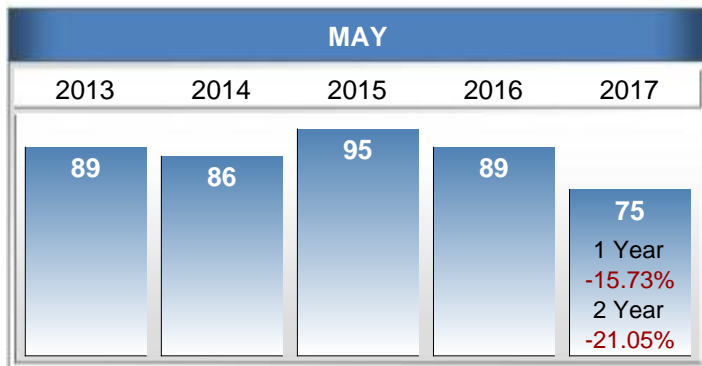
New Listings as of Jun 12, 2017



New Listings

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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	7	9.33%	7	0	0	0	
\$30,001 \$50,000	7	9.33%	5	2	0	0	
\$50,001 \$70,000	11	14.67%	4	6	1	0	
\$70,001 \$150,000	21	28.00%	8	12	1	0	
\$150,001 \$220,000	11	14.67%	1	10	0	0	
\$220,001 \$420,000	10	13.33%	2	6	2	0	
\$420,001 and up	8	10.67%	3	2	1	2	
Total New Listed Units:			75	30	38	5	2
Total New Listed Volume:			12,796,409	3.66M	6.32M	1.28M	1.53M
Average New Listed Listing Price:			\$0	\$122,124	\$166,350	\$256,500	\$764,450



Monthly Inventory Analysis

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May 2017

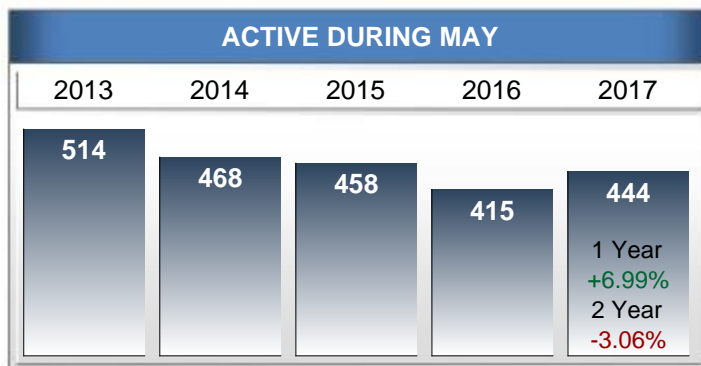
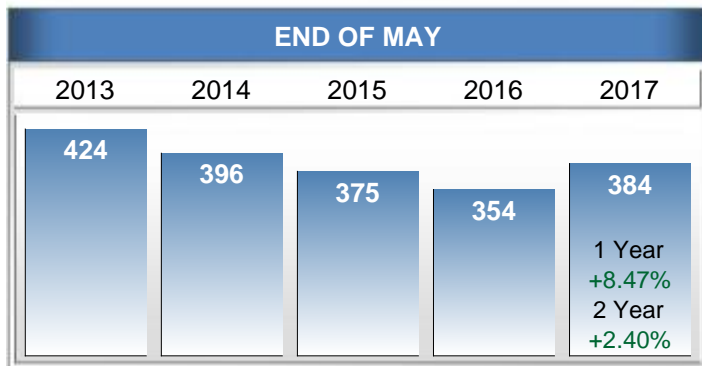
Active Inventory as of Jun 12, 2017



Active Inventory

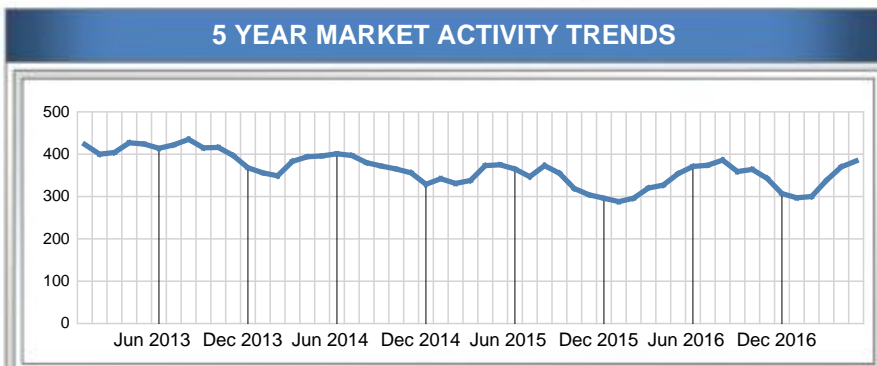
Report Produced on: Jun 12, 2017

Area Delimited by County Of Mayes



Active Inventory

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5yr MAY AVG = 387 **3 MONTHS**

High
Aug 2013 = 435

Low
Jan 2016 = 288

Inventory this month at **384**, below the 5 yr MAY average of **387**

MAR	338
APR	370
MAY	384

9.47% (APR vs MAY)
3.78% (MAY vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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	51	13.28%	71.6	50	1	0	0		
\$25,001-\$50,000	61	15.89%	68.1	58	3	0	0		
\$50,001-\$125,000	117	30.47%	64.3	64	45	8	0		
\$125,001-\$225,000	69	17.97%	75.1	19	41	9	0		
\$225,001-\$350,000	47	12.24%	74.6	11	27	7	2		
\$350,001 and up	39	10.16%	88.0	10	17	9	3		
Total Active Inventory by Units:				384	71.5	212	134	33	5
Total Active Inventory by Volume:				59,518,920		19.51M	28.26M	9.01M	2.74M
Average Active Inventory Listing Price:				\$154,997		\$92,008	\$210,897	\$273,161	\$547,760



Monthly Inventory Analysis

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May 2017

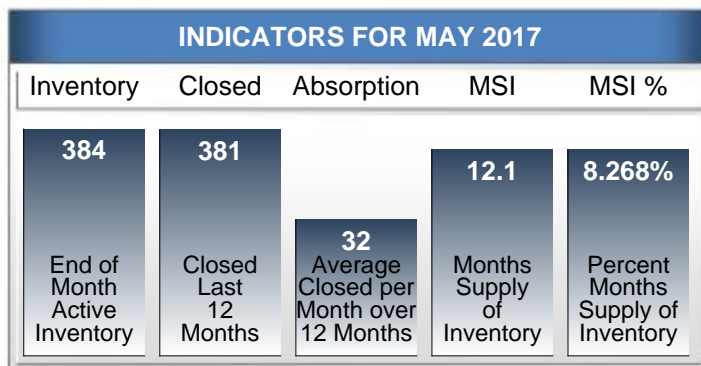
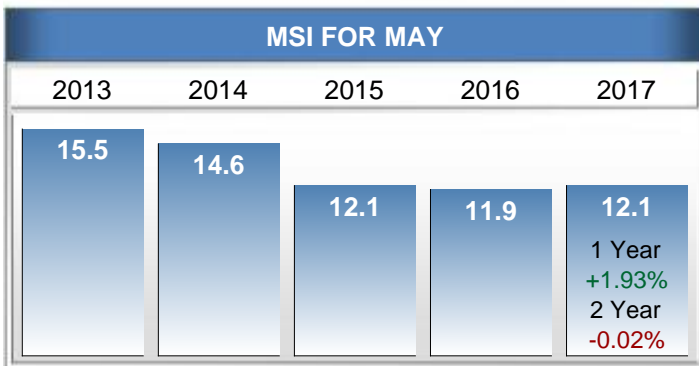
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

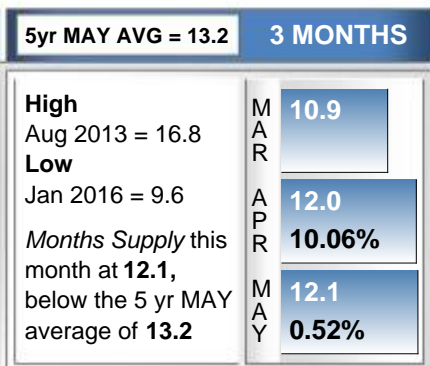
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Months Supply

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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	29	7.55%	12.0	19.8	1.0	0.0	0.0	
\$20,001 \$40,000	57	14.84%	18.0	27.4	0.0	0.0	0.0	
\$40,001 \$70,000	59	15.36%	11.8	24.5	4.5	4.0	0.0	
\$70,001 \$130,000	91	23.70%	9.8	16.8	7.5	6.0	0.0	
\$130,001 \$220,000	56	14.58%	7.6	13.5	6.4	5.6	0.0	
\$220,001 \$360,000	53	13.80%	16.7	72.0	20.0	7.7	6.0	
\$360,001 and up	39	10.16%	31.2	60.0	40.8	36.0	7.2	
MSI:	12.1			22.3	7.9	7.5	5.5	
Total Active Inventory:	384			212	134	33	5	



Monthly Inventory Analysis

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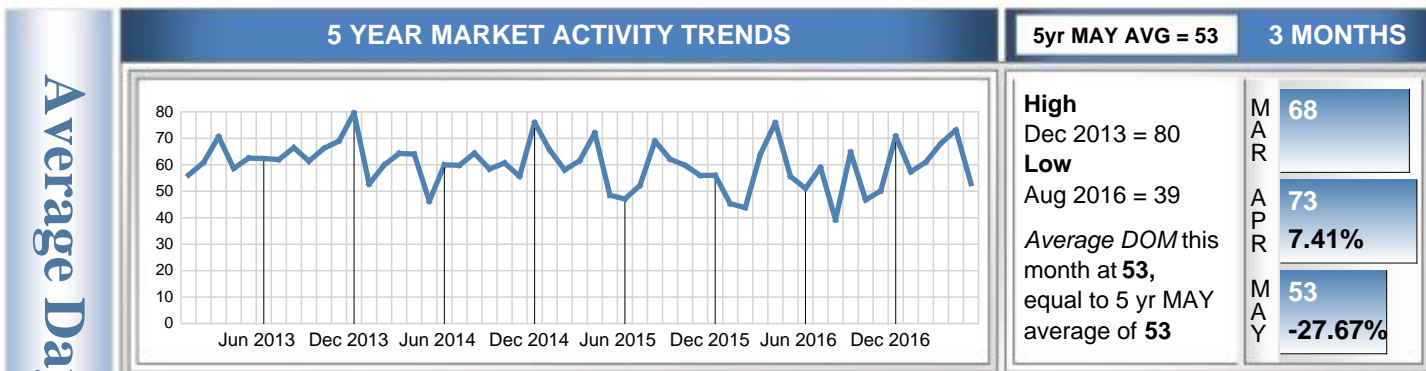
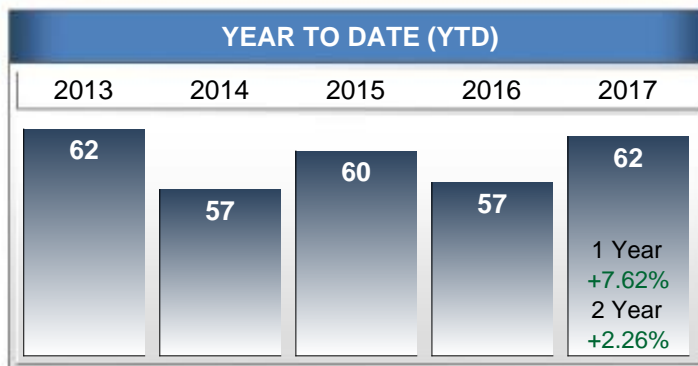
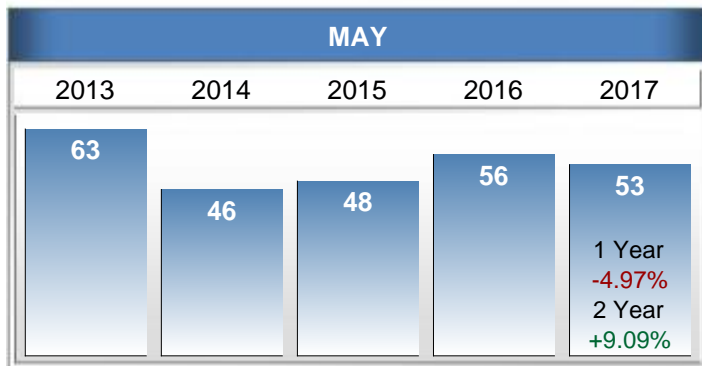
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 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+
\$25,000 and less	4	8.51%	58.8	73.5	66.0	22.0	0.0
\$25,001 \$50,000	3	6.38%	38.3	54.5	6.0	0.0	0.0
\$50,001 \$75,000	6	12.77%	74.3	8.0	105.0	115.0	0.0
\$75,001 \$125,000	14	29.79%	40.0	31.2	48.3	18.0	0.0
\$125,001 \$175,000	8	17.02%	56.8	61.5	56.3	54.0	0.0
\$175,001 \$300,000	7	14.89%	51.1	0.0	20.3	93.0	91.0
\$300,001 and up	5	10.64%	63.6	0.0	57.0	72.0	75.0
Average Closed DOM: 52.9				42.4	51.9	63.9	83.0
Total Closed Units: 47				13	23	9	2
Total Closed Volume: 15,602,026				1.01M	3.32M	1.85M	9.43M



Monthly Inventory Analysis

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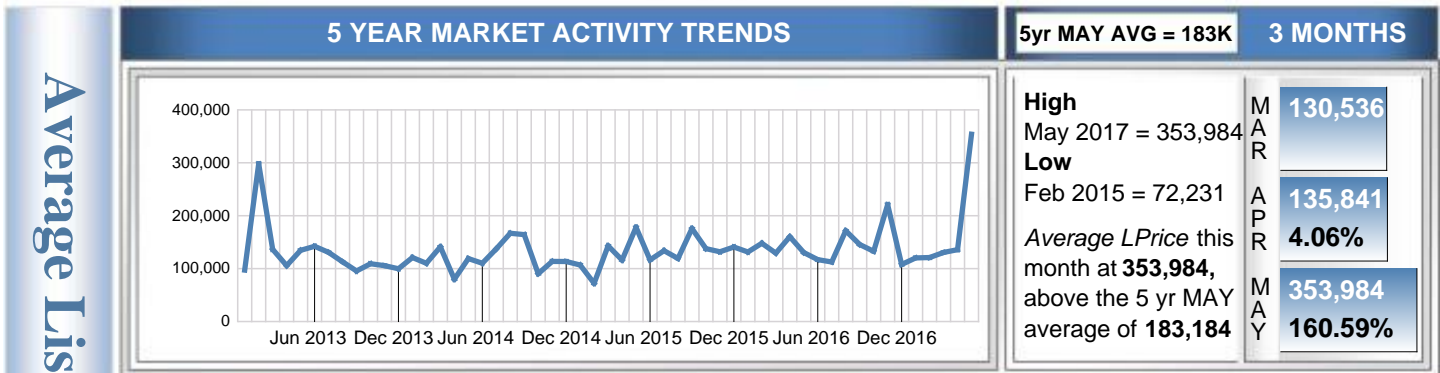
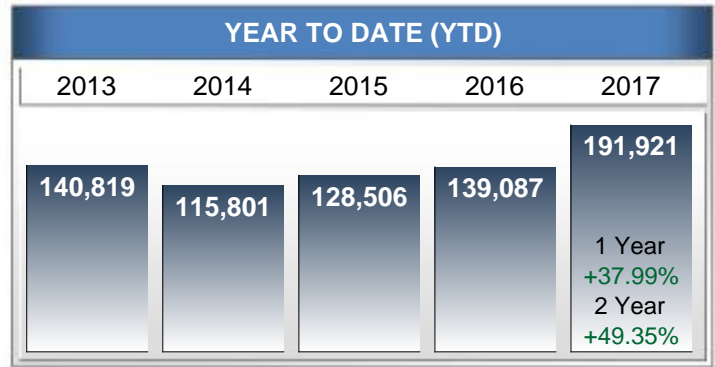
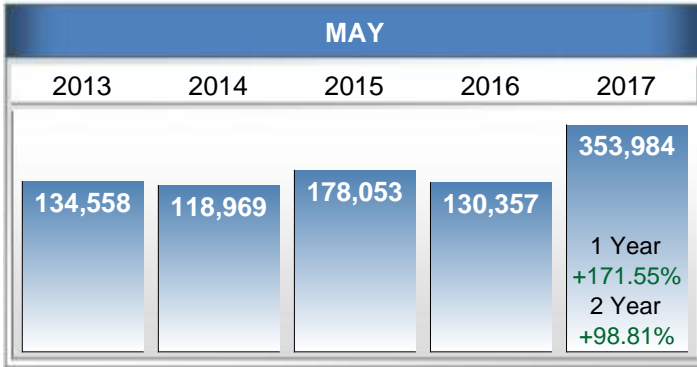
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 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+
\$25,000 and less	4	8.51%	23,200	24,450	19,000	24,900	0
\$25,001 \$50,000	1	2.13%	46,000	50,500	57,000	0	0
\$50,001 \$75,000	6	12.77%	63,733	76,200	69,967	68,000	0
\$75,001 \$125,000	16	34.04%	101,271	101,700	105,630	106,900	0
\$125,001 \$175,000	7	14.89%	145,914	149,000	149,633	151,467	0
\$175,001 \$300,000	9	19.15%	222,822	0	205,250	240,750	228,000
\$300,001 and up	4	8.51%	3M	0	338,300	749,000	0,000,000
Average List Price:	\$353,984			\$85,292	\$148,510	\$209,411	\$5,114,000
Total Closed Units:	47			13	23	9	2
Total List Volume:	16,637,238			1.11M	3.42M	1.88M	10.23M



Monthly Inventory Analysis

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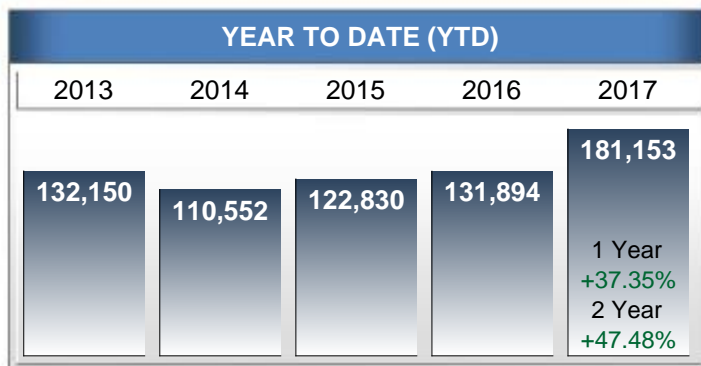
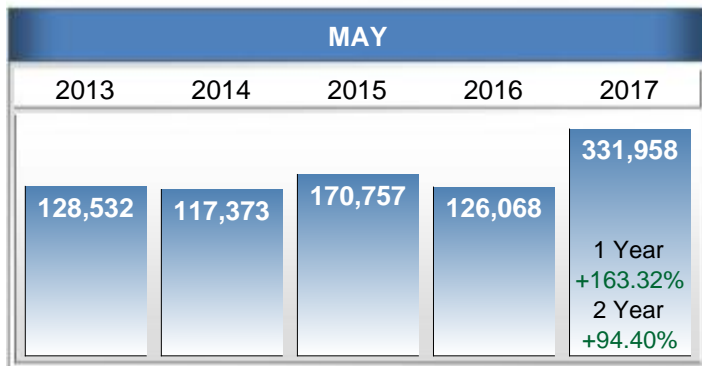
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

Report Produced on: Jun 12, 2017

Area Delimited by County Of Mayes



Average Sold Price

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5yr MAY AVG = 175K	3 MONTHS										
High May 2017 = 331,958 Low Feb 2015 = 66,426 <i>Average SPrice</i> this month at 331,958 , above the 5 yr MAY average of 174,938	<table border="1"> <tr> <td>M A R</td> <td>125,231</td> </tr> <tr> <td>A P R</td> <td>127,573</td> </tr> <tr> <td>M A Y</td> <td>331,958</td> </tr> <tr> <td colspan="2">1.87%</td> </tr> <tr> <td colspan="2">160.21%</td> </tr> </table>	M A R	125,231	A P R	127,573	M A Y	331,958	1.87%		160.21%	
M A R	125,231										
A P R	127,573										
M A Y	331,958										
1.87%											
160.21%											

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+
\$25,000 and less	4		8.51%	19,225	17,500	17,000	24,900	0
\$25,001 \$50,000	3		6.38%	44,833	43,750	47,000	0	0
\$50,001 \$75,000	6		12.77%	63,188	67,500	58,042	70,000	0
\$75,001 \$125,000	14		29.79%	100,607	98,500	102,125	99,000	0
\$125,001 \$175,000	8		17.02%	142,438	130,000	147,000	146,167	0
\$175,001 \$300,000	7		14.89%	217,714	0	204,875	238,250	228,000
\$300,001 and up	5		10.64%	2M	0	334,167	737,000	9,200,000
Average Closed Price:	\$331,958				\$77,692	\$144,266	\$205,100	\$4,714,000
Total Closed Units:	47				13	23	9	2
Total Closed Volume:	15,602,026				1.01M	3.32M	1.85M	9.43M



Monthly Inventory Analysis

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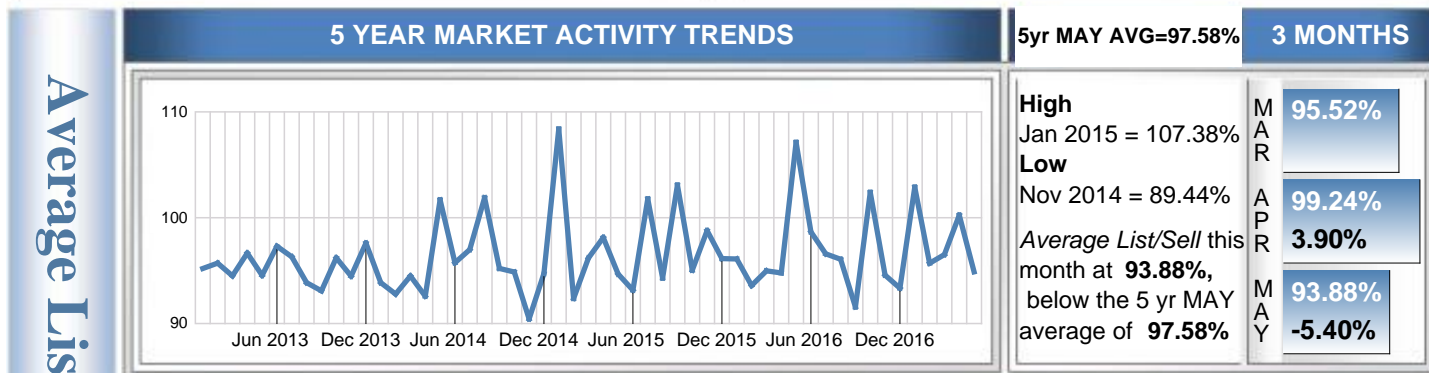
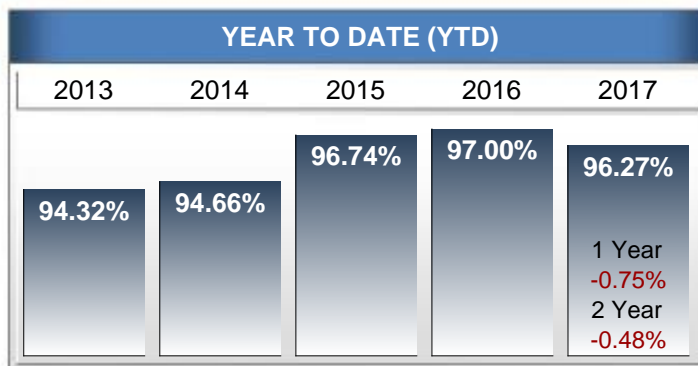
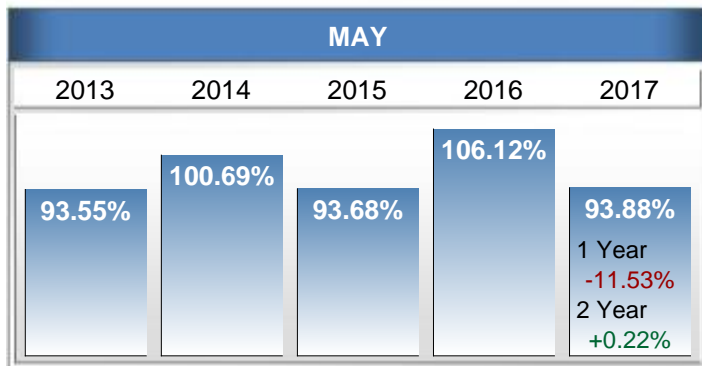
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

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Area Delimited by County Of Mayes



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+
\$25,000 and less	4	8.51%	83.06%	71.38%	89.47%	100.00%	0.00%
\$25,001 \$50,000	3	6.38%	85.56%	87.10%	82.46%	0.00%	0.00%
\$50,001 \$75,000	6	12.77%	88.37%	88.31%	83.55%	102.94%	0.00%
\$75,001 \$125,000	14	29.79%	96.36%	96.98%	96.44%	92.61%	0.00%
\$125,001 \$175,000	8	17.02%	94.92%	87.25%	98.36%	96.59%	0.00%
\$175,001 \$300,000	7	14.89%	99.62%	0.00%	99.65%	99.36%	100.00%
\$300,001 and up	5	10.64%	97.56%	0.00%	99.13%	98.40%	92.00%
Average List/Sell Ratio: 93.90%				88.69%	95.01%	98.05%	96.00%
Total Closed Units: 47				13	23	9	2
Total Closed Volume: 15,602,026				1.01M	3.32M	1.85M	9.43M



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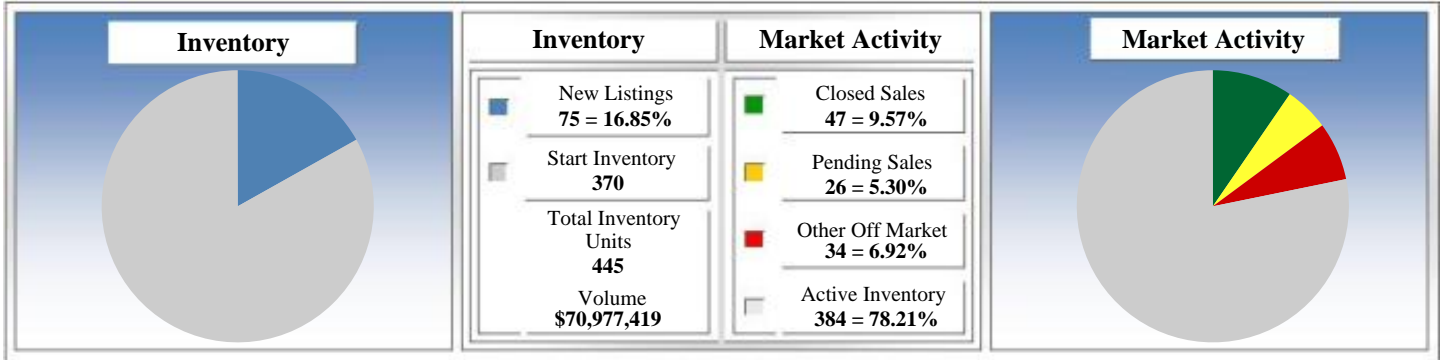
Inventory as of Jun 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 32 Sales/Month

Active Inventory as of May 31, 2017 = 384

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	47	34.29%	137	164	19.71%
Pending Sales	29	26	-10.34%	150	167	11.33%
New Listings	89	75	-15.73%	489	511	4.50%
Average List Price	130,357	353,984	171.55%	139,087	191,921	37.99%
Average Sale Price	126,068	331,958	163.32%	131,894	181,153	37.35%
Average Percent of List Price to Selling Price	106.12%	93.88%	-11.53%	97.00%	96.27%	-0.75%
Average Days on Market to Sale	55.66	52.89	-4.97%	57.17	61.52	7.62%
Monthly Inventory	354	384	8.47%	354	384	8.47%
Months Supply of Inventory	11.87	12.09	1.93%	11.87	12.09	1.93%

