



# March 2017

Area Delimited by County Of Mayes

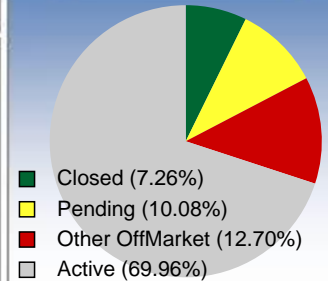


**Absorption:** Last 12 months, an Average of **31** Sales/Month

**Active Inventory** as of March 31, 2017 = **347**

	MARCH		
	2016	2017	+/- %
Closed Listings	27	36	33.33%
Pending Listings	37	50	35.14%
New Listings	121	149	23.14%
Average List Price	129,259	130,536	0.99%
Average Sale Price	120,967	125,231	3.53%
Average Percent of List Price to Selling Price	93.98%	95.52%	1.64%
Average Days on Market to Sale	63.96	68.08	6.44%
End of Month Inventory	320	347	8.44%
Months Supply of Inventory	10.82	11.25	4.04%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 11, 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 March 2017 rose **8.44%** to 347 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 **11.25** 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 **3.53%** in March 2017 to \$125,231 versus the previous year at \$120,967.

### Average Days on Market Lengthens

The average number of **68.08** days that homes spent on the market before selling increased by 4.12 days or **6.44%** in March 2017 compared to last year's same month at **63.96** DOM.

### Sales Success for March 2017 is Positive

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

There were 149 New Listings in March 2017, up **23.14%** from last year at 121. Furthermore, there were 36 Closed Listings this month versus last year at 27, a **33.33%** increase.

Closed versus Listed trends yielded a **24.2%** ratio, up from last year's March 2017 at **22.3%**, a **8.28%** 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

<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®

## March 2017

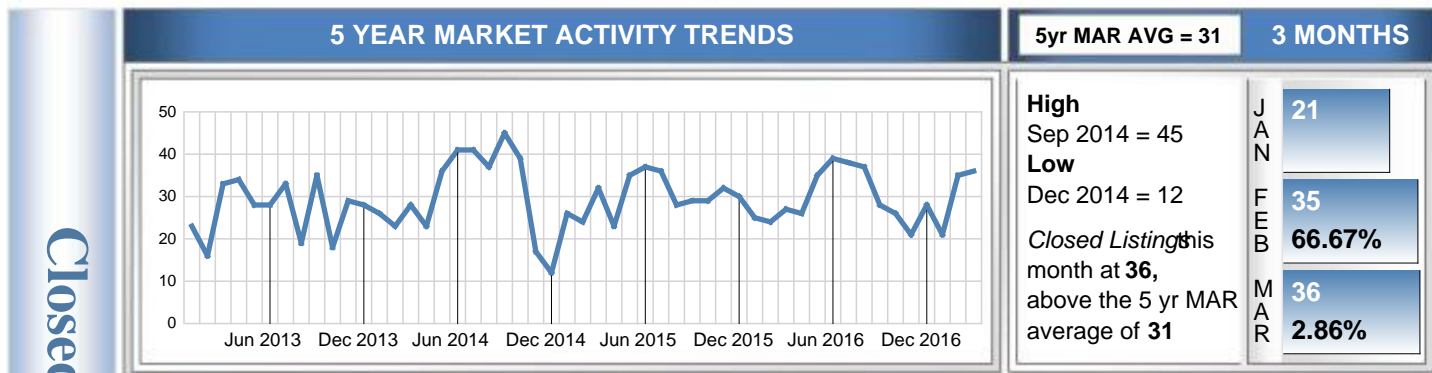
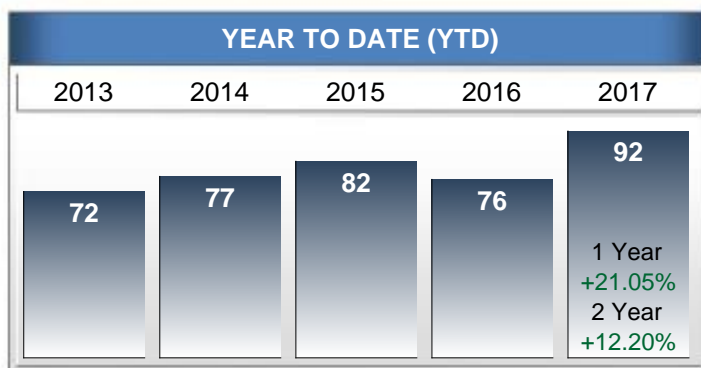
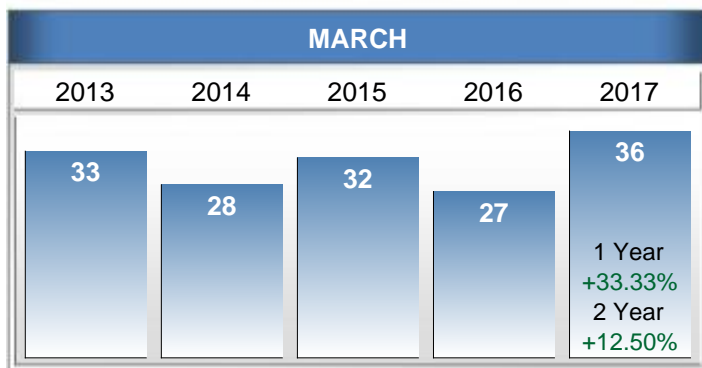
Closed Sales as of Apr 11, 2017



### Closed Listings

Report Produced on: Apr 11, 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+
\$30,000 and less	4	11.11%	46.8	4	0	0	0
\$30,001 \$50,000	3	8.33%	41.3	1	2	0	0
\$50,001 \$80,000	5	13.89%	83.2	1	4	0	0
\$80,001 \$130,000	10	27.78%	56.8	3	7	0	0
\$130,001 \$160,000	5	13.89%	71.4	1	4	0	0
\$160,001 \$230,000	5	13.89%	106.8	1	3	1	0
\$230,001 and up	4	11.11%	66.3	1	1	2	0
<b>Total Closed Units:</b>	<b>36</b>		<b>68.1</b>	<b>12</b>	<b>21</b>	<b>3</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>4,508,307</b>			<b>1.08M</b>	<b>2.66M</b>	<b>772.50K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$125,231</b>			<b>\$89,792</b>	<b>\$126,586</b>	<b>\$257,500</b>	

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

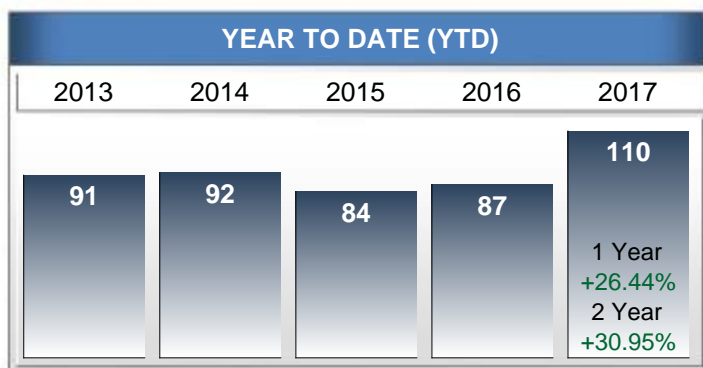
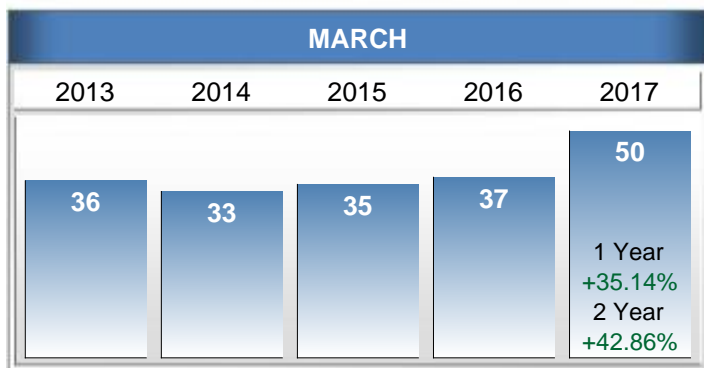
Pending Listings as of Apr 11, 2017



### Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



**Pending Listings**  
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**5yr MAR AVG = 38**      **3 MONTHS**

**High**  
Mar 2017 = 50  
**Low**  
Nov 2013 = 14

Pending Listing this month at **50**, above the 5 yr MAR average of **38**

JAN	32
FEB	28
MAR	50
<b>-12.50%</b>	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	6	12.00%	31.7	4	1	1	0
\$25,001 \$50,000	2	4.00%	89.0	2	0	0	0
\$50,001 \$75,000	8	16.00%	50.9	6	0	2	0
\$75,001 \$125,000	11	22.00%	62.1	2	7	2	0
\$125,001 \$200,000	11	22.00%	49.8	2	8	1	0
\$200,001 \$325,000	7	14.00%	69.1	3	2	1	1
\$325,001 and up	5	10.00%	64.2	0	2	1	2
Total Pending Units: 50				54.3			
Total Pending Volume: 17,262,219				1.79M 3.42M 1.48M 10.57M			
Average Listing Price: \$203,300				\$94,279 \$171,046 \$185,375 \$3,522,333			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

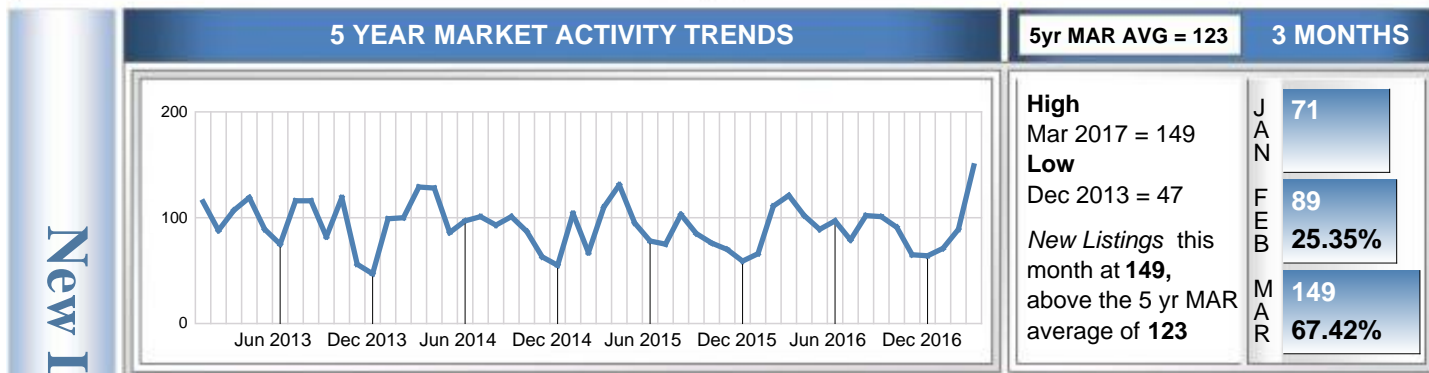
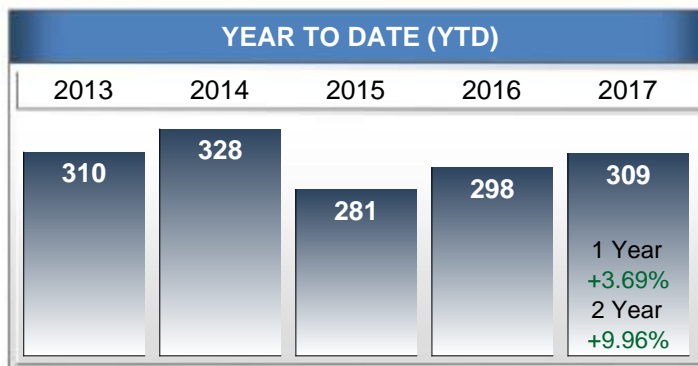
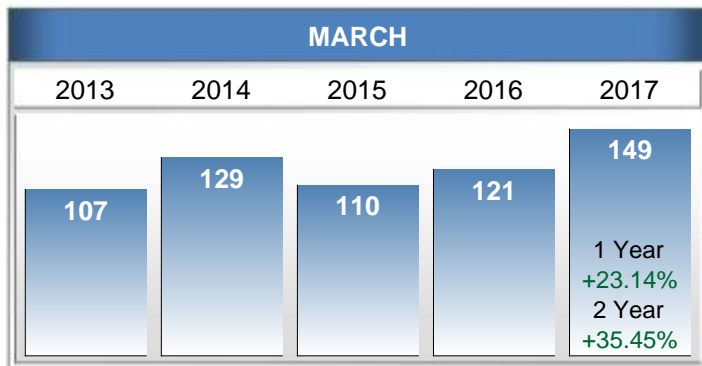
New Listings as of Apr 11, 2017



### New Listings

Report Produced on: Apr 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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	32	21.48%	29	2	1	0
\$25,001-\$50,000	15	10.07%	15	0	0	0
\$50,001-\$125,000	40	26.85%	24	14	2	0
\$125,001-\$225,000	29	19.46%	6	17	6	0
\$225,001-\$325,000	15	10.07%	5	7	3	0
\$325,001 and up	18	12.08%	5	8	4	1
<b>Total New Listed Units:</b>	<b>149</b>		<b>84</b>	<b>48</b>	<b>16</b>	<b>1</b>
<b>Total New Listed Volume:</b>	<b>21,701,097</b>		<b>7.49M</b>	<b>10.06M</b>	<b>3.76M</b>	<b>399.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$269,500</b>		<b>\$89,121</b>	<b>\$209,548</b>	<b>\$234,850</b>	<b>\$399,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

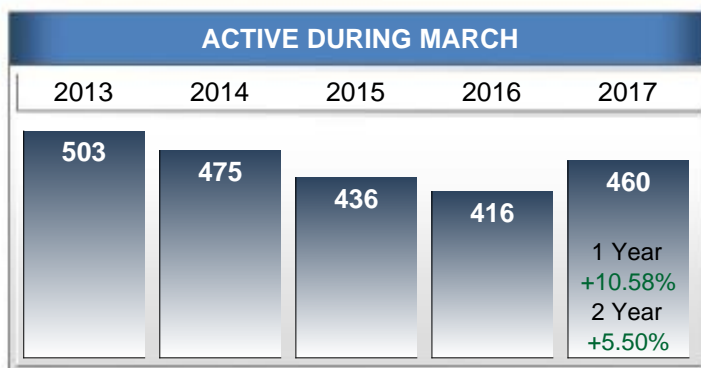
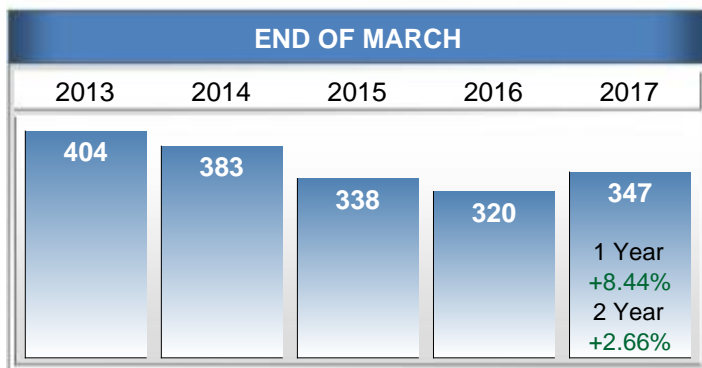
Active Inventory as of Apr 11, 2017



### Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



Active Inventory

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**5yr MAR AVG = 358**     **3 MONTHS**

**High**  
Aug 2013 = 435

**Low**  
Jan 2016 = 288

*Inventory* this month at **347**, below the 5 yr MAR average of **358**

JAN	306
FEB	313
MAR	347
<b>2.29%</b>	
<b>10.86%</b>	

#### 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	46	13.26%	37.7	43	2	1	0	
\$25,001-\$75,000	84	24.21%	75.8	67	15	2	0	
\$75,001-\$125,000	66	19.02%	66.1	34	28	4	0	
\$125,001-\$225,000	72	20.75%	66.4	20	38	14	0	
\$225,001-\$375,000	43	12.39%	57.1	10	25	7	1	
\$375,001 and up	36	10.37%	101.0	7	19	5	5	
Total Active Inventory by Units:			347	67.3	181	127	33	6
Total Active Inventory by Volume:			56,929,085		17.43M	27.82M	7.69M	3.99M
Average Active Inventory Listing Price:			\$164,061		\$96,295	\$219,030	\$233,089	\$665,150



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

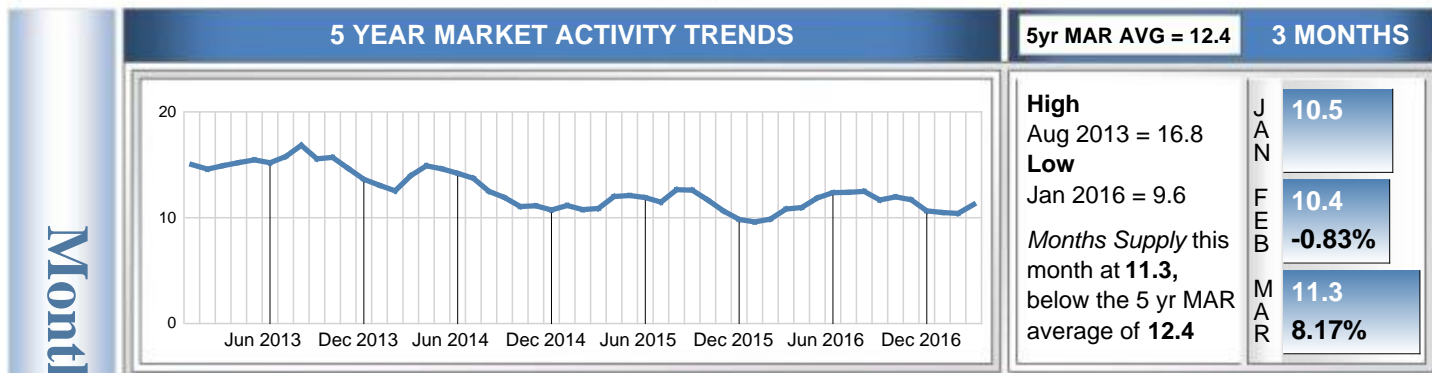
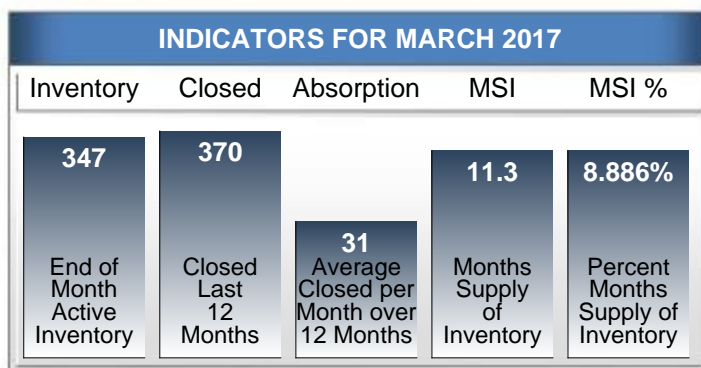
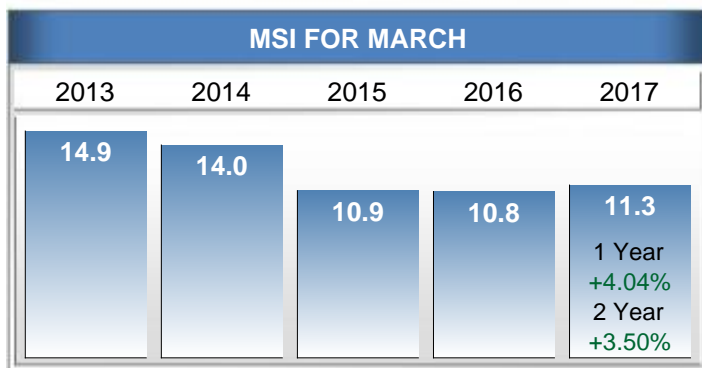
Active Inventory as of Apr 11, 2017



### Months Supply of Inventory

Report Produced on: Apr 11, 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	25	7.20%	12.5	16.2	3.4	0.0	0.0
\$20,001 \$40,000	51	14.70%	14.2	20.0	0.0	6.0	0.0
\$40,001 \$70,000	44	12.68%	8.9	15.7	4.8	4.0	0.0
\$70,001 \$140,000	92	26.51%	8.9	21.1	5.8	6.5	0.0
\$140,001 \$220,000	54	15.56%	9.4	17.0	7.3	9.4	0.0
\$220,001 \$380,000	46	13.26%	13.8	24.0	19.1	6.9	3.0
\$380,001 and up	35	10.09%	38.2	42.0	43.2	60.0	20.0
MSI:			11.3	19.1	7.7	8.3	8.0
Total Active Inventory:			347	181	127	33	6



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

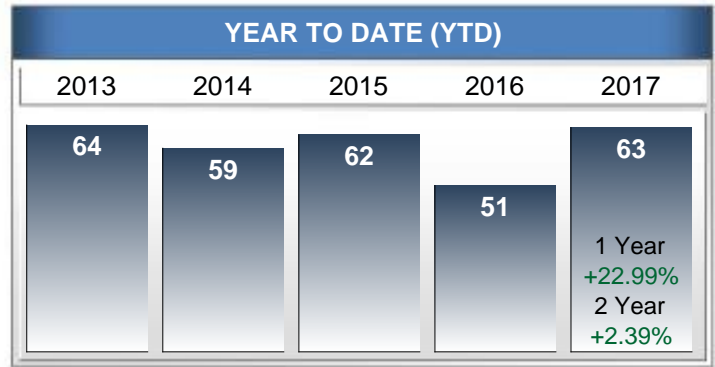
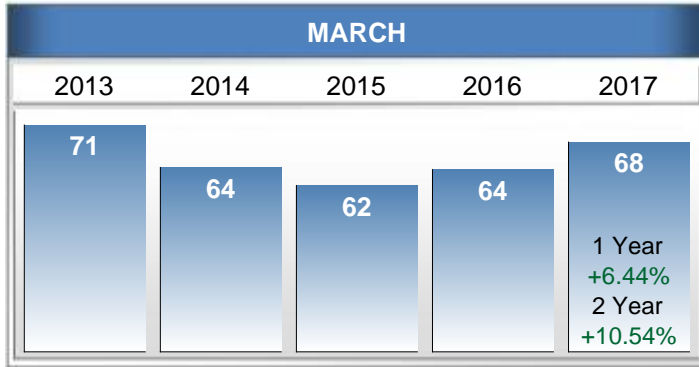
Closed Sales as of Apr 11, 2017



### Average Days on Market to Sale

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



Average Days on Market



#### 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+
\$30,000 and less	4	11.11%	46.8	46.8	0.0	0.0	0.0
\$30,001 \$50,000	3	8.33%	41.3	17.0	53.5	0.0	0.0
\$50,001 \$80,000	5	13.89%	83.2	27.0	97.3	0.0	0.0
\$80,001 \$130,000	10	27.78%	56.8	47.3	60.9	0.0	0.0
\$130,001 \$160,000	5	13.89%	71.4	145.0	53.0	0.0	0.0
\$160,001 \$230,000	5	13.89%	106.8	65.0	135.3	63.0	0.0
\$230,001 and up	4	11.11%	66.3	157.0	10.0	49.0	0.0
Average Closed DOM:				61.7	73.8	53.7	0.0
Total Closed Units:				12	21	3	
Total Closed Volume:				1.08M	2.66M	772.50K	0.00B

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# Monthly Inventory Analysis

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## March 2017

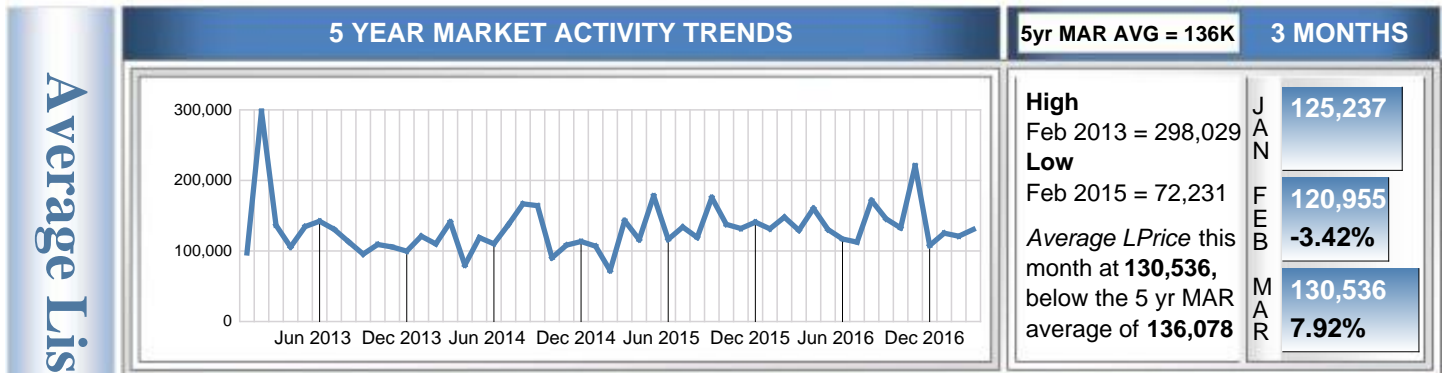
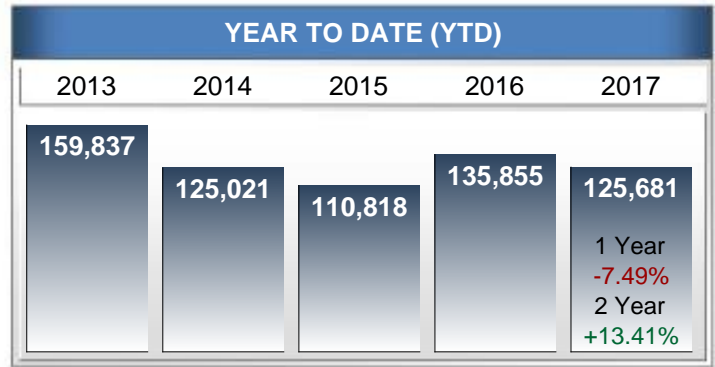
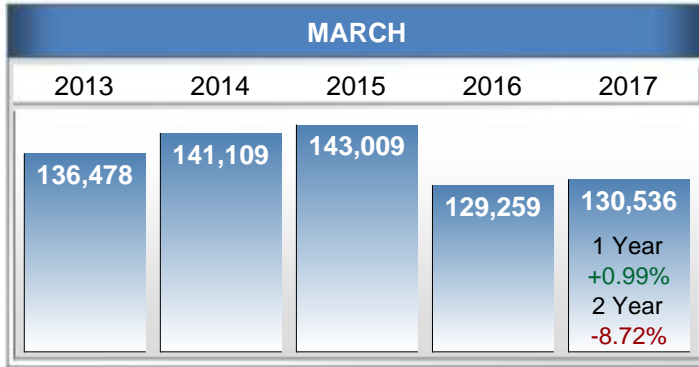
Closed Sales as of Apr 11, 2017



### Average List Price at Closing

Report Produced on: Apr 11, 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+
\$30,000 and less	4	11.11%	26,225	26,225	0	0	0
\$30,001 \$50,000	3	8.33%	48,333	45,000	50,000	0	0
\$50,001 \$80,000	6	16.67%	63,717	62,900	59,875	0	0
\$80,001 \$130,000	9	25.00%	109,044	105,667	106,328	0	0
\$130,001 \$160,000	5	13.89%	150,400	149,000	150,750	0	0
\$160,001 \$230,000	5	13.89%	177,960	175,000	178,300	179,900	0
\$230,001 and up	4	11.11%	360,975	290,000	515,000	319,450	0
Average List Price:	\$130,536			\$95,317	\$130,319	\$272,933	\$0
Total Closed Units:	36			12	21	3	
Total List Volume:	4,699,299			1.14M	2.74M	818.80K	0.00B





# Monthly Inventory Analysis

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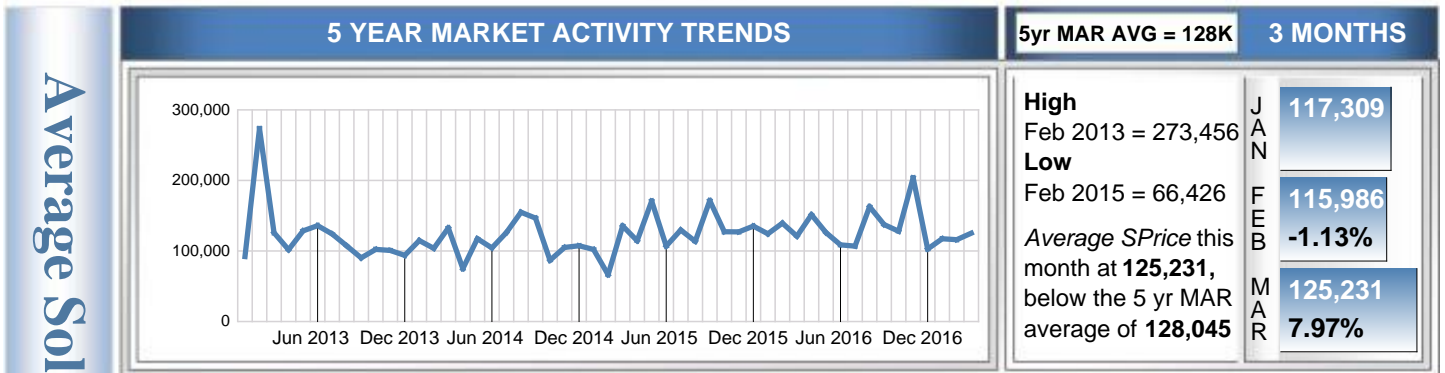
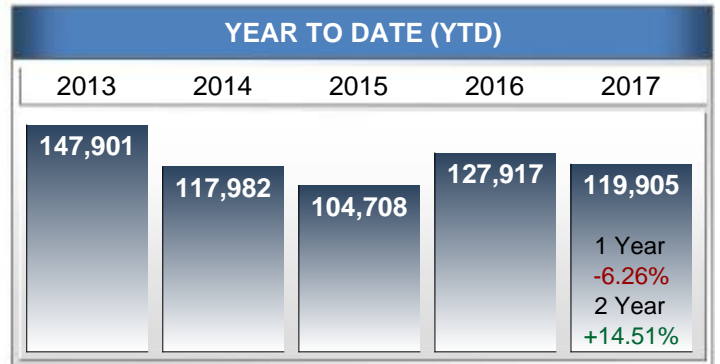
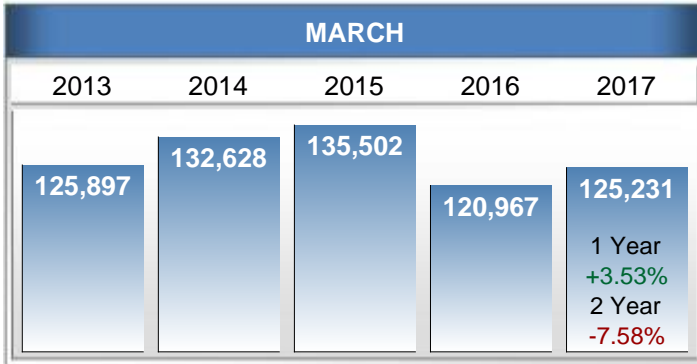
Closed Sales as of Apr 11, 2017



### Average Sold Price at Closing

Report Produced on: Apr 11, 2017

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+
\$30,000 and less	4	11.11%	24,625	24,625	0	0	0
\$30,001 \$50,000	3	8.33%	45,452	40,000	48,179	0	0
\$50,001 \$80,000	5	13.89%	56,100	56,000	56,125	0	0
\$80,001 \$130,000	10	27.78%	101,950	101,667	102,071	0	0
\$130,001 \$160,000	5	13.89%	144,790	140,000	145,988	0	0
\$160,001 \$230,000	5	13.89%	172,400	168,000	174,667	170,000	0
\$230,001 and up	4	11.11%	346,875	270,000	515,000	301,250	0
Average Closed Price:	\$125,231			\$89,792	\$126,586	\$257,500	\$0
Total Closed Units:	36			12	21	3	0
Total Closed Volume:	4,508,307			1.08M	2.66M	772.50K	0.00B



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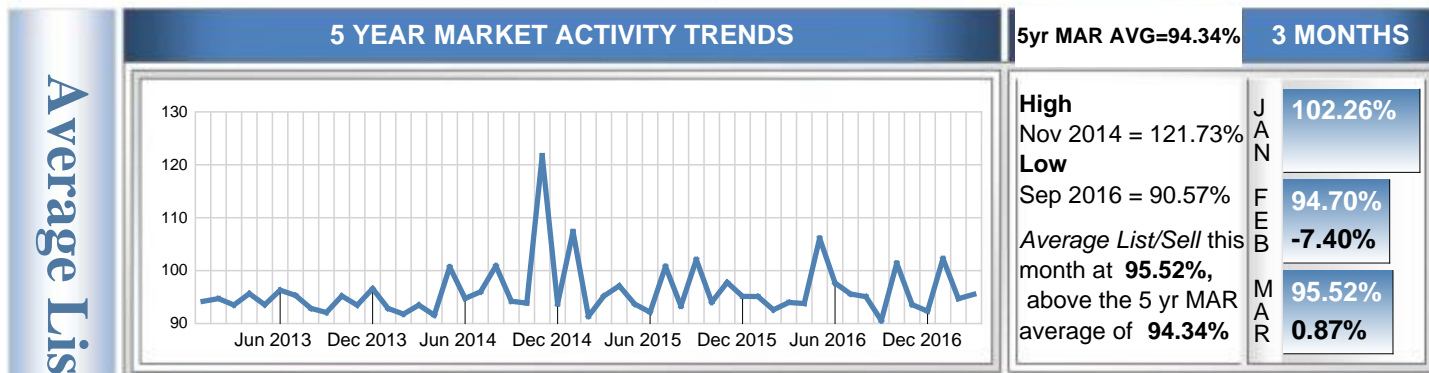
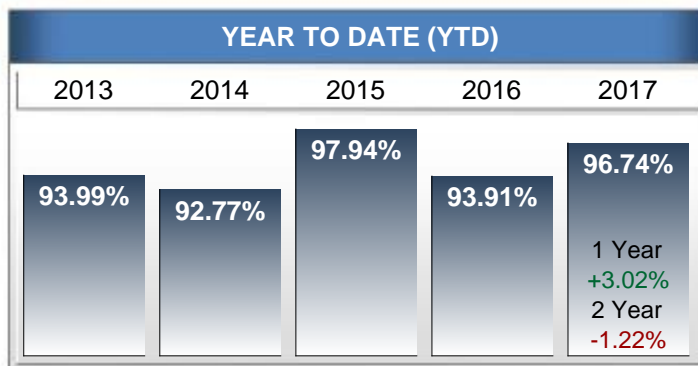
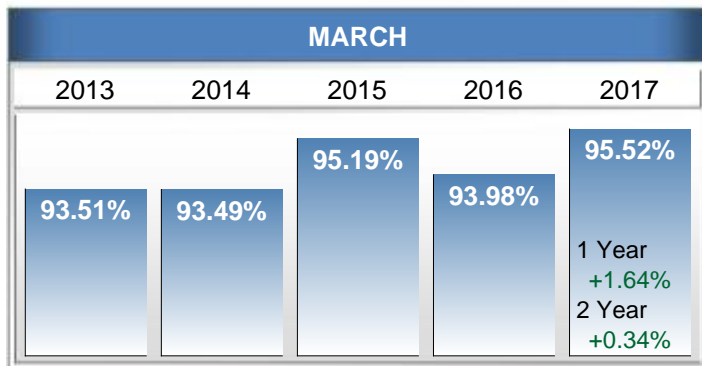
Closed Sales as of Apr 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Apr 11, 2017

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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+
\$30,000 and less	4	11.11%	94.65%	94.65%	0.00%	0.00%	0.00%
\$30,001 \$50,000	3	8.33%	93.87%	88.89%	96.36%	0.00%	0.00%
\$50,001 \$80,000	5	13.89%	93.01%	89.03%	94.01%	0.00%	0.00%
\$80,001 \$130,000	10	27.78%	96.52%	96.58%	96.49%	0.00%	0.00%
\$130,001 \$160,000	5	13.89%	96.24%	93.96%	96.81%	0.00%	0.00%
\$160,001 \$230,000	5	13.89%	97.00%	96.00%	98.17%	94.50%	0.00%
\$230,001 and up	4	11.11%	95.49%	93.10%	100.00%	94.43%	0.00%
Average List/Sell Ratio: 95.50%				94.11%	96.47%	94.46%	0.00%
Total Closed Units: 36				12	21	3	
Total Closed Volume: 4,508,307				1.08M	2.66M	772.50K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

Inventory as of Apr 11, 2017



### Market Summary

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



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

**Active Inventory** as of March 31, 2017 = 347

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	27	36	33.33%	76	92	21.05%
Pending Sales	37	50	35.14%	87	110	26.44%
New Listings	121	149	23.14%	298	309	3.69%
Average List Price	129,259	130,536	0.99%	135,855	125,681	-7.49%
Average Sale Price	120,967	125,231	3.53%	127,917	119,905	-6.26%
Average Percent of List Price to Selling Price	93.98%	95.52%	1.64%	93.91%	96.74%	3.02%
Average Days on Market to Sale	63.96	68.08	6.44%	51.46	63.29	22.99%
Monthly Inventory	320	347	8.44%	320	347	8.44%
Months Supply of Inventory	10.82	11.25	4.04%	10.82	11.25	4.04%

