



July 2016

Area Delimited by County Of Cherokee

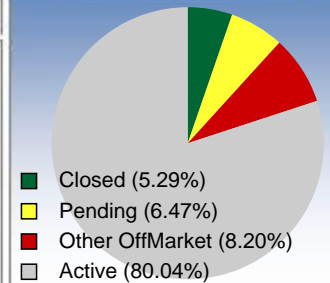


Absorption: Last 12 months, an Average of **45** Sales/Month

Active Inventory as of July 31, 2016 = **742**

	JULY		
	2015	2016	+/- %
Closed Listings	49	49	0.00%
Pending Listings	46	60	30.43%
New Listings	165	117	-29.09%
Median List Price	84,900	128,000	50.77%
Median Sale Price	82,500	126,000	52.73%
Median Percent of List Price to Selling Price	96.67%	95.98%	-0.71%
Median Days on Market to Sale	38.00	32.00	-15.79%
End of Month Inventory	833	742	-10.92%
Months Supply of Inventory	18.82	16.34	-13.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 17, 2016

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 July 2016 decreased **10.92%** to 742 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **16.34** 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 **52.73%** in July 2016 to \$126,000 versus the previous year at \$82,500.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 6.00 days or **15.79%** in July 2016 compared to last year's same month at **38.00** DOM.

Sales Success for July 2016 is Positive

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

There were 117 New Listings in July 2016, down **29.09%** from last year at 165. Furthermore, there were 49 Closed Listings this month versus last year at 49, a **0.00%** decrease.

Closed versus Listed trends yielded a **41.9%** ratio, up from previous year's, July 2015, at **29.7%**, a **41.03%** 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.

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



Monthly Inventory Analysis

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July 2016

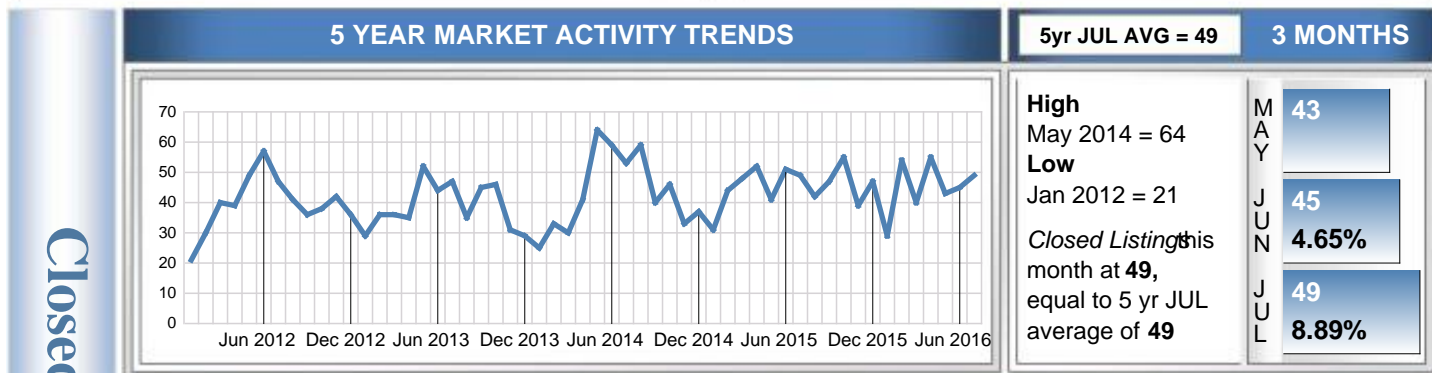
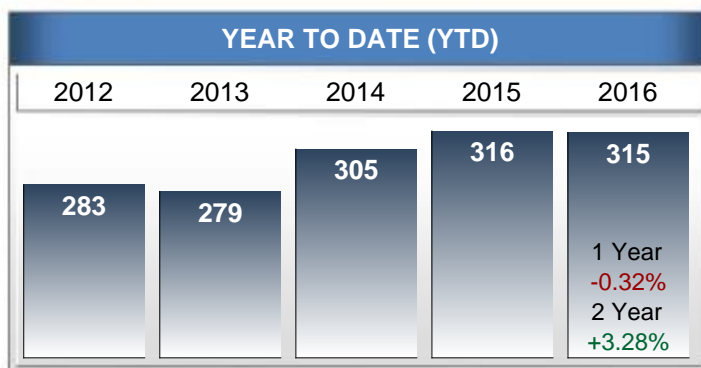
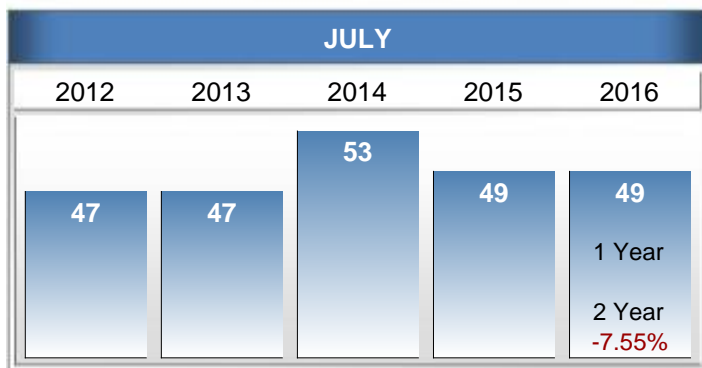
Closed Sales as of Aug 17, 2016



Closed Listings

Report Produced on: Aug 17, 2016

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.16%	82.0	4	0	0	0
\$20,001 - \$30,000	5	10.20%	14.0	3	1	1	0
\$30,001 - \$100,000	9	18.37%	22.0	4	4	1	0
\$100,001 - \$140,000	13	26.53%	31.0	2	11	0	0
\$140,001 - \$170,000	6	12.24%	52.0	1	3	1	1
\$170,001 - \$200,000	4	8.16%	34.0	0	2	0	2
\$200,001 and up	8	16.33%	62.5	1	5	1	1
Total Closed Units:	49		32.0	15	26	4	4
Total Closed Volume:	6,012,015			1.17M	3.57M	457.25K	817.00K
Median Closed Price:	\$126,000			\$33,915	\$133,000	\$113,450	\$175,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

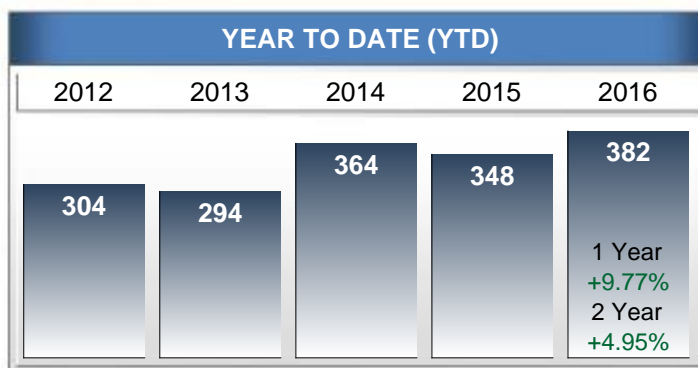
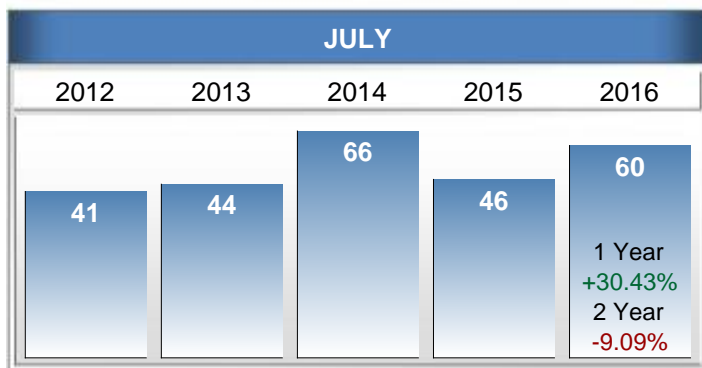
Pending Listings as of Aug 17, 2016



Pending Listings

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



Pending Listings
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5yr JUL AVG = 51	3 MONTHS								
High May 2016 = 69 Low Dec 2013 = 19 <i>Pending Listing</i> this month at 60 , above the 5 yr JUL average of 51	<table border="1"> <tr> <td>MAY</td> <td>69</td> </tr> <tr> <td>JUN</td> <td>53</td> </tr> <tr> <td>JUL</td> <td>60</td> </tr> <tr> <td colspan="2">-23.19%</td> </tr> </table>	MAY	69	JUN	53	JUL	60	-23.19%	
MAY	69								
JUN	53								
JUL	60								
-23.19%									

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	3.33%	0.5	2	0	0	0	
\$20,001 \$50,000	11	18.33%	64.0	9	2	0	0	
\$50,001 \$80,000	10	16.67%	55.5	6	3	1	0	
\$80,001 \$120,000	15	25.00%	66.0	4	8	3	0	
\$120,001 \$140,000	8	13.33%	61.0	1	7	0	0	
\$140,001 \$210,000	7	11.67%	102.0	1	6	0	0	
\$210,001 and up	7	11.67%	38.0	0	4	3	0	
Total Pending Units: 60 Total Pending Volume: 6,553,620 Median Listing Price: \$93,000				59.0	23	30	7	0.00B
					1.46M	3.91M	1.19M	\$0
					\$55,900	\$128,450	\$119,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

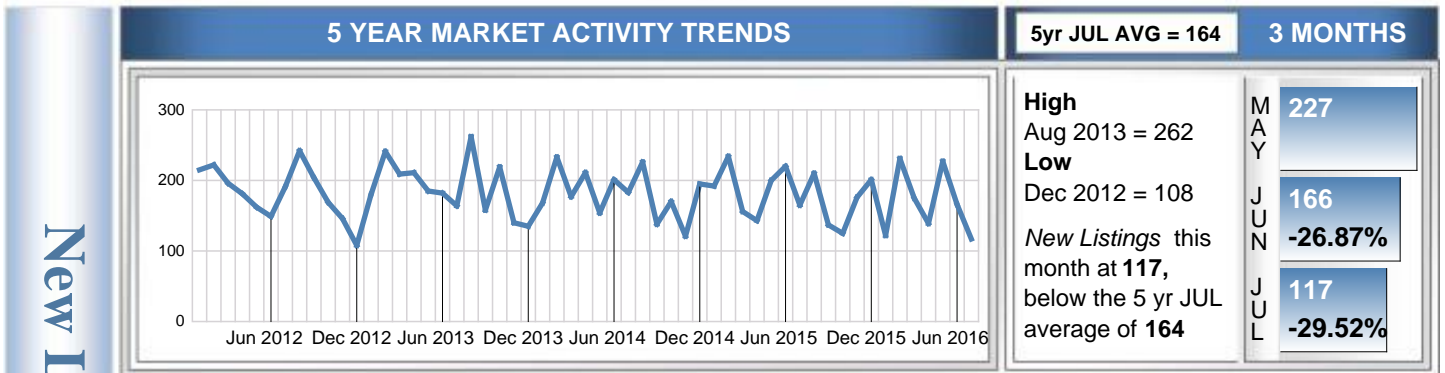
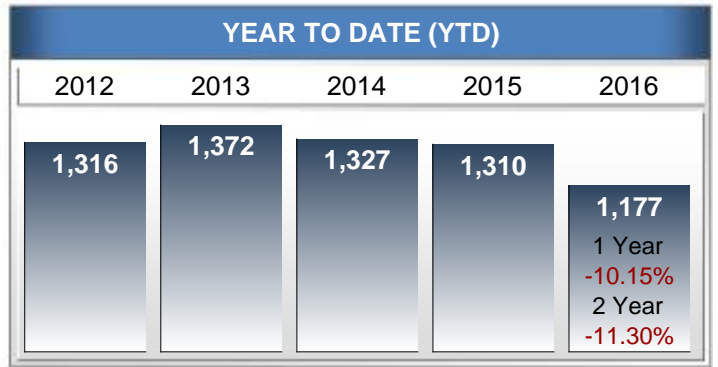
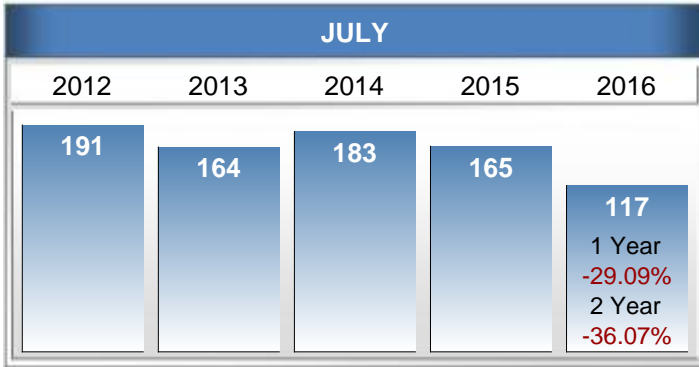
New Listings as of Aug 17, 2016



New Listings

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



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+
\$10,000 and less	2	1.71%	2	0	0	0
\$10,001 - \$40,000	23	19.66%	19	4	0	0
\$40,001 - \$60,000	16	13.68%	16	0	0	0
\$60,001 - \$110,000	27	23.08%	13	14	0	0
\$110,001 - \$170,000	22	18.80%	1	19	2	0
\$170,001 - \$250,000	14	11.97%	4	4	5	1
\$250,001 and up	13	11.11%	2	7	4	0
Total New Listed Units:	117		57	48	11	1
Total New Listed Volume:	14,474,265		3.92M	6.88M	3.49M	194.90K
Median New Listed Listing Price:	\$85,900		\$49,900	\$119,950	\$229,900	\$194,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

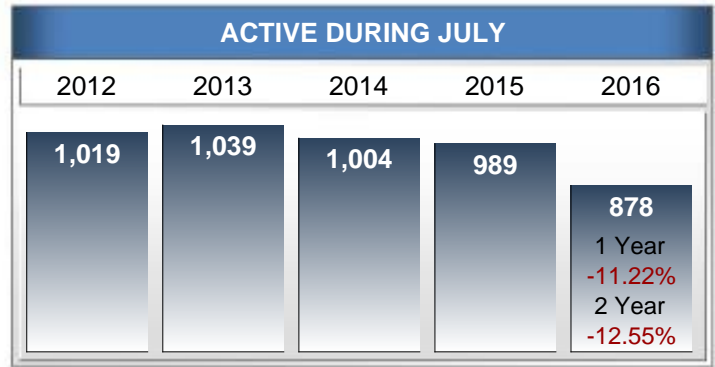
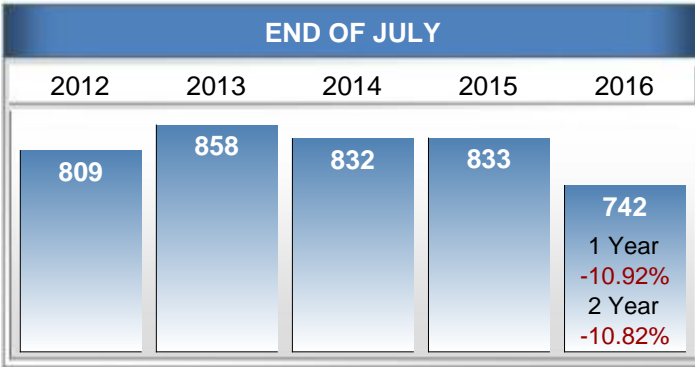
Active Inventory as of Aug 17, 2016



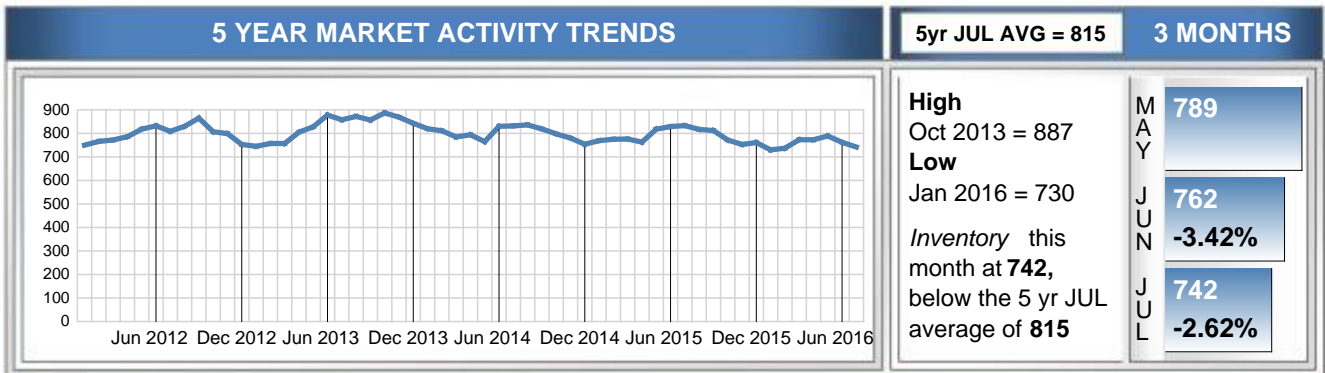
Active Inventory

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	16	2.16%	125.0	16	0	0	0	
\$10,001 - \$20,000	93	12.53%	132.0	92	1	0	0	
\$20,001 - \$50,000	139	18.73%	73.0	122	16	1	0	
\$50,001 - \$90,000	205	27.63%	86.0	159	37	8	1	
\$90,001 - \$150,000	121	16.31%	86.0	40	72	8	1	
\$150,001 - \$290,000	93	12.53%	77.0	27	48	15	3	
\$290,001 and up	75	10.11%	95.0	30	19	19	7	
Total Active Inventory by Units:			742	87.0	486	193	51	12
Total Active Inventory by Volume:			96,460,340		44.93M	31.05M	15.81M	4.67M
Median Active Inventory Listing Price:			\$69,900		\$55,000	\$125,000	\$211,900	\$412,000

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

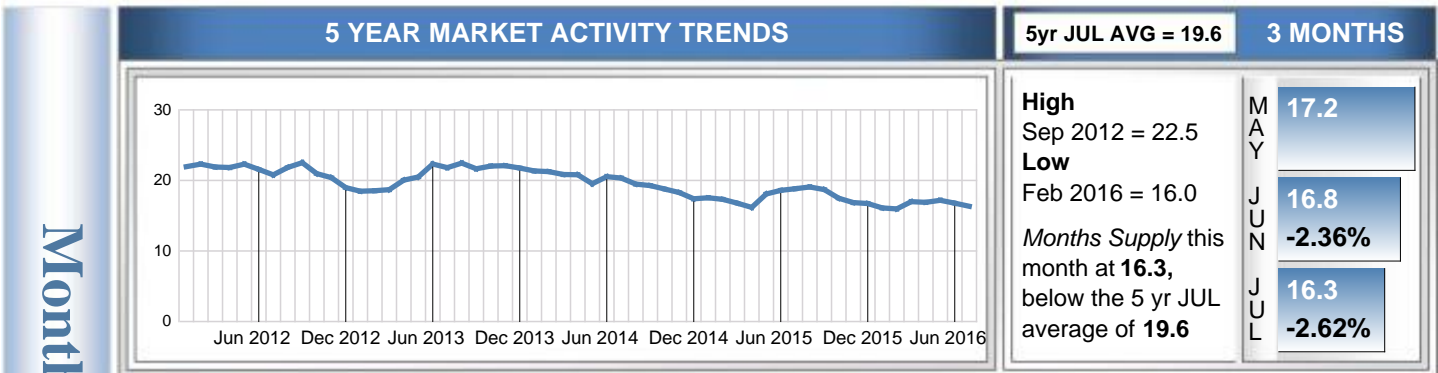
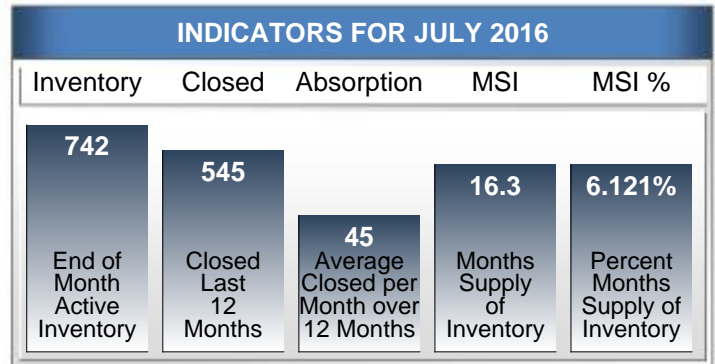
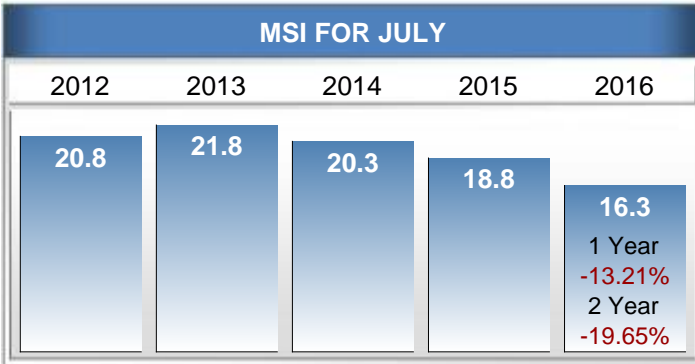
Active Inventory as of Aug 17, 2016



Months Supply of Inventory

Report Produced on: Aug 17, 2016

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	16	2.16%	24.0	24.0	0.0	0.0	0.0
\$10,001 \$20,000	93	12.53%	20.7	23.5	2.0	0.0	0.0
\$20,001 \$50,000	139	18.73%	18.3	29.3	5.1	4.0	0.0
\$50,001 \$90,000	205	27.63%	23.2	63.6	6.9	8.0	0.0
\$90,001 \$150,000	121	16.31%	9.2	20.9	7.4	6.4	4.0
\$150,001 \$290,000	93	12.53%	11.0	20.3	10.7	7.5	5.1
\$290,001 and up	75	10.11%	32.1	60.0	25.3	25.3	21.0
MSI:			16.3	32.4	8.1	9.6	10.3
Total Active Inventory:			742	486	193	51	12



Monthly Inventory Analysis

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July 2016

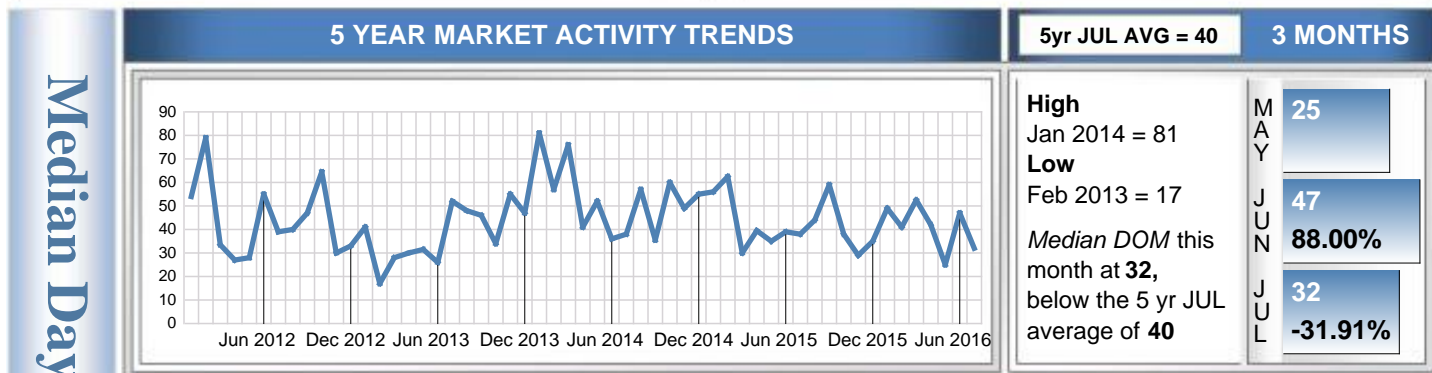
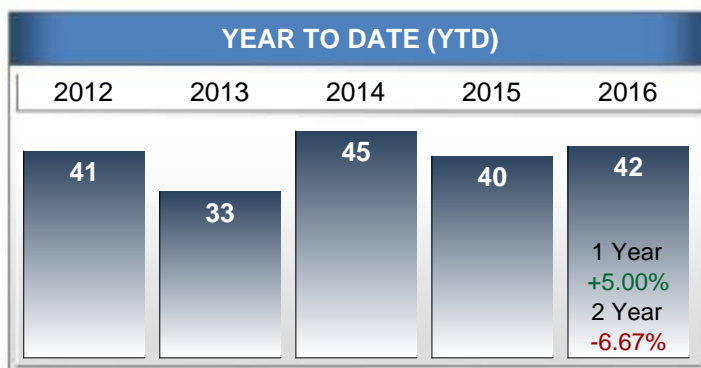
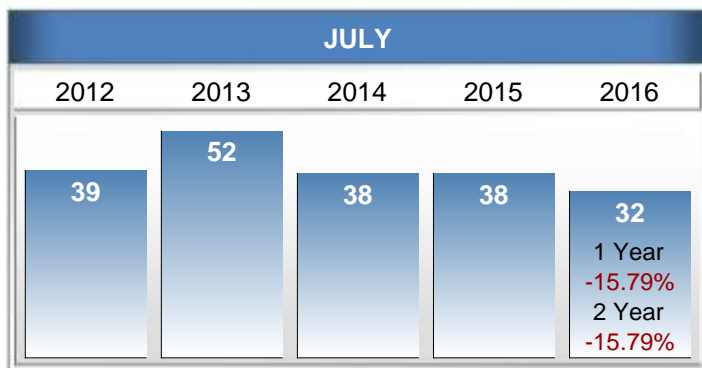
Closed Sales as of Aug 17, 2016



Median Days on Market to Sale

Report Produced on: Aug 17, 2016

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	4	8.16%	82.0	82.0	0.0	0.0	0.0
\$20,001 \$30,000	5	10.20%	14.0	70.0	11.0	14.0	0.0
\$30,001 \$100,000	9	18.37%	22.0	17.5	18.0	128.0	0.0
\$100,001 \$140,000	13	26.53%	31.0	31.5	27.0	0.0	0.0
\$140,001 \$170,000	6	12.24%	52.0	119.0	42.0	84.0	27.0
\$170,001 \$200,000	4	8.16%	34.0	0.0	56.5	0.0	23.0
\$200,001 and up	8	16.33%	62.5	72.0	66.0	14.0	59.0
Median Closed DOM:	32.0			52.0	26.5	49.0	34.5
Total Closed Units:	49			15	26	4	4
Total Closed Volume:	6,012,015			1.17M	3.57M	457.25K	817.00K



Monthly Inventory Analysis

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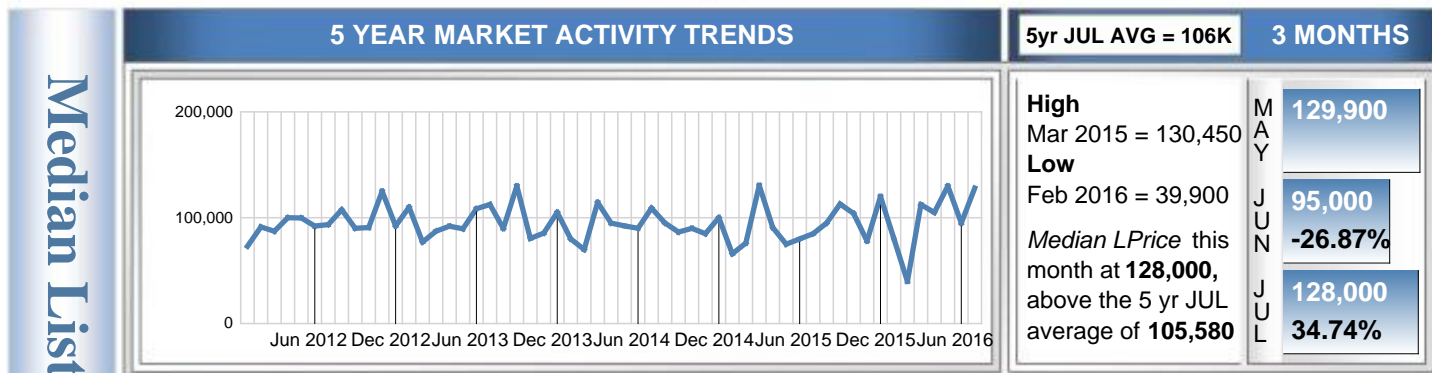
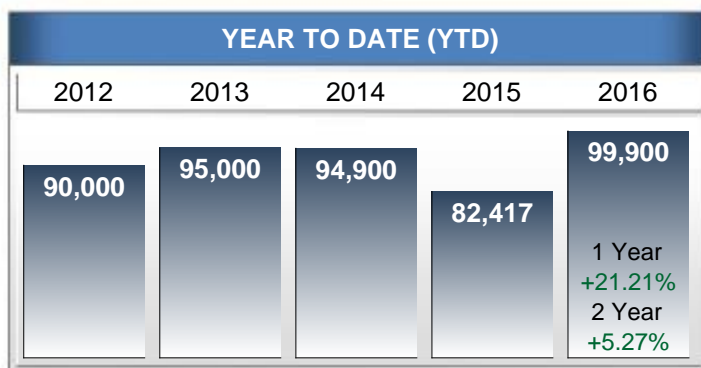
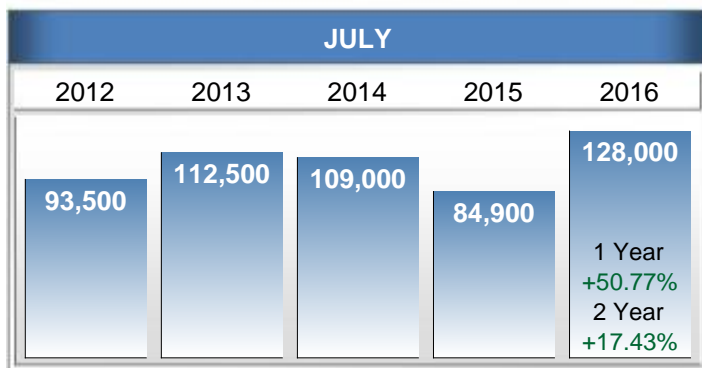
Closed Sales as of Aug 17, 2016



Median List Price at Closing

Report Produced on: Aug 17, 2016

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	3		6.12%	18,275	18,275	0	0	0
\$20,001 \$30,000	4		8.16%	26,000	25,000	0	29,900	0
\$30,001 \$100,000	10		20.41%	46,850	39,900	61,750	69,900	0
\$100,001 \$140,000	14		28.57%	127,950	115,000	127,950	0	139,900
\$140,001 \$170,000	5		10.20%	149,900	149,500	149,900	165,000	0
\$170,001 \$200,000	4		8.16%	177,450	173,900	199,000	0	177,450
\$200,001 and up	9		18.37%	219,000	568,500	216,950	205,000	350,000
Median List Price:		\$128,000			\$39,900	\$134,900	\$117,450	\$177,450
Total Closed Units:		49			15	26	4	4
Total List Volume:		6,403,475			1.35M	3.74M	469.80K	844.80K



Monthly Inventory Analysis

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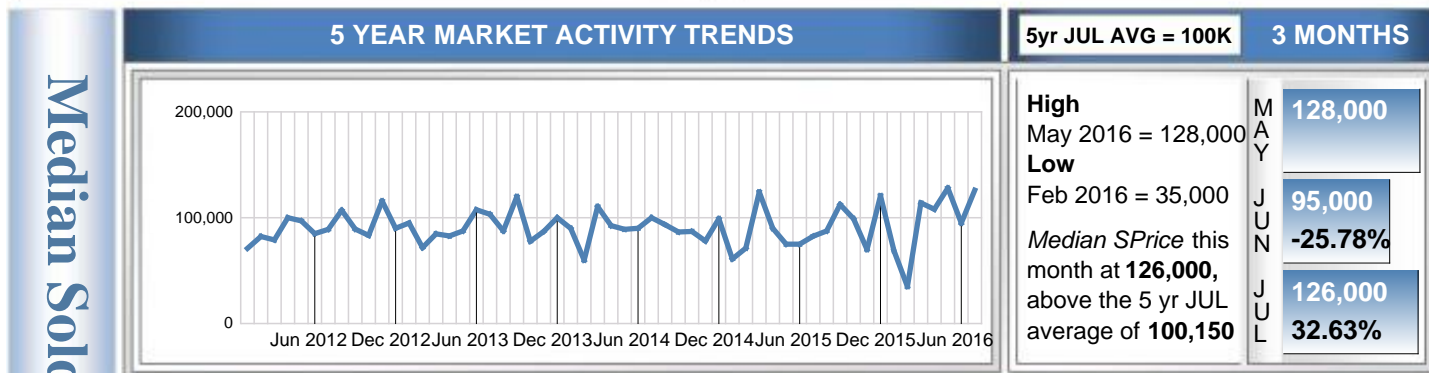
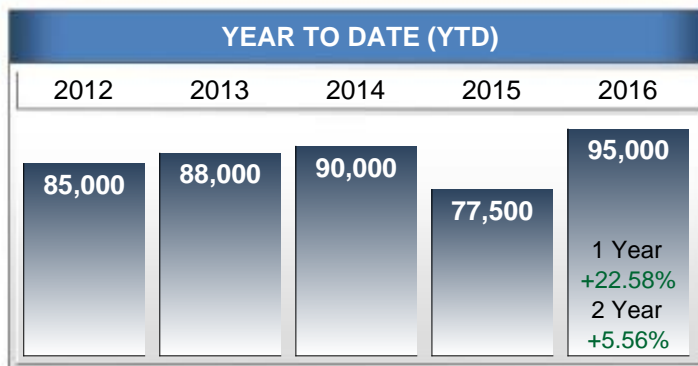
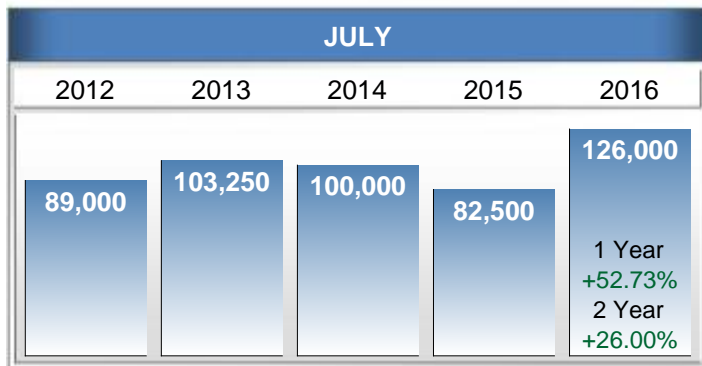
Closed Sales as of Aug 17, 2016



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	4		8.16%	13,250	13,250	0	0	0
\$20,001 \$30,000	5		10.20%	25,000	25,000	29,500	29,900	0
\$30,001 \$100,000	9		18.37%	44,000	38,313	82,250	69,900	0
\$100,001 \$140,000	13		26.53%	126,000	122,000	126,000	0	0
\$140,001 \$170,000	6		12.24%	150,750	168,000	144,500	157,000	142,000
\$170,001 \$200,000	4		8.16%	183,000	0	193,000	0	175,000
\$200,001 and up	8		16.33%	212,750	473,750	208,500	200,450	325,000
Median Closed Price:		\$126,000			\$33,915	\$133,000	\$113,450	\$175,000
Total Closed Units:		49			15	26	4	4
Total Closed Volume:		6,012,015			1.17M	3.57M	457.25K	817.00K



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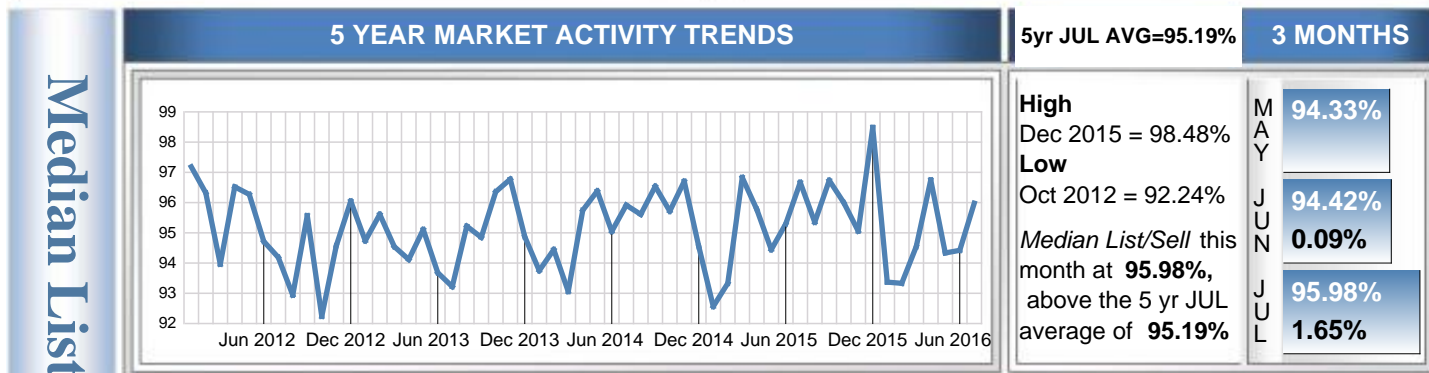
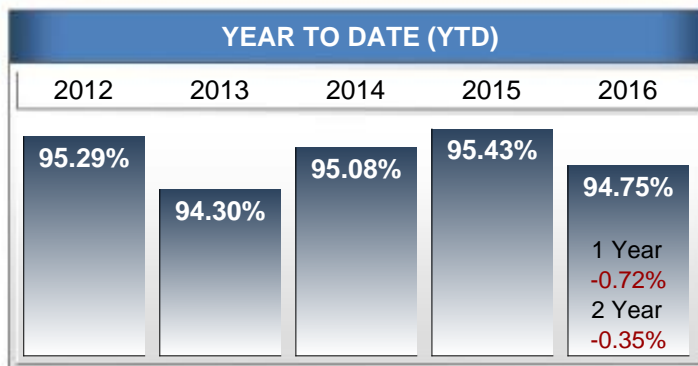
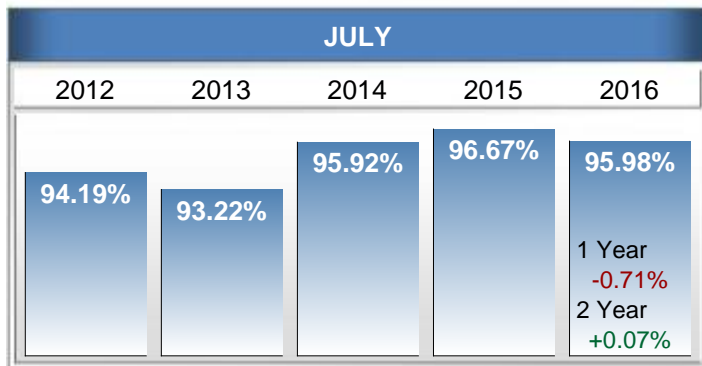
Closed Sales as of Aug 17, 2016



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	4	8.16%	77.60%	77.60%	0.00%	0.00%	0.00%
\$20,001 \$30,000	5	10.20%	100.00%	100.00%	92.19%	100.00%	0.00%
\$30,001 \$100,000	9	18.37%	85.00%	85.00%	86.63%	100.00%	0.00%
\$100,001 \$140,000	13	26.53%	96.61%	92.04%	96.95%	0.00%	0.00%
\$140,001 \$170,000	6	12.24%	97.40%	96.61%	98.19%	95.15%	101.50%
\$170,001 \$200,000	4	8.16%	96.63%	0.00%	94.42%	0.00%	98.64%
\$200,001 and up	8	16.33%	95.94%	83.33%	96.49%	97.78%	92.86%
Median List/Sell Ratio:	95.98%			88.89%	96.44%	98.89%	98.64%
Total Closed Units:	49			15	26	4	4
Total Closed Volume:	6,012,015			1.17M	3.57M	457.25K	817.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

Inventory as of Aug 17, 2016



Market Summary

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Absorption: Last 12 months, an Average of 45 Sales/Month

Active Inventory as of July 31, 2016 = 742

	JULY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	49	49	0.00%	316	315	-0.32%
Pending Sales	46	60	30.43%	348	382	9.77%
New Listings	165	117	-29.09%	1,310	1,177	-10.15%
Median List Price	84,900	128,000	50.77%	82,417	99,900	21.21%
Median Sale Price	82,500	126,000	52.73%	77,500	95,000	22.58%
Median Percent of List Price to Selling Price	96.67%	95.98%	-0.71%	95.43%	94.75%	-0.72%
Median Days on Market to Sale	38.00	32.00	-15.79%	40.00	42.00	5.00%
Monthly Inventory	833	742	-10.92%	833	742	-10.92%
Months Supply of Inventory	18.82	16.34	-13.21%	18.82	16.34	-13.21%

