



February 2017

Area Delimited by County Of Mayes

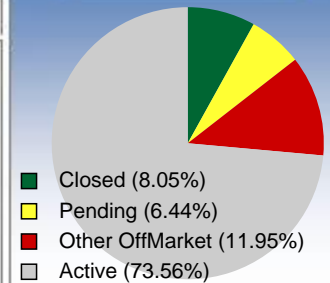


Absorption: Last 12 months, an Average of **30** Sales/Month

Active Inventory as of February 28, 2017 = **320**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	24	35	45.83%
Pending Listings	33	28	-15.15%
New Listings	105	89	-15.24%
Median List Price	80,250	109,999	37.07%
Median Sale Price	81,750	107,500	31.50%
Median Percent of List Price to Selling Price	96.10%	95.30%	-0.83%
Median Days on Market to Sale	32.50	42.00	29.23%
End of Month Inventory	291	320	9.97%
Months Supply of Inventory	9.70	10.64	9.66%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **9.97%** to 320 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 **10.64** 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 **31.50%** in February 2017 to \$107,500 versus the previous year at \$81,750.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 9.50 days or **29.23%** in February 2017 compared to last year's same month at **32.50** DOM.

Sales Success for February 2017 is Positive

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

There were 89 New Listings in February 2017, down **15.24%** from last year at 105. Furthermore, there were 35 Closed Listings this month versus last year at 24, a **45.83%** increase.

Closed versus Listed trends yielded a **39.3%** ratio, up from last year's February 2017 at **22.9%**, a **72.05%** upswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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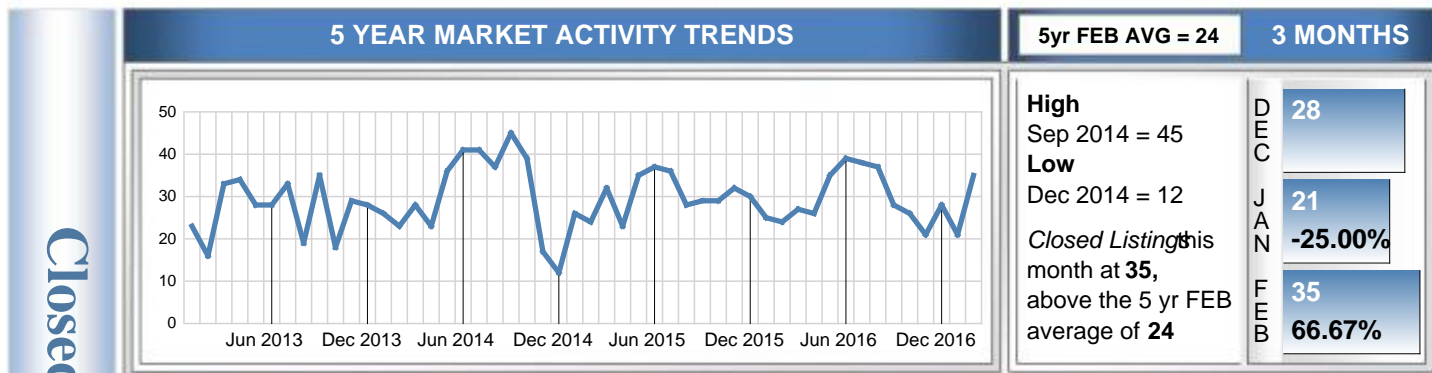
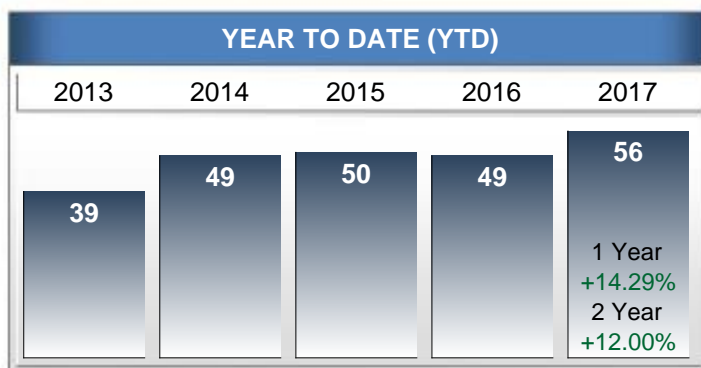
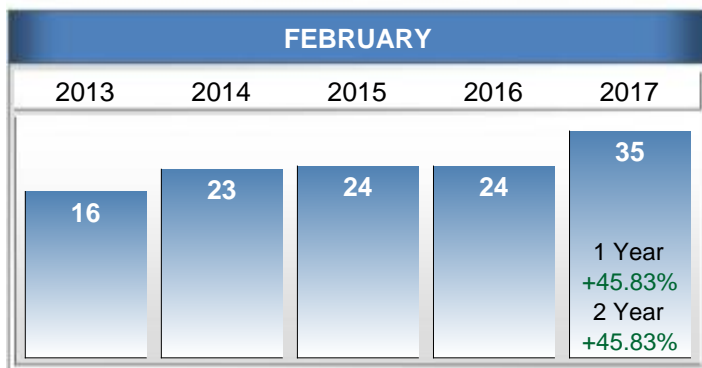
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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	3	8.57%	119.0	3	0	0	0
\$30,001 \$50,000	4	11.43%	32.5	4	0	0	0
\$50,001 \$80,000	6	17.14%	35.5	3	1	2	0
\$80,001 \$120,000	8	22.86%	48.5	2	5	1	0
\$120,001 \$140,000	4	11.43%	74.5	1	3	0	0
\$140,001 \$200,000	6	17.14%	40.0	2	2	2	0
\$200,001 and up	4	11.43%	66.0	0	1	2	1
Total Closed Units: 35				42.0			
Total Closed Volume: 4,059,500				1.07M 1.51M 1.12M 365.00K			
Median Closed Price: \$107,500				\$67,000 \$123,950 \$142,000 \$365,000			

Closed Listings

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Monthly Inventory Analysis

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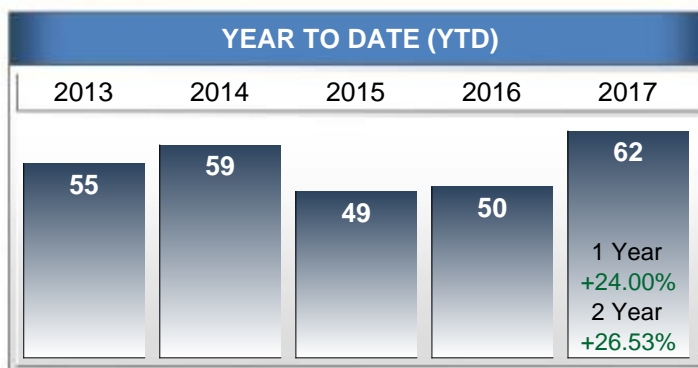
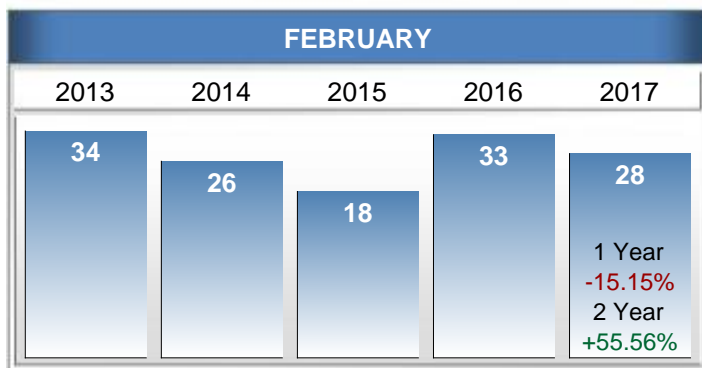
Pending Listings as of Mar 13, 2017



Pending Listings

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Area Delimited by County Of Mayes



Pending Listings

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5yr FEB AVG = 28 **3 MONTHS**

High
Aug 2014 = 46

Low
Nov 2013 = 14

Pending Listing this month at **28**, equal to 5 yr FEB average of **28**

D E C	27
J A N	34
F E B	28
25.93%	
-17.65%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	3	10.71%	5.0	2	1	0	0
\$40,001 \$50,000	3	10.71%	17.0	2	1	0	0
\$50,001 \$90,000	4	14.29%	53.0	1	3	0	0
\$90,001 \$130,000	7	25.00%	40.0	3	3	1	0
\$130,001 \$160,000	5	17.86%	69.0	2	3	0	0
\$160,001 \$170,000	3	10.71%	100.0	0	3	0	0
\$170,001 and up	3	10.71%	159.0	1	1	1	0
Total Pending Units: 28				51.0			
Total Pending Volume: 3,170,500				1.04M	1.74M	394.50K	0.00B
Median Listing Price: \$115,950				\$99,500	\$125,000	\$197,250	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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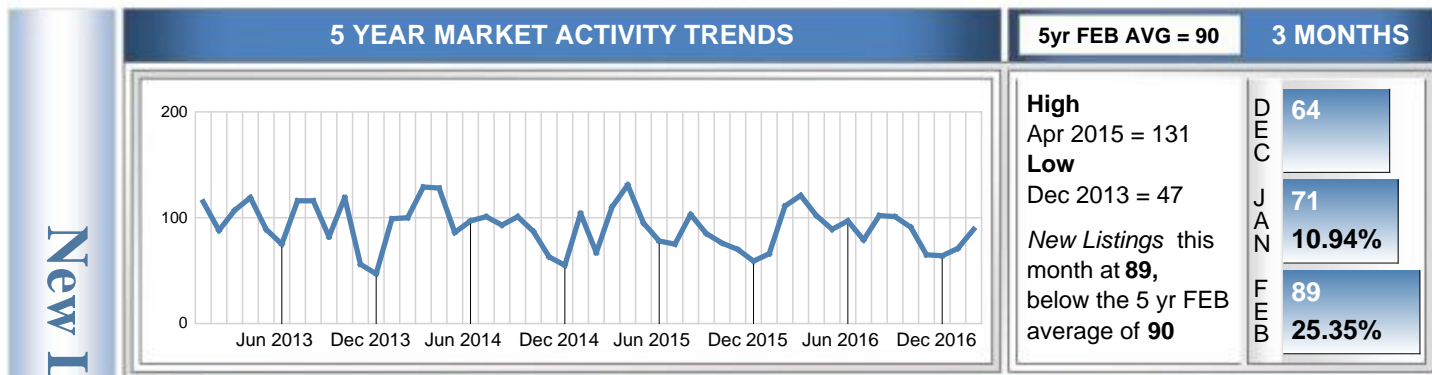
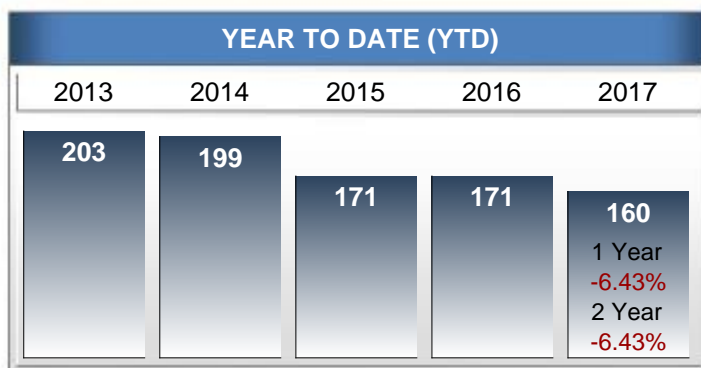
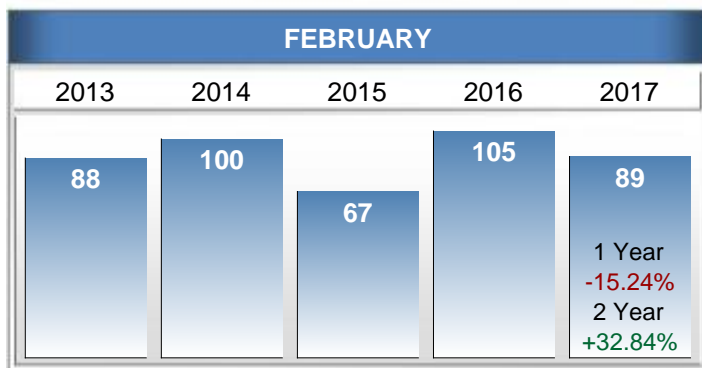
New Listings as of Mar 13, 2017



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+
\$20,000 and less	5	5.62%	5	0	0	0
\$20,001 - \$40,000	14	15.73%	13	0	1	0
\$40,001 - \$70,000	12	13.48%	11	1	0	0
\$70,001 - \$120,000	21	23.60%	8	10	3	0
\$120,001 - \$160,000	16	17.98%	5	8	3	0
\$160,001 - \$290,000	12	13.48%	2	8	2	0
\$290,001 and up	9	10.11%	1	4	3	1
Total New Listed Units:	89		45	31	12	1
Total New Listed Volume:	12,413,444		3.21M	6.12M	2.75M	339.00K
Median New Listed Listing Price:	\$105,000		\$50,000	\$135,900	\$149,700	\$339,000



Monthly Inventory Analysis

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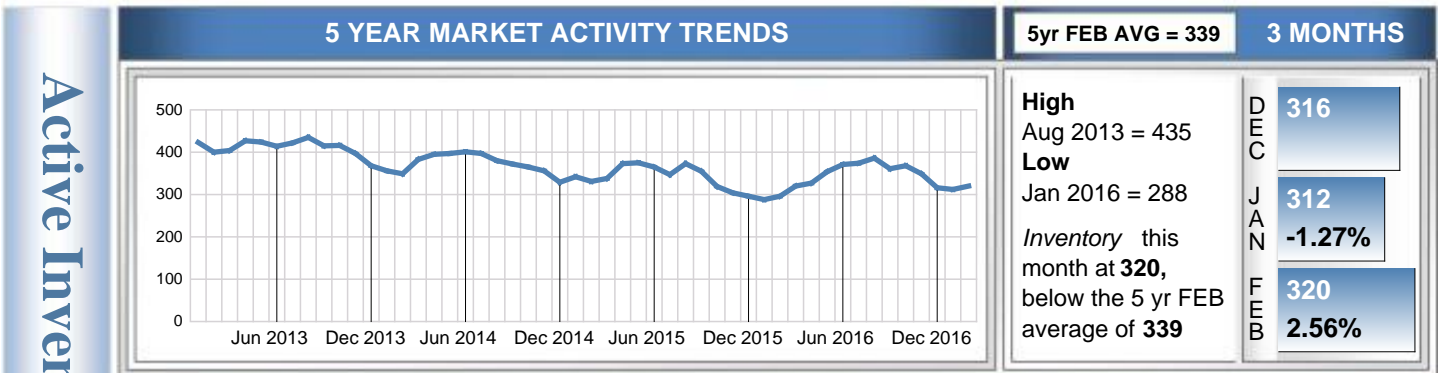
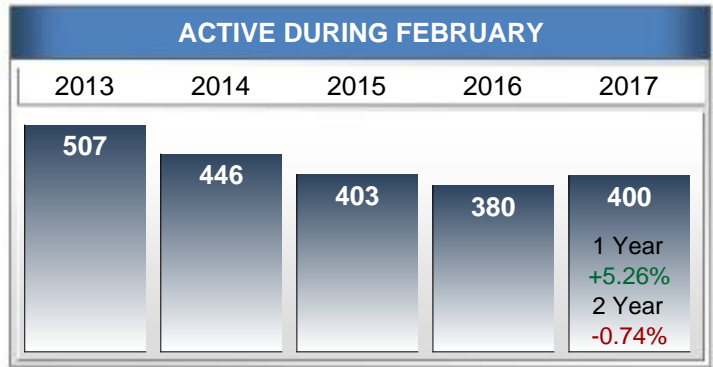
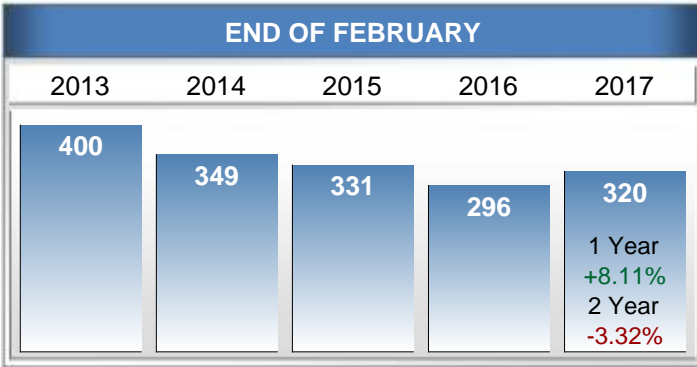
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	20	6.25%	138.5	19	1	0	0		
\$20,001 \$50,000	57	17.81%	68.0	52	3	1	1		
\$50,001 \$80,000	40	12.50%	72.5	23	14	3	0		
\$80,001 \$140,000	77	24.06%	63.0	30	39	8	0		
\$140,001 \$220,000	54	16.88%	67.5	19	23	12	0		
\$220,001 \$380,000	40	12.50%	83.0	7	25	5	3		
\$380,001 and up	32	10.00%	97.0	7	14	5	6		
Total Active Inventory by Units:				320	70.0	157	119	34	10
Total Active Inventory by Volume:				62,832,956		15.63M	25.00M	7.60M	14.61M
Median Active Inventory Listing Price:				\$117,750		\$62,900	\$148,000	\$180,000	\$409,500



Monthly Inventory Analysis

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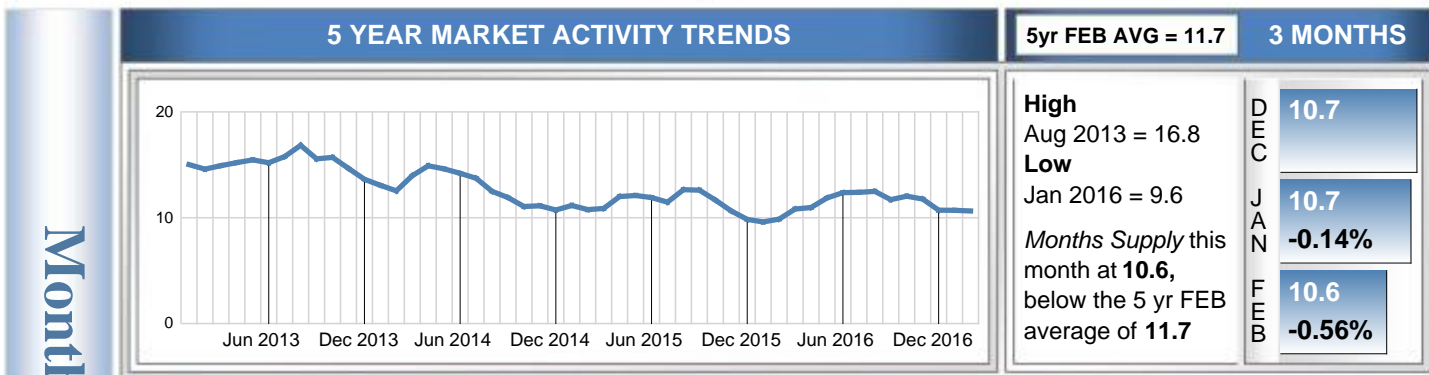
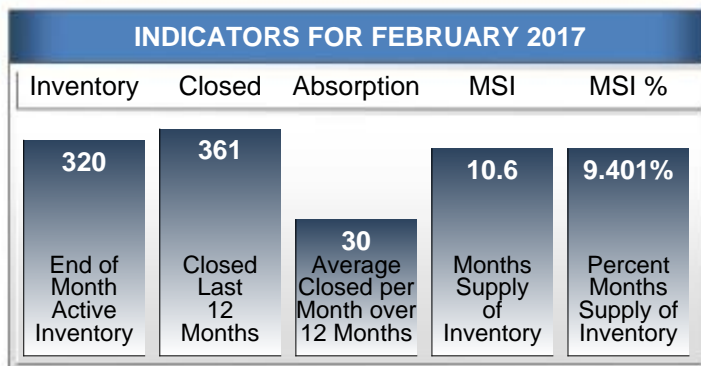
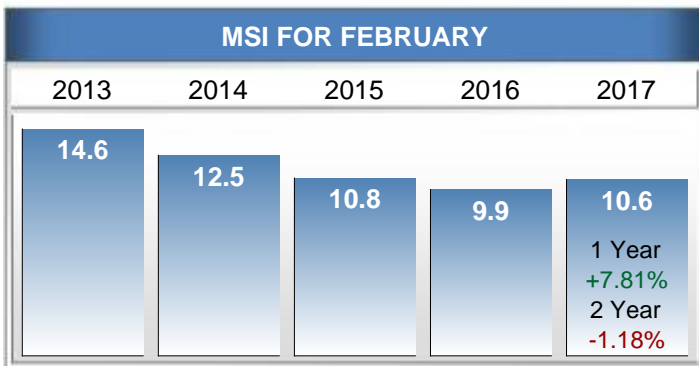
Active Inventory as of Mar 13, 2017



Months Supply of Inventory

Report Produced on: Mar 13, 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	20		6.25%	9.6	13.4	1.7	0.0	0.0
\$20,001 \$50,000	57		17.81%	11.2	17.8	1.7	3.0	12.0
\$50,001 \$80,000	40		12.50%	8.3	12.0	5.6	7.2	0.0
\$80,001 \$140,000	77		24.06%	9.0	25.7	6.0	9.6	0.0
\$140,001 \$220,000	54		16.88%	10.3	20.7	7.1	11.1	0.0
\$220,001 \$380,000	40		12.50%	12.0	16.8	15.8	5.0	9.0
\$380,001 and up	32		10.00%	34.9	42.0	33.6	60.0	24.0
MSI:		10.6			17.6	7.2	8.9	13.3
Total Active Inventory:		320			157	119	34	10



Monthly Inventory Analysis

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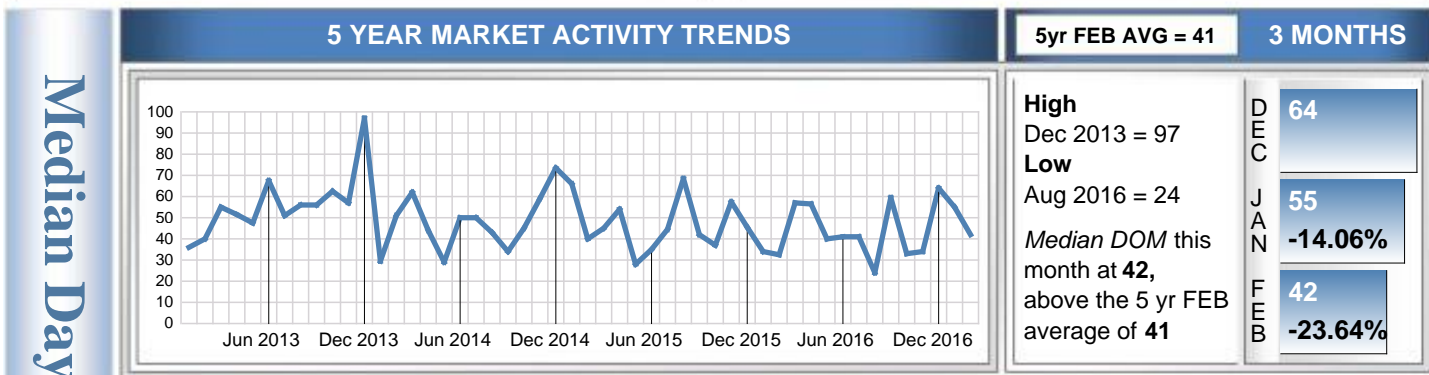
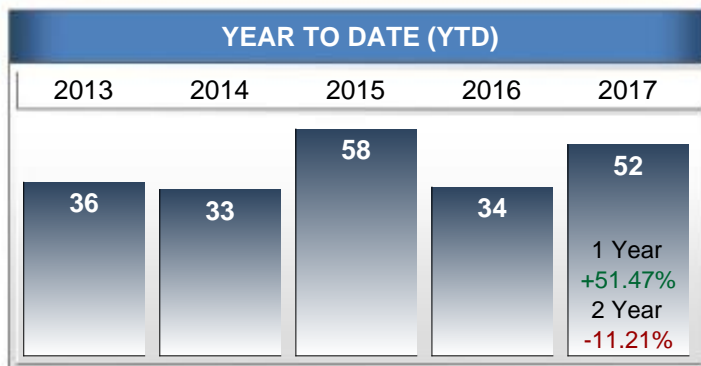
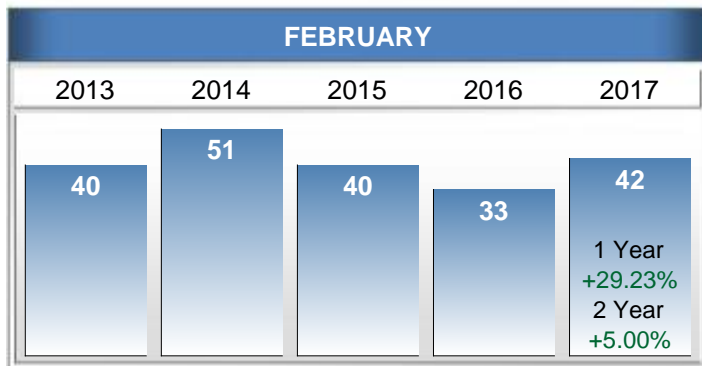
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	3			8.57%	119.0	119.0	0.0	0.0	0.0
\$30,001 \$50,000	4			11.43%	32.5	32.5	0.0	0.0	0.0
\$50,001 \$80,000	6			17.14%	35.5	22.0	29.0	58.0	0.0
\$80,001 \$120,000	8			22.86%	48.5	138.5	42.0	40.0	0.0
\$120,001 \$140,000	4			11.43%	74.5	126.0	52.0	0.0	0.0
\$140,001 \$200,000	6			17.14%	40.0	41.0	66.5	30.0	0.0
\$200,001 and up	4			11.43%	66.0	0.0	1.0	66.0	168.0
Median Closed DOM:					42.0	66.0	39.0	42.0	168.0
Total Closed Units:					35	15	12	7	1
Total Closed Volume:					4,059,500	1.07M	1.51M	1.12M	365.00K



Monthly Inventory Analysis

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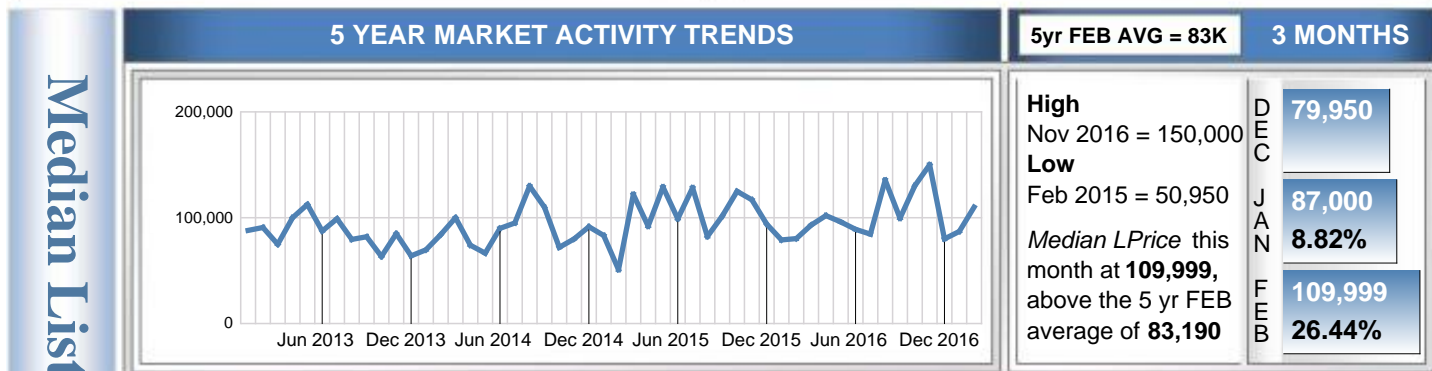
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Mayes



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		5.71%	28,950	28,950	0	0	0
\$30,001 - \$50,000	5		14.29%	39,900	39,900	0	0	0
\$50,001 - \$80,000	5		14.29%	68,000	75,000	57,000	65,120	0
\$80,001 - \$120,000	9		25.71%	94,500	89,750	109,999	103,500	0
\$120,001 - \$140,000	4		11.43%	131,400	0	130,900	139,900	0
\$140,001 - \$200,000	6		17.14%	158,500	160,000	163,450	149,000	0
\$200,001 and up	4		11.43%	307,000	0	203,000	307,000	399,000
Median List Price:		\$109,999			\$68,000	\$124,000	\$139,900	\$399,000
Total Closed Units:		35			15	12	7	1
Total List Volume:		4,233,419			1.16M	1.50M	1.18M	399.00K



Monthly Inventory Analysis

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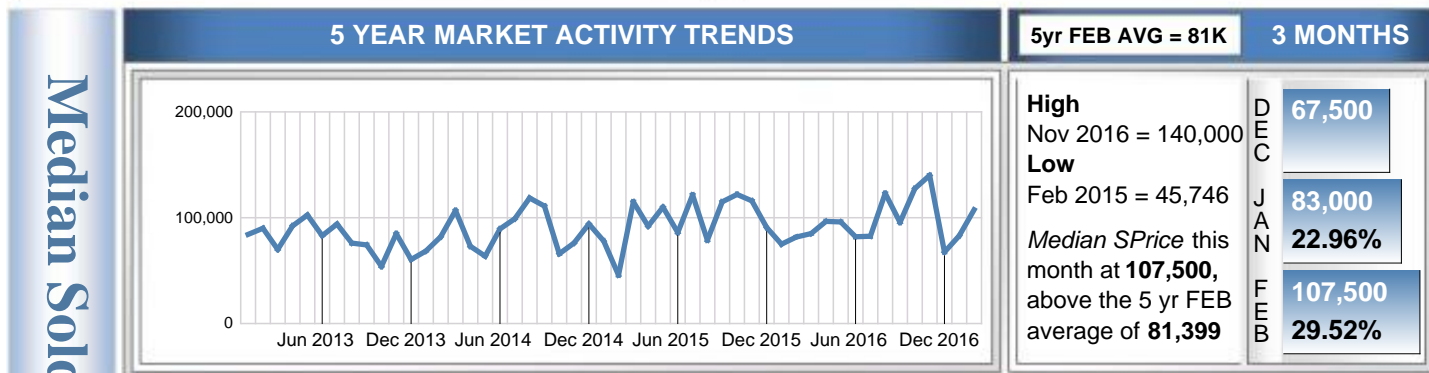
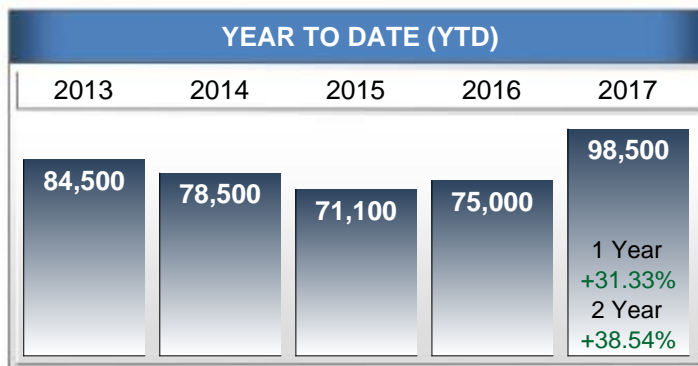
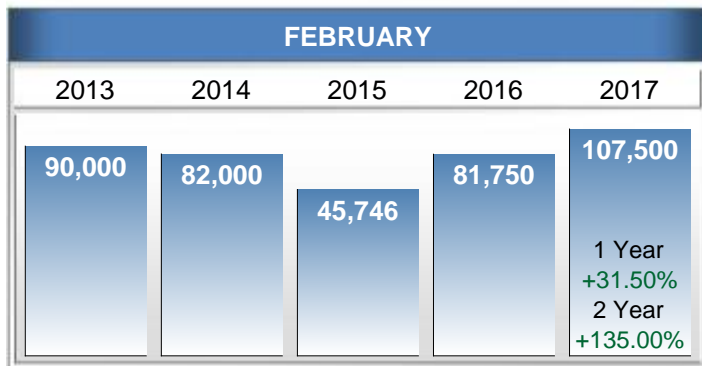
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

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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	3		8.57%	24,500	24,500	0	0	0
\$30,001 \$50,000	4		11.43%	38,750	38,750	0	0	0
\$50,001 \$80,000	6		17.14%	67,500	68,000	53,500	65,850	0
\$80,001 \$120,000	8		22.86%	106,250	98,250	105,000	107,500	0
\$120,001 \$140,000	4		11.43%	131,400	122,500	131,900	0	0
\$140,001 \$200,000	6		17.14%	156,000	157,500	168,000	143,000	0
\$200,001 and up	4		11.43%	295,250	0	204,000	295,250	365,000
Median Closed Price:	\$107,500				\$67,000	\$123,950	\$142,000	\$365,000
Total Closed Units:	35				15	12	7	1
Total Closed Volume:	4,059,500				1.07M	1.51M	1.12M	365.00K



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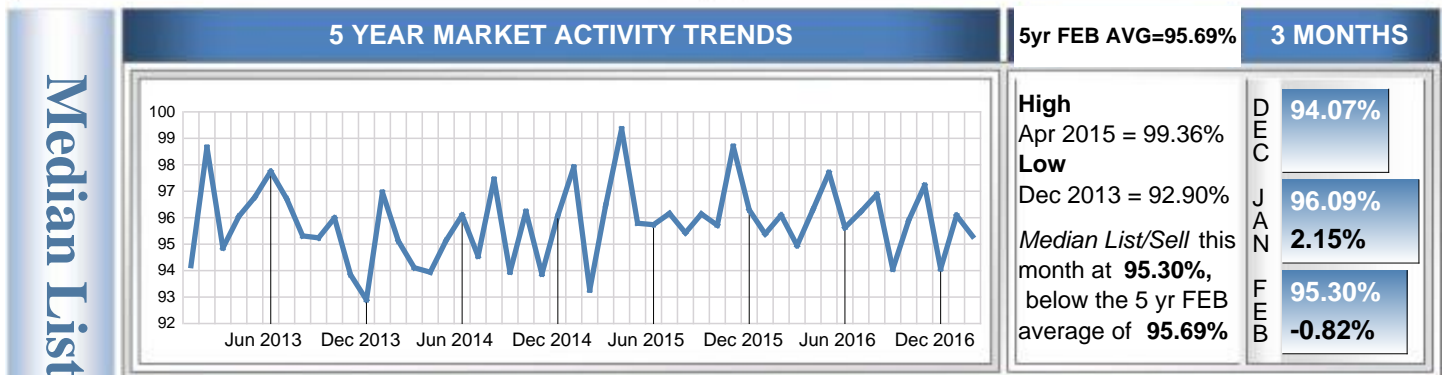
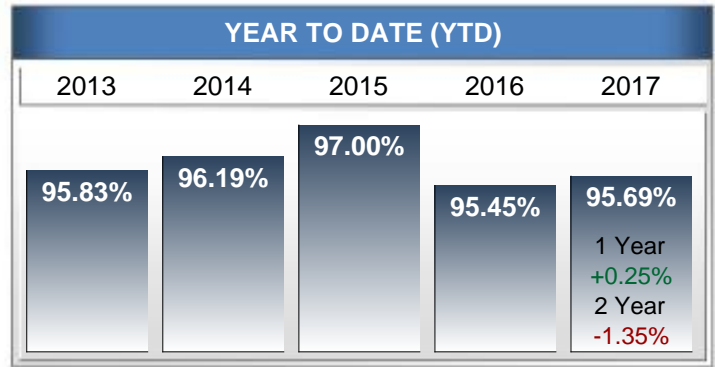
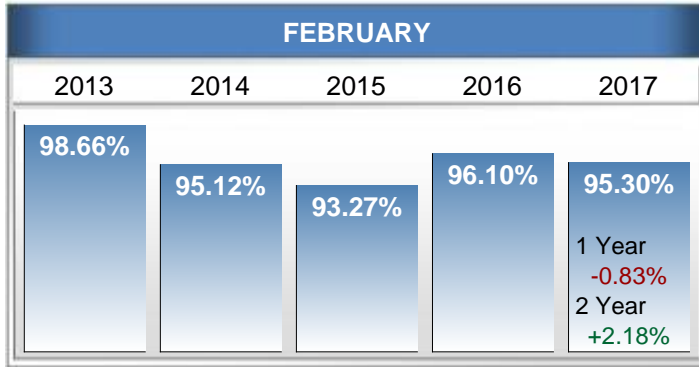
Closed Sales as of Mar 13, 2017



Median Percent of List Price to Selling 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	3	8.57%	81.94%	81.94%	0.00%	0.00%	0.00%
\$30,001 \$50,000	4	11.43%	90.73%	90.73%	0.00%	0.00%	0.00%
\$50,001 \$80,000	6	17.14%	90.46%	100.00%	93.86%	86.64%	0.00%
\$80,001 \$120,000	8	22.86%	97.35%	110.35%	99.24%	89.58%	0.00%
\$120,001 \$140,000	4	11.43%	94.59%	81.67%	100.00%	0.00%	0.00%
\$140,001 \$200,000	6	17.14%	97.72%	93.88%	114.65%	99.12%	0.00%
\$200,001 and up	4	11.43%	96.33%	0.00%	100.49%	96.33%	91.48%
Median List/Sell Ratio:	95.30%			90.63%	99.62%	95.30%	91.48%
Total Closed Units:	35			15	12	7	1
Total Closed Volume:	4,059,500			1.07M	1.51M	1.12M	365.00K

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Monthly Inventory Analysis

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Inventory as of Mar 13, 2017



Market Summary

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

Active Inventory as of February 28, 2017 = 320

	FEBRUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	24	35	45.83%	49	56	14.29%
Pending Sales	33	28	-15.15%	50	62	24.00%
New Listings	105	89	-15.24%	171	160	-6.43%
Median List Price	80,250	109,999	37.07%	79,000	93,250	18.04%
Median Sale Price	81,750	107,500	31.50%	75,000	98,500	31.33%
Median Percent of List Price to Selling Price	96.10%	95.30%	-0.83%	95.45%	95.69%	0.25%
Median Days on Market to Sale	32.50	42.00	29.23%	34.00	51.50	51.47%
Monthly Inventory	291	320	9.97%	291	320	9.97%
Months Supply of Inventory	9.70	10.64	9.66%	9.70	10.64	9.66%

