



September 2016

Area Delimited by County Of Mayes

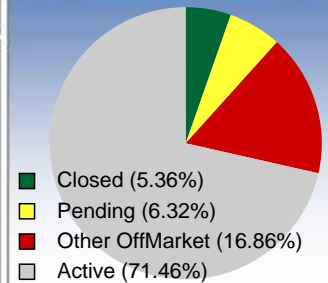


Absorption: Last 12 months, an Average of **31** Sales/Month

Active Inventory as of September 30, 2016 = **373**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	29	28	-3.45%
Pending Listings	25	33	32.00%
New Listings	85	101	18.82%
Median List Price	101,500	99,500	-1.97%
Median Sale Price	115,000	95,600	-16.87%
Median Percent of List Price to Selling Price	96.14%	94.05%	-2.17%
Median Days on Market to Sale	42.00	59.50	41.67%
End of Month Inventory	355	373	5.07%
Months Supply of Inventory	12.60	12.13	-3.76%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **5.07%** to 373 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 **12.13** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **16.87%** in September 2016 to \$95,600 versus the previous year at \$115,000.

Median Days on Market Lengthens

The median number of **59.50** days that homes spent on the market before selling increased by 17.50 days or **41.67%** in September 2016 compared to last year's same month at **42.00** DOM.

Sales Success for September 2016 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 101 New Listings in September 2016, up **18.82%** from last year at 85. Furthermore, there were 28 Closed Listings this month versus last year at 29, a **-3.45%** decrease.

Closed versus Listed trends yielded a **27.7%** ratio, down from last year's September 2016 at **34.1%**, a **18.74%** downswing. 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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September 2016

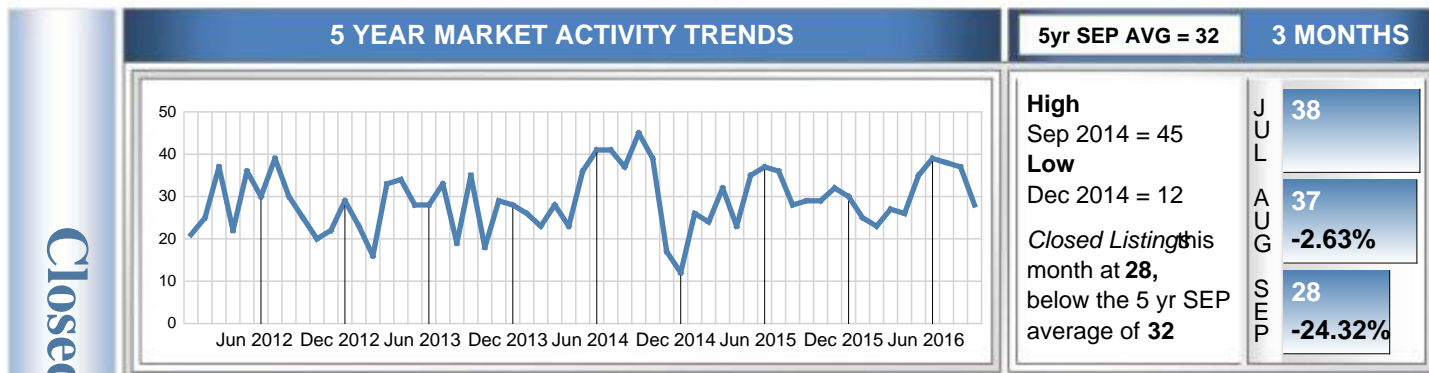
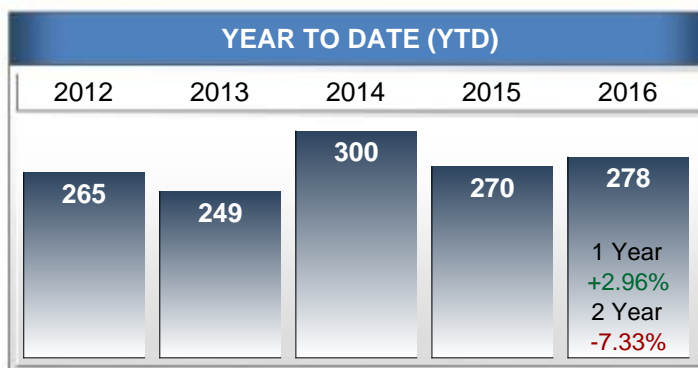
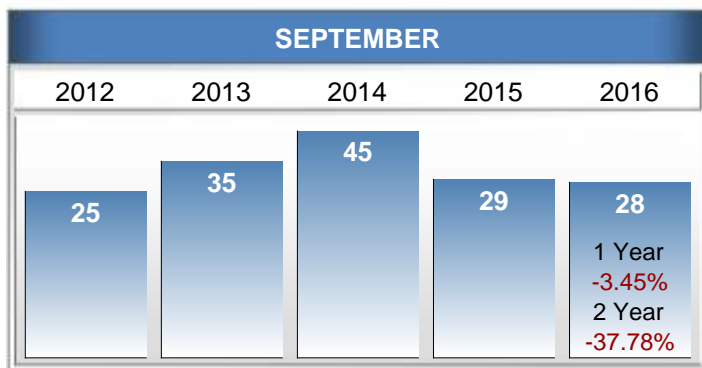
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	7.14%	116.0	1	1	0	0
\$10,001 \$40,000	4	14.29%	102.0	1	3	0	0
\$40,001 \$80,000	3	10.71%	51.0	1	2	0	0
\$80,001 \$110,000	8	28.57%	56.0	3	4	1	0
\$110,001 \$170,000	4	14.29%	40.5	0	4	0	0
\$170,001 \$250,000	4	14.29%	32.5	0	3	1	0
\$250,001 and up	3	10.71%	78.0	0	0	2	1
Total Closed Units:	28		59.5	6	17	4	1
Total Closed Volume:	3,848,915			366.72K	1.75M	804.90K	925.00K
Median Closed Price:	\$95,600			\$66,858	\$94,700	\$227,500	\$925,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

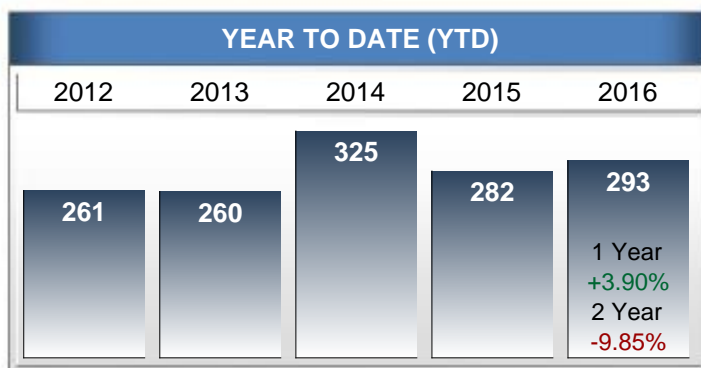
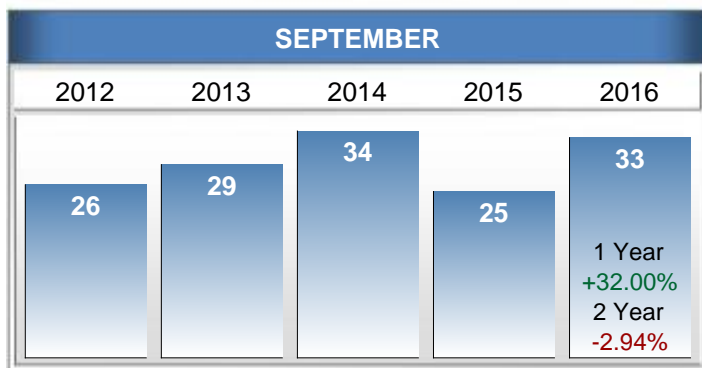
Pending Listings as of Oct 11, 2016



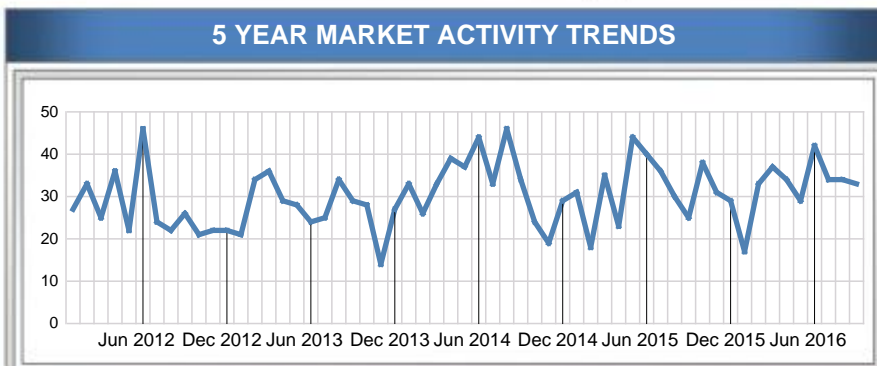
Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Pending Listings
 Ready to Buy or Sell Real Estate?
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5yr SEP AVG = 29 **3 MONTHS**

High
Aug 2014 = 46

Low
Nov 2013 = 14

Pending Listing this month at **33**, above the 5 yr SEP average of **29**

JUL	34
AUG	34
SEP	33
0.00%	
-2.94%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	9.09%	22.0	1	2	0	0
\$30,001 \$90,000	3	9.09%	106.0	1	2	0	0
\$90,001 \$120,000	5	15.15%	80.0	1	4	0	0
\$120,001 \$160,000	9	27.27%	60.0	1	7	1	0
\$160,001 \$180,000	5	15.15%	22.0	0	5	0	0
\$180,001 \$300,000	4	12.12%	44.0	1	1	2	0
\$300,001 and up	4	12.12%	26.5	1	1	1	1
Total Pending Units:	33		34.0	6	22	4	1
Total Pending Volume:	5,779,949			926.25K	2.97M	935.50K	950.00K
Median Listing Price:	\$135,000			\$121,250	\$134,900	\$252,750	\$950,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

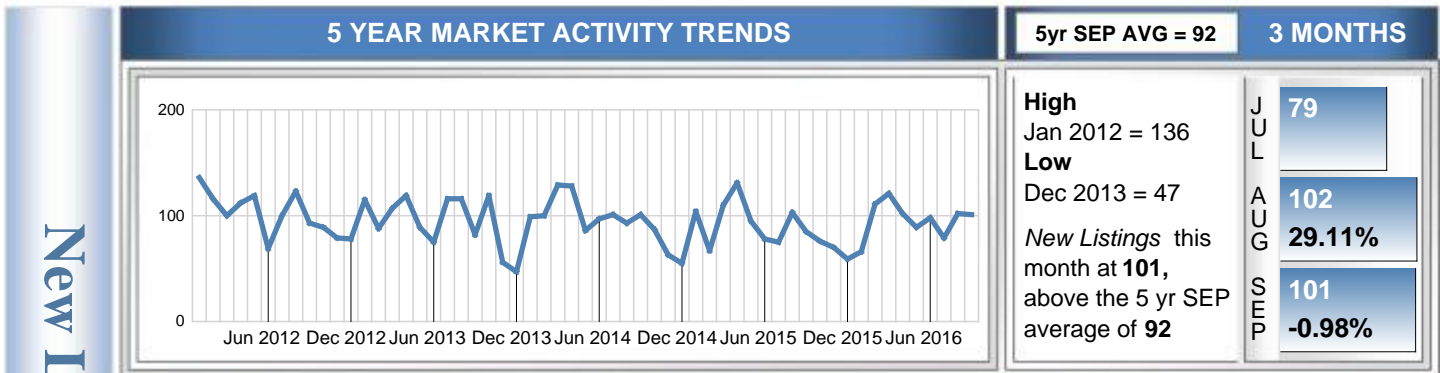
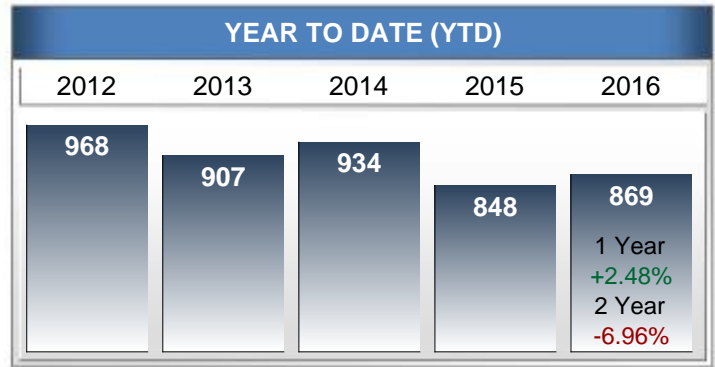
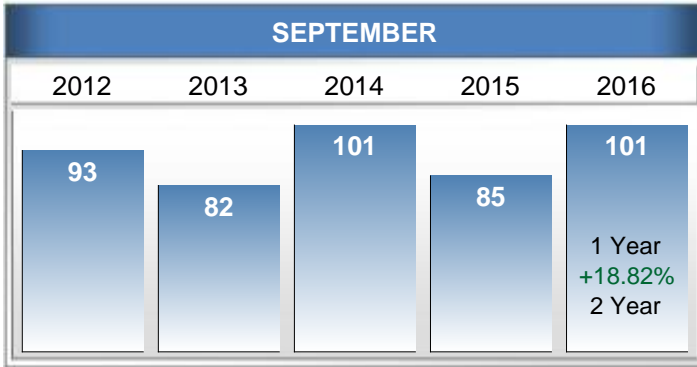
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



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	14	13.86%	13	1	0	0
\$20,001 \$40,000	8	7.92%	6	2	0	0
\$40,001 \$80,000	14	13.86%	9	5	0	0
\$80,001 \$140,000	24	23.76%	8	13	3	0
\$140,001 \$210,000	18	17.82%	5	12	1	0
\$210,001 \$330,000	13	12.87%	1	10	2	0
\$330,001 and up	10	9.90%	3	2	3	2
Total New Listed Units:	101		45	45	9	2
Total New Listed Volume:	15,474,378		4.01M	7.47M	2.16M	1.84M
Median New Listed Listing Price:	\$107,000		\$50,000	\$144,900	\$245,000	\$922,000

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

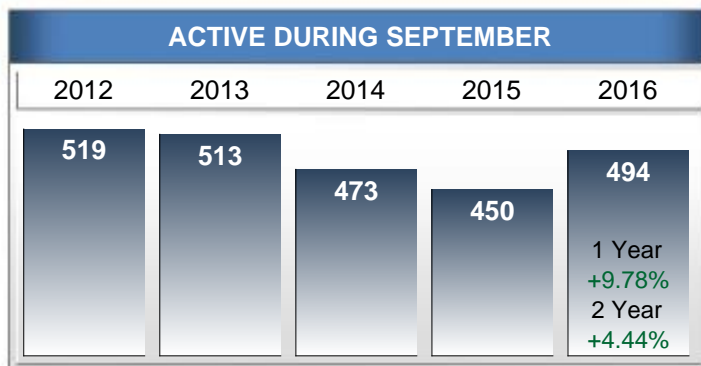
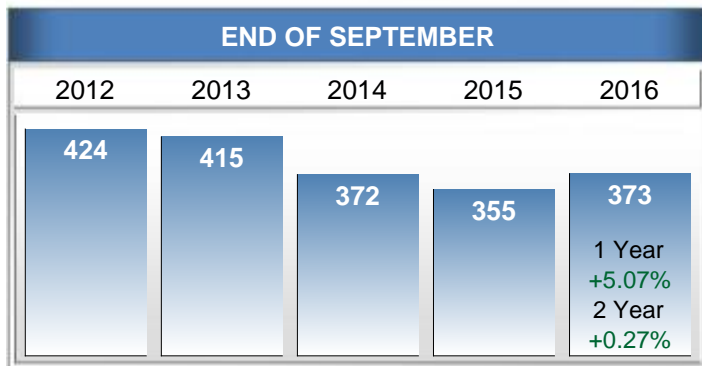
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr SEP AVG = 388 **3 MONTHS**

High
May 2012 = 450

Low
Jan 2016 = 285

Inventory this month at **373**, below the 5 yr SEP average of **388**

JUL	377
AUG	393
SEP	373
4.24%	
-5.09%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	26	6.97%	36.0	25	1	0	0		
\$20,001 \$50,000	60	16.09%	76.5	48	11	0	1		
\$50,001 \$80,000	48	12.87%	70.0	28	16	4	0		
\$80,001 \$150,000	94	25.20%	70.0	30	57	7	0		
\$150,001 \$240,000	58	15.55%	83.0	14	32	11	1		
\$240,001 \$390,000	47	12.60%	60.0	11	22	12	2		
\$390,001 and up	40	10.72%	75.0	6	16	10	8		
Total Active Inventory by Units:				373	70.0	162	155	44	12
Total Active Inventory by Volume:				77,927,859		15.93M	29.23M	13.81M	18.96M
Median Active Inventory Listing Price:				\$119,500		\$60,250	\$139,999	\$237,450	\$484,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

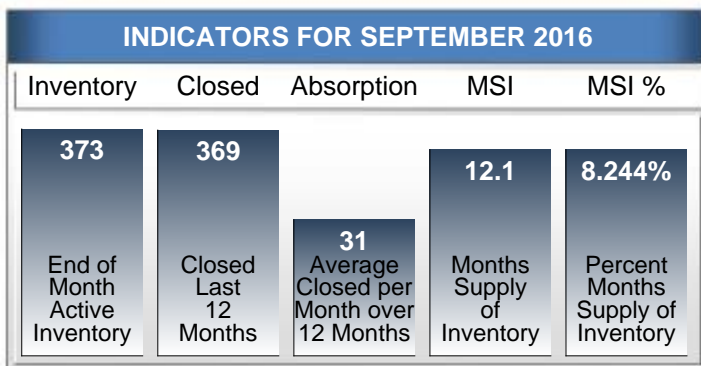
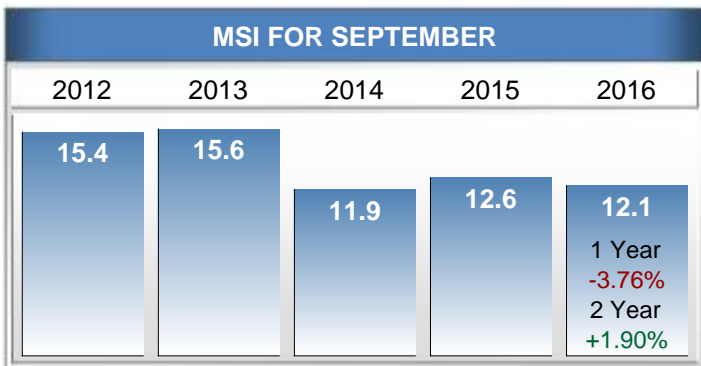
Active Inventory as of Oct 11, 2016



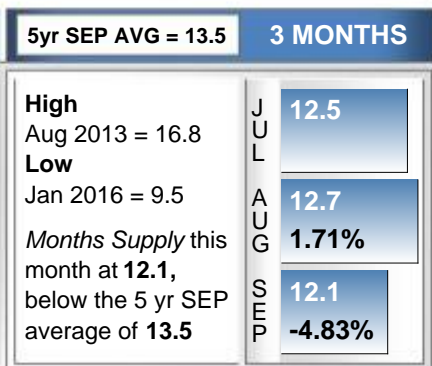
Months Supply of Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Months Supply
Ready to Buy or Sell Real Estate?
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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	6.97%	17.3	25.0	2.4	0.0	0.0
\$20,001 \$50,000	60	16.09%	10.6	15.6	5.5	0.0	6.0
\$50,001 \$80,000	48	12.87%	8.7	13.4	5.2	12.0	0.0
\$80,001 \$150,000	94	25.20%	10.4	18.0	9.0	7.0	0.0
\$150,001 \$240,000	58	15.55%	11.0	14.0	9.8	11.0	0.0
\$240,001 \$390,000	47	12.60%	16.6	44.0	15.5	13.1	8.0
\$390,001 and up	40	10.72%	40.0	24.0	48.0	120.0	24.0
MSI:			12.1	17.4	9.2	11.5	16.0
Total Active Inventory:			373	162	155	44	12



Monthly Inventory Analysis

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September 2016

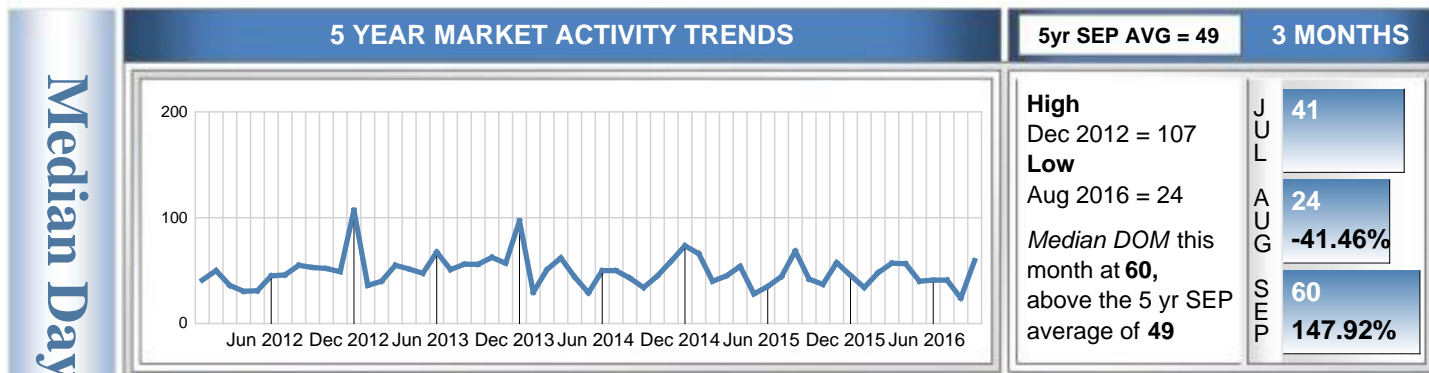
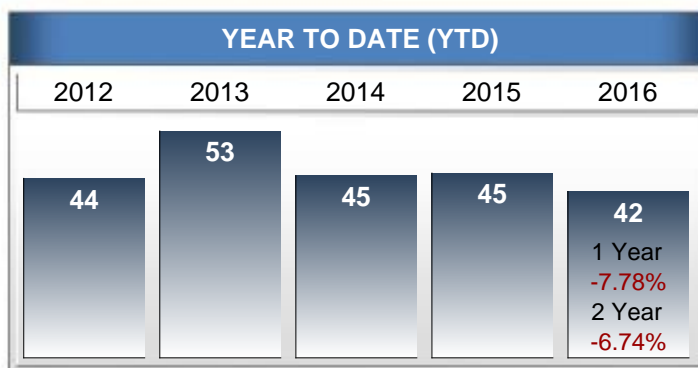
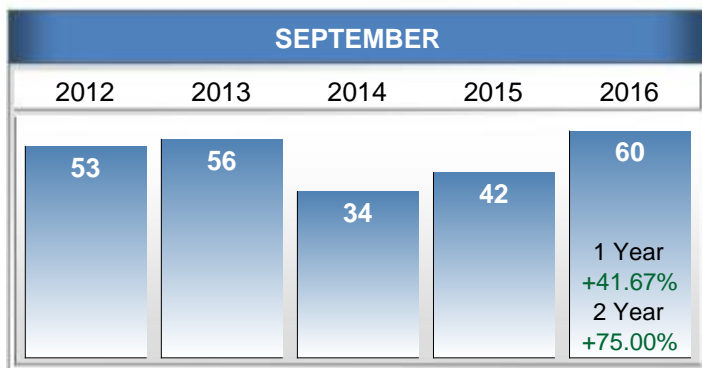
Closed Sales as of Oct 11, 2016



Median Days on Market to Sale

Report Produced on: Oct 11, 2016

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+
\$10,000 and less	2	7.14%	116.0	104.0	128.0	0.0	0.0
\$10,001 \$40,000	4	14.29%	102.0	98.0	106.0	0.0	0.0
\$40,001 \$80,000	3	10.71%	51.0	42.0	51.5	0.0	0.0
\$80,001 \$110,000	8	28.57%	56.0	77.0	44.0	45.0	0.0
\$110,001 \$170,000	4	14.29%	40.5	0.0	40.5	0.0	0.0
\$170,001 \$250,000	4	14.29%	32.5	0.0	13.0	52.0	0.0
\$250,001 and up	3	10.71%	78.0	0.0	0.0	96.5	78.0
Median Closed DOM:	59.5			87.5	51.0	61.0	78.0
Total Closed Units:	28			6	17	4	1
Total Closed Volume:	3,848,915			366.72K	1.75M	804.90K	925.00K



Monthly Inventory Analysis

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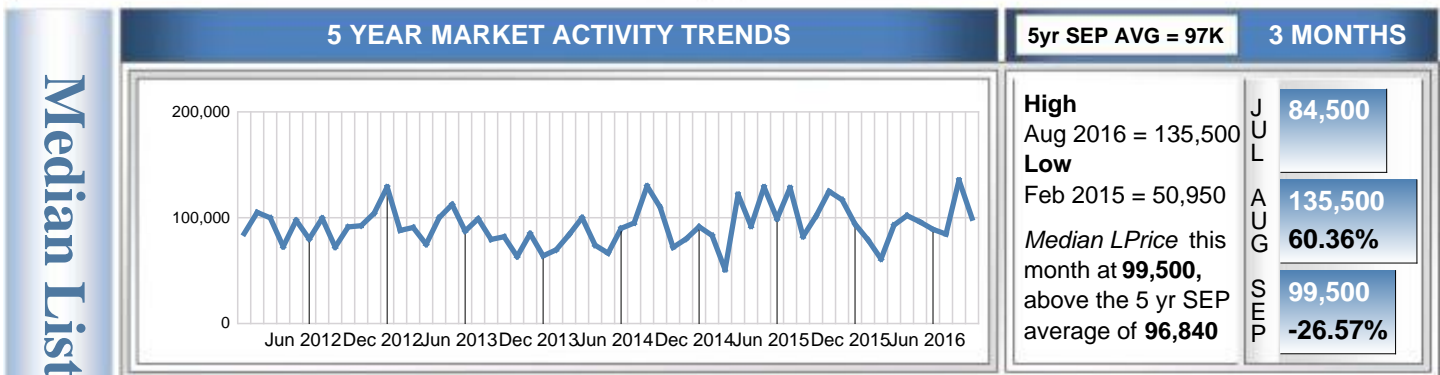
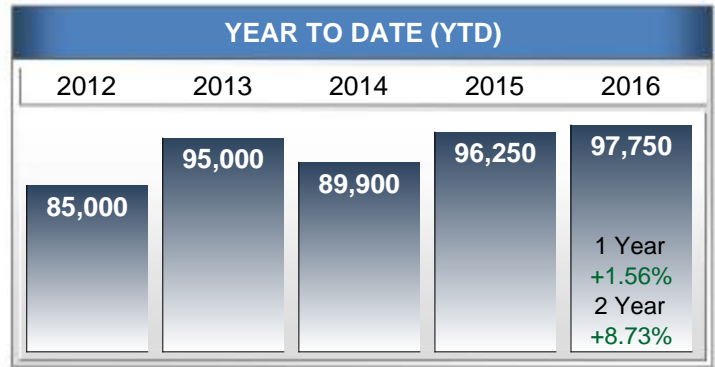
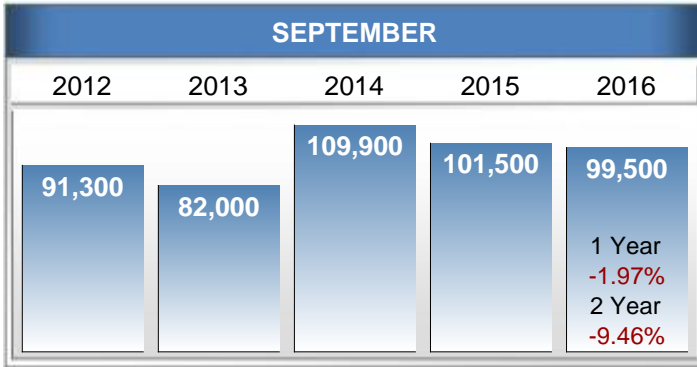
Closed Sales as of Oct 11, 2016



Median List Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Median List Price

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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+
\$10,000 and less	2	7.14%	7,750	8,500	7,000	0	0
\$10,001 - \$40,000	4	14.29%	29,950	30,000	29,900	0	0
\$40,001 - \$80,000	3	10.71%	49,900	66,000	49,700	0	0
\$80,001 - \$110,000	7	25.00%	96,500	96,500	97,100	0	0
\$110,001 - \$170,000	4	14.29%	128,450	0	137,000	119,000	0
\$170,001 - \$250,000	4	14.29%	197,950	0	179,000	216,900	0
\$250,001 and up	4	14.29%	264,500	0	260,000	264,500	950,000
Median List Price:	\$99,500			\$79,250	\$99,500	\$238,450	\$950,000
Total Closed Units:	28			6	17	4	1
Total List Volume:	4,075,200			393.00K	1.87M	864.90K	950.00K



Monthly Inventory Analysis

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September 2016

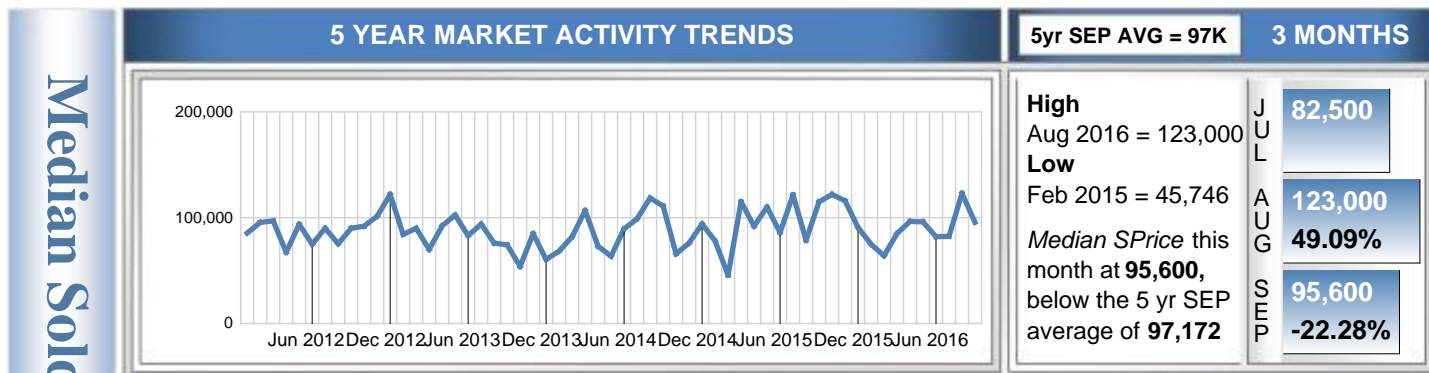
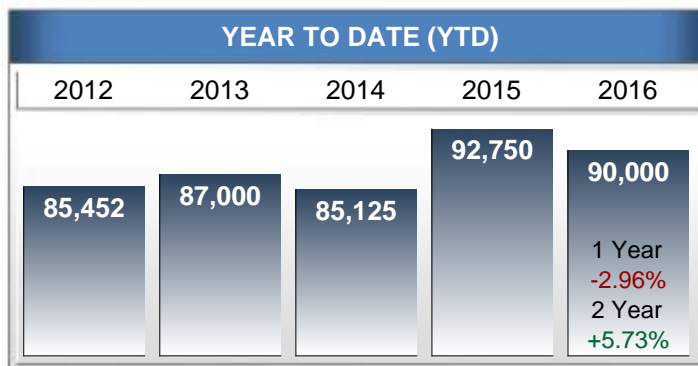
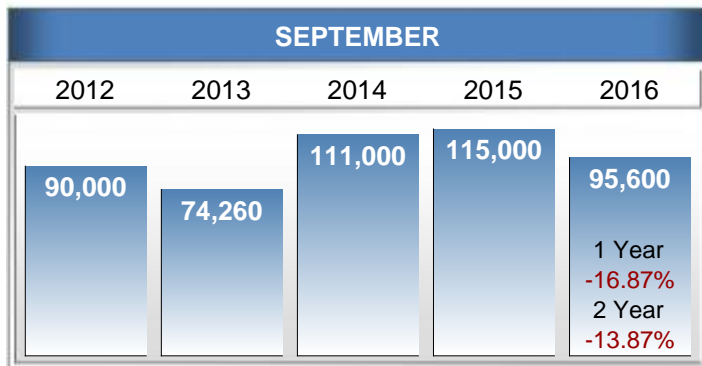
Closed Sales as of Oct 11, 2016



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+
\$10,000 and less	2		7.14%	6,500	6,500	6,500	0	0
\$10,001 - \$40,000	4		14.29%	23,250	30,000	16,500	0	0
\$40,001 - \$80,000	3		10.71%	45,000	46,215	44,000	0	0
\$80,001 - \$110,000	8		28.57%	92,350	96,500	92,350	89,900	0
\$110,001 - \$170,000	4		14.29%	147,500	0	147,500	0	0
\$170,001 - \$250,000	4		14.29%	211,750	0	223,500	200,000	0
\$250,001 and up	3		10.71%	260,000	0	0	257,500	925,000
Median Closed Price:		\$95,600			\$66,858	\$94,700	\$227,500	\$925,000
Total Closed Units:		28			6	17	4	1
Total Closed Volume:		3,848,915			366.72K	1.75M	804.90K	925.00K



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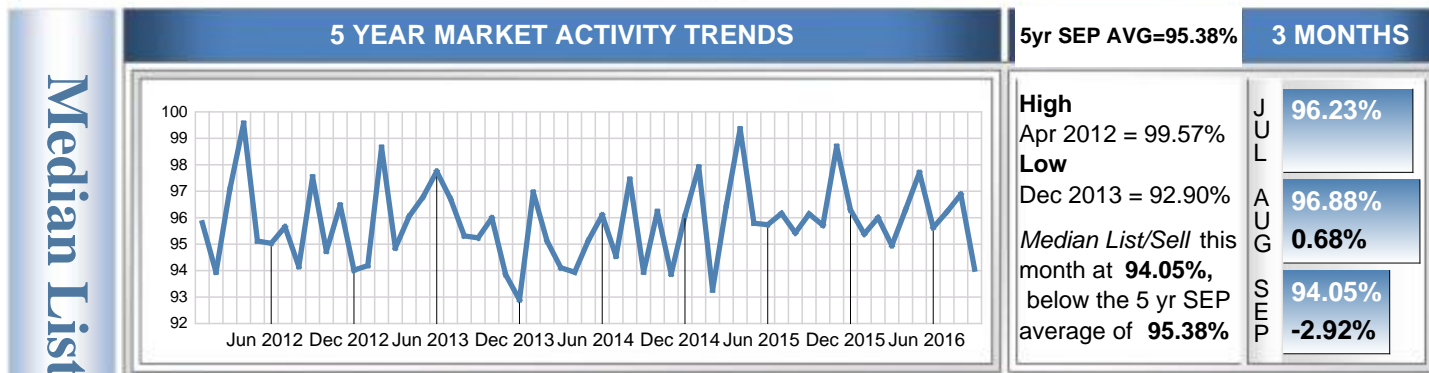
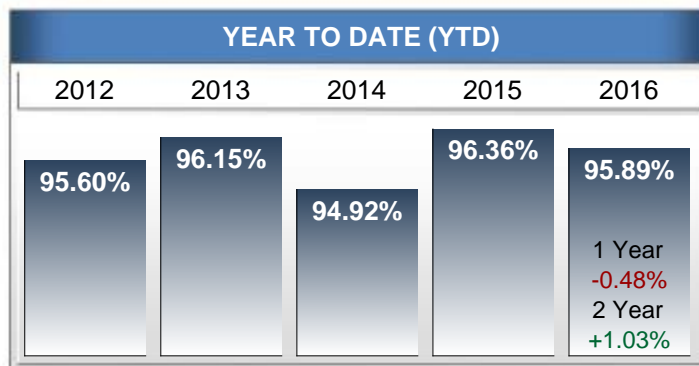
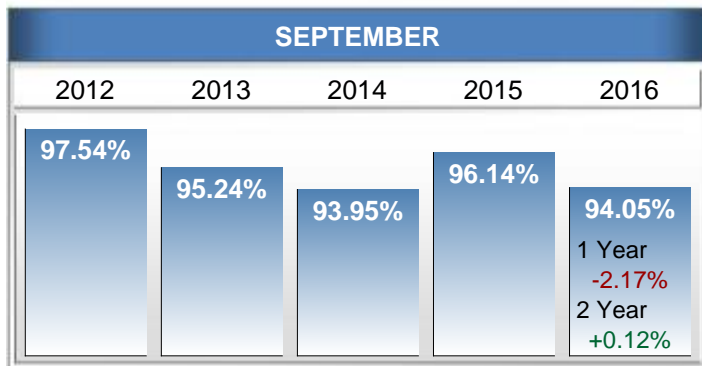
Closed Sales as of Oct 11, 2016



Median Percent of List Price to Selling Price

Report Produced on: Oct 11, 2016

Area Delimited by County Of Mayes



Median List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$10,000 and less	2	7.14%	84.66%	76.47%	92.86%	0.00%	0.00%
\$10,001 \$40,000	4	14.29%	80.48%	100.00%	75.00%	0.00%	0.00%
\$40,001 \$80,000	3	10.71%	86.87%	70.02%	88.52%	0.00%	0.00%
\$80,001 \$110,000	8	28.57%	99.14%	100.00%	99.14%	75.55%	0.00%
\$110,001 \$170,000	4	14.29%	97.23%	0.00%	97.23%	0.00%	0.00%
\$170,001 \$250,000	4	14.29%	92.91%	0.00%	93.51%	92.21%	0.00%
\$250,001 and up	3	10.71%	97.37%	0.00%	0.00%	97.37%	97.37%
Median List/Sell Ratio:	94.05%			97.30%	92.86%	94.43%	97.37%
Total Closed Units:	28			6	17	4	1
Total Closed Volume:	3,848,915			366.72K	1.75M	804.90K	925.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

Inventory as of Oct 11, 2016



Market Summary

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Area Delimited by County Of Mayes



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

Active Inventory as of September 30, 2016 = 373

	SEPTEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	29	28	-3.45%	270	278	2.96%
Pending Sales	25	33	32.00%	282	293	3.90%
New Listings	85	101	18.82%	848	869	2.48%
Median List Price	101,500	99,500	-1.97%	96,250	97,750	1.56%
Median Sale Price	115,000	95,600	-16.87%	92,750	90,000	-2.96%
Median Percent of List Price to Selling Price	96.14%	94.05%	-2.17%	96.36%	95.89%	-0.48%
Median Days on Market to Sale	42.00	59.50	41.67%	45.00	41.50	-7.78%
Monthly Inventory	355	373	5.07%	355	373	5.07%
Months Supply of Inventory	12.60	12.13	-3.76%	12.60	12.13	-3.76%

