



May 2017

Area Delimited by County Of Cherokee

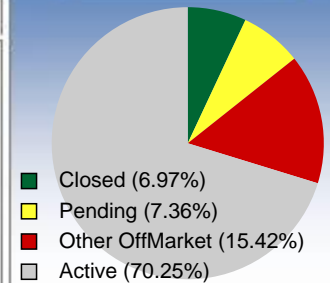


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of May 31, 2017 = **706**

	MAY		
	2016	2017	+/- %
Closed Listings	43	70	62.79%
Pending Listings	66	74	12.12%
New Listings	227	227	0.00%
Average List Price	170,479	122,361	-28.23%
Average Sale Price	160,360	117,236	-26.89%
Average Percent of List Price to Selling Price	92.56%	95.18%	2.83%
Average Days on Market to Sale	41.14	46.30	12.54%
End of Month Inventory	792	706	-10.86%
Months Supply of Inventory	17.25	13.89	-19.48%

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) Decreases

The total housing inventory at the end of May 2017 decreased **10.86%** to 706 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **13.89** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **26.89%** in May 2017 to \$117,236 versus the previous year at \$160,360.

Average Days on Market Lengthens

The average number of **46.30** days that homes spent on the market before selling increased by 5.16 days or **12.54%** in May 2017 compared to last year's same month at **41.14** DOM.

Sales Success for May 2017 is Positive

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

There were 227 New Listings in May 2017, down **0.00%** from last year at 227. Furthermore, there were 70 Closed Listings this month versus last year at 43, a **62.79%** increase.

Closed versus Listed trends yielded a **30.8%** ratio, up from previous year's, May 2016, at **18.9%**, a **62.79%** upswing. 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

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May 2017

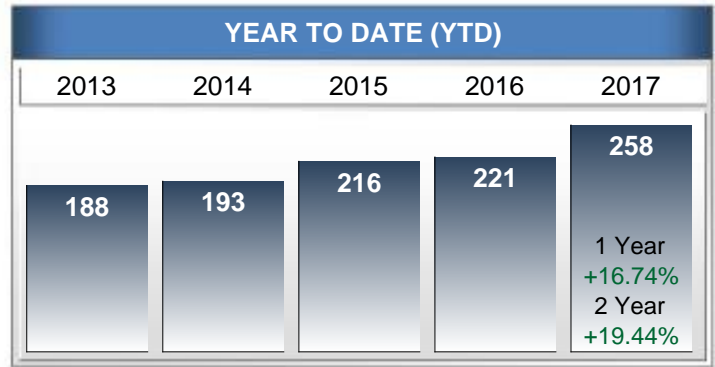
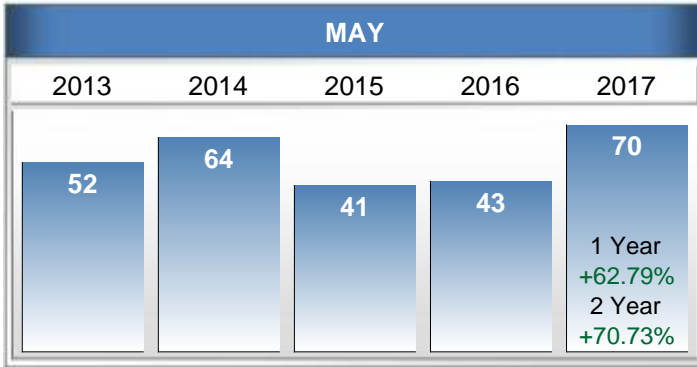
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	10.00%	62.3	6	1	0	0
\$30,001 \$40,000	4	5.71%	83.3	3	1	0	0
\$40,001 \$70,000	14	20.00%	51.6	10	4	0	0
\$70,001 \$120,000	16	22.86%	37.7	7	6	3	0
\$120,001 \$180,000	13	18.57%	47.5	1	11	1	0
\$180,001 \$230,000	9	12.86%	29.4	1	3	5	0
\$230,001 and up	7	10.00%	37.7	1	2	3	1
Total Closed Units: 70				46.3			
Total Closed Volume: 8,206,522				2.10M 3.53M 2.33M 245.00K			
Average Closed Price: \$117,236				\$72,412 \$126,247 \$193,888 \$245,000			



Monthly Inventory Analysis

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May 2017

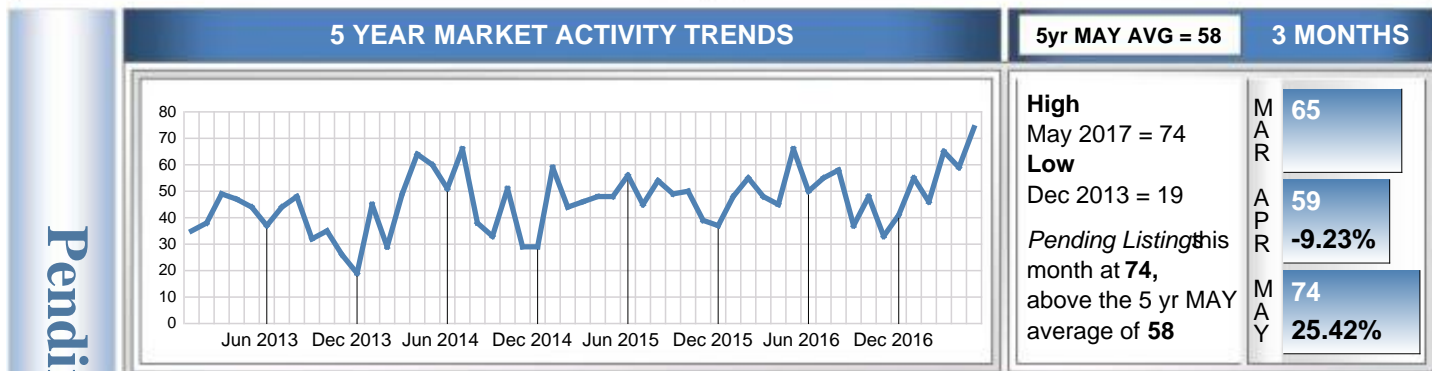
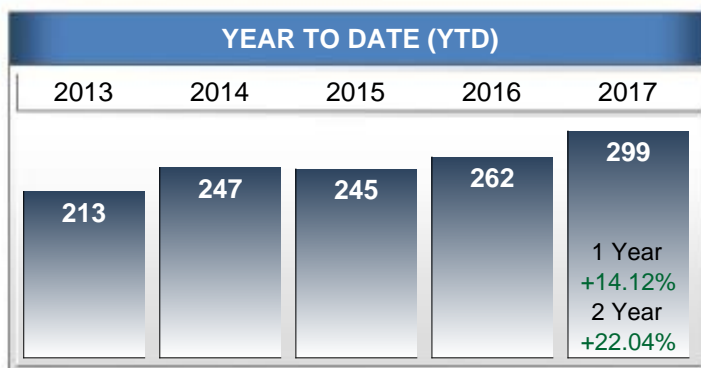
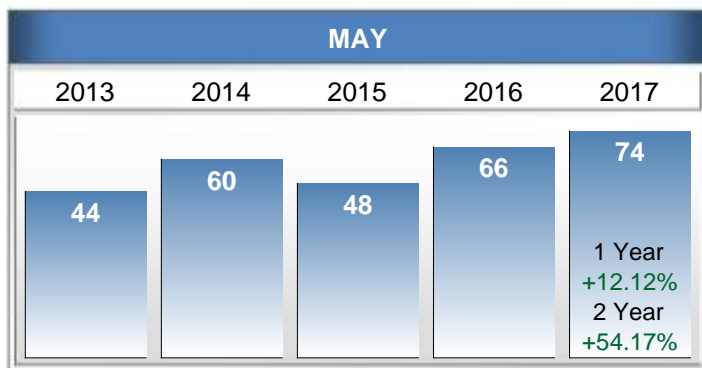
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



Pending Listings

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 Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	8.11%	76.2	6	0	0	0
\$30,001 - \$70,000	9	12.16%	61.4	4	5	0	0
\$70,001 - \$110,000	15	20.27%	51.5	4	8	3	0
\$110,001 - \$150,000	16	21.62%	40.9	3	10	3	0
\$150,001 - \$210,000	10	13.51%	76.6	0	10	0	0
\$210,001 - \$300,000	10	13.51%	74.7	4	5	1	0
\$300,001 and up	8	10.81%	49.3	1	4	2	1
Total Pending Units: 74				41.0			
Total Pending Volume: 11,111,402				2.33M 6.79M 1.56M 424.90K			
Average Listing Price: \$123,260				\$106,043 \$161,675 \$173,689 \$424,900			



Monthly Inventory Analysis

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May 2017

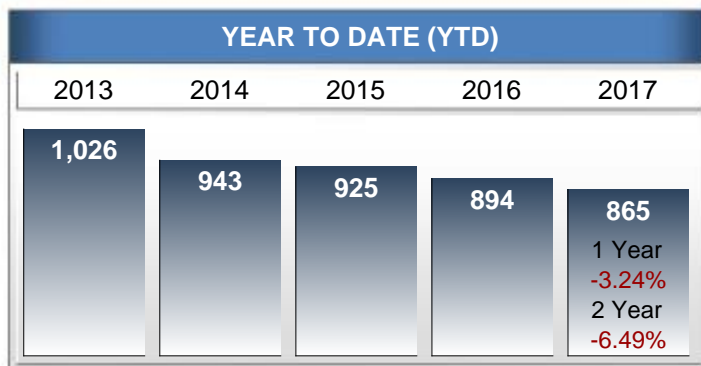
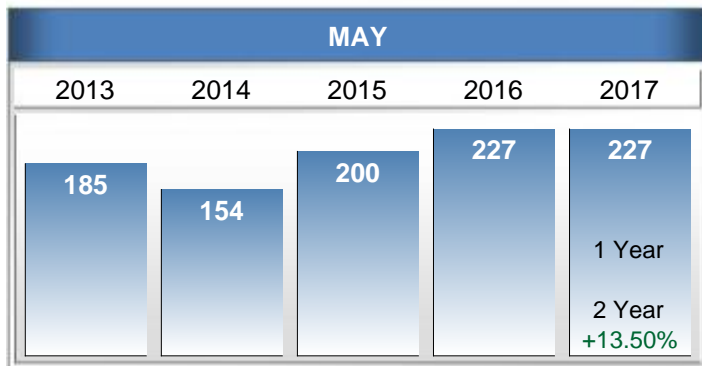
New Listings as of Jun 12, 2017



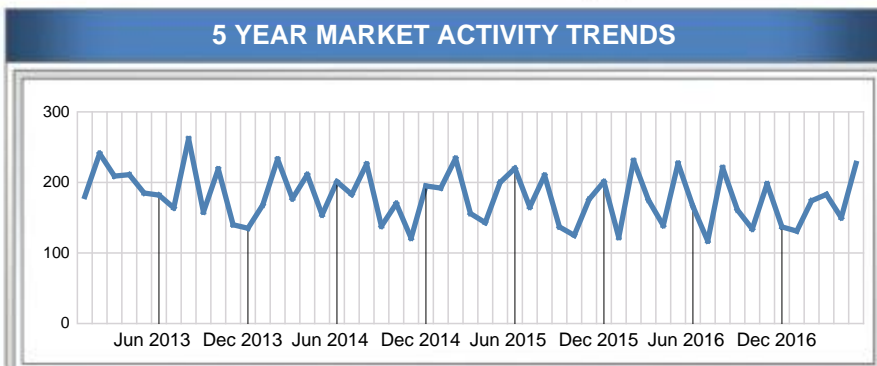
New Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



New Listings
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5yr MAY AVG = 199 **3 MONTHS**

High
Aug 2013 = 262

Low
Jul 2016 = 117

New Listings this month at **227**, above the 5 yr MAY average of **199**

MAR	183
APR	150
MAY	227

-18.03%

51.33%

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	18	7.93%	18	0	0	0	
\$20,001 \$50,000	27	11.89%	26	1	0	0	
\$50,001 \$60,000	15	6.61%	13	1	1	0	
\$60,001 \$90,000	78	34.36%	71	7	0	0	
\$90,001 \$160,000	35	15.42%	13	17	5	0	
\$160,001 \$280,000	30	13.22%	7	18	4	1	
\$280,001 and up	24	10.57%	6	10	6	2	
Total New Listed Units:			227	154	54	16	3
Total New Listed Volume:			29,367,953	13.59M	10.51M	4.24M	1.02M
Average New Listed Listing Price:			\$135,000	\$88,260	\$194,695	\$265,113	\$340,167



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

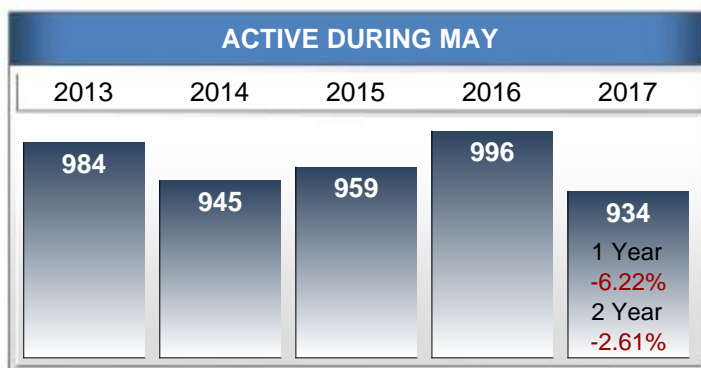
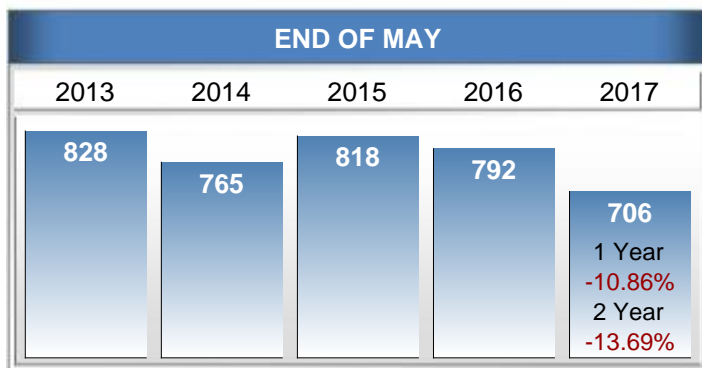
Active Inventory as of Jun 12, 2017



Active Inventory

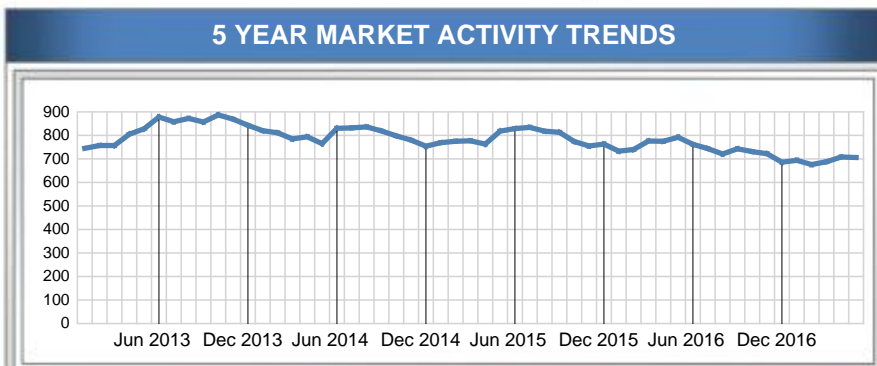
Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr MAY AVG = 782 **3 MONTHS**

High
Oct 2013 = 887

Low
Feb 2017 = 676

Inventory this month at **706**, below the 5 yr MAY average of **782**

MAR	688
APR	708
MAY	706
2.91%	
-0.28%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	23	3.26%	91.6	23	0	0	0	
\$10,001 - \$20,000	100	14.16%	94.1	98	2	0	0	
\$20,001 - \$50,000	119	16.86%	87.2	105	13	1	0	
\$50,001 - \$90,000	180	25.50%	60.7	151	24	5	0	
\$90,001 - \$150,000	111	15.72%	72.0	45	52	11	3	
\$150,001 - \$290,000	101	14.31%	61.6	29	52	17	3	
\$290,001 and up	72	10.20%	87.0	29	18	18	7	
Total Active Inventory by Units:			706	75.5	480	161	52	13
Total Active Inventory by Volume:			96,554,710		48.10M	26.80M	17.31M	4.33M
Average Active Inventory Listing Price:			\$136,763		\$100,215	\$166,489	\$332,937	\$333,385



Monthly Inventory Analysis

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May 2017

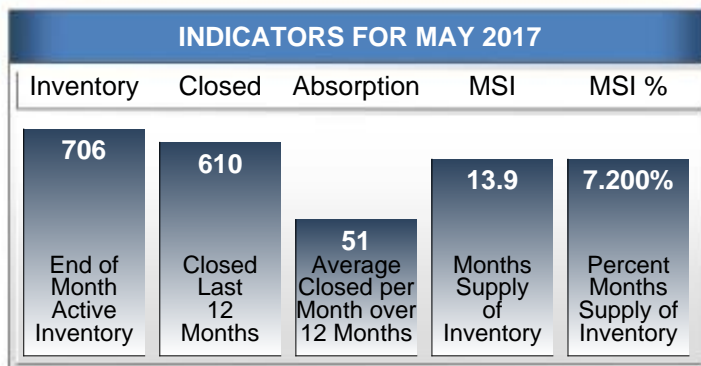
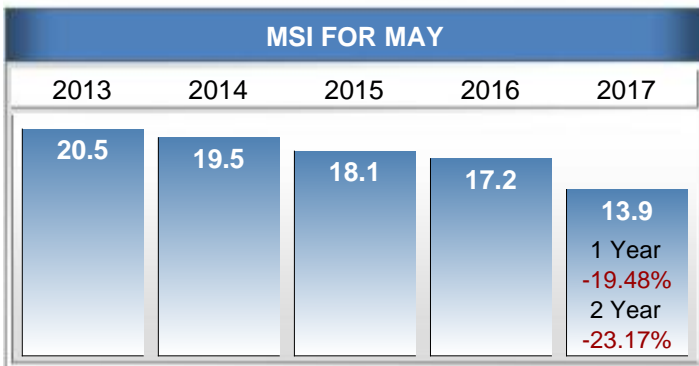
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

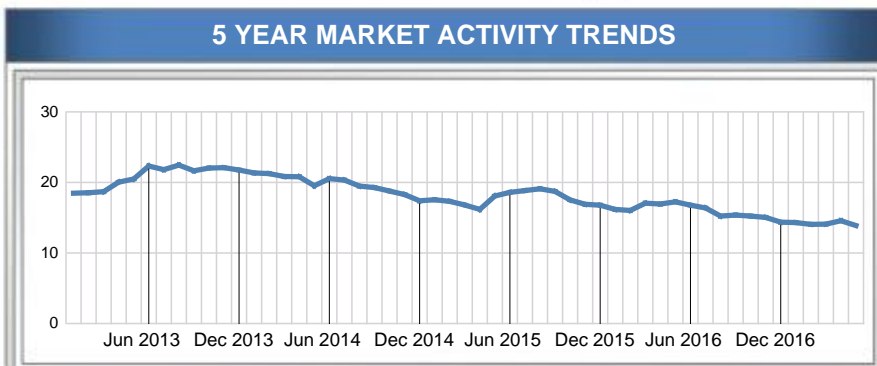
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Months Supply

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5yr MAY AVG = 17.8	3 MONTHS
High Aug 2013 = 22.5 Low May 2017 = 13.9 <i>Months Supply</i> this month at 13.9 , below the 5 yr MAY average of 17.8	M A R 14.1 A P R 14.6 M A Y 13.9 3.44% -4.70%

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	23		3.26%	18.4	19.7	0.0	0.0	0.0
\$10,001 \$20,000	100		14.16%	27.3	32.7	4.0	0.0	0.0
\$20,001 \$50,000	119		16.86%	13.3	22.1	3.8	1.5	0.0
\$50,001 \$90,000	180		25.50%	17.3	37.8	4.6	5.0	0.0
\$90,001 \$150,000	111		15.72%	7.7	18.0	4.8	12.0	36.0
\$150,001 \$290,000	101		14.31%	9.9	21.8	9.0	6.2	9.0
\$290,001 and up	72		10.20%	34.6	38.7	30.9	36.0	28.0
MSI:		13.9			27.4	6.1	8.7	14.2
Total Active Inventory:		706			480	161	52	13



Monthly Inventory Analysis

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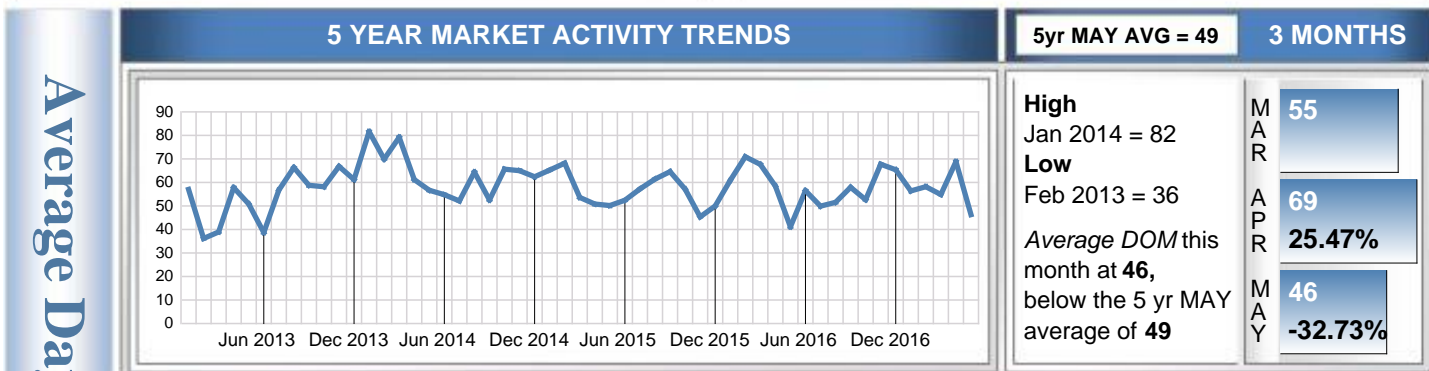
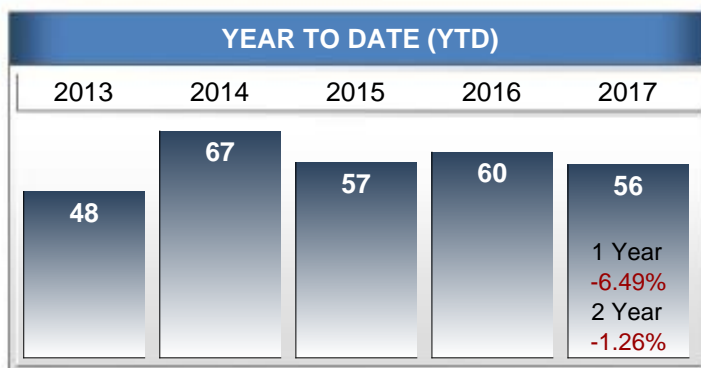
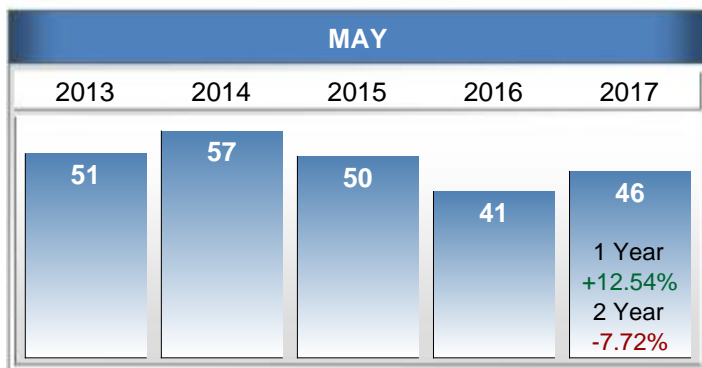
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	10.00%	62.3	71.7	6.0	0.0	0.0
\$30,001 \$40,000	4	5.71%	83.3	90.0	63.0	0.0	0.0
\$40,001 \$70,000	14	20.00%	51.6	38.0	85.8	0.0	0.0
\$70,001 \$120,000	16	22.86%	37.7	35.0	44.8	29.7	0.0
\$120,001 \$180,000	13	18.57%	47.5	4.0	48.2	83.0	0.0
\$180,001 \$230,000	9	12.86%	29.4	47.0	16.7	33.6	0.0
\$230,001 and up	7	10.00%	37.7	72.0	24.0	47.3	2.0
Average Closed DOM: 46.3				49.9	46.8	40.2	2.0
Total Closed Units: 70				29	28	12	1
Total Closed Volume: 8,206,522				2.10M	3.53M	2.33M	245.00K



Monthly Inventory Analysis

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May 2017

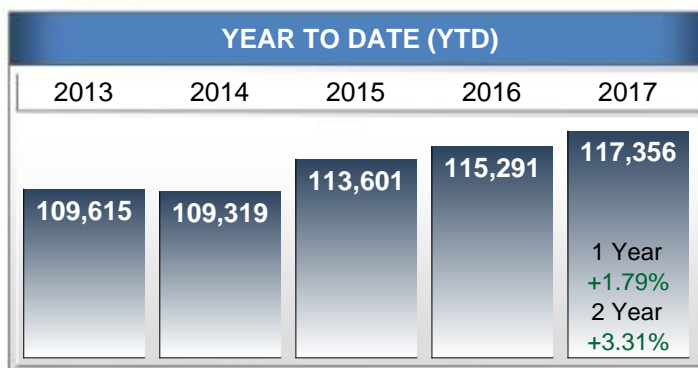
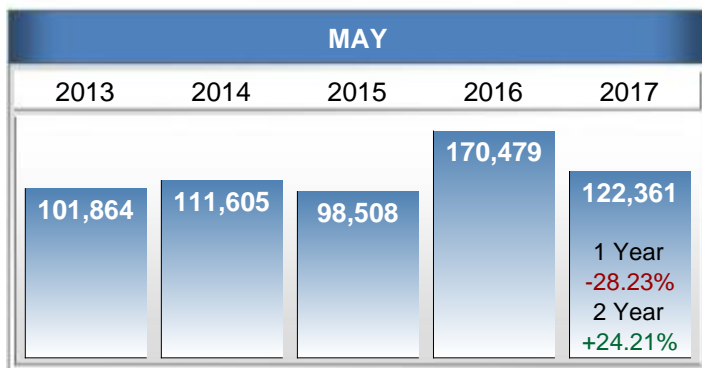
Closed Sales as of Jun 12, 2017



Average List Price at Closing

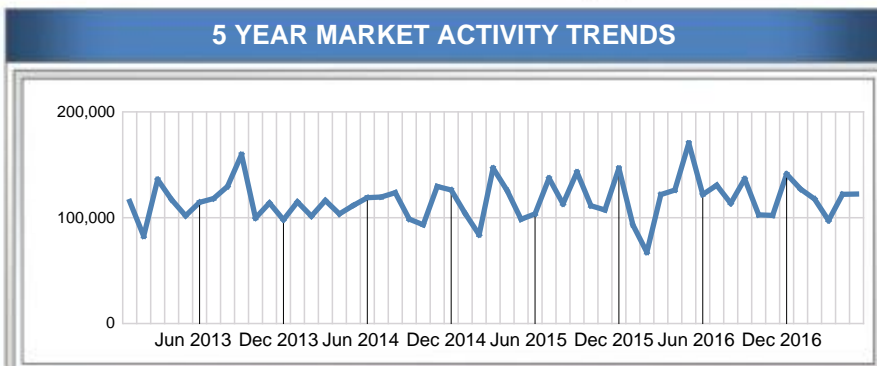
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Area Delimited by County Of Cherokee



Average List Price

Ready to Buy or Sell Real Estate?
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5yr MAY AVG = 121K	3 MONTHS
High May 2016 = 170,479	M A R 97,392
Low Feb 2016 = 67,320	A P R 122,081
Average LPrice this month at 122,361 , above the 5 yr MAY average of 120,963	M A Y 25.35%
	M A Y 122,361
	M A Y 0.23%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	10.00%	13,364	15,108	13,000	0	0
\$30,001 \$40,000	3	4.29%	38,333	43,000	24,900	0	0
\$40,001 \$70,000	15	21.43%	56,262	58,303	52,975	0	0
\$70,001 \$120,000	11	15.71%	97,400	110,300	102,050	102,633	0
\$120,001 \$180,000	18	25.71%	142,867	132,000	153,064	135,000	0
\$180,001 \$230,000	8	11.43%	202,013	225,000	195,767	207,560	0
\$230,001 and up	8	11.43%	281,713	346,900	255,000	305,933	245,000
Average List Price:	\$122,361			\$78,575	\$130,111	\$199,875	\$245,000
Total Closed Units:	70			29	28	12	1
Total List Volume:	8,565,281			2.28M	3.64M	2.40M	245.00K



Monthly Inventory Analysis

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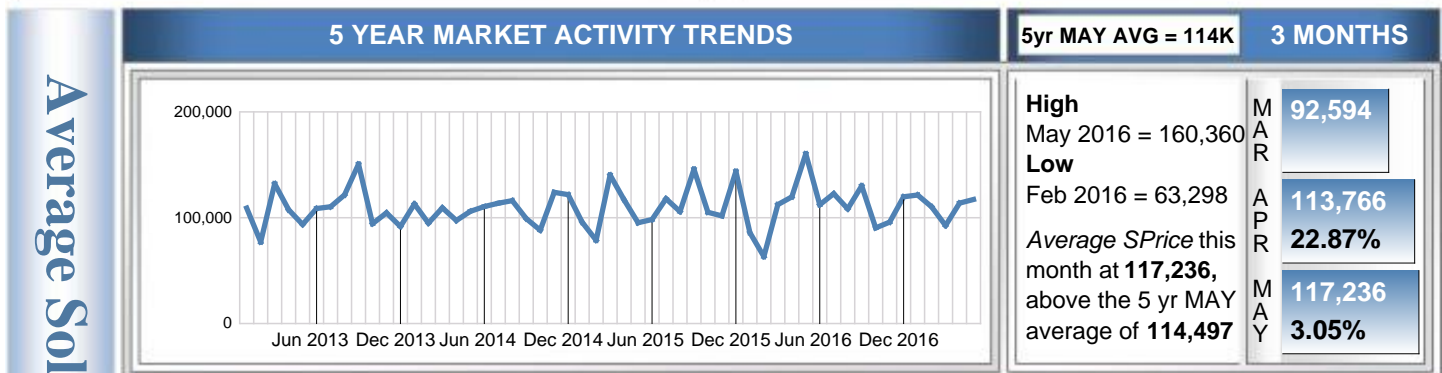
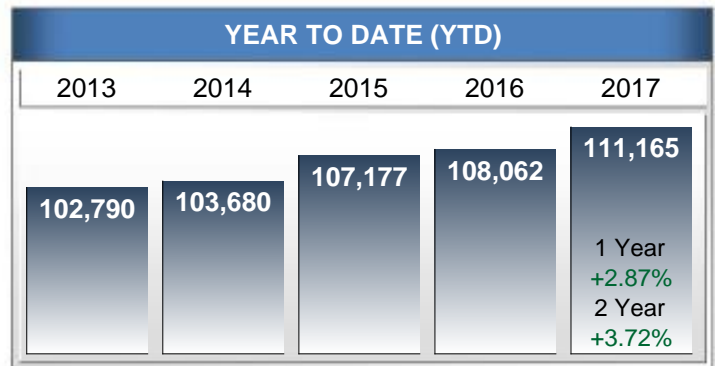
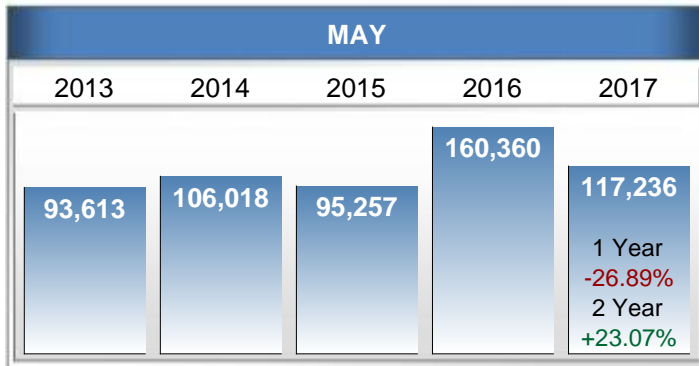
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

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Area Delimited by County Of Cherokee



Average Sold Price

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

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7		10.00%	11,979	11,808	13,000	0	0
\$30,001 \$40,000	4		5.71%	35,415	36,387	32,500	0	0
\$40,001 \$70,000	14		20.00%	54,426	54,845	53,378	0	0
\$70,001 \$120,000	16		22.86%	98,931	102,071	94,600	100,267	0
\$120,001 \$180,000	13		18.57%	145,800	132,000	148,491	130,000	0
\$180,001 \$230,000	9		12.86%	200,417	200,000	193,300	204,770	0
\$230,001 and up	7		10.00%	276,714	325,000	247,500	290,667	245,000
Average Closed Price:	\$117,236				\$72,412	\$126,247	\$193,888	\$245,000
Total Closed Units:	70				29	28	12	1
Total Closed Volume:	8,206,522				2.10M	3.53M	2.33M	245.00K



Monthly Inventory Analysis

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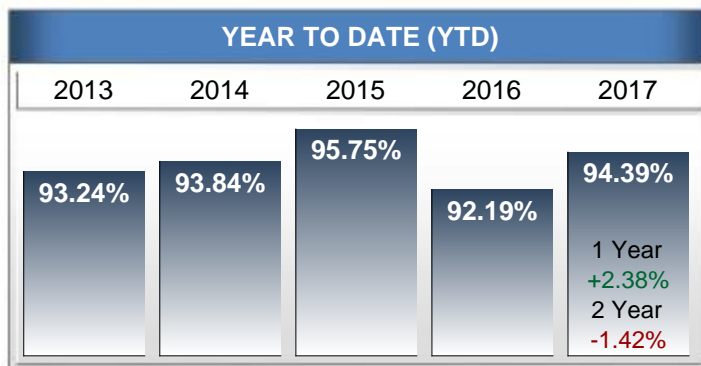
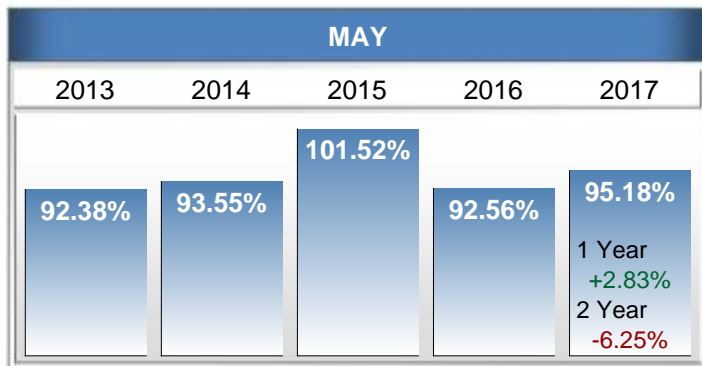
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

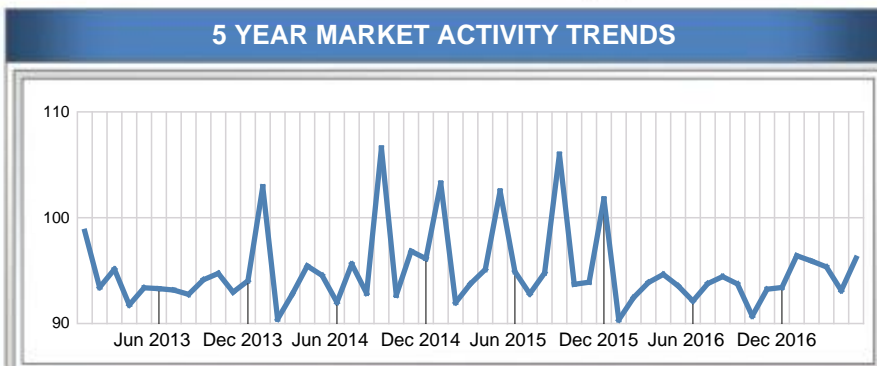
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Average List/Sell Price

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5yr MAY AVG=95.04%	3 MONTHS
High Sep 2014 = 105.58%	MAR 94.35%
Low Jan 2016 = 89.35%	APR 92.12%
<i>Average List/Sell</i> this month at 95.18% , above the 5 yr MAY average of 95.04%	MAY 3.32%
	MAY -2.36%

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	10.00%	87.54%	85.46%	100.00%	0.00%	0.00%
\$30,001 \$40,000	4	5.71%	96.36%	84.97%	130.52%	0.00%	0.00%
\$40,001 \$70,000	14	20.00%	96.47%	94.97%	100.21%	0.00%	0.00%
\$70,001 \$120,000	16	22.86%	93.71%	92.67%	92.94%	97.66%	0.00%
\$120,001 \$180,000	13	18.57%	97.14%	100.00%	96.96%	96.30%	0.00%
\$180,001 \$230,000	9	12.86%	97.62%	88.89%	98.74%	98.69%	0.00%
\$230,001 and up	7	10.00%	96.16%	93.69%	97.27%	94.95%	100.00%
Average List/Sell Ratio: 95.20%				91.33%	98.08%	97.30%	100.00%
Total Closed Units: 70				29	28	12	1
Total Closed Volume: 8,206,522				2.10M	3.53M	2.33M	245.00K



Monthly Inventory Analysis

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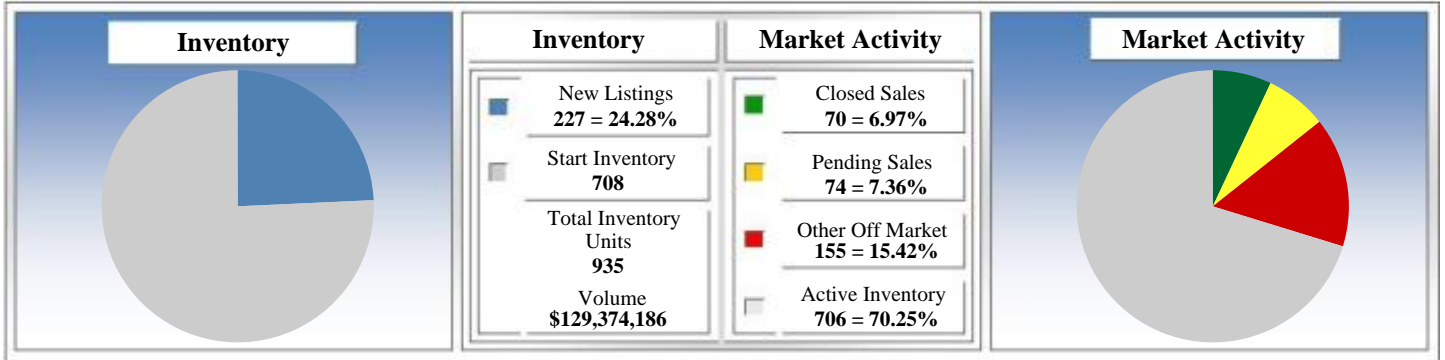
Inventory as of Jun 12, 2017



Market Summary

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Area Delimited by County Of Cherokee



Absorption: Last 12 months, an Average of 51 Sales/Month

Active Inventory as of May 31, 2017 = 706

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	43	70	62.79%	221	258	16.74%
Pending Sales	66	74	12.12%	262	299	14.12%
New Listings	227	227	0.00%	894	865	-3.24%
Average List Price	170,479	122,361	-28.23%	115,291	117,356	1.79%
Average Sale Price	160,360	117,236	-26.89%	108,062	111,165	2.87%
Average Percent of List Price to Selling Price	92.56%	95.18%	2.83%	92.19%	94.39%	2.38%
Average Days on Market to Sale	41.14	46.30	12.54%	60.11	56.21	-6.49%
Monthly Inventory	792	706	-10.86%	792	706	-10.86%
Months Supply of Inventory	17.25	13.89	-19.48%	17.25	13.89	-19.48%

