



# May 2017

Area Delimited by County Of Mayes

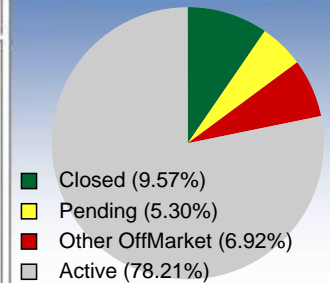


**Absorption:** Last 12 months, an Average of 32 Sales/Month

**Active Inventory** as of May 31, 2017 = 384

	MAY		
	2016	2017	+/- %
Closed Listings	35	47	34.29%
Pending Listings	29	26	-10.34%
New Listings	89	75	-15.73%
Median List Price	96,000	115,000	19.79%
Median Sale Price	96,000	112,500	17.19%
Median Percent of List Price to Selling Price	97.70%	96.54%	-1.19%
Median Days on Market to Sale	40.00	33.00	-17.50%
End of Month Inventory	354	384	8.47%
Months Supply of Inventory	11.87	12.09	1.93%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **8.47%** to 384 existing homes available for sale. Over the last 12 months this area has had an average of 32 closed sales per month. This represents an unsold inventory index of **12.09** MSI for this period.

### Median Sale Price 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 **17.19%** in May 2017 to \$112,500 versus the previous year at \$96,000.

### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 7.00 days or **17.50%** in May 2017 compared to last year's same month at **40.00** DOM.

### Sales Success for May 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 75 New Listings in May 2017, down **15.73%** from last year at 89. Furthermore, there were 47 Closed Listings this month versus last year at 35, a **34.29%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, May 2016, at **39.3%**, a **59.35%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## May 2017

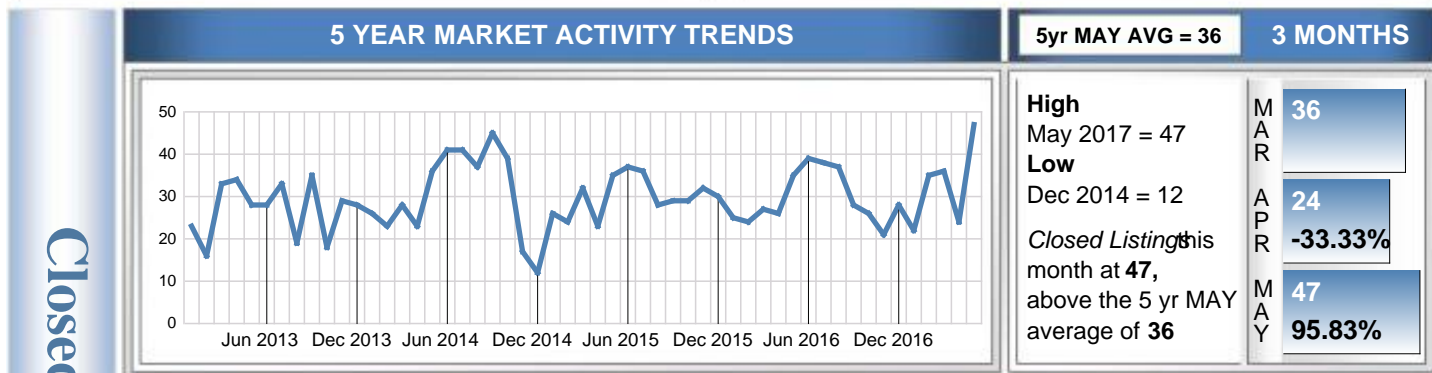
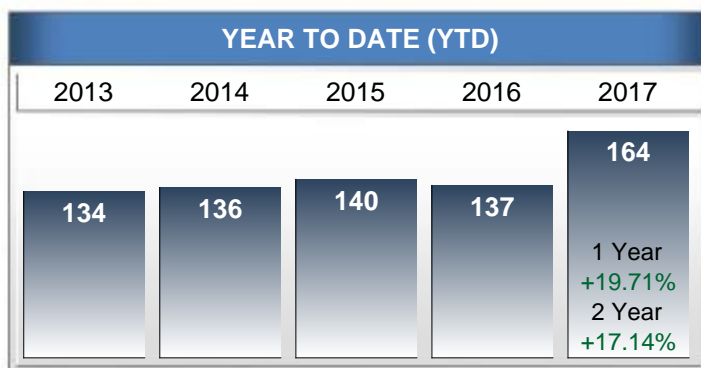
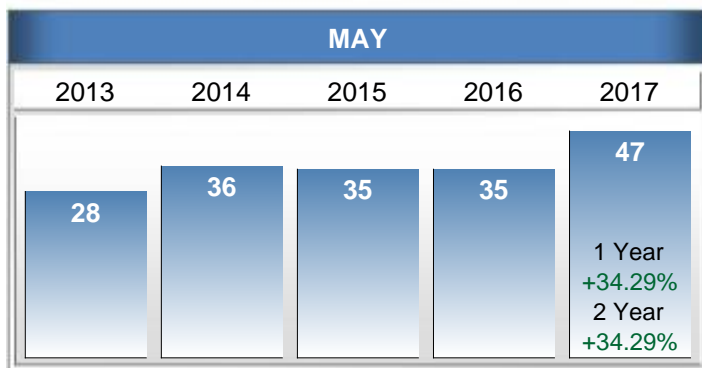
Closed Sales as of Jun 12, 2017



### Closed Listings

Report Produced on: Jun 12, 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+
\$40,000 and less	4	8.51%	49.5	2	1	1	0
\$40,001 \$70,000	7	14.89%	61.0	3	3	1	0
\$70,001 \$90,000	6	12.77%	40.0	3	3	0	0
\$90,001 \$130,000	12	25.53%	23.5	5	6	1	0
\$130,001 \$180,000	6	12.77%	38.5	0	3	3	0
\$180,001 \$300,000	7	14.89%	28.0	0	4	2	1
\$300,001 and up	5	10.64%	72.0	0	3	1	1
<b>Total Closed Units:</b> 47				33.0			
<b>Total Closed Volume:</b> 15,602,026				1.01M	3.32M	1.85M	9.43M
<b>Median Closed Price:</b> \$112,500				\$76,500	\$118,500	\$138,500	\$4,714,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

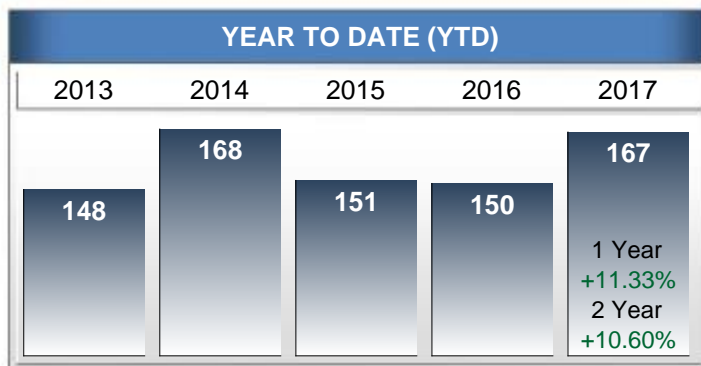
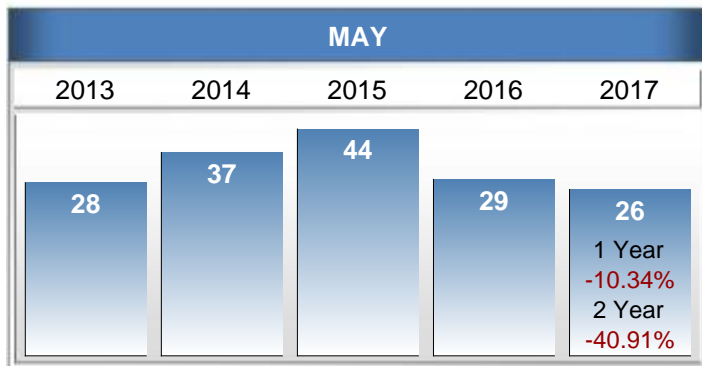
Pending Listings as of Jun 12, 2017



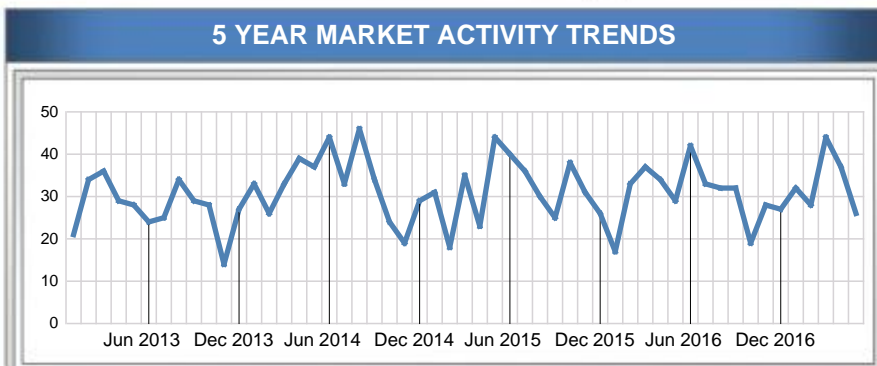
### Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Mayes



Pending Listings  
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**5yr MAY AVG = 33**     **3 MONTHS**

**High**  
Aug 2014 = 46

**Low**  
Nov 2013 = 14

Pending Listing this month at **26**, below the 5 yr MAY average of **33**

MAR	44
APR	37
MAY	26

**-15.91%**  
**-29.73%**

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	1	3.85%	66.0	0	1	0	0
\$40,001 - \$70,000	4	15.38%	34.5	3	1	0	0
\$70,001 - \$100,000	4	15.38%	11.5	1	2	1	0
\$100,001 - \$150,000	5	19.23%	49.0	2	2	1	0
\$150,001 - \$170,000	6	23.08%	22.0	0	5	1	0
\$170,001 - \$200,000	4	15.38%	125.5	0	3	1	0
\$200,001 and up	2	7.69%	33.0	0	1	1	0
<b>Total Pending Units:</b>	<b>26</b>		<b>42.5</b>	<b>6</b>	<b>15</b>	<b>5</b>	<b>0.00B</b>
<b>Total Pending Volume:</b>	<b>3,531,600</b>			<b>506.20K</b>	<b>2.15M</b>	<b>872.40K</b>	<b>\$0</b>
<b>Median Listing Price:</b>	<b>\$149,250</b>			<b>\$79,500</b>	<b>\$159,900</b>	<b>\$154,000</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

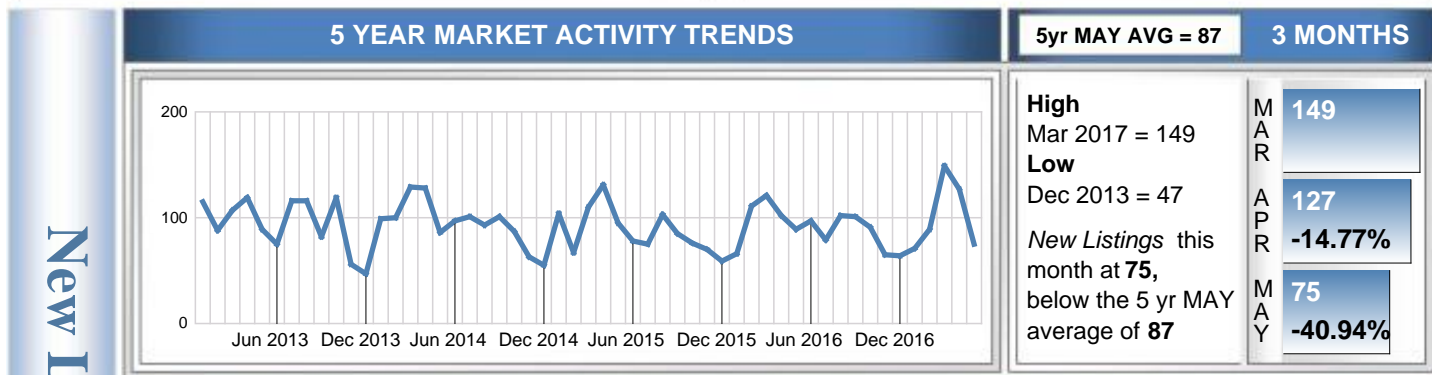
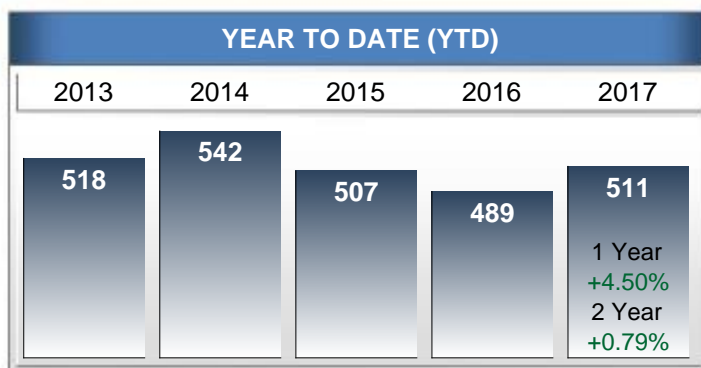
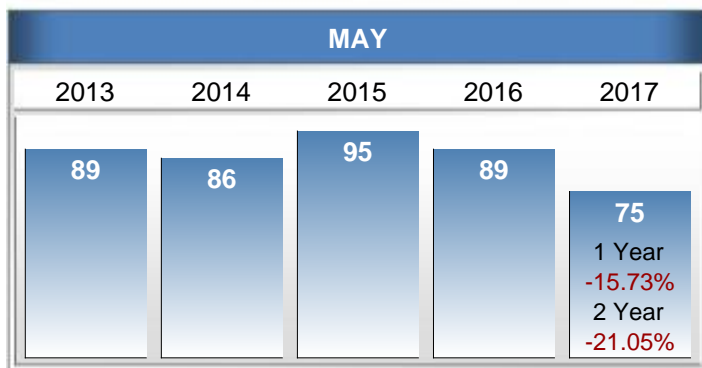
New Listings as of Jun 12, 2017



### New Listings

Report Produced on: Jun 12, 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	7	9.33%	7	0	0	0	
\$30,001 \$50,000	7	9.33%	5	2	0	0	
\$50,001 \$70,000	11	14.67%	4	6	1	0	
\$70,001 \$150,000	21	28.00%	8	12	1	0	
\$150,001 \$220,000	11	14.67%	1	10	0	0	
\$220,001 \$420,000	10	13.33%	2	6	2	0	
\$420,001 and up	8	10.67%	3	2	1	2	
Total New Listed Units:			75	30	38	5	2
Total New Listed Volume:			12,796,409	3.66M	6.32M	1.28M	1.53M
Median New Listed Listing Price:			\$97,500	\$69,425	\$137,450	\$229,500	\$764,450



# Monthly Inventory Analysis

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## May 2017

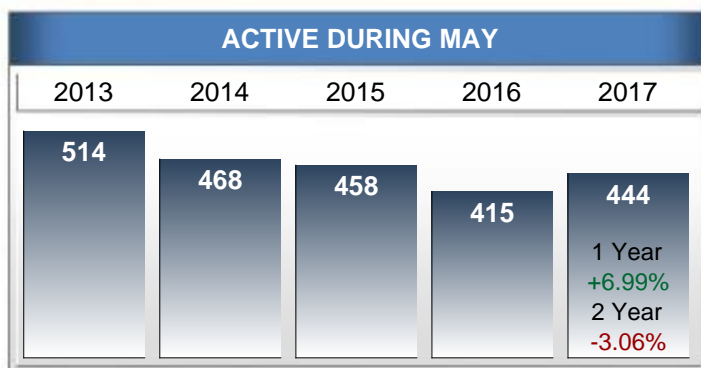
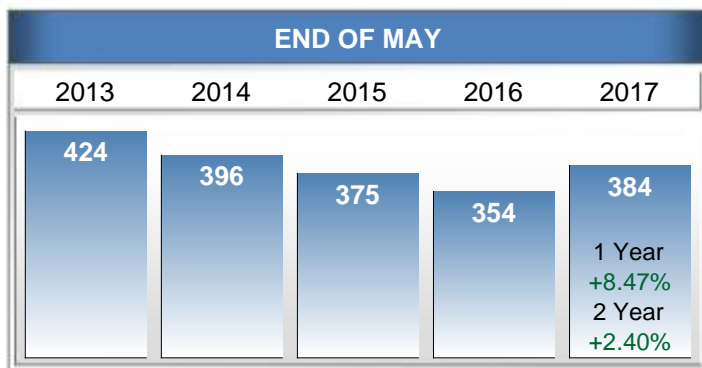
Active Inventory as of Jun 12, 2017



### Active Inventory

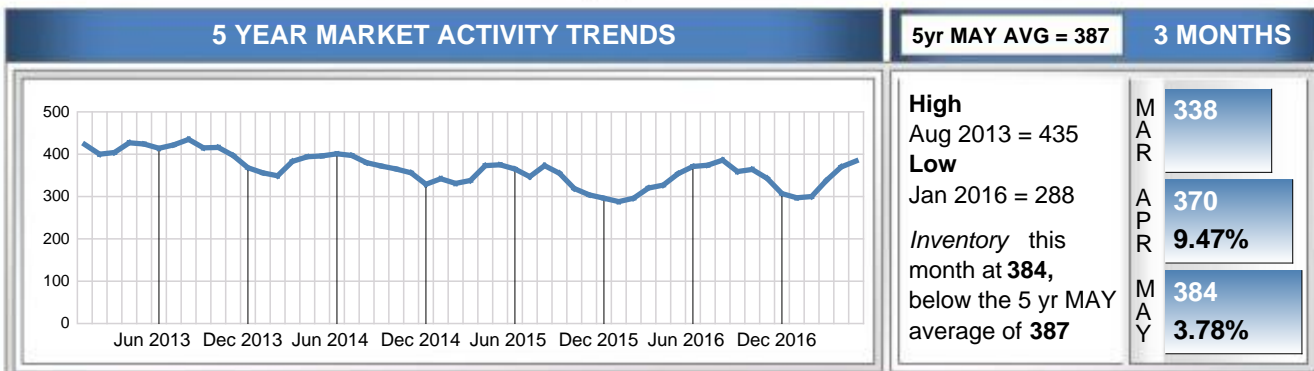
Report Produced on: Jun 12, 2017

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	29	7.55%	75.0	28	1	0	0	
\$20,001 \$40,000	57	14.84%	63.0	57	0	0	0	
\$40,001 \$70,000	59	15.36%	46.0	45	12	2	0	
\$70,001 \$130,000	91	23.70%	64.0	42	43	6	0	
\$130,001 \$220,000	56	14.58%	68.5	18	31	7	0	
\$220,001 \$360,000	53	13.80%	64.0	12	30	9	2	
\$360,001 and up	39	10.16%	68.0	10	17	9	3	
Total Active Inventory by Units:			384	64.0	212	134	33	5
Total Active Inventory by Volume:			59,518,920		19.51M	28.26M	9.01M	2.74M
Median Active Inventory Listing Price:			\$95,000		\$50,000	\$160,000	\$225,000	\$645,000



# Monthly Inventory Analysis

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## May 2017

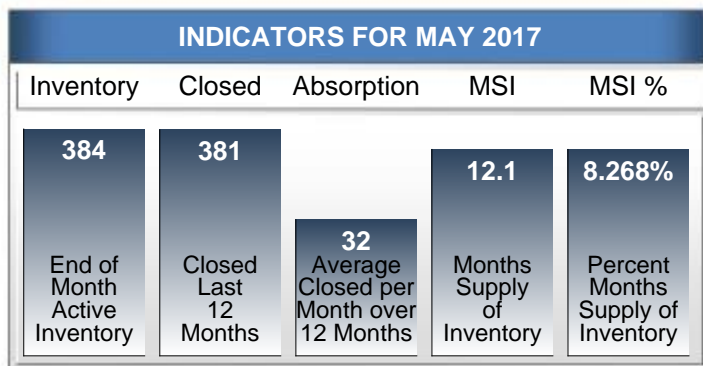
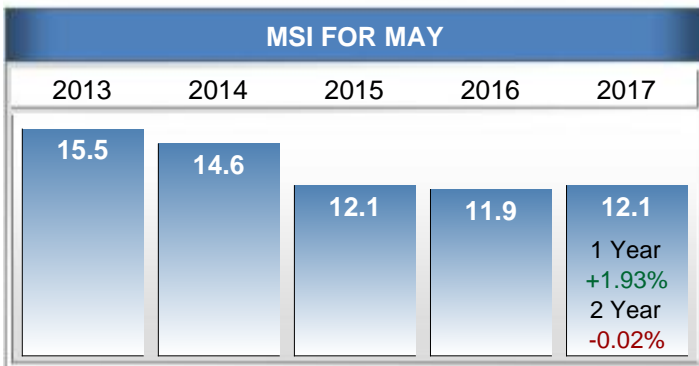
Active Inventory as of Jun 12, 2017



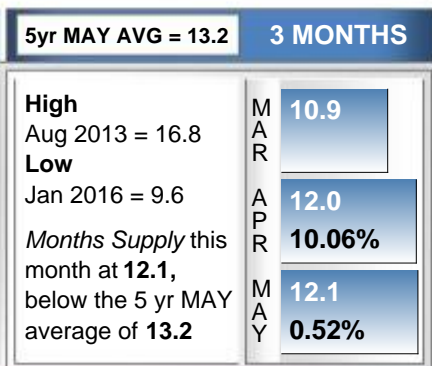
### Months Supply of Inventory

Report Produced on: Jun 12, 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	29	7.55%	12.0	19.8	1.0	0.0	0.0	
\$20,001 \$40,000	57	14.84%	18.0	27.4	0.0	0.0	0.0	
\$40,001 \$70,000	59	15.36%	11.8	24.5	4.5	4.0	0.0	
\$70,001 \$130,000	91	23.70%	9.8	16.8	7.5	6.0	0.0	
\$130,001 \$220,000	56	14.58%	7.6	13.5	6.4	5.6	0.0	
\$220,001 \$360,000	53	13.80%	16.7	72.0	20.0	7.7	6.0	
\$360,001 and up	39	10.16%	31.2	60.0	40.8	36.0	7.2	
MSI:	12.1			22.3	7.9	7.5	5.5	
Total Active Inventory:	384			212	134	33	5	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

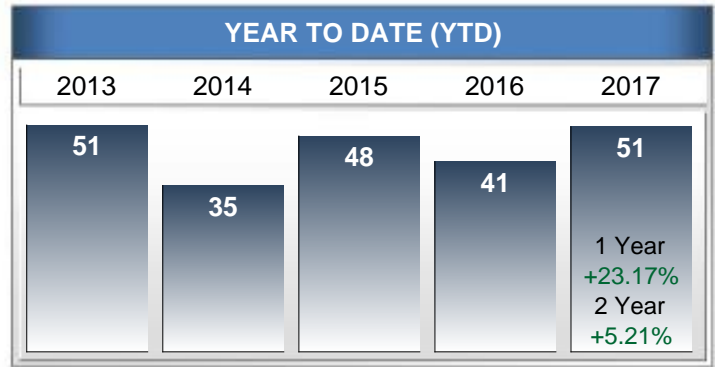
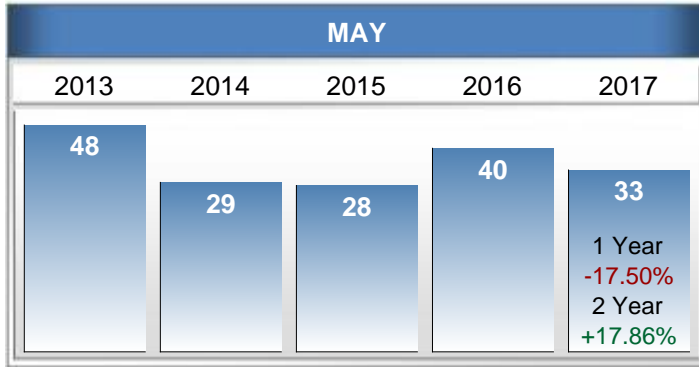
Closed Sales as of Jun 12, 2017



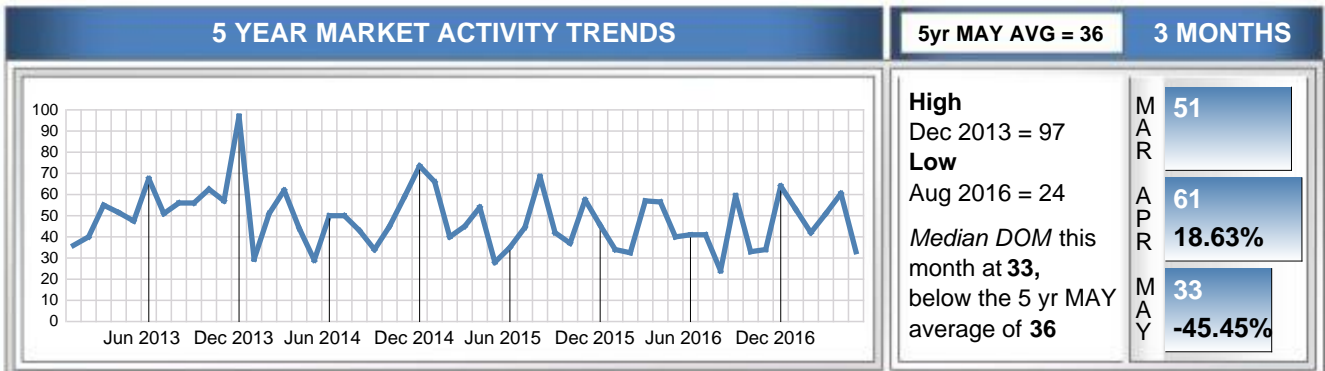
### Median Days on Market to Sale

Report Produced on: Jun 12, 2017

Area Delimited by County Of Mayes



Median Days on Market



#### 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+
\$40,000 and less	4			8.51%	49.5	73.5	66.0	22.0	0.0
\$40,001 \$70,000	7			14.89%	61.0	19.0	61.0	115.0	0.0
\$70,001 \$90,000	6			12.77%	40.0	7.0	88.0	0.0	0.0
\$90,001 \$130,000	12			25.53%	23.5	22.0	29.5	18.0	0.0
\$130,001 \$180,000	6			12.77%	38.5	0.0	27.0	50.0	0.0
\$180,001 \$300,000	7			14.89%	28.0	0.0	17.5	93.0	91.0
\$300,001 and up	5			10.64%	72.0	0.0	28.0	72.0	75.0
Median Closed DOM:					33.0	22.0	28.0	50.0	83.0
Total Closed Units:					47	13	23	9	2
Total Closed Volume:					15,602,026	1.01M	3.32M	1.85M	9.43M

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



# Monthly Inventory Analysis

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## May 2017

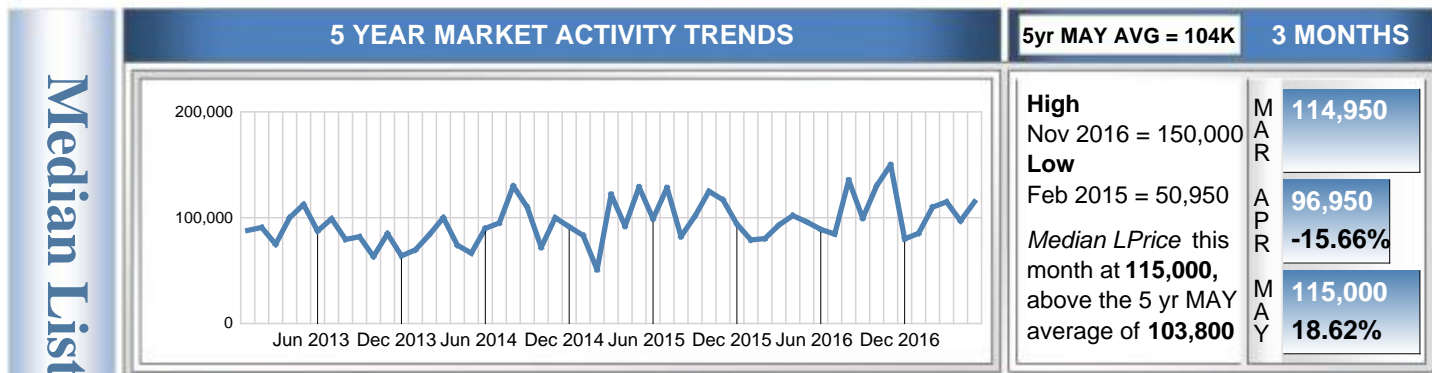
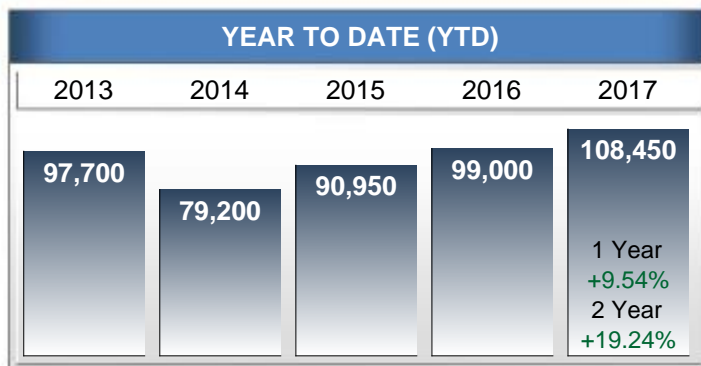
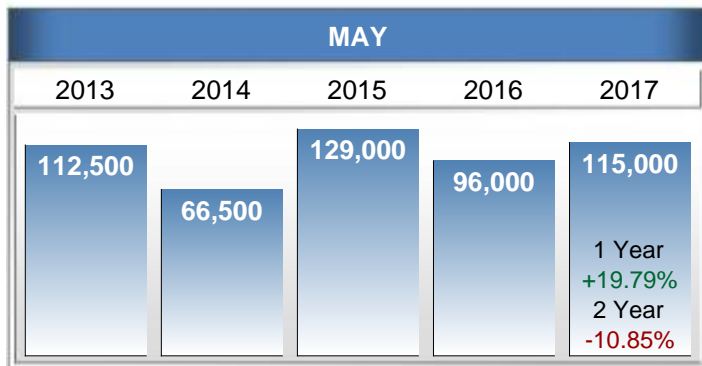
Closed Sales as of Jun 12, 2017



### Median List Price at Closing

Report Produced on: Jun 12, 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+
\$40,000 and less	4		8.51%	24,400	24,450	19,000	24,900	0
\$40,001 - \$70,000	5		10.64%	55,000	50,500	55,950	68,000	0
\$70,001 - \$90,000	8		17.02%	79,950	79,700	83,320	0	0
\$90,001 - \$130,000	10		21.28%	112,500	115,000	112,500	106,900	0
\$130,001 - \$180,000	8		17.02%	149,000	149,000	137,000	149,500	0
\$180,001 - \$300,000	8		17.02%	217,500	0	199,000	240,750	228,000
\$300,001 and up	4		8.51%	574,500	0	359,950	749,000	0,000,000
Median List Price:		\$115,000			\$79,900	\$118,500	\$149,500	\$5,114,000
Total Closed Units:		47			13	23	9	2
Total List Volume:		16,637,238			1.11M	3.42M	1.88M	10.23M





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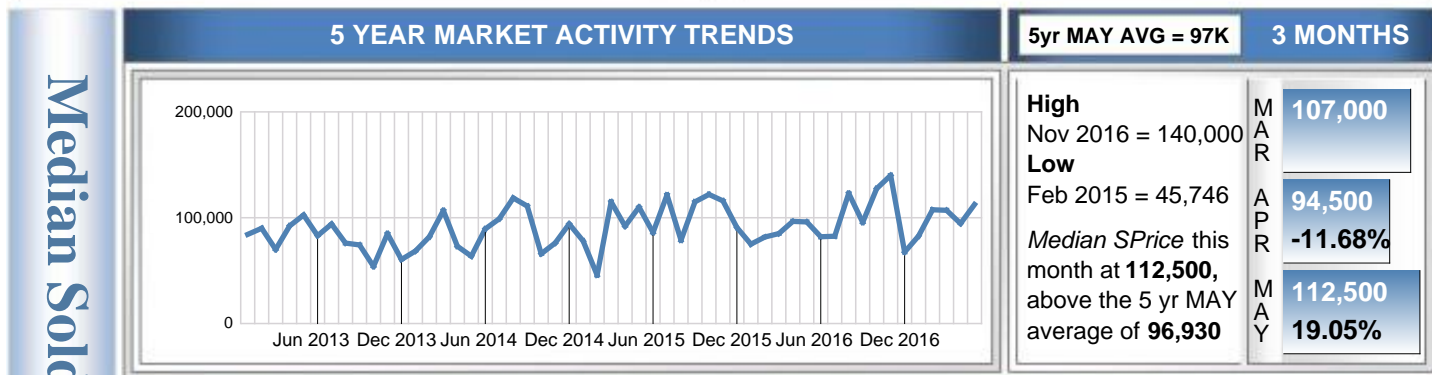
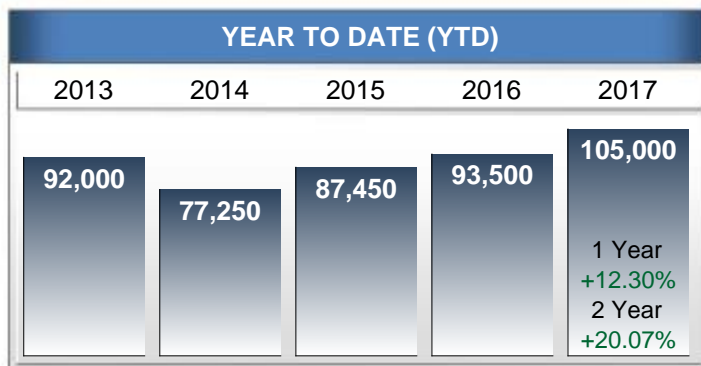
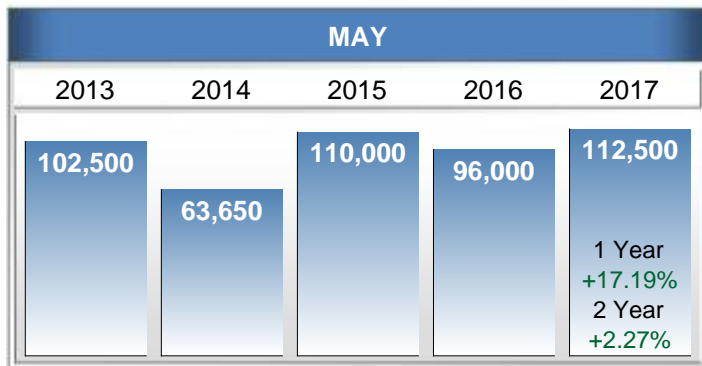
Closed Sales as of Jun 12, 2017



### Median Sold Price at Closing

Report Produced on: Jun 12, 2017

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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+
\$40,000 and less	4		8.51%	18,500	17,500	17,000	24,900	0
\$40,001 - \$70,000	7		14.89%	50,125	45,000	50,125	70,000	0
\$70,001 - \$90,000	6		12.77%	75,751	76,500	75,001	0	0
\$90,001 - \$130,000	12		25.53%	111,250	123,000	111,250	99,000	0
\$130,001 - \$180,000	6		12.77%	136,750	0	134,000	138,500	0
\$180,001 - \$300,000	7		14.89%	211,500	0	192,000	238,250	228,000
\$300,001 and up	5		10.64%	385,000	0	310,000	737,000	9,200,000
Median Closed Price:	\$112,500				\$76,500	\$118,500	\$138,500	\$4,714,000
Total Closed Units:	47				13	23	9	2
Total Closed Volume:	15,602,026				1.01M	3.32M	1.85M	9.43M



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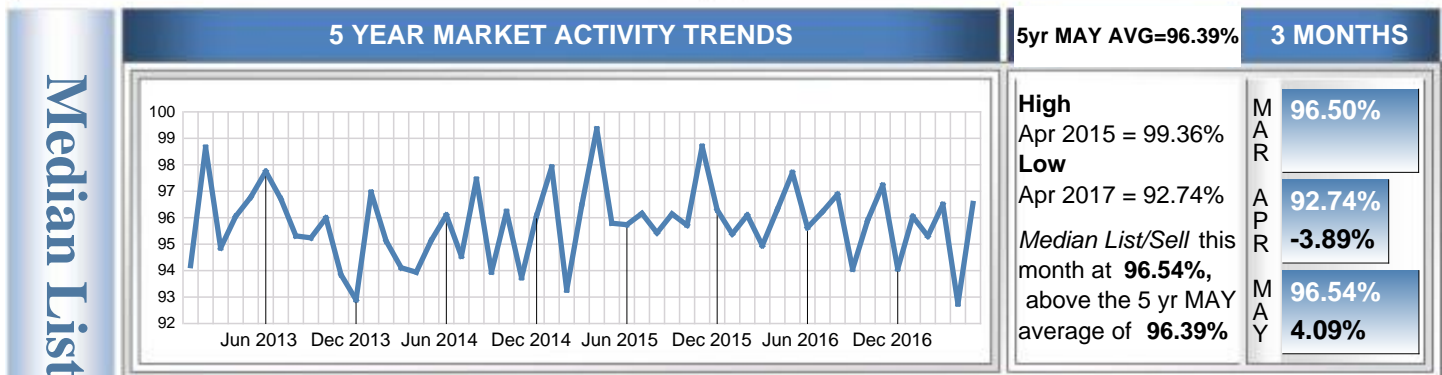
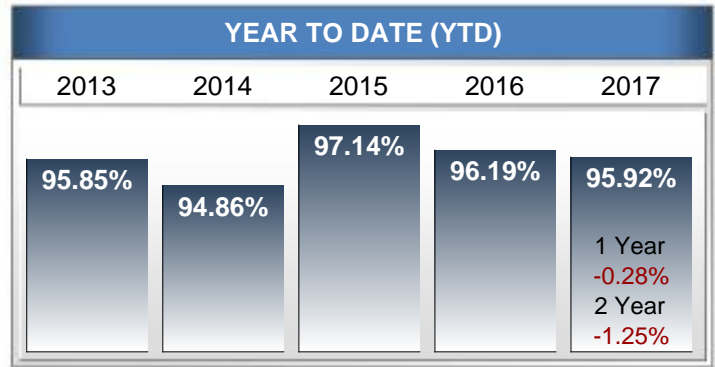
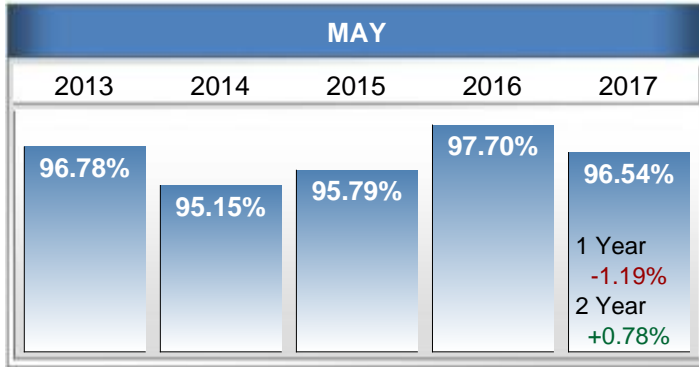
Closed Sales as of Jun 12, 2017



### 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+
\$40,000 and less	4	8.51%	84.74%	71.38%	89.47%	100.00%	0.00%
\$40,001 \$70,000	7	14.89%	82.76%	82.76%	82.46%	102.94%	0.00%
\$70,001 \$90,000	6	12.77%	95.05%	96.23%	90.00%	0.00%	0.00%
\$90,001 \$130,000	12	25.53%	96.42%	91.30%	97.14%	92.61%	0.00%
\$130,001 \$180,000	6	12.77%	97.54%	0.00%	97.81%	97.12%	0.00%
\$180,001 \$300,000	7	14.89%	100.00%	0.00%	100.00%	99.36%	100.00%
\$300,001 and up	5	10.64%	96.91%	0.00%	96.91%	98.40%	92.00%
Median List/Sell Ratio:	96.54%			91.30%	96.91%	98.40%	96.00%
Total Closed Units:	47			13	23	9	2
Total Closed Volume:	15,602,026			1.01M	3.32M	1.85M	9.43M



# Monthly Inventory Analysis

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## May 2017

Inventory as of Jun 12, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 32 Sales/Month

**Active Inventory** as of May 31, 2017 = 384

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	35	47	34.29%	137	164	19.71%
Pending Sales	29	26	-10.34%	150	167	11.33%
New Listings	89	75	-15.73%	489	511	4.50%
Median List Price	96,000	115,000	19.79%	99,000	108,450	9.54%
Median Sale Price	96,000	112,500	17.19%	93,500	105,000	12.30%
Median Percent of List Price to Selling Price	97.70%	96.54%	-1.19%	96.19%	95.92%	-0.28%
Median Days on Market to Sale	40.00	33.00	-17.50%	41.00	50.50	23.17%
Monthly Inventory	354	384	8.47%	354	384	8.47%
Months Supply of Inventory	11.87	12.09	1.93%	11.87	12.09	1.93%

