



December 2016

Area Delimited by County Of Mayes

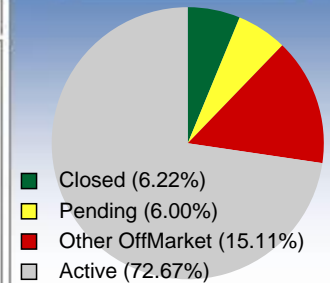


Absorption: Last 12 months, an Average of **30** Sales/Month

Active Inventory as of December 31, 2016 = **327**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	30	28	-6.67%
Pending Listings	29	27	-6.90%
New Listings	59	64	8.47%
Median List Price	94,000	79,950	-14.95%
Median Sale Price	90,750	67,500	-25.62%
Median Percent of List Price to Selling Price	96.30%	94.07%	-2.31%
Median Days on Market to Sale	45.50	64.00	40.66%
End of Month Inventory	293	327	11.60%
Months Supply of Inventory	9.74	11.08	13.81%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 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 December 2016 rose **11.60%** to 327 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 **11.08** 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 **25.62%** in December 2016 to \$67,500 versus the previous year at \$90,750.

Median Days on Market Lengthens

The median number of **64.00** days that homes spent on the market before selling increased by 18.50 days or **40.66%** in December 2016 compared to last year's same month at **45.50** DOM.

Sales Success for December 2016 is Positive

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

There were 64 New Listings in December 2016, up **8.47%** from last year at 59. Furthermore, there were 28 Closed Listings this month versus last year at 30, a **-6.67%** decrease.

Closed versus Listed trends yielded a **43.8%** ratio, down from last year's December 2016 at **50.8%**, a **13.96%** 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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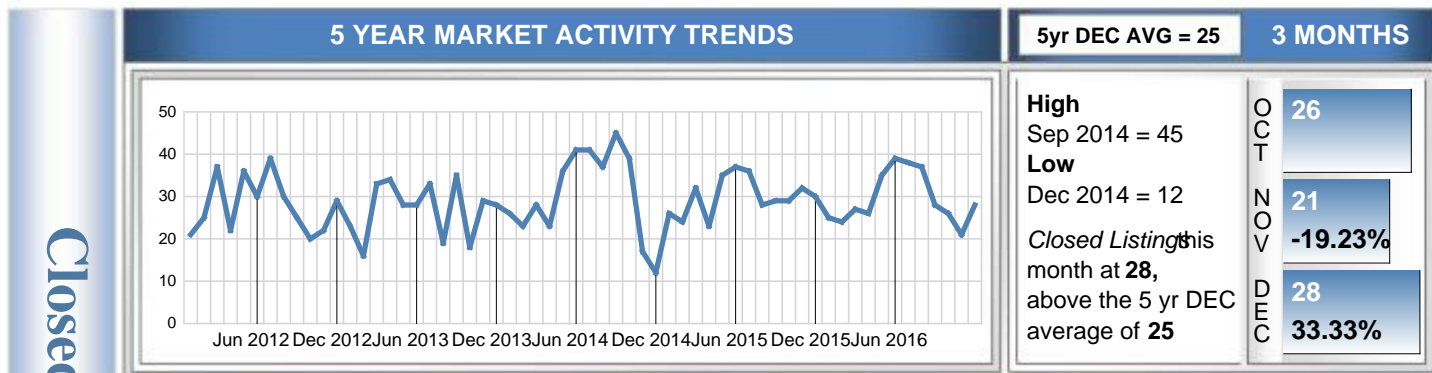
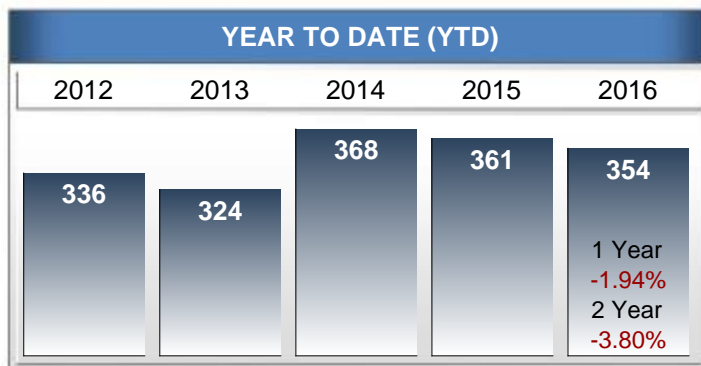
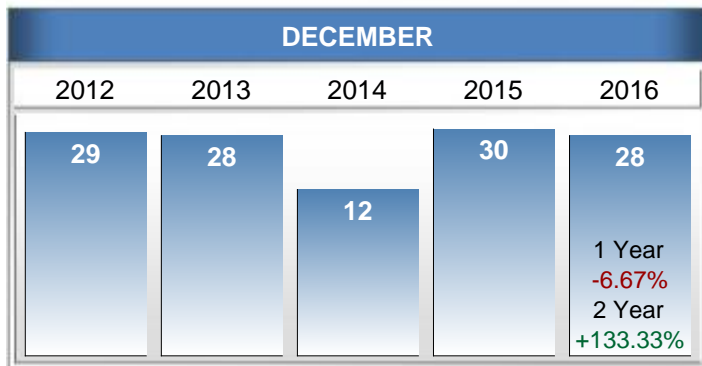
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 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+
\$10,000 and less	1	3.57%	72.0	1	0	0	0
\$10,001 \$30,000	5	17.86%	63.0	3	2	0	0
\$30,001 \$60,000	5	17.86%	81.0	2	3	0	0
\$60,001 \$130,000	6	21.43%	60.5	2	4	0	0
\$130,001 \$150,000	4	14.29%	67.5	1	3	0	0
\$150,001 \$220,000	4	14.29%	43.5	0	3	1	0
\$220,001 and up	3	10.71%	65.0	0	2	1	0
Total Closed Units: 28				64.0	9	17	2
Total Closed Volume: 2,877,201					425.73K	1.93M	517.00K
Median Closed Price: \$67,500					\$35,000	\$128,000	\$258,500
							0.00B
							\$0



Monthly Inventory Analysis

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December 2016

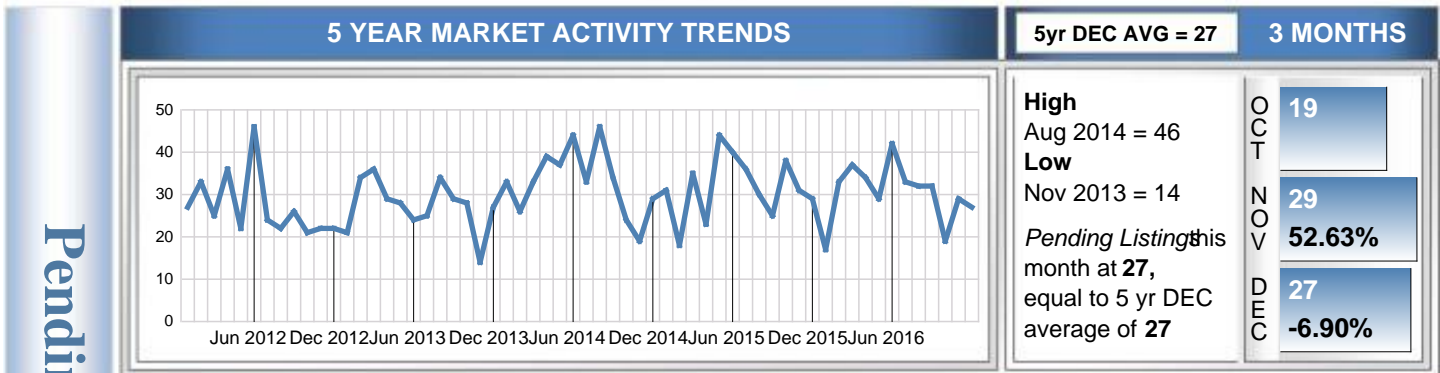
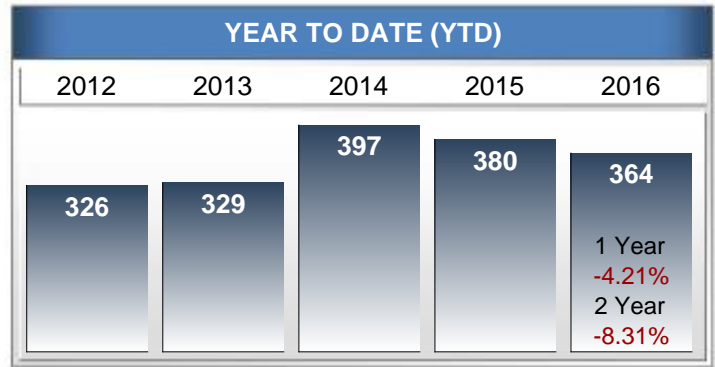
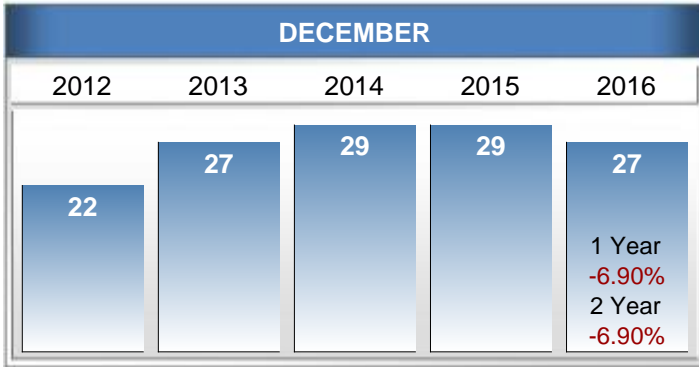
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 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+
\$10,000 and less	1	3.70%	72.0	1	0	0	0
\$10,001 - \$70,000	5	18.52%	63.0	2	2	1	0
\$70,001 - \$100,000	6	22.22%	53.0	4	2	0	0
\$100,001 - \$130,000	4	14.81%	65.0	1	3	0	0
\$130,001 - \$170,000	4	14.81%	82.0	0	3	1	0
\$170,001 - \$380,000	5	18.52%	30.0	2	2	1	0
\$380,001 and up	2	7.41%	153.0	0	0	1	1
Total Pending Units: 27				63.0			
Total Pending Volume: 4,032,315				1.13M	1.42M	1.08M	399.00K
Median Listing Price: \$119,000				\$92,500	\$122,000	\$199,450	\$399,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

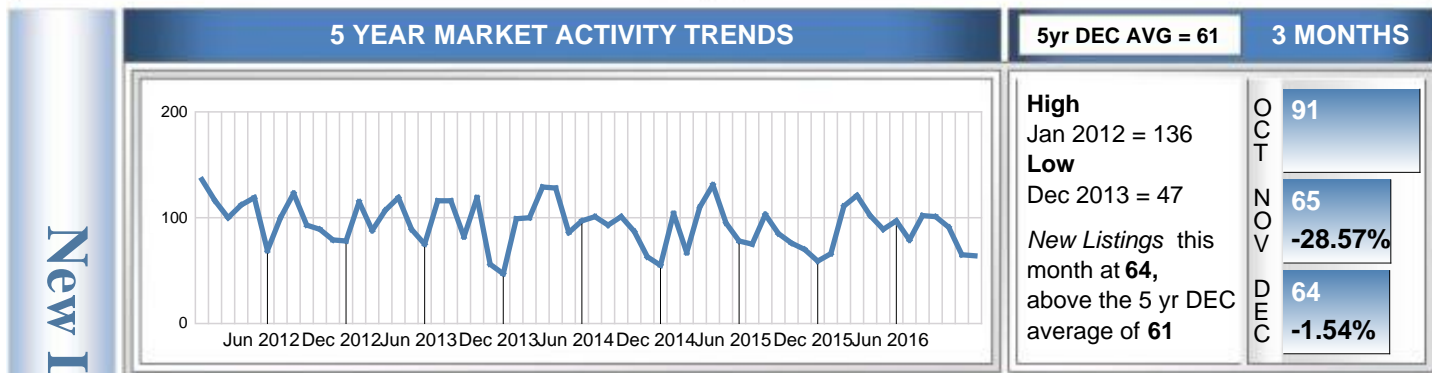
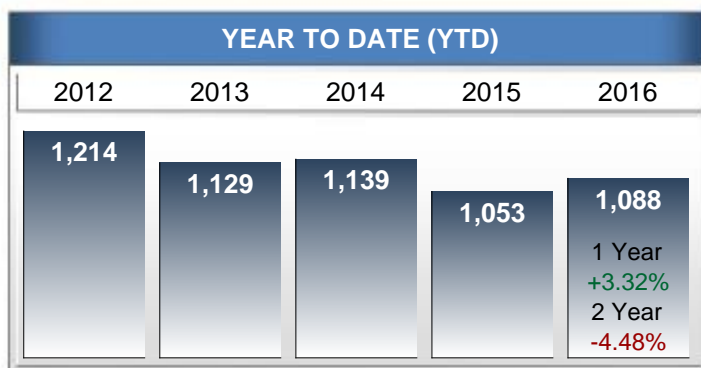
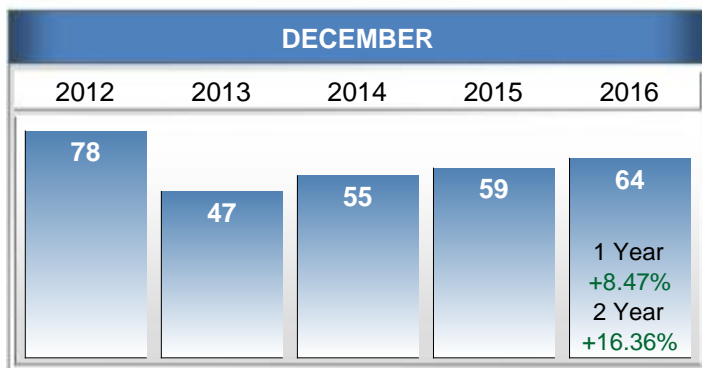
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 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+
\$30,000 and less	6	9.38%	4	2	0	0
\$30,001 - \$50,000	7	10.94%	6	1	0	0
\$50,001 - \$100,000	11	17.19%	3	8	0	0
\$100,001 - \$160,000	17	26.56%	3	10	4	0
\$160,001 - \$180,000	8	12.50%	4	3	1	0
\$180,001 - \$290,000	8	12.50%	0	4	2	2
\$290,001 and up	7	10.94%	1	3	1	2
Total New Listed Units:			21	31	8	4
Total New Listed Volume:			2.00M	4.80M	1.91M	11.27M
Median New Listed Listing Price:			\$55,000	\$124,000	\$162,500	\$527,450



Monthly Inventory Analysis

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December 2016

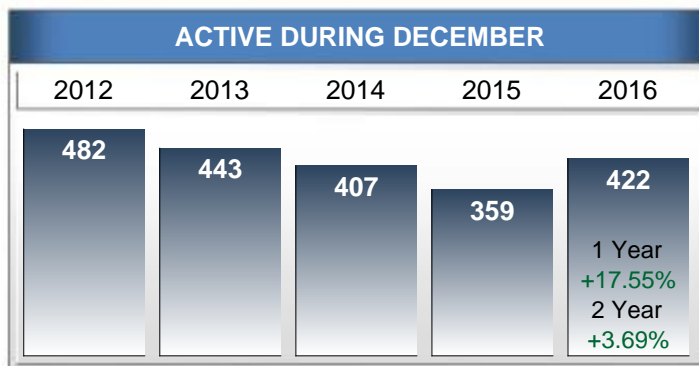
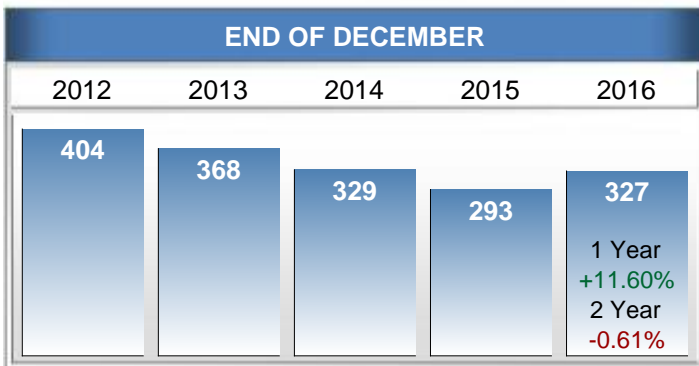
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Mayes



Active Inventory

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5yr DEC AVG = 344 **3 MONTHS**

High
May 2012 = 450

Low
Jan 2016 = 285

Inventory this month at **327**, below the 5 yr DEC average of **344**

OCT	377
NOV	359
DEC	327
	-8.91%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	24	7.34%	109.0	22	2	0	0		
\$20,001 \$40,000	38	11.62%	72.0	37	1	0	0		
\$40,001 \$80,000	53	16.21%	81.0	33	17	2	1		
\$80,001 \$150,000	89	27.22%	85.0	35	43	11	0		
\$150,001 \$240,000	48	14.68%	65.0	12	27	7	2		
\$240,001 \$420,000	43	13.15%	100.0	13	20	8	2		
\$420,001 and up	32	9.79%	73.0	8	14	5	5		
Total Active Inventory by Units:				327	88.0	160	124	33	10
Total Active Inventory by Volume:				67,265,693		19.18M	24.95M	8.31M	14.82M
Median Active Inventory Listing Price:				\$119,900		\$65,000	\$147,400	\$206,999	\$474,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

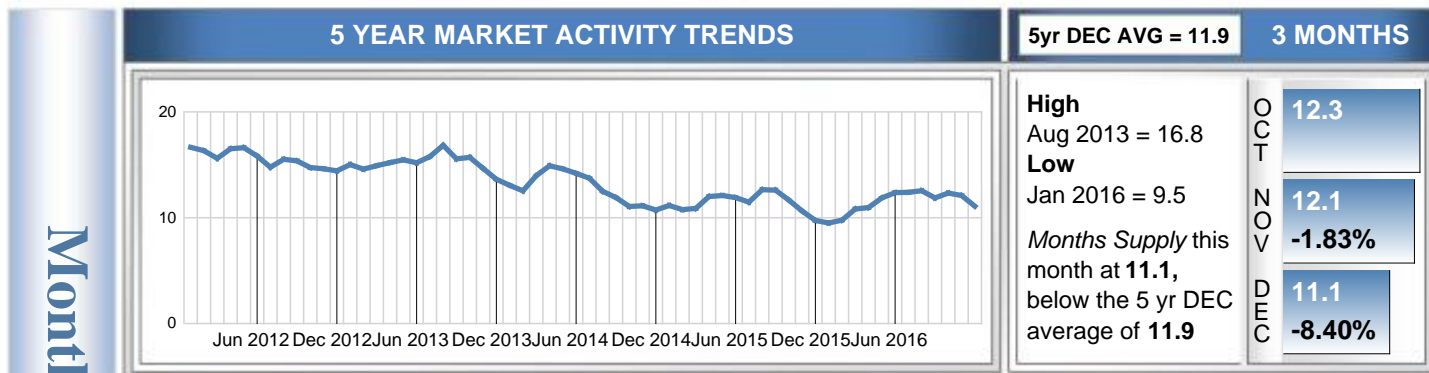
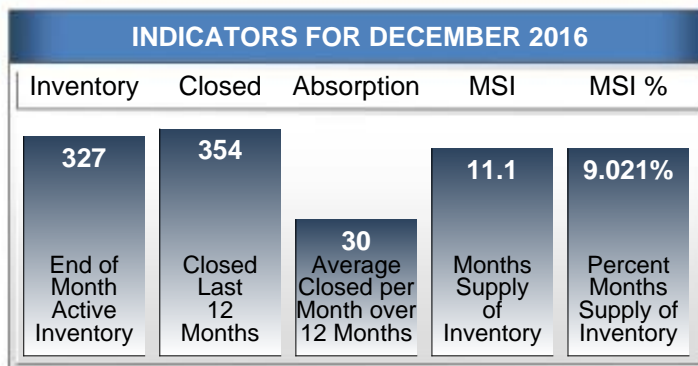
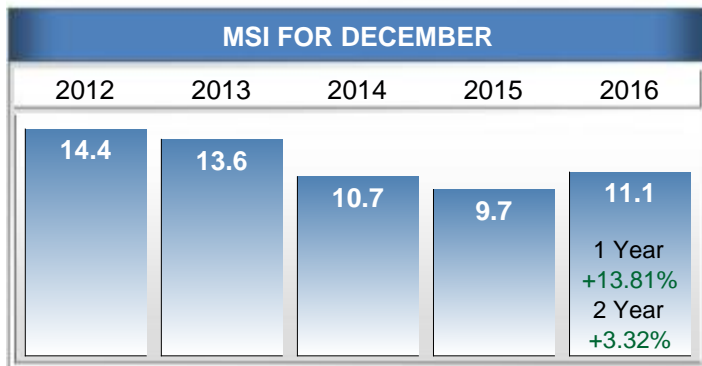
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 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	24	7.34%	12.5	16.5	4.0	0.0	0.0	
\$20,001 \$40,000	38	11.62%	11.7	19.3	1.0	0.0	0.0	
\$40,001 \$80,000	53	16.21%	7.5	11.6	4.5	4.0	0.0	
\$80,001 \$150,000	89	27.22%	10.2	26.3	6.7	12.0	0.0	
\$150,001 \$240,000	48	14.68%	9.9	13.1	8.8	8.4	0.0	
\$240,001 \$420,000	43	13.15%	15.6	52.0	14.1	8.7	12.0	
\$420,001 and up	32	9.79%	34.9	32.0	56.0	30.0	20.0	
MSI:	11.1			18.1	7.6	9.4	13.3	
Total Active Inventory:	327			160	124	33	10	



Monthly Inventory Analysis

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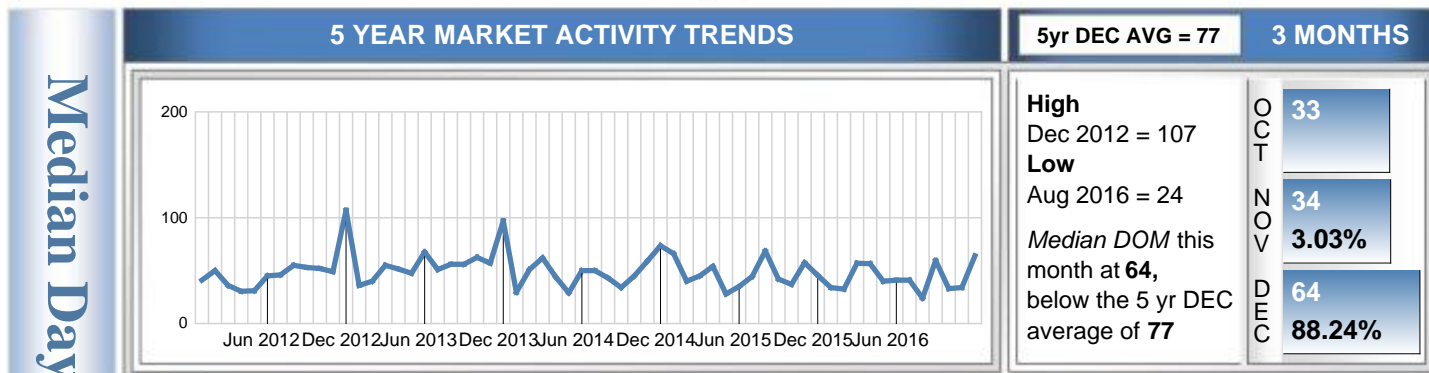
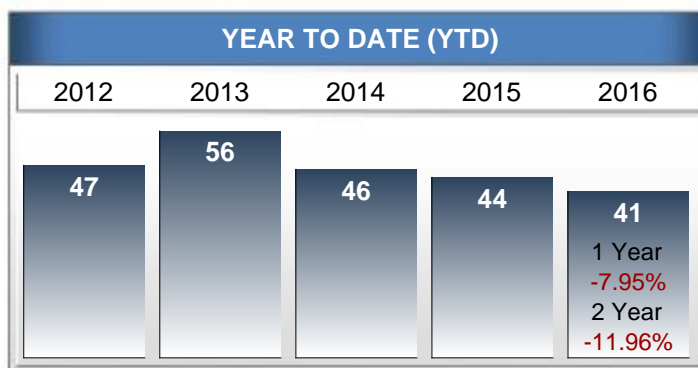
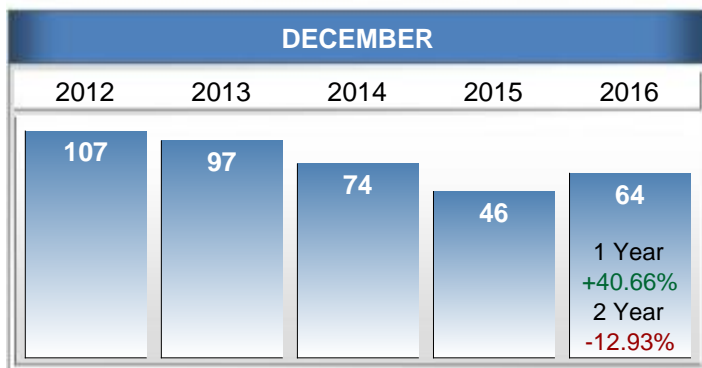
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 11, 2017

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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	1	3.57%	72.0	72.0	0.0	0.0	0.0
\$10,001 - \$30,000	5	17.86%	63.0	63.0	124.0	0.0	0.0
\$30,001 - \$60,000	5	17.86%	81.0	74.0	81.0	0.0	0.0
\$60,001 - \$130,000	6	21.43%	60.5	80.0	48.5	0.0	0.0
\$130,001 - \$150,000	4	14.29%	67.5	104.0	40.0	0.0	0.0
\$150,001 - \$220,000	4	14.29%	43.5	0.0	24.0	63.0	0.0
\$220,001 and up	3	10.71%	65.0	0.0	82.5	65.0	0.0
Median Closed DOM:	64.0			63.0	76.0	64.0	0.0
Total Closed Units:	28			9	17	2	
Total Closed Volume:	2,877,201			425.73K	1.93M	517.00K	0.00B



Monthly Inventory Analysis

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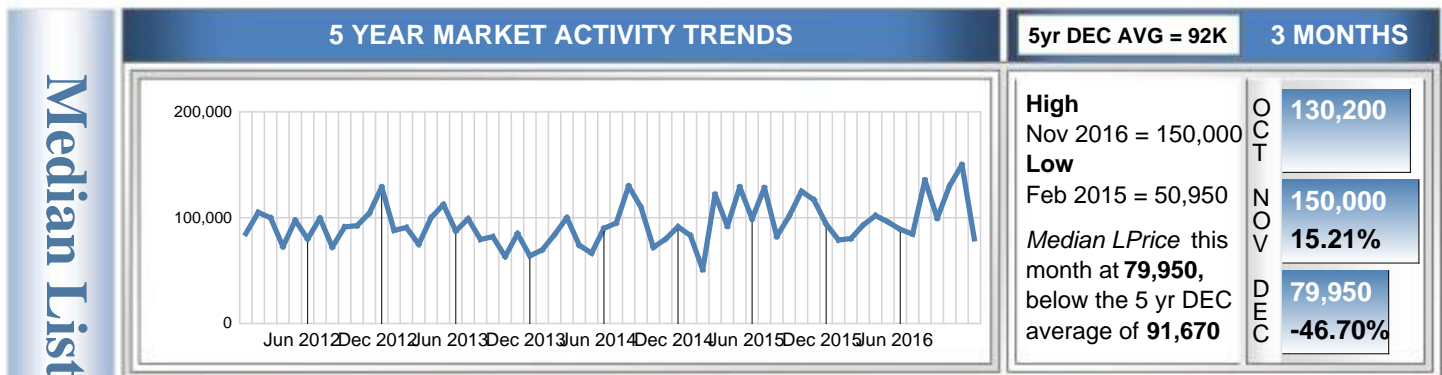
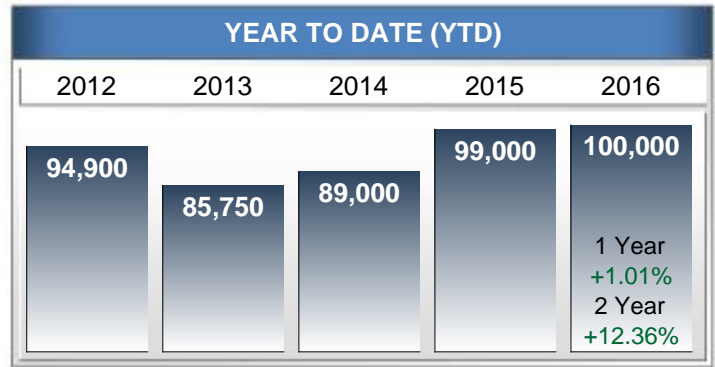
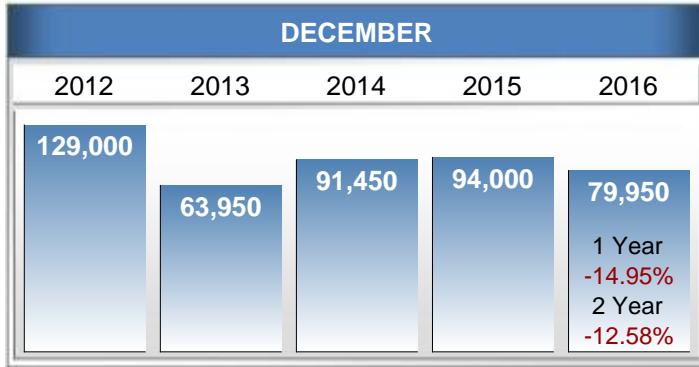
Closed Sales as of Jan 11, 2017



Median List Price at Closing

Report Produced on: Jan 11, 2017

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	1		3.57%	5,000	5,000	0	0	0
\$10,001 \$30,000	3		10.71%	15,000	15,000	0	0	0
\$30,001 \$60,000	7		25.00%	49,900	46,450	49,900	0	0
\$60,001 \$130,000	6		21.43%	79,950	79,950	80,000	0	0
\$130,001 \$150,000	3		10.71%	142,000	0	142,000	0	0
\$150,001 \$220,000	4		14.29%	162,400	159,900	164,900	0	0
\$220,001 and up	4		14.29%	249,750	0	241,750	272,000	0
Median List Price:		\$79,950			\$38,900	\$128,000	\$272,000	\$0
Total Closed Units:		28			9	17	2	
Total List Volume:		3,018,700			474.00K	2.00M	544.00K	0.00B



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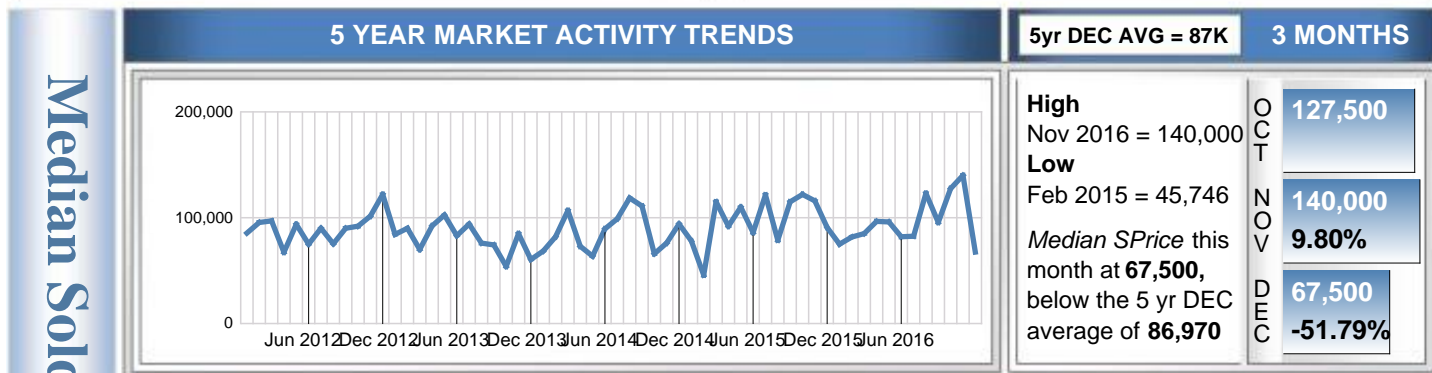
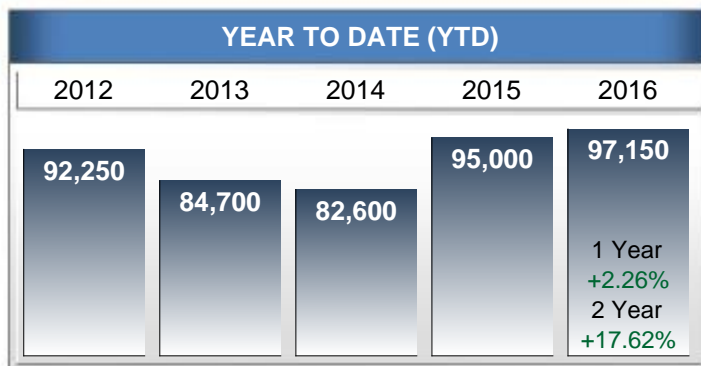
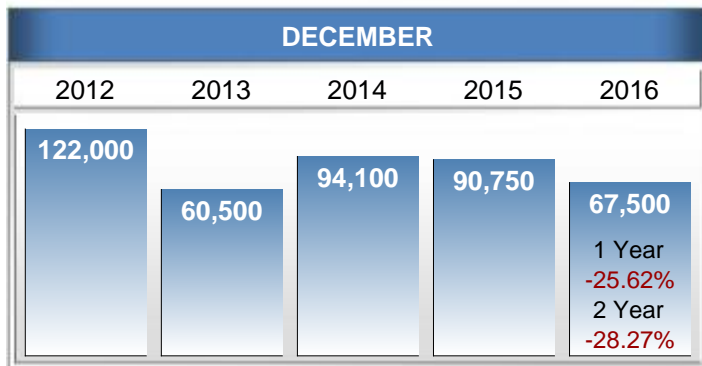
Closed Sales as of Jan 11, 2017



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+
\$10,000 and less	1		3.57%	3,200	3,200	0	0	0
\$10,001 \$30,000	5		17.86%	27,025	15,000	28,750	0	0
\$30,001 \$60,000	5		17.86%	48,000	42,500	48,000	0	0
\$60,001 \$130,000	6		21.43%	67,500	67,500	80,400	0	0
\$130,001 \$150,000	4		14.29%	142,000	150,000	140,000	0	0
\$150,001 \$220,000	4		14.29%	171,500	0	163,000	218,000	0
\$220,001 and up	3		10.71%	240,000	0	231,250	299,000	0
Median Closed Price:	\$67,500				\$35,000	\$128,000	\$258,500	\$0
Total Closed Units:	28				9	17	2	
Total Closed Volume:	2,877,201				425.73K	1.93M	517.00K	0.00B



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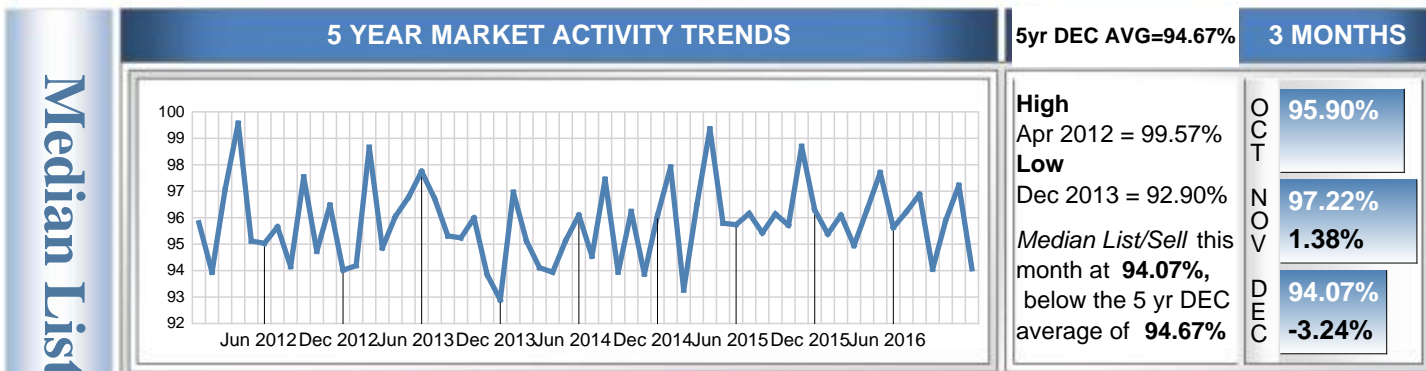
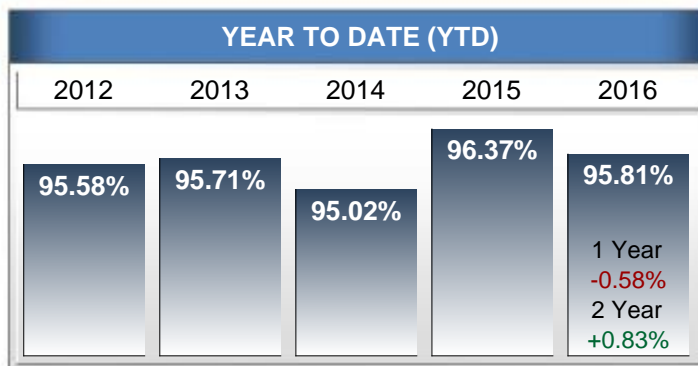
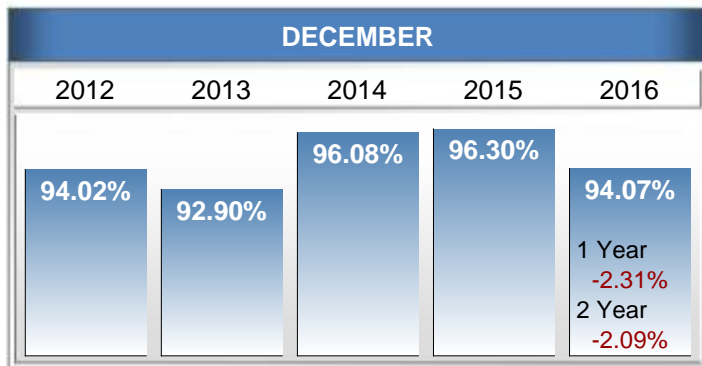
Closed Sales as of Jan 11, 2017



Median Percent of List Price to Selling Price

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Median List/Sell 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+
\$10,000 and less	1	3.57%	64.00%	64.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	5	17.86%	84.00%	93.84%	76.04%	0.00%	0.00%
\$30,001 \$60,000	5	17.86%	89.97%	91.28%	82.16%	0.00%	0.00%
\$60,001 \$130,000	6	21.43%	92.75%	85.04%	95.36%	0.00%	0.00%
\$130,001 \$150,000	4	14.29%	98.95%	93.81%	99.31%	0.00%	0.00%
\$150,001 \$220,000	4	14.29%	97.85%	0.00%	98.85%	88.98%	0.00%
\$220,001 and up	3	10.71%	97.16%	0.00%	95.73%	100.00%	0.00%
Median List/Sell Ratio:	94.07%			92.59%	97.16%	94.49%	0.00%
Total Closed Units:	28			9	17	2	
Total Closed Volume:	2,877,201			425.73K	1.93M	517.00K	0.00B



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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

Active Inventory as of December 31, 2016 = 327

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	30	28	-6.67%	361	354	-1.94%
Pending Sales	29	27	-6.90%	380	364	-4.21%
New Listings	59	64	8.47%	1,053	1,088	3.32%
Median List Price	94,000	79,950	-14.95%	99,000	100,000	1.01%
Median Sale Price	90,750	67,500	-25.62%	95,000	97,150	2.26%
Median Percent of List Price to Selling Price	96.30%	94.07%	-2.31%	96.37%	95.81%	-0.58%
Median Days on Market to Sale	45.50	64.00	40.66%	44.00	40.50	-7.95%
Monthly Inventory	293	327	11.60%	293	327	11.60%
Months Supply of Inventory	9.74	11.08	13.81%	9.74	11.08	13.81%

