



April 2017

Area Delimited by County Of Cherokee

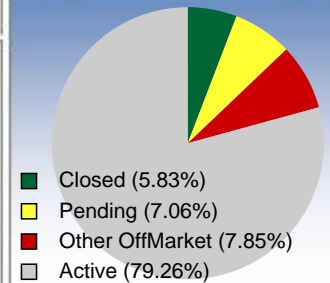


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of April 30, 2017 = **707**

	APRIL		
	2016	2017	+/- %
Closed Listings	55	52	-5.45%
Pending Listings	45	63	40.00%
New Listings	139	150	7.91%
Median List Price	104,900	99,500	-5.15%
Median Sale Price	108,000	94,500	-12.50%
Median Percent of List Price to Selling Price	96.75%	94.13%	-2.71%
Median Days on Market to Sale	42.00	70.00	66.67%
End of Month Inventory	775	707	-8.77%
Months Supply of Inventory	16.94	14.55	-14.09%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2017 decreased **8.77%** to 707 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **14.55** 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 **12.50%** in April 2017 to \$94,500 versus the previous year at \$108,000.

Median Days on Market Lengthens

The median number of **70.00** days that homes spent on the market before selling increased by 28.00 days or **66.67%** in April 2017 compared to last year's same month at **42.00** DOM.

Sales Success for April 2017 is Positive

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

There were 150 New Listings in April 2017, up **7.91%** from last year at 139. Furthermore, there were 52 Closed Listings this month versus last year at 55, a **-5.45%** decrease.

Closed versus Listed trends yielded a **34.7%** ratio, down from last year's April 2017 at **39.6%**, a **12.39%** downswing. This will certainly create pressure on a decreasing 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®

April 2017

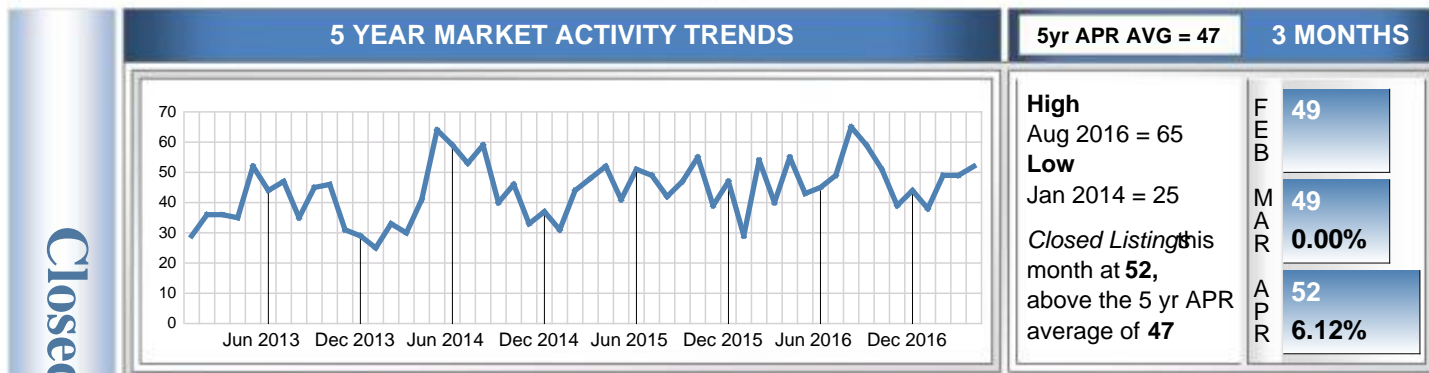
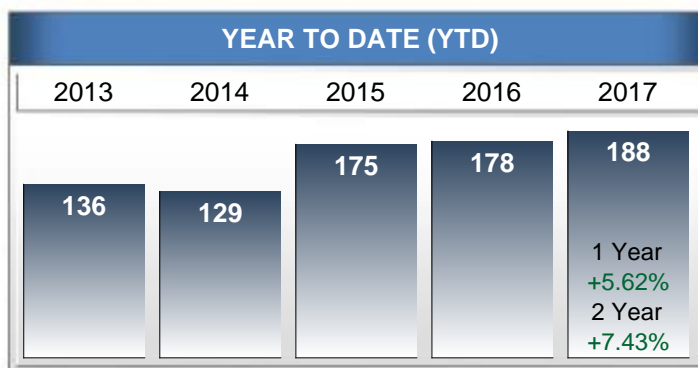
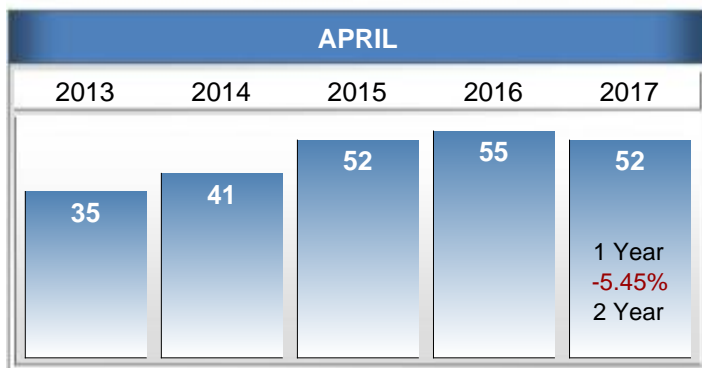
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



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	5	9.62%	121.0	5	0	0	0
\$20,001 - \$40,000	5	9.62%	85.0	3	2	0	0
\$40,001 - \$70,000	9	17.31%	102.0	2	7	0	0
\$70,001 - \$120,000	12	23.08%	49.5	3	8	1	0
\$120,001 - \$160,000	10	19.23%	17.0	2	8	0	0
\$160,001 - \$190,000	4	7.69%	47.0	1	1	2	0
\$190,001 and up	7	13.46%	25.0	1	3	3	0
Total Closed Units:	52		70.0	17	29	6	0.00B
Total Closed Volume:	5,915,849			1.21M	3.23M	1.47M	\$0
Median Closed Price:	\$94,500			\$52,500	\$99,000	\$189,170	



Monthly Inventory Analysis

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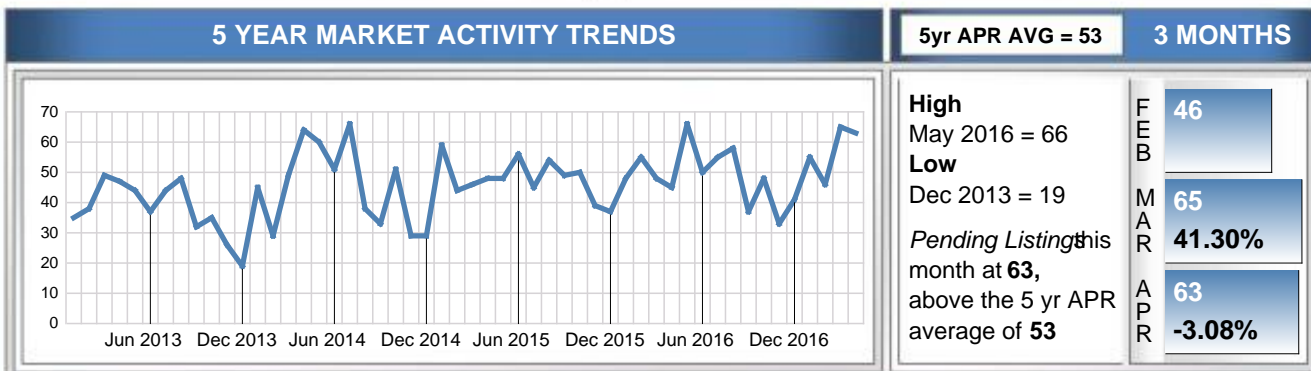
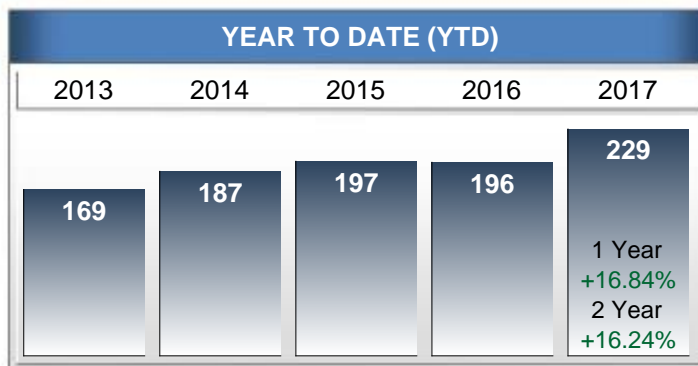
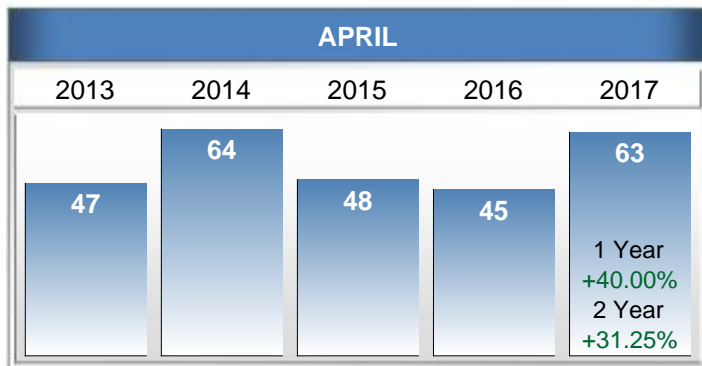
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



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	6	9.52%	83.0	5	1	0	0
\$20,001 \$40,000	8	12.70%	90.0	7	1	0	0
\$40,001 \$60,000	8	12.70%	62.0	7	1	0	0
\$60,001 \$110,000	15	23.81%	34.0	9	5	1	0
\$110,001 \$130,000	6	9.52%	19.5	5	1	0	0
\$130,001 \$200,000	13	20.63%	36.0	1	10	1	1
\$200,001 and up	7	11.11%	17.0	1	2	2	2
Total Pending Units:	63		36.0	35	21	4	3
Total Pending Volume:	6,770,471			2.62M	2.75M	648.90K	747.90K
Median Listing Price:	\$89,900			\$49,932	\$135,000	\$172,450	\$245,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

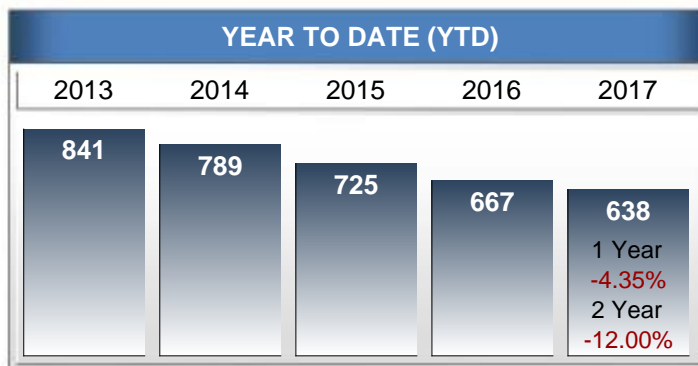
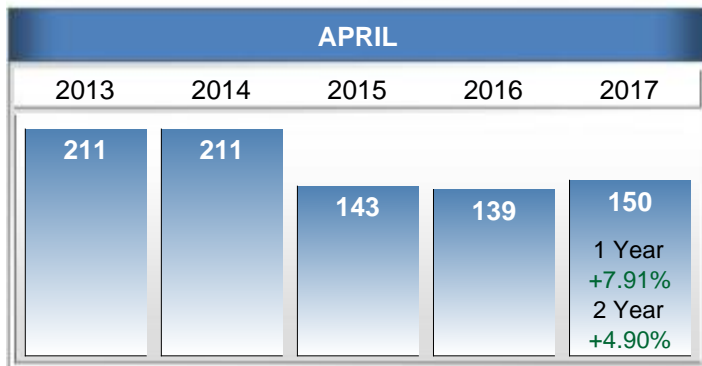
New Listings as of May 11, 2017



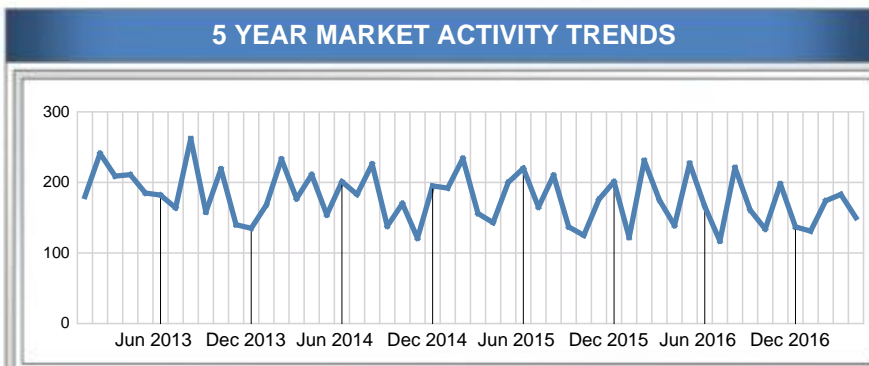
New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



New Listings
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5yr APR AVG = 171 **3 MONTHS**

High
Aug 2013 = 262

Low
Jul 2016 = 117

New Listings this month at **150**, below the 5 yr APR average of **171**

FEB	174
MAR	183
APR	150
-18.03%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	1.33%	2	0	0	0
\$10,001 - \$40,000	30	20.00%	25	5	0	0
\$40,001 - \$70,000	20	13.33%	13	5	2	0
\$70,001 - \$120,000	39	26.00%	22	14	3	0
\$120,001 - \$180,000	25	16.67%	7	17	1	0
\$180,001 - \$310,000	19	12.67%	3	11	3	2
\$310,001 and up	15	10.00%	6	3	3	3
Total New Listed Units:	150		78	55	12	5
Total New Listed Volume:	20,865,617		8.90M	8.03M	2.34M	1.60M
Median New Listed Listing Price:	\$102,250		\$69,900	\$135,000	\$156,700	\$320,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

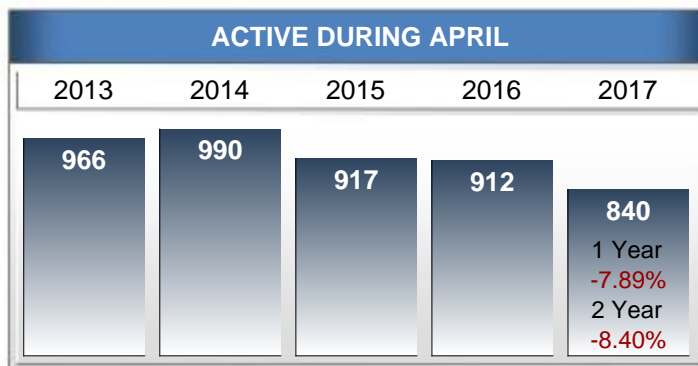
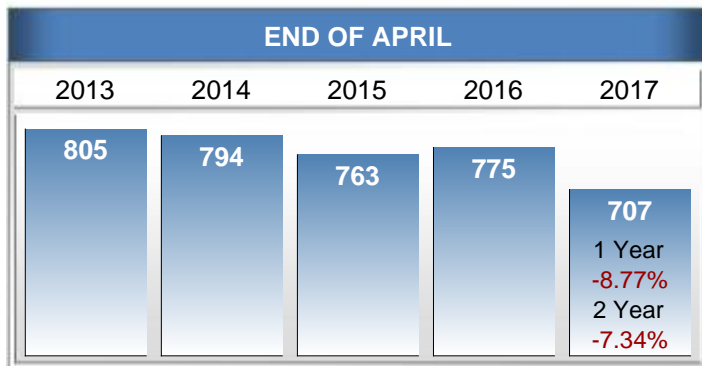
Active Inventory as of May 11, 2017



Active Inventory

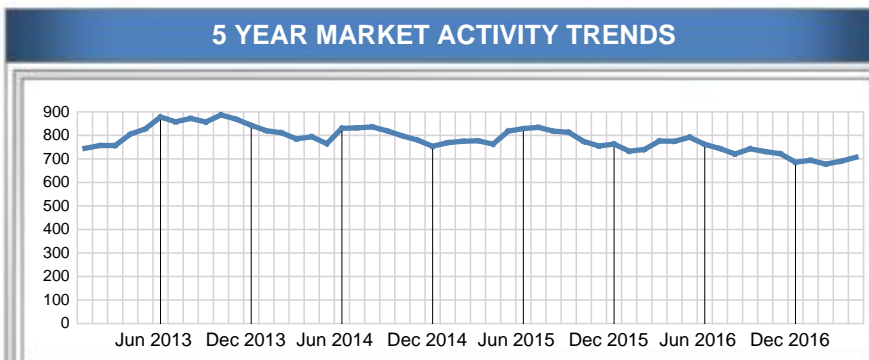
Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



Active Inventory

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5yr APR AVG = 769 **3 MONTHS**

High
Oct 2013 = 887

Low
Feb 2017 = 678

Inventory this month at **707**, below the 5 yr APR average of **769**

FEB	678
MAR	690
APR	707
1.77%	
2.46%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	26	3.68%	89.5	26	0	0	0		
\$10,001 - \$20,000	100	14.14%	66.0	98	2	0	0		
\$20,001 - \$50,000	107	15.13%	87.0	94	12	1	0		
\$50,001 - \$110,000	214	30.27%	95.0	168	37	9	0		
\$110,001 - \$160,000	96	13.58%	52.0	27	56	10	3		
\$160,001 - \$290,000	89	12.59%	65.0	26	46	14	3		
\$290,001 and up	75	10.61%	82.0	30	19	19	7		
Total Active Inventory by Units:				707	75.0	469	172	53	13
Total Active Inventory by Volume:				100,668,583		48.30M	28.54M	19.41M	4.42M
Median Active Inventory Listing Price:				\$75,000		\$59,900	\$139,900	\$232,500	\$349,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

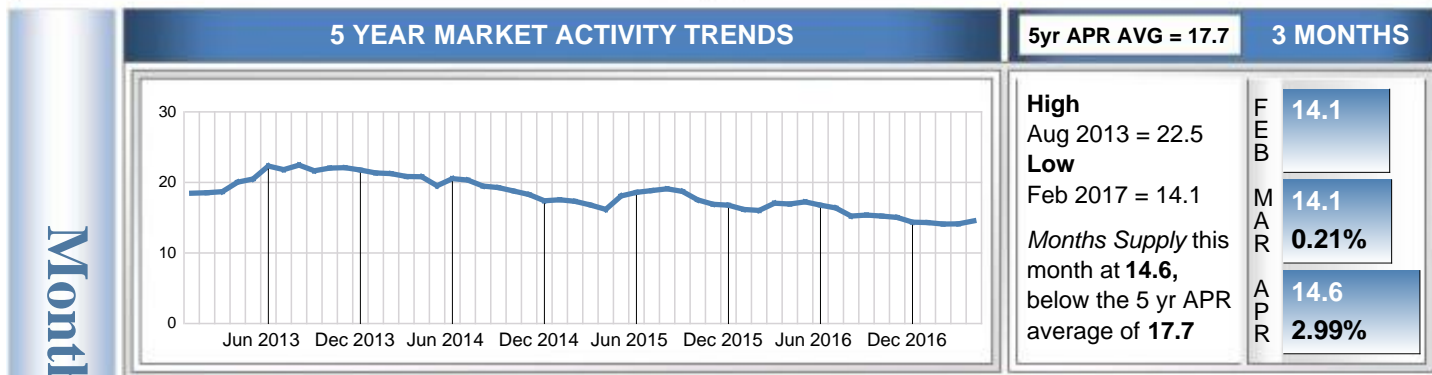
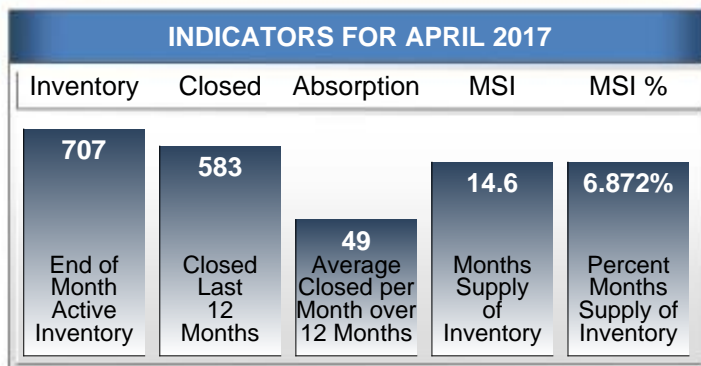
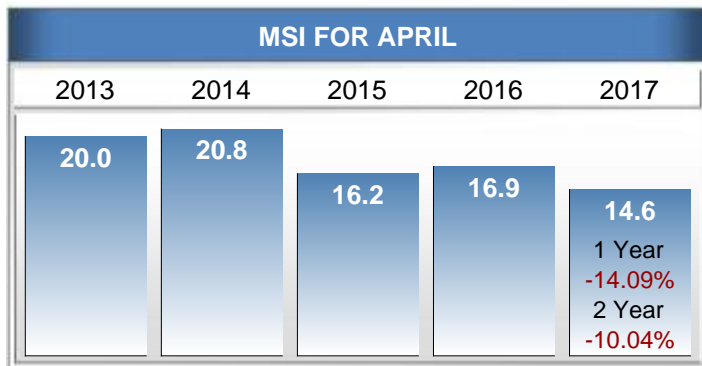
Active Inventory as of May 11, 2017



Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



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+
\$10,000 and less	26	3.68%	24.0	26.0	0.0	0.0	0.0
\$10,001 \$20,000	100	14.14%	26.7	32.7	4.0	0.0	0.0
\$20,001 \$50,000	107	15.13%	12.8	21.7	3.7	1.5	0.0
\$50,001 \$110,000	214	30.27%	15.2	36.0	4.6	7.2	0.0
\$110,001 \$160,000	96	13.58%	8.7	20.3	6.3	13.3	36.0
\$160,001 \$290,000	89	12.59%	11.1	19.5	11.0	6.5	9.0
\$290,001 and up	75	10.61%	33.3	40.0	22.8	57.0	21.0
MSI:			14.6	28.6	6.7	9.8	13.0
Total Active Inventory:			707	469	172	53	13



Monthly Inventory Analysis

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April 2017

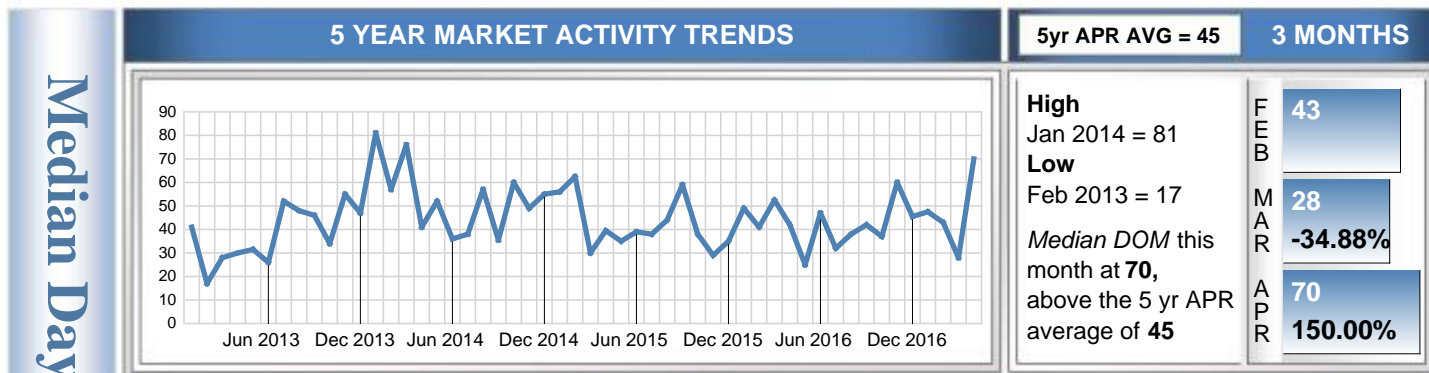
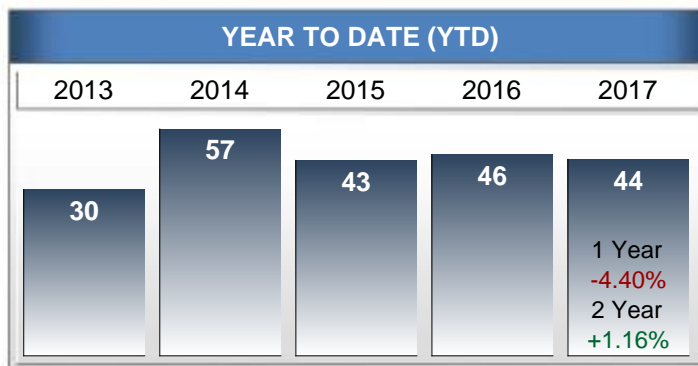
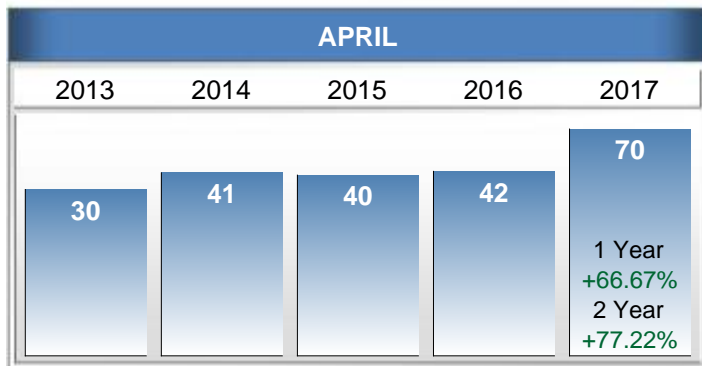
Closed Sales as of May 11, 2017



Median Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



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+
\$20,000 and less	5			9.62%	121.0	121.0	0.0	0.0	0.0
\$20,001 \$40,000	5			9.62%	85.0	85.0	81.0	0.0	0.0
\$40,001 \$70,000	9			17.31%	102.0	86.5	139.0	0.0	0.0
\$70,001 \$120,000	12			23.08%	49.5	2.0	72.5	38.0	0.0
\$120,001 \$160,000	10			19.23%	17.0	4.0	21.0	0.0	0.0
\$160,001 \$190,000	4			7.69%	47.0	86.0	1.0	47.0	0.0
\$190,001 and up	7			13.46%	25.0	25.0	102.0	7.0	0.0
Median Closed DOM:	70.0					82.0	76.0	21.5	0.0
Total Closed Units:	52					17	29	6	0
Total Closed Volume:	5,915,849					1.21M	3.23M	1.47M	0.00B



Monthly Inventory Analysis

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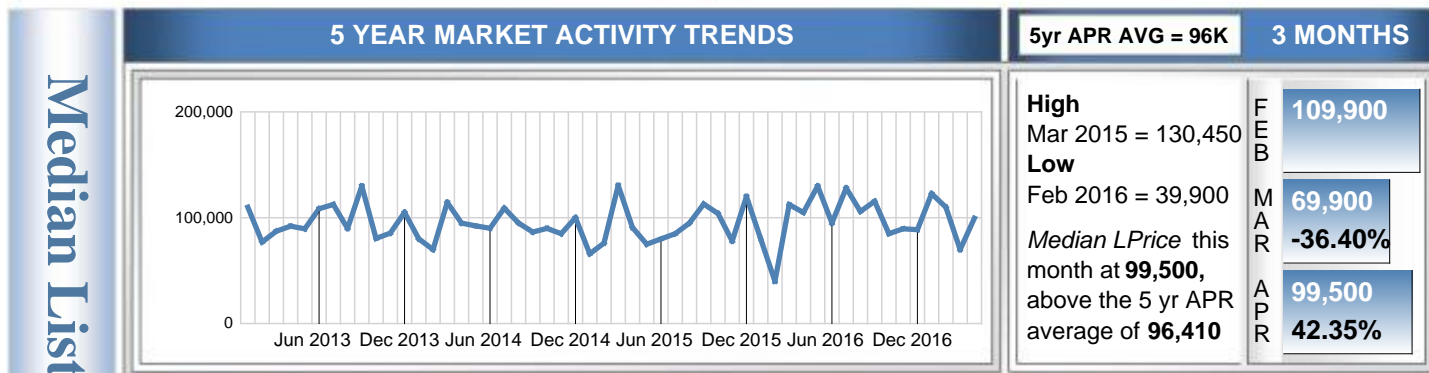
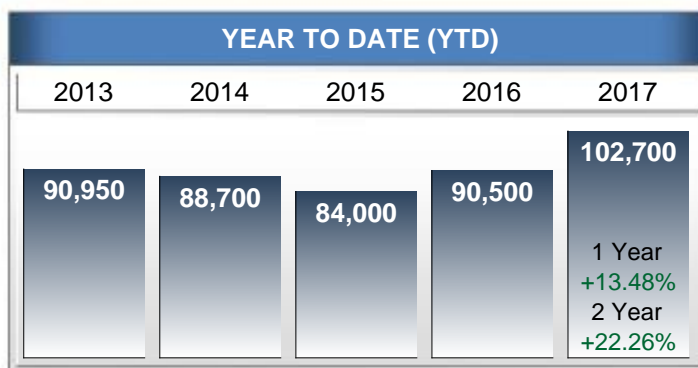
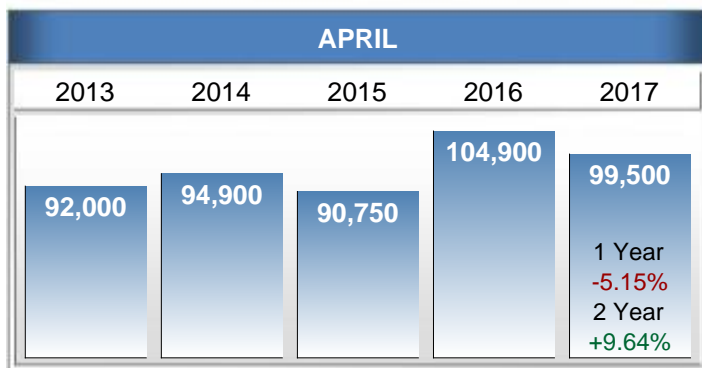
Closed Sales as of May 11, 2017



Median List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



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+
\$20,000 and less	1		1.92%	15,000	15,000	0	0	0
\$20,001 \$40,000	6		11.54%	24,400	23,400	39,900	0	0
\$40,001 \$70,000	12		23.08%	57,950	54,000	60,000	0	0
\$70,001 \$120,000	13		25.00%	99,000	99,000	93,500	116,900	0
\$120,001 \$160,000	7		13.46%	129,900	135,950	129,900	0	0
\$160,001 \$190,000	6		11.54%	175,575	181,250	169,900	177,900	0
\$190,001 and up	7		13.46%	219,900	204,900	240,000	214,900	0
Median List Price:		\$99,500			\$67,900	\$102,900	\$194,700	\$0
Total Closed Units:		52			17	29	6	
Total List Volume:		6,348,198			1.34M	3.48M	1.54M	0.00B



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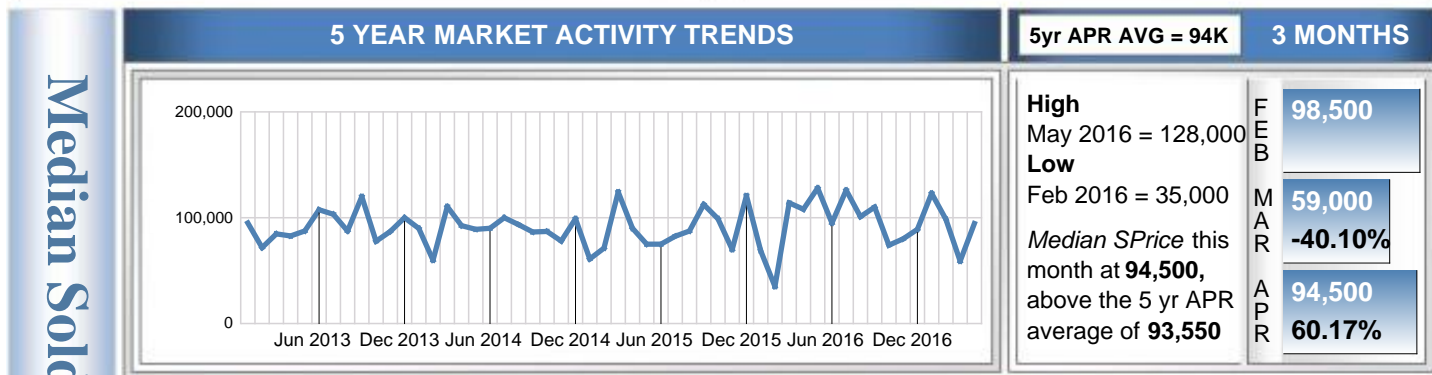
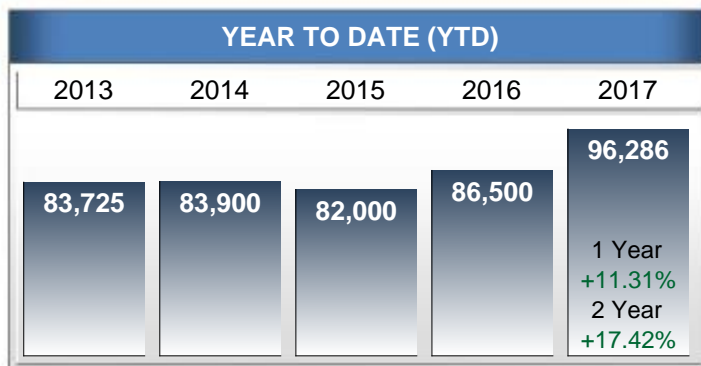
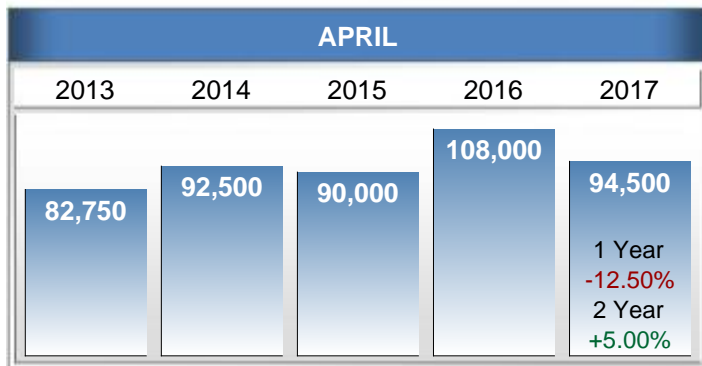
Closed Sales as of May 11, 2017



Median Sold Price at Closing

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Area Delimited by County Of Cherokee



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	5		9.62%	18,500	18,500	0	0	0
\$20,001 \$40,000	5		9.62%	36,500	32,500	36,800	0	0
\$40,001 \$70,000	9		17.31%	55,000	57,250	55,000	0	0
\$70,001 \$120,000	12		23.08%	88,500	85,000	88,500	115,000	0
\$120,001 \$160,000	10		19.23%	132,100	138,250	132,100	0	0
\$160,001 \$190,000	4		7.69%	177,500	170,000	185,000	175,950	0
\$190,001 and up	7		13.46%	214,900	204,900	225,000	214,900	0
Median Closed Price:		\$94,500			\$52,500	\$99,000	\$189,170	\$0
Total Closed Units:		52			17	29	6	0
Total Closed Volume:		5,915,849			1.21M	3.23M	1.47M	0.00B



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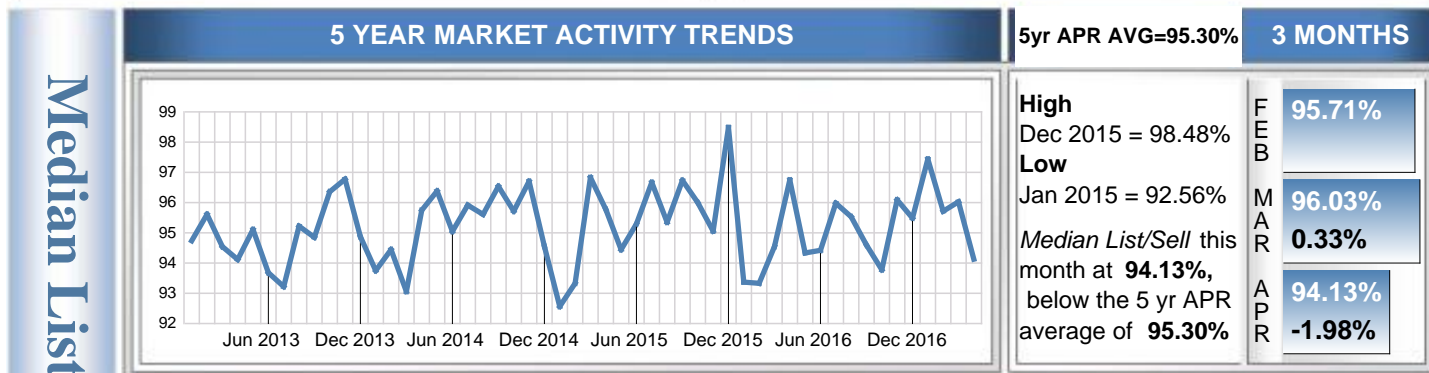
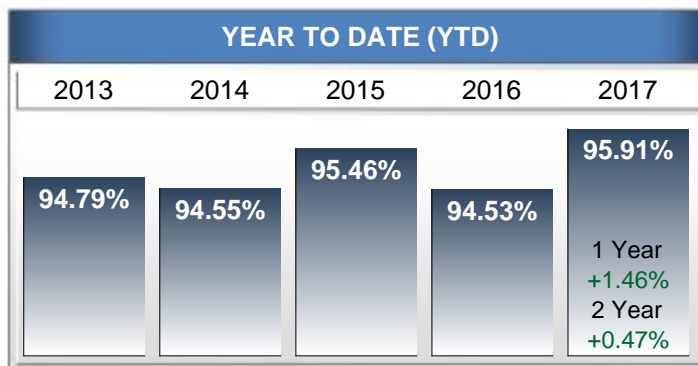
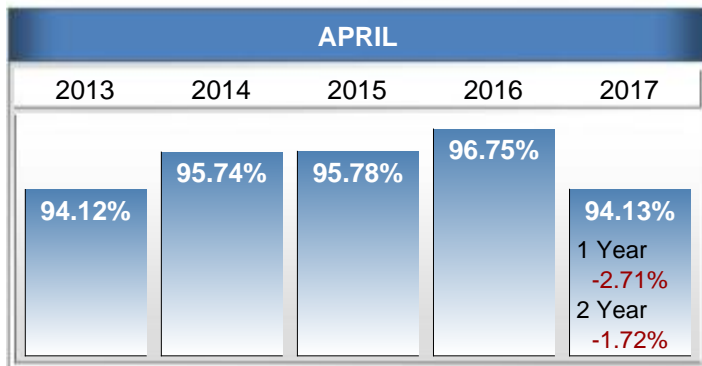
Closed Sales as of May 11, 2017



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+
\$20,000 and less	5	9.62%	83.68%	83.68%	0.00%	0.00%	0.00%
\$20,001 \$40,000	5	9.62%	91.48%	86.36%	92.23%	0.00%	0.00%
\$40,001 \$70,000	9	17.31%	91.67%	83.21%	92.14%	0.00%	0.00%
\$70,001 \$120,000	12	23.08%	97.63%	94.08%	97.63%	98.37%	0.00%
\$120,001 \$160,000	10	19.23%	98.54%	101.89%	98.53%	0.00%	0.00%
\$160,001 \$190,000	4	7.69%	95.61%	93.79%	97.42%	96.57%	0.00%
\$190,001 and up	7	13.46%	93.75%	100.00%	89.59%	100.00%	0.00%
Median List/Sell Ratio:	94.13%			91.31%	95.15%	98.89%	0.00%
Total Closed Units:	52			17	29	6	
Total Closed Volume:	5,915,849			1.21M	3.23M	1.47M	0.00B



Monthly Inventory Analysis

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April 2017

Inventory as of May 11, 2017



Market Summary

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Area Delimited by County Of Cherokee



Absorption: Last 12 months, an Average of 49 Sales/Month

Active Inventory as of April 30, 2017 = 707

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	55	52	-5.45%	178	188	5.62%
Pending Sales	45	63	40.00%	196	229	16.84%
New Listings	139	150	7.91%	667	638	-4.35%
Median List Price	104,900	99,500	-5.15%	90,500	102,700	13.48%
Median Sale Price	108,000	94,500	-12.50%	86,500	96,286	11.31%
Median Percent of List Price to Selling Price	96.75%	94.13%	-2.71%	94.53%	95.91%	1.46%
Median Days on Market to Sale	42.00	70.00	66.67%	45.50	43.50	-4.40%
Monthly Inventory	775	707	-8.77%	775	707	-8.77%
Months Supply of Inventory	16.94	14.55	-14.09%	16.94	14.55	-14.09%

