



November 2016

Area Delimited by County Of Mayes

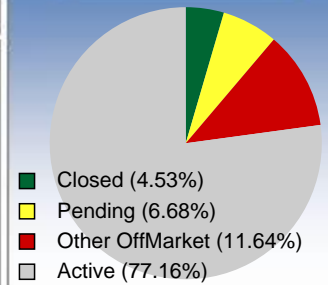


Absorption: Last 12 months, an Average of **30** Sales/Month

Active Inventory as of November 30, 2016 = **358**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	32	21	-34.38%
Pending Listings	31	31	0.00%
New Listings	70	65	-7.14%
Median List Price	116,950	150,000	28.26%
Median Sale Price	115,950	140,000	20.74%
Median Percent of List Price to Selling Price	98.70%	97.22%	-1.49%
Median Days on Market to Sale	57.50	34.00	-40.87%
End of Month Inventory	304	358	17.76%
Months Supply of Inventory	10.64	12.10	13.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 rose **17.76%** to 358 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 **12.10** 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 **20.74%** in November 2016 to \$140,000 versus the previous year at \$115,950.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 23.50 days or **40.87%** in November 2016 compared to last year's same month at **57.50** DOM.

Sales Success for November 2016 is Positive

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

There were 65 New Listings in November 2016, down **7.14%** from last year at 70. Furthermore, there were 21 Closed Listings this month versus last year at 32, a **-34.38%** decrease.

Closed versus Listed trends yielded a **32.3%** ratio, down from last year's November 2016 at **45.7%**, a **29.33%** 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?

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



Monthly Inventory Analysis

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November 2016

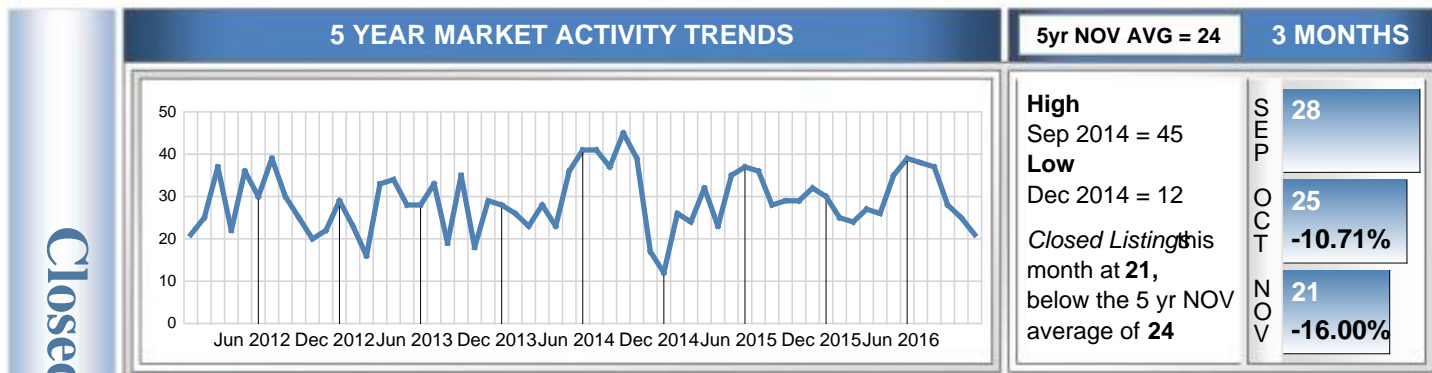
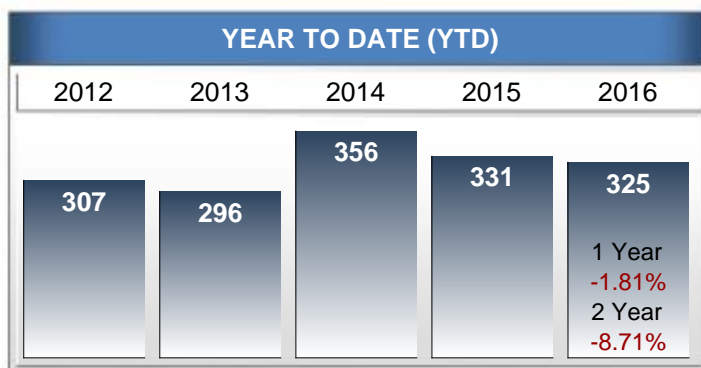
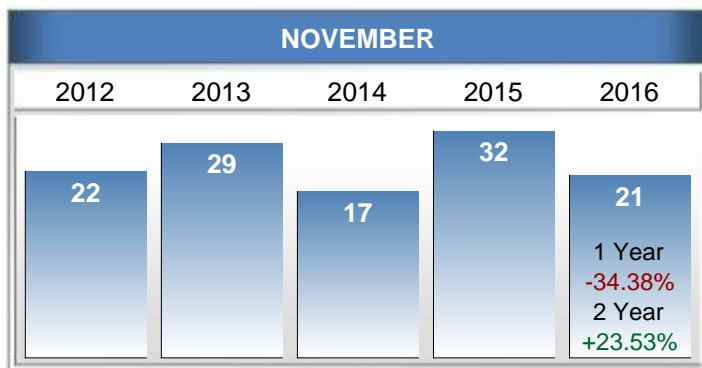
Closed Sales as of Dec 12, 2016



Report Produced on: Dec 12, 2016

Closed Listings

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+
\$20,000 and less	3	14.29%	12.0	1	2	0	0
\$20,001 \$30,000	0	0.00%	12.0	0	0	0	0
\$30,001 \$100,000	4	19.05%	66.5	1	3	0	0
\$100,001 \$170,000	5	23.81%	21.0	1	4	0	0
\$170,001 \$300,000	5	23.81%	34.0	1	3	1	0
\$300,001 \$400,000	1	4.76%	17.0	0	1	0	0
\$400,001 and up	3	14.29%	20.0	1	1	0	1
Total Closed Units:	21		34.0	5	14	1	1
Total Closed Volume:	4,277,355			797.25K	1.98M	300.00K	1.20M
Median Closed Price:	\$140,000			\$140,000	\$128,875	\$300,000	\$1,200,000

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

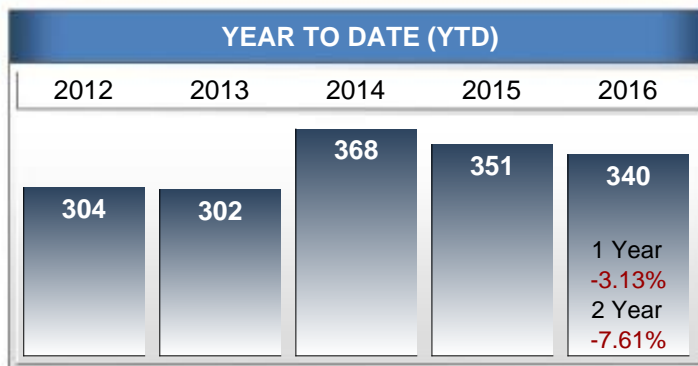
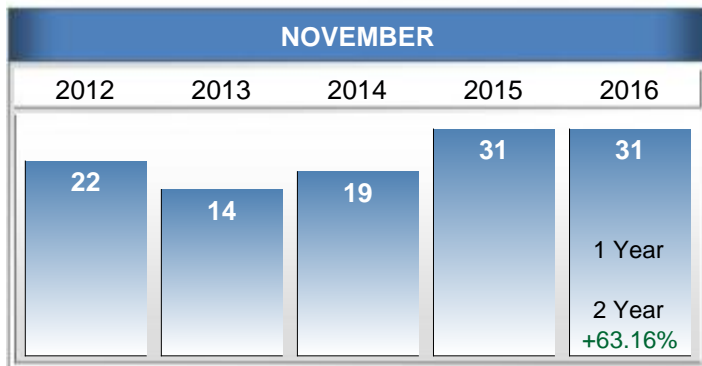
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Mayes



Pending Listings
Ready to Buy or Sell Real Estate?
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5yr NOV AVG = 23	3 MONTHS
High Aug 2014 = 46	SEP 33
Low Nov 2013 = 14	OCT 19
<i>Pending Listing</i> this month at 31 , above the 5 yr NOV average of 23	NOV 31
	-42.42%

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	6.45%	39.0	1	0	1	0
\$20,001 \$30,000	2	6.45%	19.5	2	0	0	0
\$30,001 \$50,000	6	19.35%	78.5	1	5	0	0
\$50,001 \$90,000	9	29.03%	72.0	5	3	1	0
\$90,001 \$120,000	3	9.68%	92.0	1	2	0	0
\$120,001 \$240,000	5	16.13%	104.0	1	4	0	0
\$240,001 and up	4	12.90%	66.0	1	1	2	0
Total Pending Units:	31		67.0	12	15	4	0.00B
Total Pending Volume:	3,281,879			1.14M	1.41M	740.08K	\$0
Median Listing Price:	\$74,900			\$71,450	\$70,000	\$166,000	



Monthly Inventory Analysis

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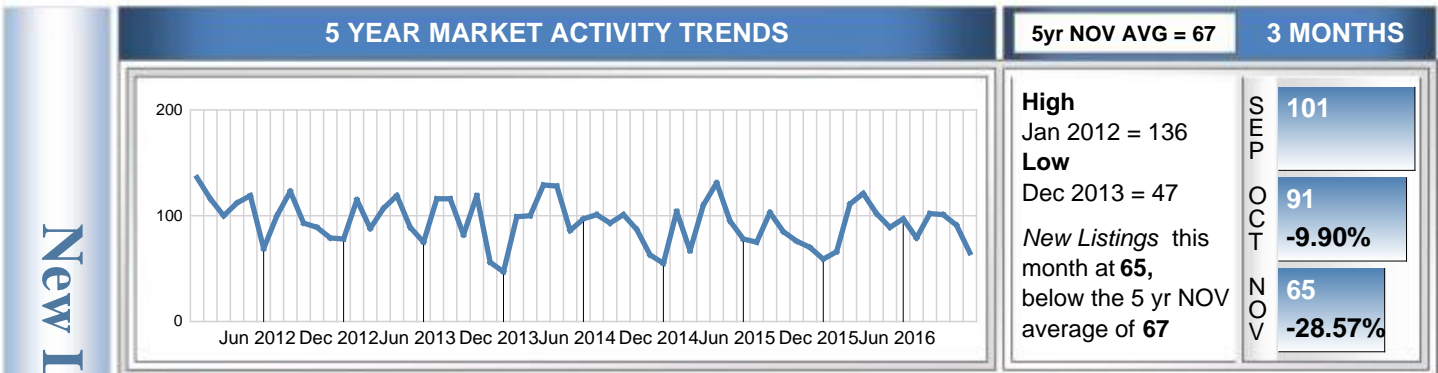
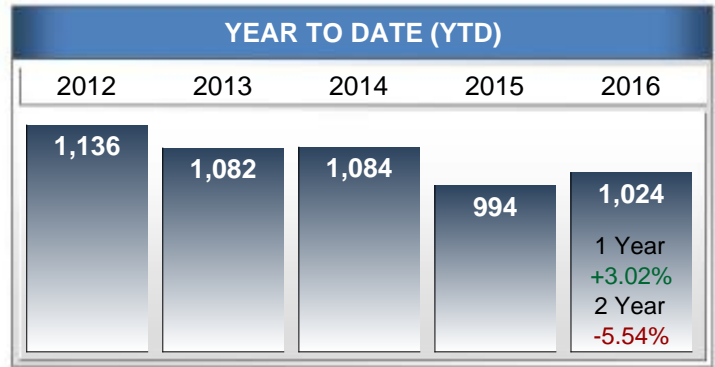
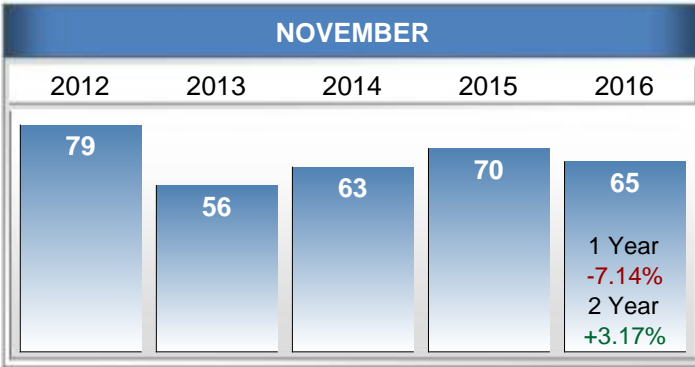
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 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+
\$30,000 and less	6	9.23%	5	0	1	0
\$30,001 - \$50,000	9	13.85%	7	2	0	0
\$50,001 - \$80,000	10	15.38%	6	3	1	0
\$80,001 - \$150,000	14	21.54%	5	8	1	0
\$150,001 - \$240,000	11	16.92%	3	7	1	0
\$240,001 - \$480,000	8	12.31%	2	5	1	0
\$480,001 and up	7	10.77%	3	1	2	1
Total New Listed Units:			31	26	7	1
Total New Listed Volume:			5.39M	4.64M	1.93M	1.49M
Median New Listed Listing Price:			\$69,900	\$141,950	\$159,000	\$1,488,000

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

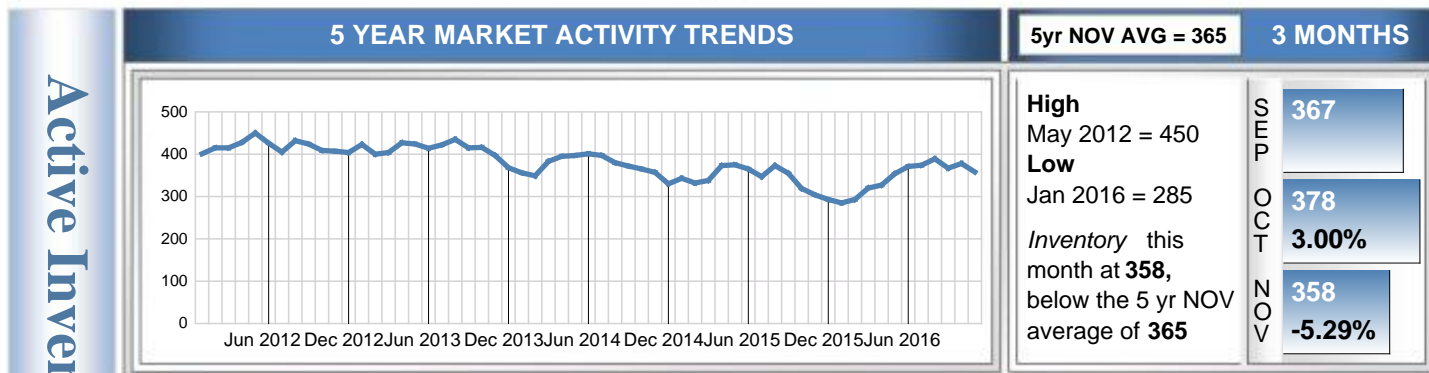
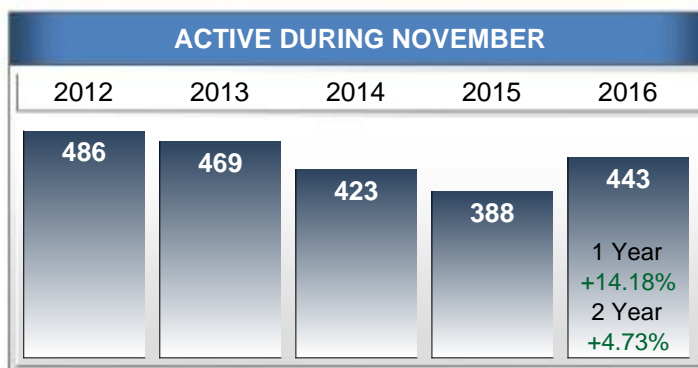
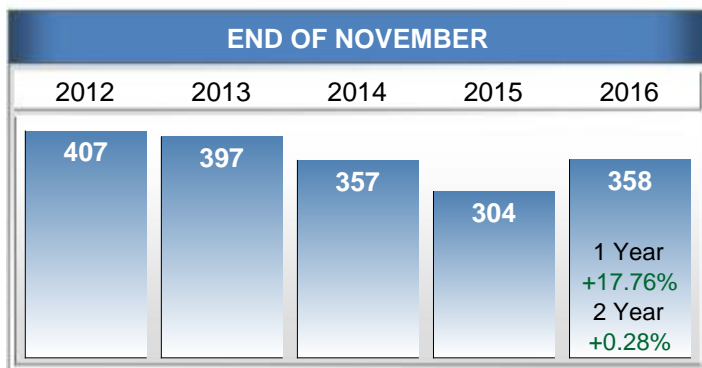
Active Inventory as of Dec 12, 2016



Active Inventory

Report Produced on: Dec 12, 2016

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	27	7.54%	78.0	26	1	0	0		
\$20,001 \$50,000	57	15.92%	82.0	51	5	0	1		
\$50,001 \$80,000	42	11.73%	94.0	25	14	3	0		
\$80,001 \$150,000	100	27.93%	82.0	42	48	10	0		
\$150,001 \$240,000	44	12.29%	61.5	12	25	7	0		
\$240,001 \$420,000	52	14.53%	74.0	14	26	8	4		
\$420,001 and up	36	10.06%	91.5	8	15	8	5		
Total Active Inventory by Units:				358	78.0	178	134	36	10
Total Active Inventory by Volume:				73,649,102		20.77M	27.64M	10.15M	15.09M
Median Active Inventory Listing Price:				\$117,700		\$69,250	\$147,400	\$224,900	\$474,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

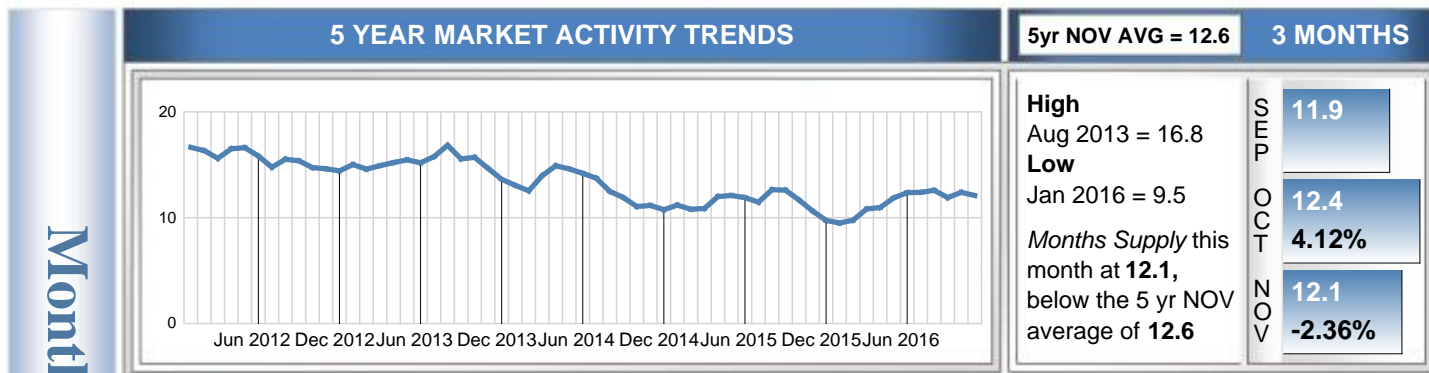
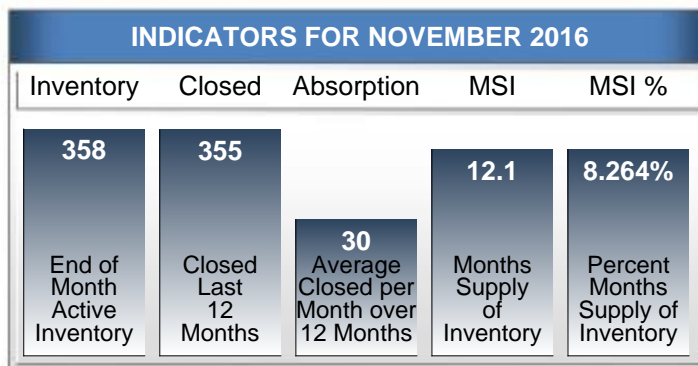
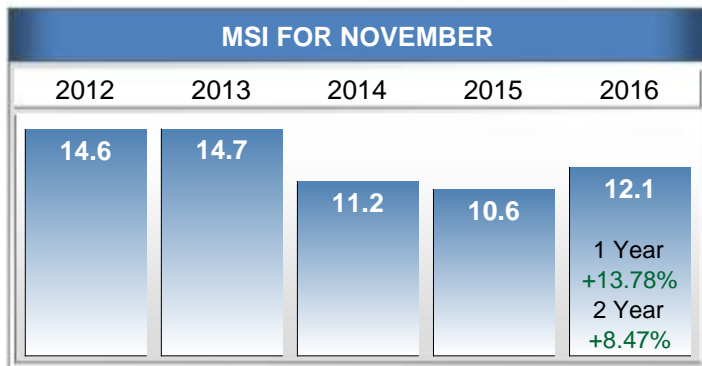
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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	27	7.54%	15.4	22.3	2.0	0.0	0.0
\$20,001 \$50,000	57	15.92%	11.0	18.5	2.7	0.0	4.0
\$50,001 \$80,000	42	11.73%	8.5	13.0	5.3	9.0	0.0
\$80,001 \$150,000	100	27.93%	11.2	28.0	7.6	10.0	0.0
\$150,001 \$240,000	44	12.29%	8.9	11.1	8.3	8.4	0.0
\$240,001 \$420,000	52	14.53%	17.8	56.0	17.3	8.7	16.0
\$420,001 and up	36	10.06%	36.0	32.0	60.0	48.0	15.0
MSI:			12.1	20.0	8.3	9.8	10.9
Total Active Inventory:			358	178	134	36	10



Monthly Inventory Analysis

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November 2016

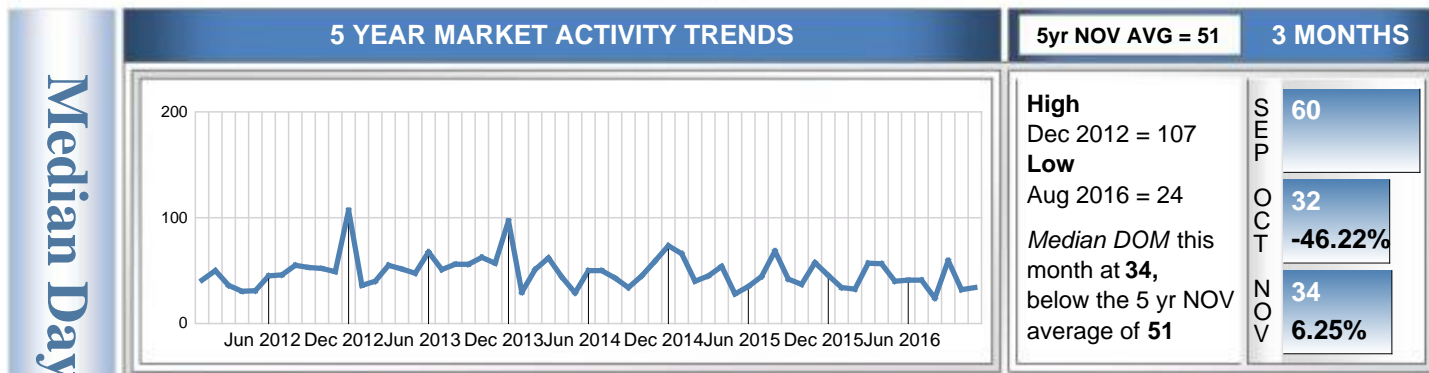
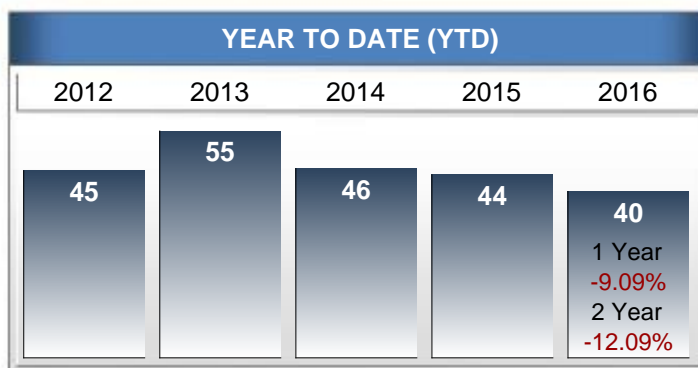
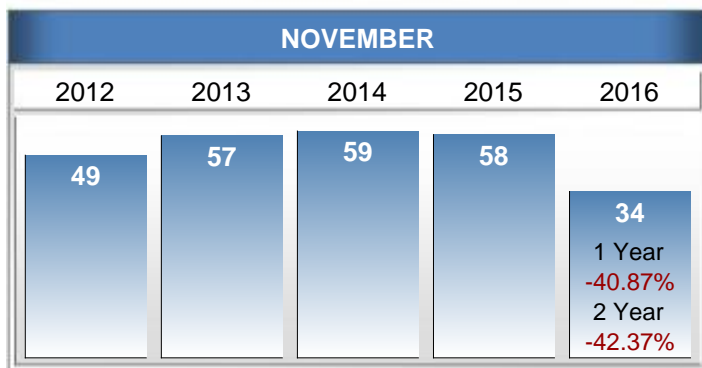
Closed Sales as of Dec 12, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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+
\$20,000 and less	3		14.29%	12.0	1.0	70.5	0.0	0.0
\$20,001 \$30,000	0		0.00%	12.0	0.0	0.0	0.0	0.0
\$30,001 \$100,000	4		19.05%	66.5	166.0	36.0	0.0	0.0
\$100,001 \$170,000	5		23.81%	21.0	13.0	30.0	0.0	0.0
\$170,001 \$300,000	5		23.81%	34.0	175.0	34.0	33.0	0.0
\$300,001 \$400,000	1		4.76%	17.0	0.0	17.0	0.0	0.0
\$400,001 and up	3		14.29%	20.0	20.0	42.0	0.0	16.0
Median Closed DOM:	34.0				20.0	36.0	33.0	16.0
Total Closed Units:	21				5	14	1	1
Total Closed Volume:	4,277,355				797.25K	1.98M	300.00K	1.20M



Monthly Inventory Analysis

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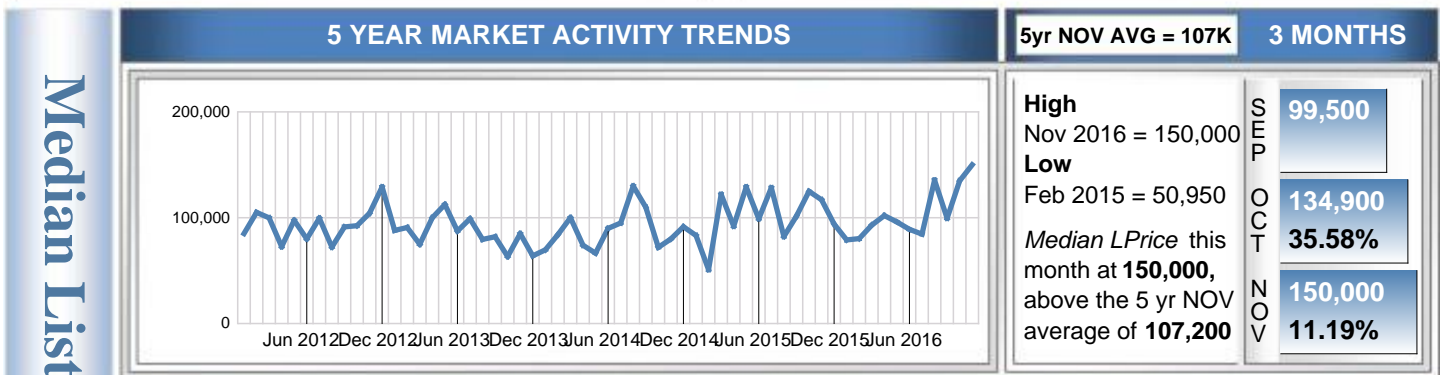
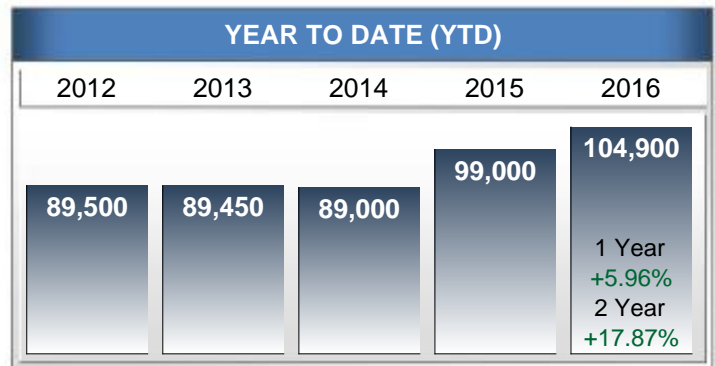
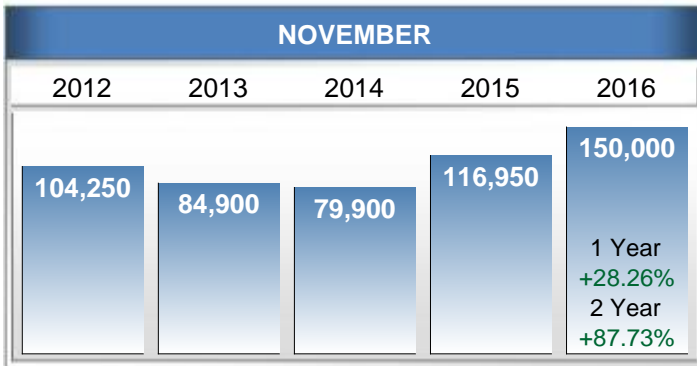
Closed Sales as of Dec 12, 2016



Median List Price at Closing

Report Produced on: Dec 12, 2016

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+
\$20,000 and less	3		14.29%	17,920	20,000	13,910	0	0
\$20,001 \$30,000	0		0.00%	17,920	0	0	0	0
\$30,001 \$100,000	4		19.05%	37,400	34,900	39,900	0	0
\$100,001 \$170,000	5		23.81%	133,000	150,000	129,000	0	0
\$170,001 \$300,000	4		19.05%	204,500	259,000	199,500	0	0
\$300,001 \$400,000	4		19.05%	384,500	400,000	384,500	305,000	0
\$400,001 and up	1		4.76%	1M	0	0	0	01,425,000
Median List Price:		\$150,000			\$150,000	\$129,000	\$305,000	\$1,425,000
Total Closed Units:		21			5	14	1	1
Total List Volume:		4,638,899			863.90K	2.04M	305.00K	1.43M



Monthly Inventory Analysis

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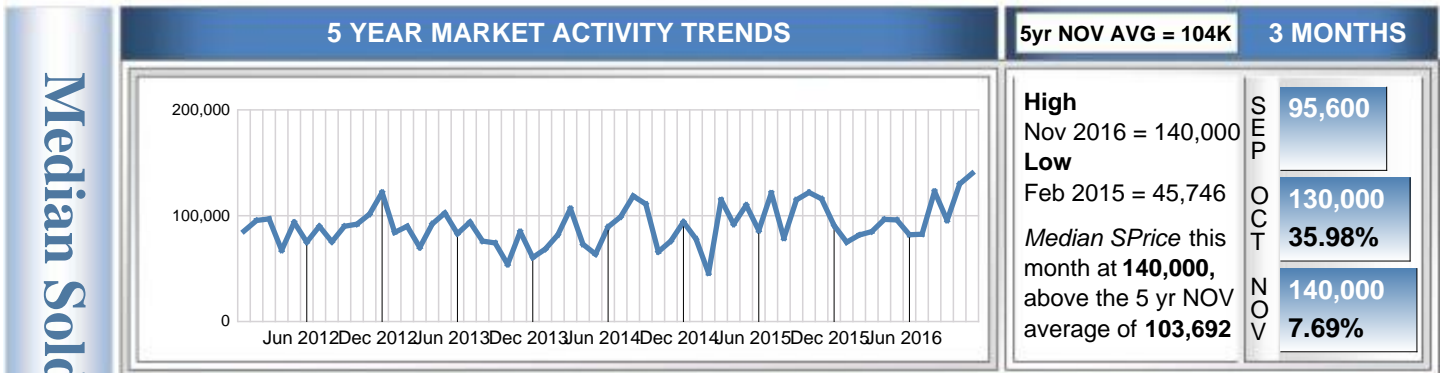
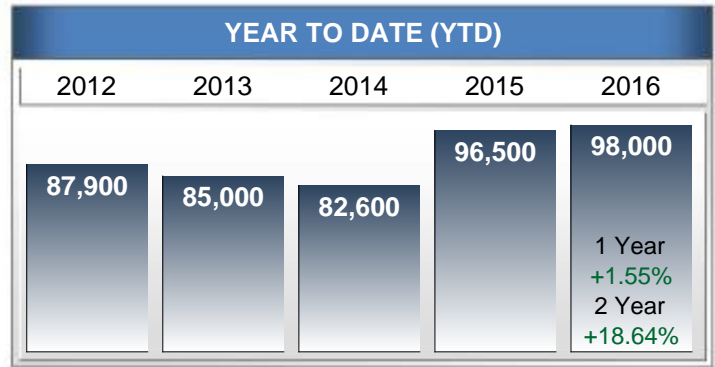
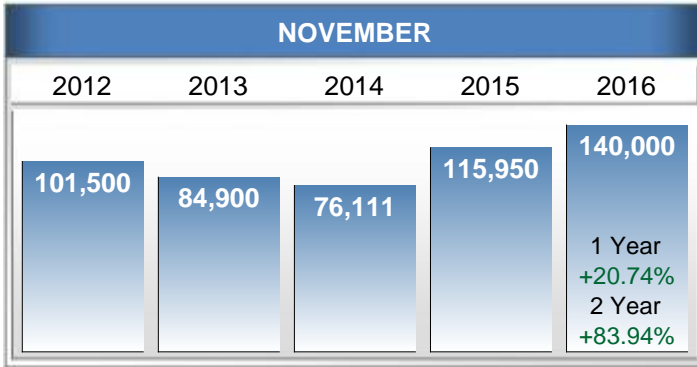
Closed Sales as of Dec 12, 2016



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+
\$20,000 and less	3		14.29%	18,500	20,000	12,750	0	0
\$20,001 \$30,000	0		0.00%	18,500	0	0	0	0
\$30,001 \$100,000	4		19.05%	33,378	32,000	34,255	0	0
\$100,001 \$170,000	5		23.81%	130,000	140,000	128,875	0	0
\$170,001 \$300,000	5		23.81%	196,000	200,000	177,500	300,000	0
\$300,001 \$400,000	1		4.76%	344,000	0	344,000	0	0
\$400,001 and up	3		14.29%	420,000	405,250	420,000		01,200,000
Median Closed Price:	\$140,000				\$140,000	\$128,875	\$300,000	\$1,200,000
Total Closed Units:	21				5	14	1	1
Total Closed Volume:	4,277,355				797.25K	1.98M	300.00K	1.20M



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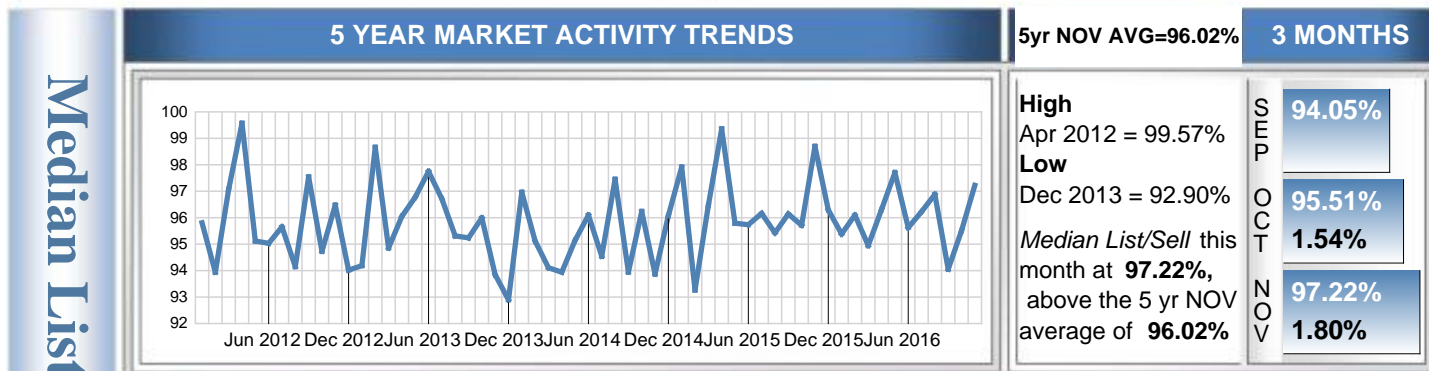
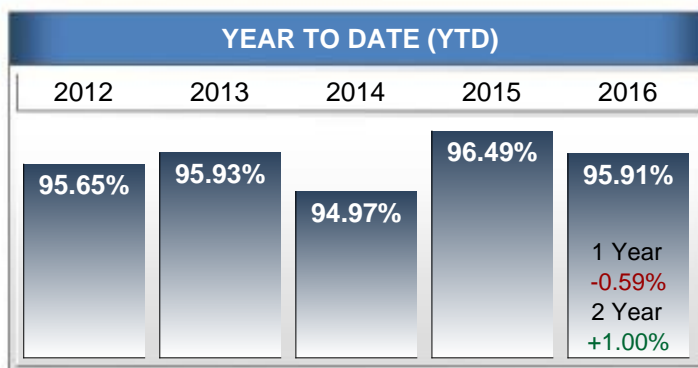
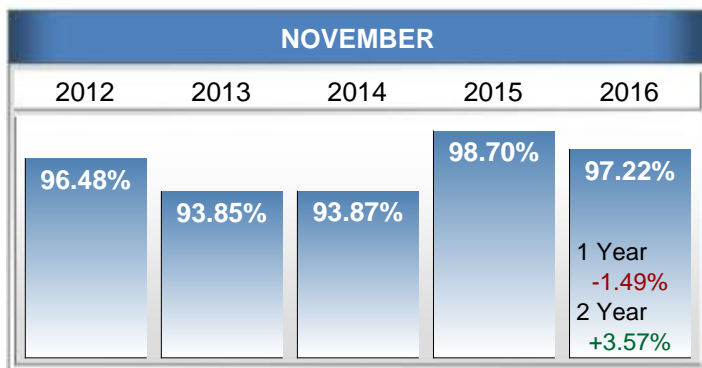
Closed Sales as of Dec 12, 2016



Median Percent of List Price to Selling Price

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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+
\$20,000 and less	3	14.29%	100.00%	100.00%	86.97%	0.00%	0.00%
\$20,001 \$30,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 \$100,000	4	19.05%	89.37%	91.69%	87.05%	0.00%	0.00%
\$100,001 \$170,000	5	23.81%	98.53%	93.33%	98.89%	0.00%	0.00%
\$170,001 \$300,000	5	23.81%	93.56%	77.22%	93.56%	98.36%	0.00%
\$300,001 \$400,000	1	4.76%	92.97%	0.00%	92.97%	0.00%	0.00%
\$400,001 and up	3	14.29%	101.31%	101.31%	105.26%	0.00%	84.21%
Median List/Sell Ratio:	97.22%			93.33%	97.48%	98.36%	84.21%
Total Closed Units:	21			5	14	1	1
Total Closed Volume:	4,277,355			797.25K	1.98M	300.00K	1.20M



Monthly Inventory Analysis

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Inventory as of Dec 12, 2016



Market Summary

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

Active Inventory as of November 30, 2016 = 358

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	32	21	-34.38%	331	325	-1.81%
Pending Sales	31	31	0.00%	351	340	-3.13%
New Listings	70	65	-7.14%	994	1,024	3.02%
Median List Price	116,950	150,000	28.26%	99,000	104,900	5.96%
Median Sale Price	115,950	140,000	20.74%	96,500	98,000	1.55%
Median Percent of List Price to Selling Price	98.70%	97.22%	-1.49%	96.49%	95.91%	-0.59%
Median Days on Market to Sale	57.50	34.00	-40.87%	44.00	40.00	-9.09%
Monthly Inventory	304	358	17.76%	304	358	17.76%
Months Supply of Inventory	10.64	12.10	13.78%	10.64	12.10	13.78%

