



March 2017

Area Delimited by County Of Mayes

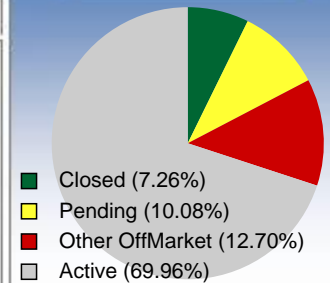


Absorption: Last 12 months, an Average of **31** Sales/Month

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%
Median List Price	93,000	114,950	23.60%
Median Sale Price	85,000	107,000	25.88%
Median Percent of List Price to Selling Price	94.95%	96.50%	1.63%
Median Days on Market to Sale	57.00	51.00	-10.53%
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.

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 **25.88%** in March 2017 to \$107,000 versus the previous year at \$85,000.

Median Days on Market Shortens

The median number of **51.00** days that homes spent on the market before selling decreased by 6.00 days or **10.53%** in March 2017 compared to last year's same month at **57.00** DOM.

Sales Success for March 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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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

Data from the Greater Tulsa Association of REALTORS®

March 2017

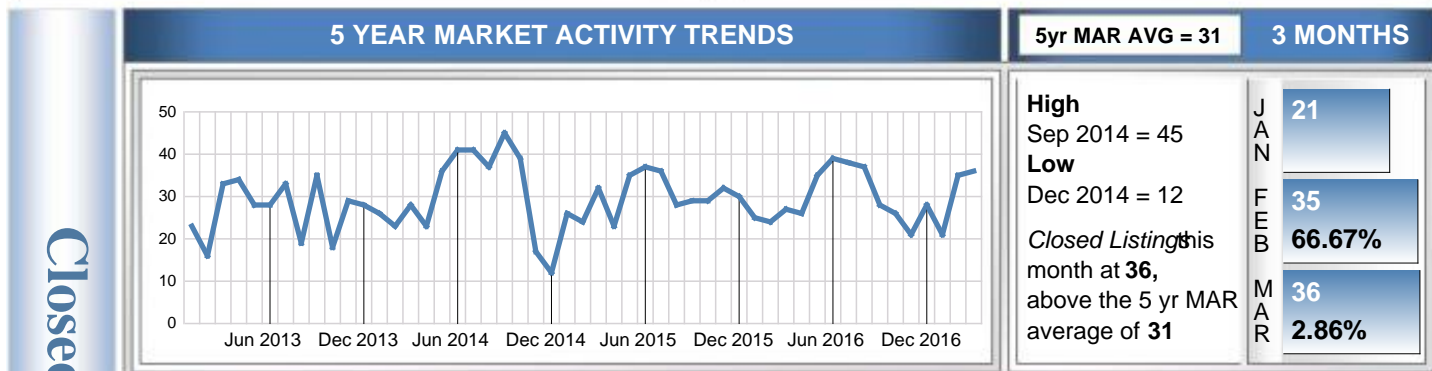
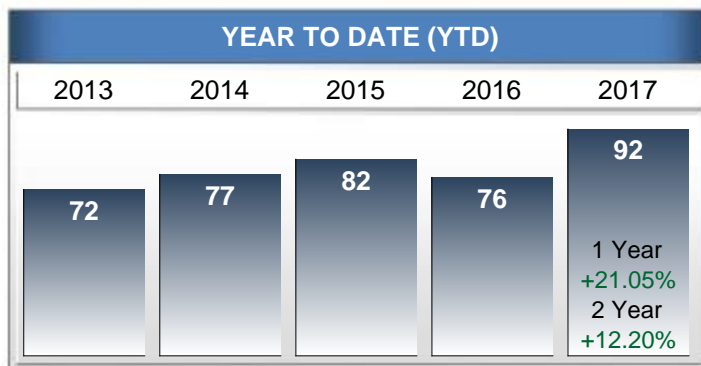
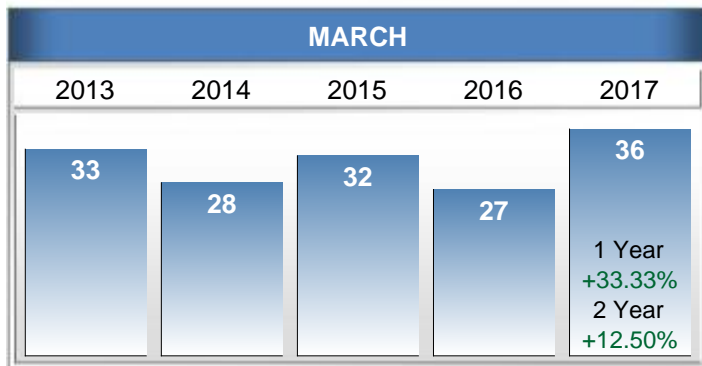
Closed Sales as of Apr 11, 2017



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	11.11%	8.0	4	0	0	0
\$30,001 \$50,000	3	8.33%	18.0	1	2	0	0
\$50,001 \$80,000	5	13.89%	63.0	1	4	0	0
\$80,001 \$130,000	10	27.78%	47.0	3	7	0	0
\$130,001 \$160,000	5	13.89%	70.0	1	4	0	0
\$160,001 \$230,000	5	13.89%	65.0	1	3	1	0
\$230,001 and up	4	11.11%	49.0	1	1	2	0
Total Closed Units: 36				51.0			
Total Closed Volume:		4,508,307		1.08M	2.66M	772.50K	0.00B
Median Closed Price:		\$107,000		\$78,000	\$112,000	\$237,500	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

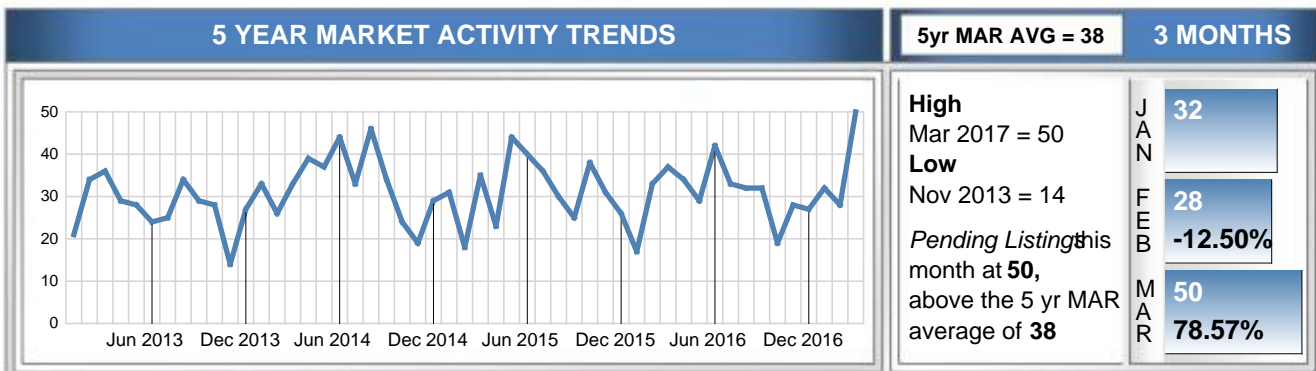
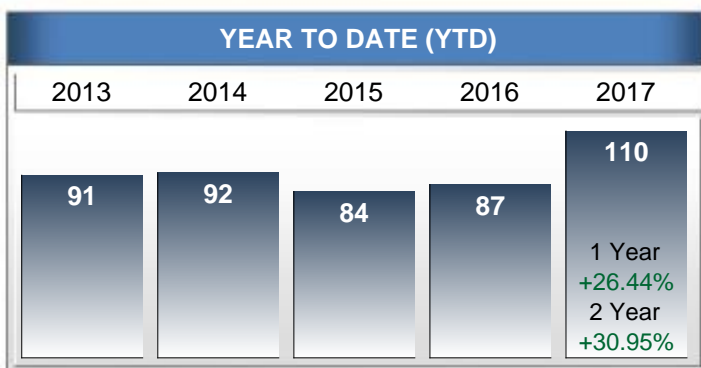
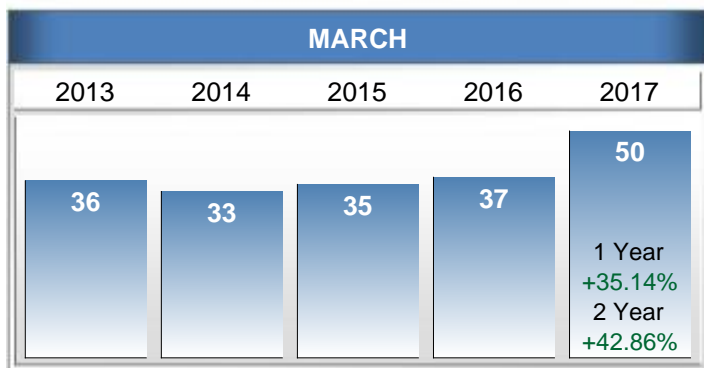
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	4.00%	42.0	1	1	0	0
\$20,001 \$50,000	6	12.00%	38.0	5	0	1	0
\$50,001 \$80,000	10	20.00%	28.5	6	2	2	0
\$80,001 \$130,000	10	20.00%	42.0	2	6	2	0
\$130,001 \$200,000	10	20.00%	45.0	2	7	1	0
\$200,001 \$330,000	7	14.00%	58.0	3	2	1	1
\$330,001 and up	5	10.00%	72.0	0	2	1	2
Total Pending Units: 50				42.0			
Total Pending Volume: 17,262,219				1.79M 3.42M 1.48M 10.57M			
Median Listing Price: \$110,950				\$62,900 \$131,700 \$97,450 \$339,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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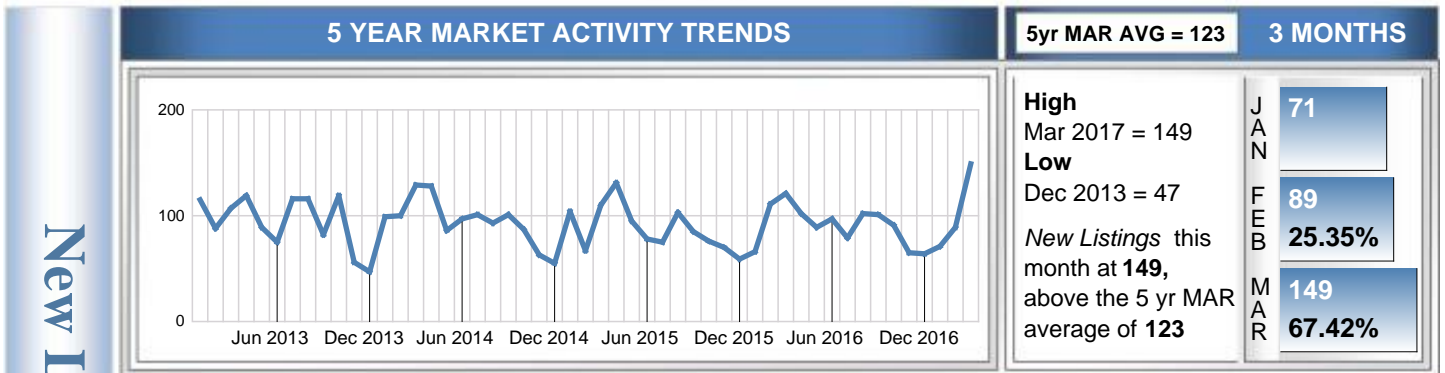
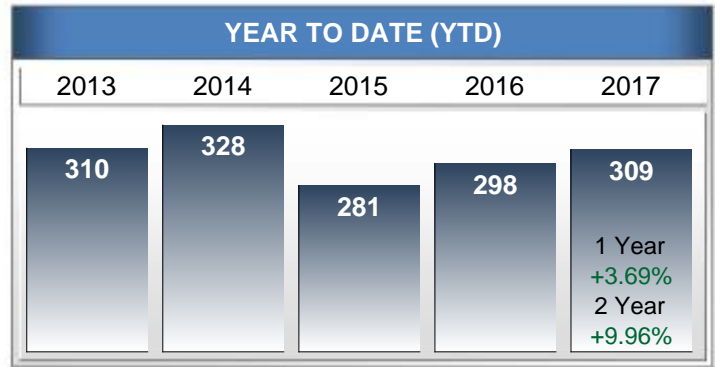
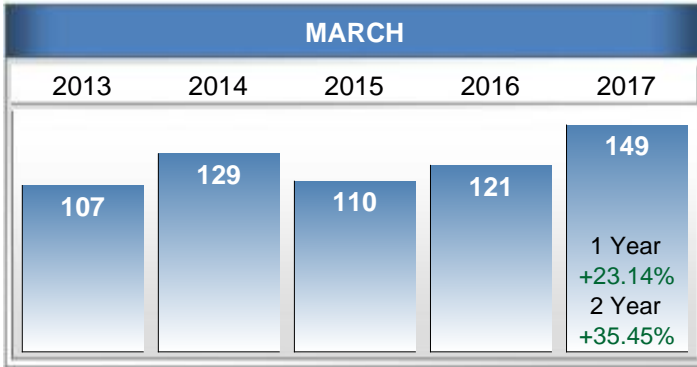
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



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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	16	10.74%	14	2	0	0
\$20,001 \$20,000	0	0.00%	0	0	0	0
\$20,001 \$60,000	36	24.16%	32	2	2	0
\$60,001 \$140,000	39	26.17%	23	15	1	0
\$140,001 \$220,000	23	15.44%	5	13	5	0
\$220,001 \$330,000	18	12.08%	5	9	4	0
\$330,001 and up	17	11.41%	5	7	4	1
Total New Listed Units:			84	48	16	1
Total New Listed Volume:			7.49M	10.06M	3.76M	399.00K
Median New Listed Listing Price:			\$50,000	\$161,450	\$222,450	\$399,000



Monthly Inventory Analysis

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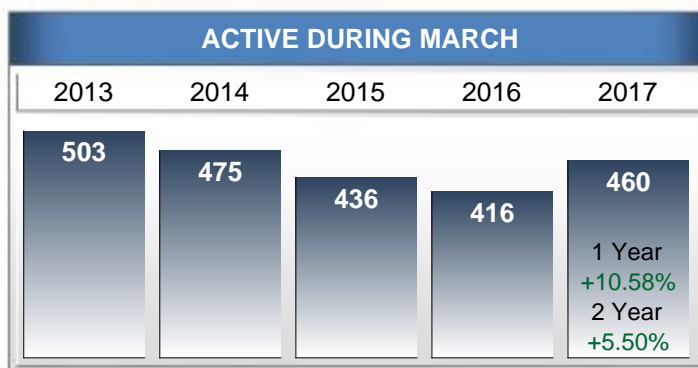
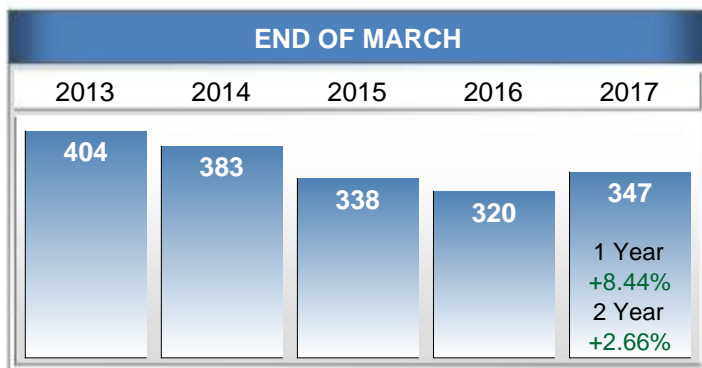
Active Inventory as of Apr 11, 2017



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
2.29%	
10.86%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	25	7.20%	17.0	23	2	0	0		
\$20,001 \$40,000	51	14.70%	38.0	50	0	1	0		
\$40,001 \$70,000	44	12.68%	62.5	30	12	2	0		
\$70,001 \$140,000	92	26.51%	50.0	44	42	6	0		
\$140,001 \$220,000	54	15.56%	57.0	17	26	11	0		
\$220,001 \$380,000	46	13.26%	41.0	10	27	8	1		
\$380,001 and up	35	10.09%	70.0	7	18	5	5		
Total Active Inventory by Units:				347	48.0	181	127	33	6
Total Active Inventory by Volume:				56,929,085		17.43M	27.82M	7.69M	3.99M
Median Active Inventory Listing Price:				\$109,500		\$50,000	\$169,900	\$195,000	\$532,500



Monthly Inventory Analysis

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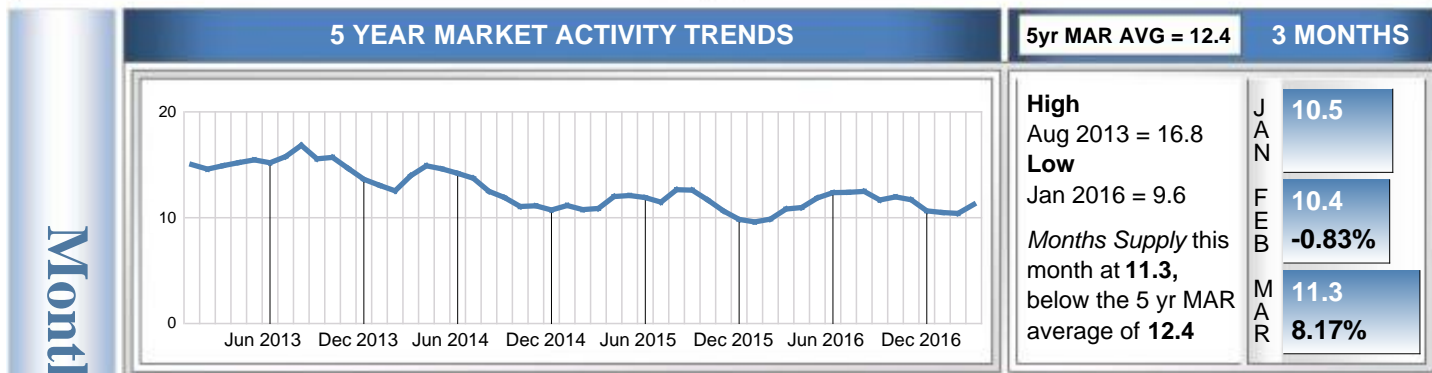
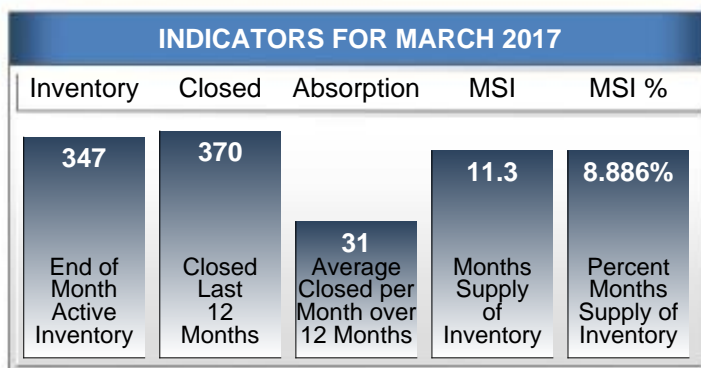
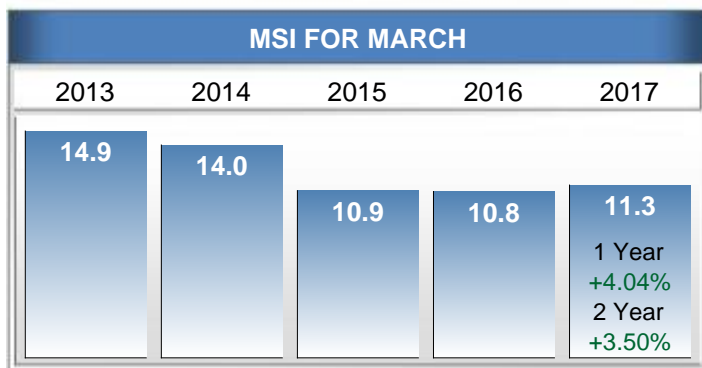
Active Inventory as of Apr 11, 2017



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

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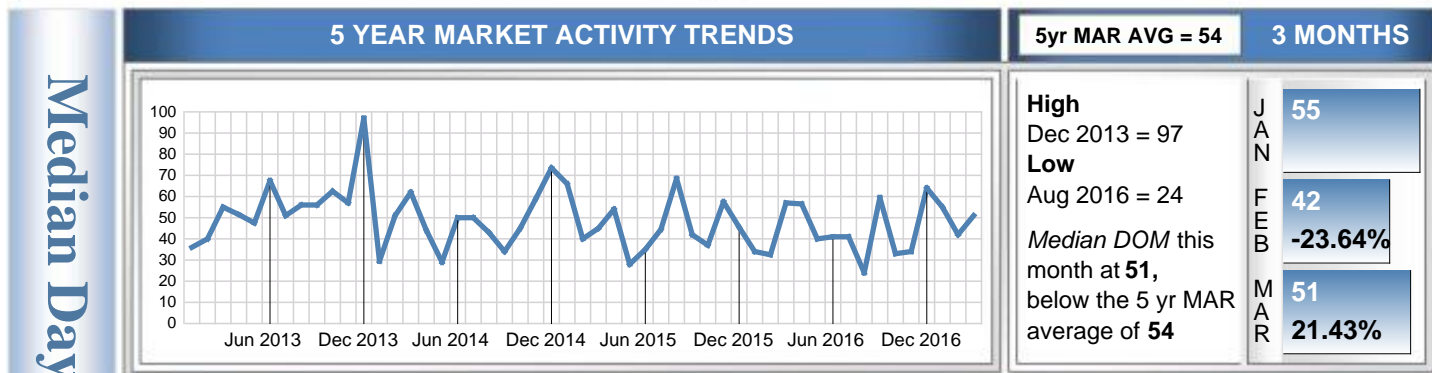
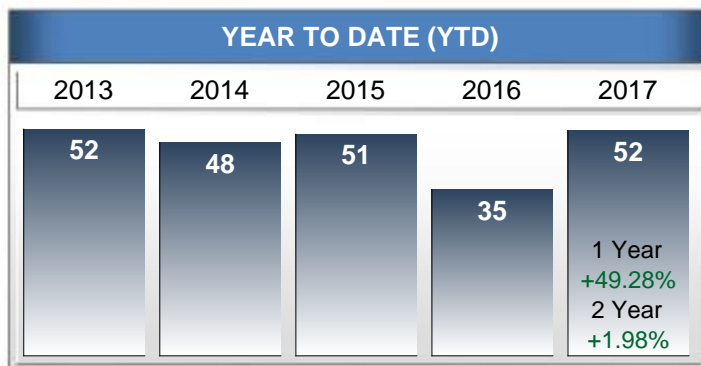
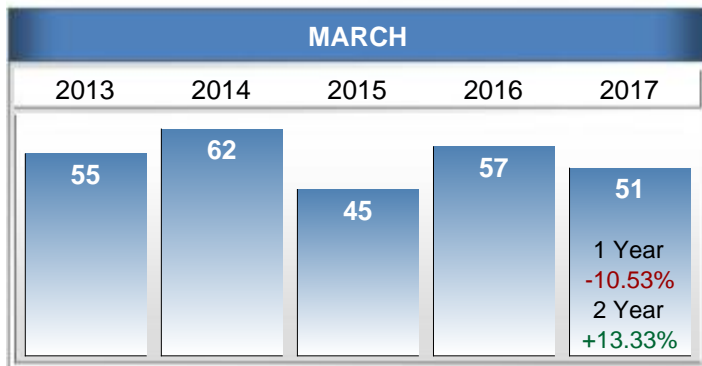
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



Median Days on Market

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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	4			11.11%	8.0	8.0	0.0	0.0	0.0
\$30,001 \$50,000	3			8.33%	18.0	17.0	53.5	0.0	0.0
\$50,001 \$80,000	5			13.89%	63.0	27.0	91.5	0.0	0.0
\$80,001 \$130,000	10			27.78%	47.0	47.0	43.0	0.0	0.0
\$130,001 \$160,000	5			13.89%	70.0	145.0	60.0	0.0	0.0
\$160,001 \$230,000	5			13.89%	65.0	65.0	171.0	63.0	0.0
\$230,001 and up	4			11.11%	49.0	157.0	10.0	49.0	0.0
Median Closed DOM:	51.0					47.0	63.0	63.0	0.0
Total Closed Units:	36					12	21	3	
Total Closed Volume:	4,508,307					1.08M	2.66M	772.50K	0.00B



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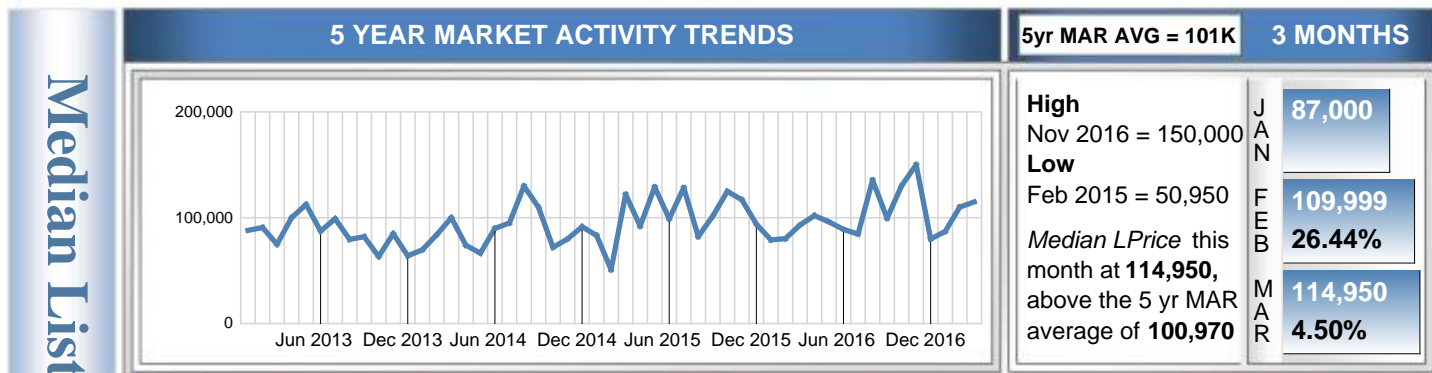
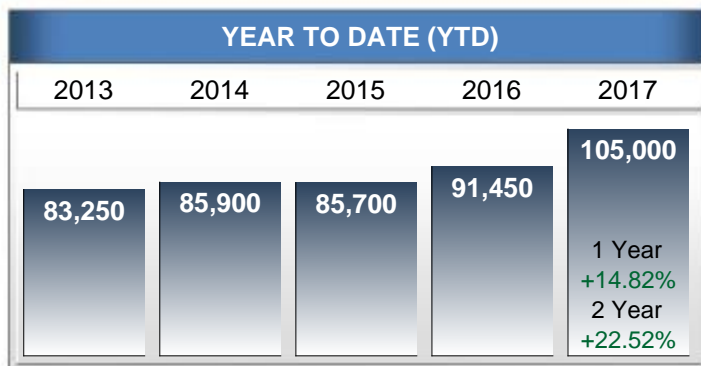
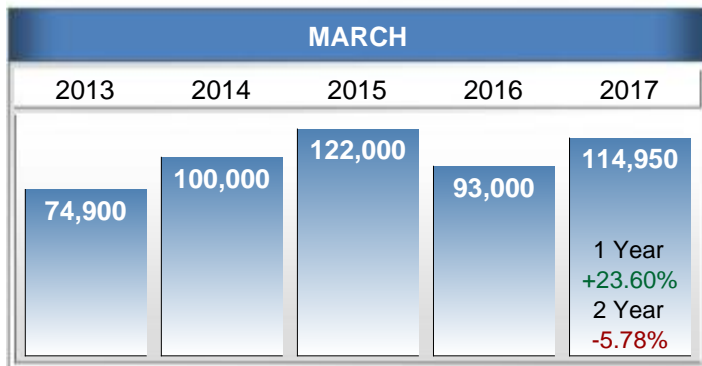
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Mayes



Median List Price

Ready to Buy or Sell Real Estate?
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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	4		11.11%	26,950	26,950	0	0	0
\$30,001 \$50,000	3		8.33%	50,000	45,000	50,000	0	0
\$50,001 \$80,000	6		16.67%	61,450	62,900	60,000	0	0
\$80,001 \$130,000	9		25.00%	114,900	100,000	114,950	0	0
\$130,001 \$160,000	5		13.89%	149,000	149,000	148,950	0	0
\$160,001 \$230,000	5		13.89%	175,000	175,000	175,000	179,900	0
\$230,001 and up	4		11.11%	339,500	290,000	515,000	319,450	0
Median List Price:		\$114,950			\$81,450	\$114,999	\$249,900	\$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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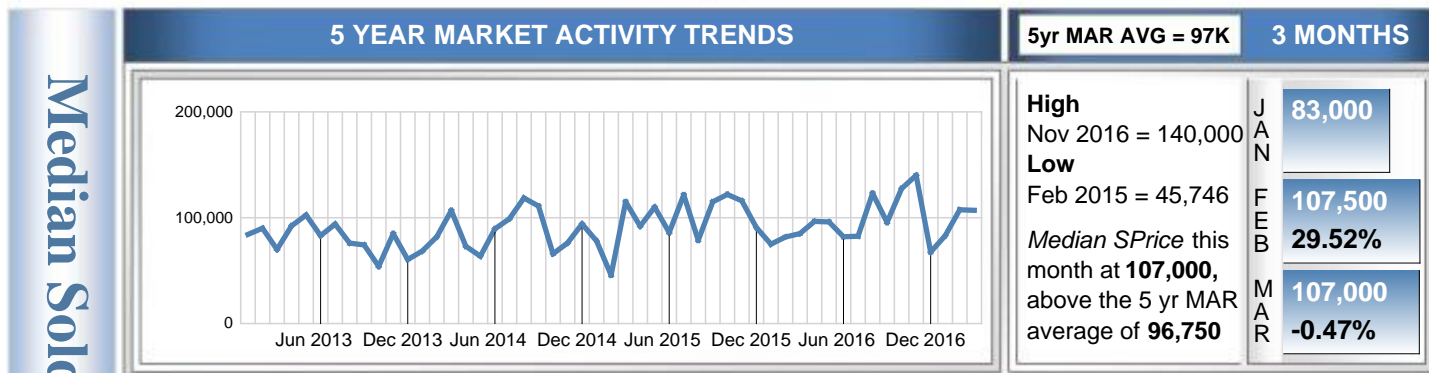
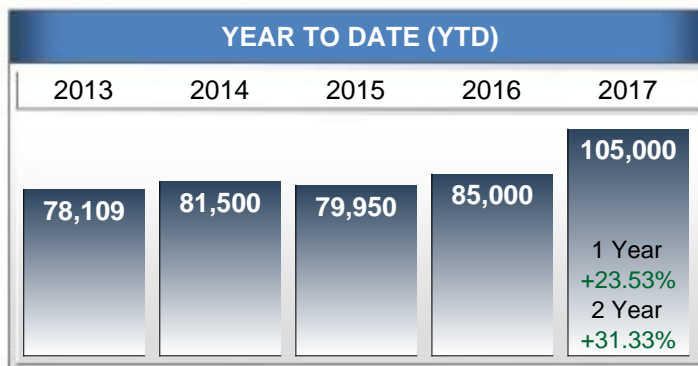
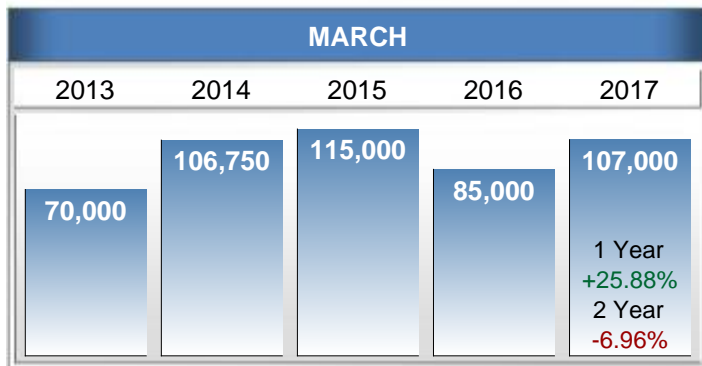
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

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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	4		11.11%	23,750	23,750	0	0	0
\$30,001 \$50,000	3		8.33%	47,857	40,000	48,179	0	0
\$50,001 \$80,000	5		13.89%	56,000	56,000	56,000	0	0
\$80,001 \$130,000	10		27.78%	102,500	100,000	109,000	0	0
\$130,001 \$160,000	5		13.89%	146,500	140,000	147,250	0	0
\$160,001 \$230,000	5		13.89%	174,000	168,000	175,000	170,000	0
\$230,001 and up	4		11.11%	317,500	270,000	515,000	301,250	0
Median Closed Price:	\$107,000				\$78,000	\$112,000	\$237,500	\$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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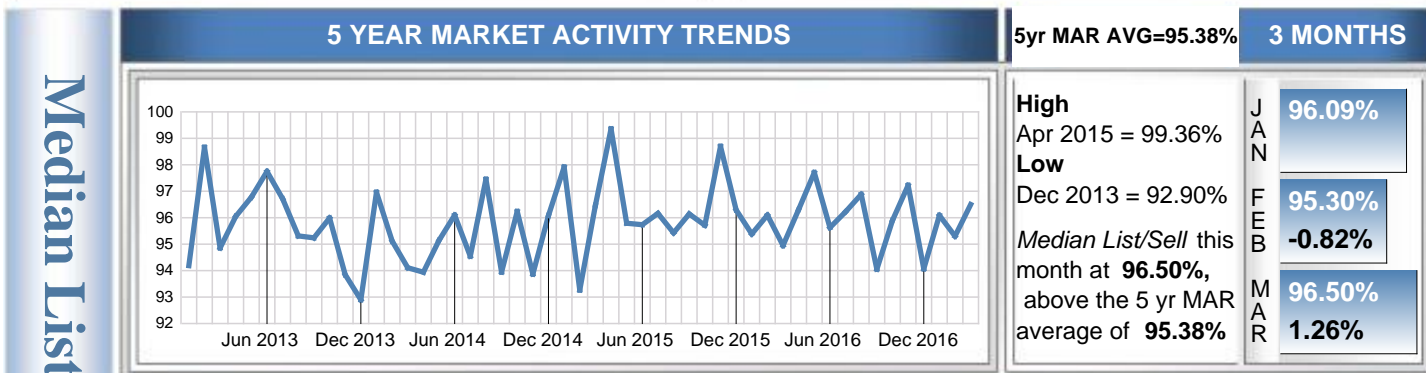
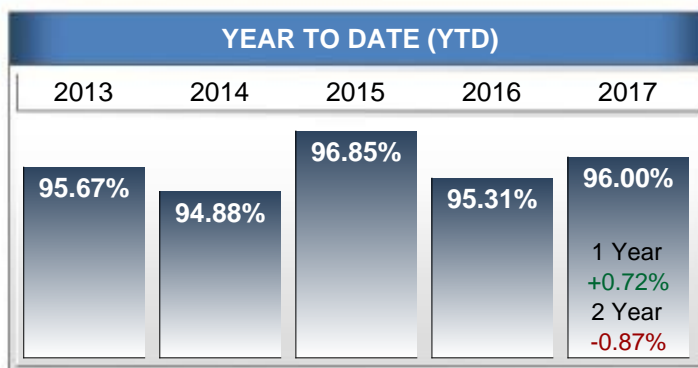
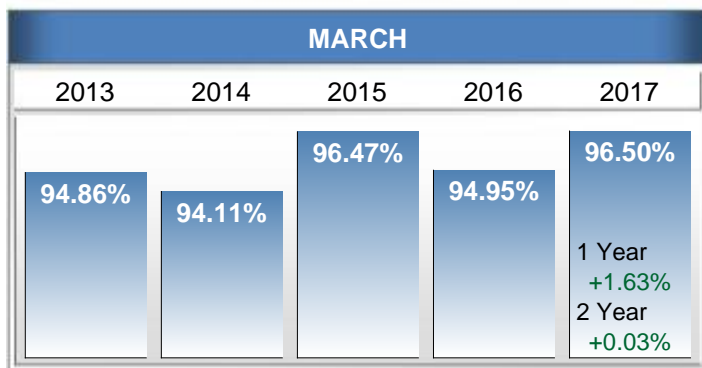
Closed Sales as of Apr 11, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	4	11.11%	100.00%	100.00%	0.00%	0.00%	0.00%
\$30,001 \$50,000	3	8.33%	95.71%	88.89%	96.36%	0.00%	0.00%
\$50,001 \$80,000	5	13.89%	89.03%	89.03%	94.17%	0.00%	0.00%
\$80,001 \$130,000	10	27.78%	97.43%	100.00%	97.39%	0.00%	0.00%
\$130,001 \$160,000	5	13.89%	97.73%	93.96%	97.87%	0.00%	0.00%
\$160,001 \$230,000	5	13.89%	96.00%	96.00%	100.00%	94.50%	0.00%
\$230,001 and up	4	11.11%	94.43%	93.10%	100.00%	94.43%	0.00%
Median List/Sell Ratio:	96.50%			94.98%	97.48%	94.50%	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

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March 2017

Inventory as of Apr 11, 2017



Market Summary

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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%
Median List Price	93,000	114,950	23.60%	91,450	105,000	14.82%
Median Sale Price	85,000	107,000	25.88%	85,000	105,000	23.53%
Median Percent of List Price to Selling Price	94.95%	96.50%	1.63%	95.31%	96.00%	0.72%
Median Days on Market to Sale	57.00	51.00	-10.53%	34.50	51.50	49.28%
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%

