



October 2016

Area Delimited by County Of Cherokee

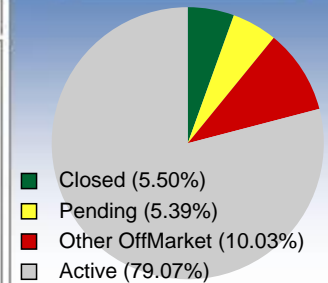


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of October 31, 2016 = **733**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	55	51	-7.27%
Pending Listings	50	50	0.00%
New Listings	125	134	7.20%
Median List Price	104,000	84,900	-18.37%
Median Sale Price	99,000	74,025	-25.23%
Median Percent of List Price to Selling Price	96.00%	93.78%	-2.31%
Median Days on Market to Sale	38.00	37.00	-2.63%
End of Month Inventory	773	733	-5.17%
Months Supply of Inventory	17.50	15.27	-12.75%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 decreased **5.17%** to 733 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **15.27** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **25.23%** in October 2016 to \$74,025 versus the previous year at \$99,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 1.00 days or **2.63%** in October 2016 compared to last year's same month at **38.00** DOM.

Sales Success for October 2016 is Positive

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

There were 134 New Listings in October 2016, up **7.20%** from last year at 125. Furthermore, there were 51 Closed Listings this month versus last year at 55, a **-7.27%** decrease.

Closed versus Listed trends yielded a **38.1%** ratio, down from previous year's, October 2015, at **44.0%**, a **13.50%** 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

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October 2016

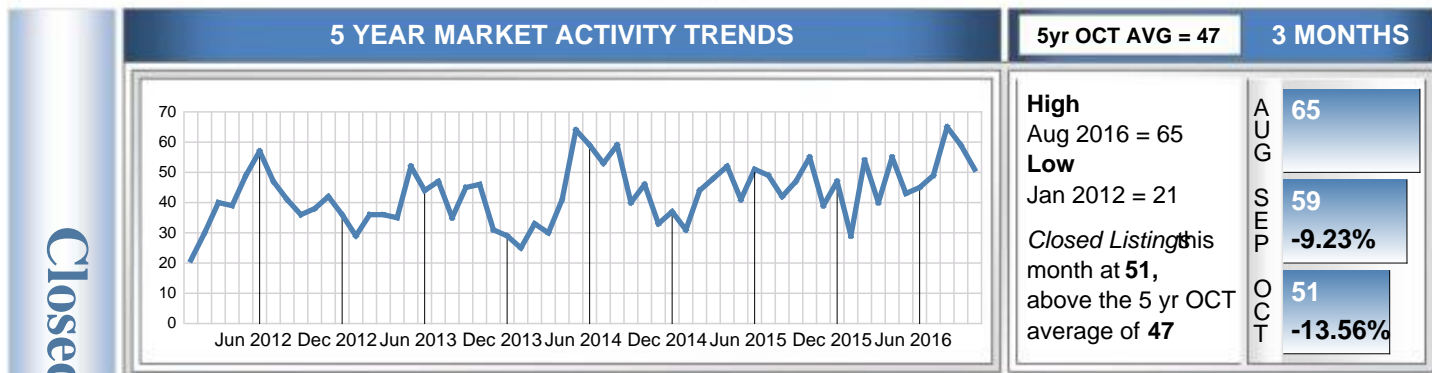
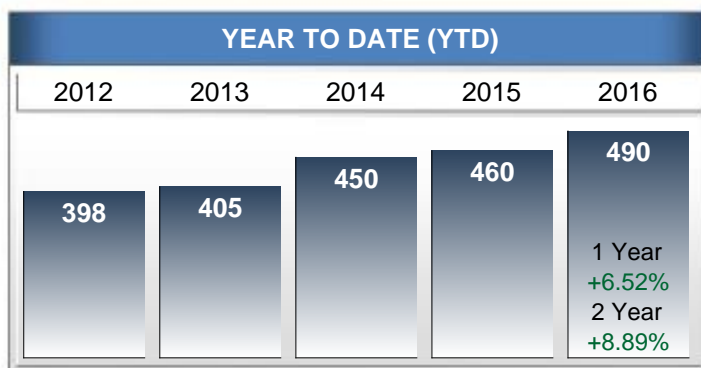
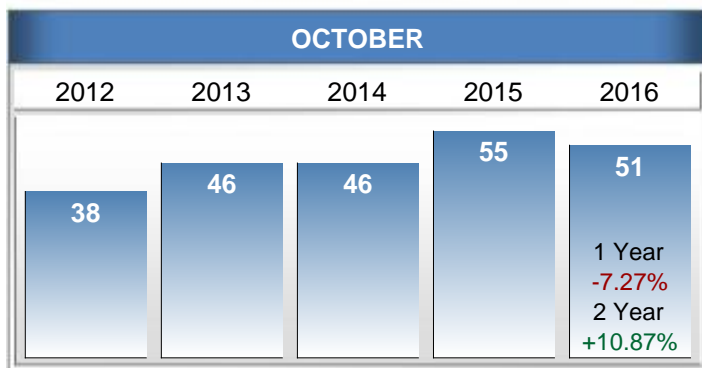
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

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+
\$10,000 and less	4	7.84%	22.0	4	0	0	0
\$10,001 - \$10,000	0	0.00%	22.0	0	0	0	0
\$10,001 - \$50,000	13	25.49%	20.0	12	0	1	0
\$50,001 - \$100,000	13	25.49%	79.0	6	5	2	0
\$100,001 - \$130,000	10	19.61%	61.5	0	10	0	0
\$130,001 - \$200,000	6	11.76%	36.5	2	4	0	0
\$200,001 and up	5	9.80%	6.0	2	3	0	0
Total Closed Units: 51				37.0			
Total Closed Volume: 4,608,997				26 22 3			
Median Closed Price: \$74,025				1.68M 2.79M 135.00K 0.00B			
				\$24,500 \$119,700 \$55,000 \$0			

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

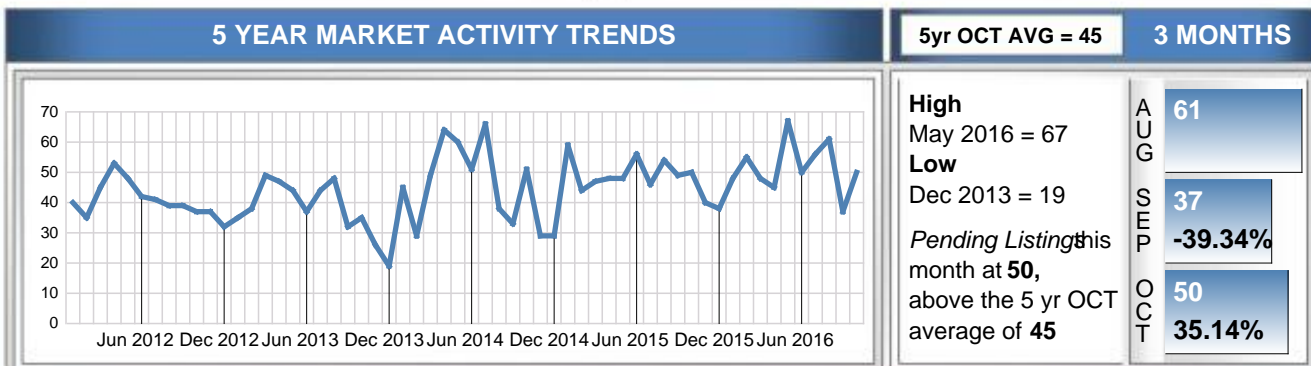
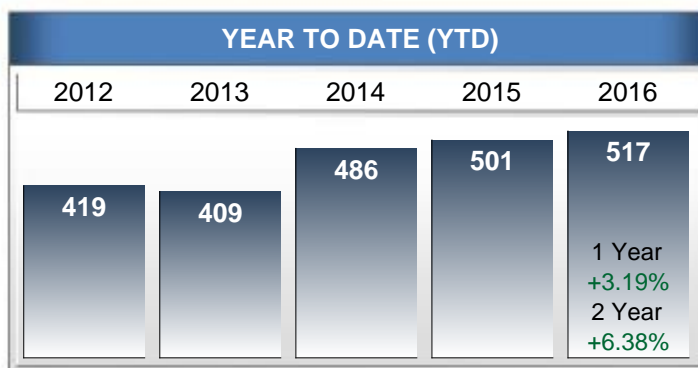
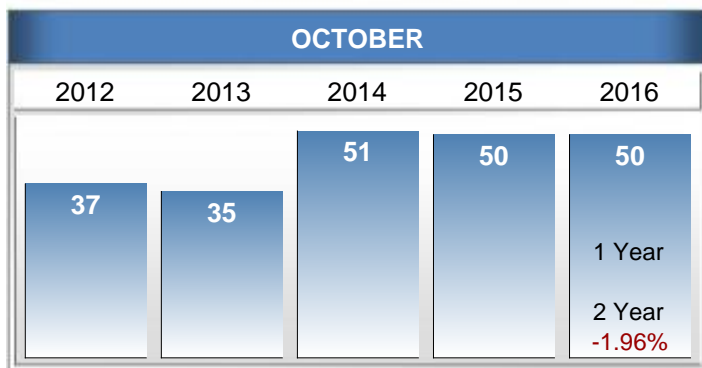
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

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	1	2.00%	46.0	1	0	0	0
\$20,001 \$30,000	7	14.00%	153.0	5	1	1	0
\$30,001 \$60,000	9	18.00%	12.0	4	5	0	0
\$60,001 \$110,000	13	26.00%	101.0	4	5	3	1
\$110,001 \$150,000	7	14.00%	22.0	1	6	0	0
\$150,001 \$190,000	8	16.00%	26.0	1	7	0	0
\$190,001 and up	5	10.00%	12.0	0	3	2	0
Total Pending Units: 50				16	27	6	1
Total Pending Volume: 4,970,385				936.90K	3.21M	736.59K	89.90K
Median Listing Price: \$78,950				\$55,500	\$124,200	\$90,995	\$89,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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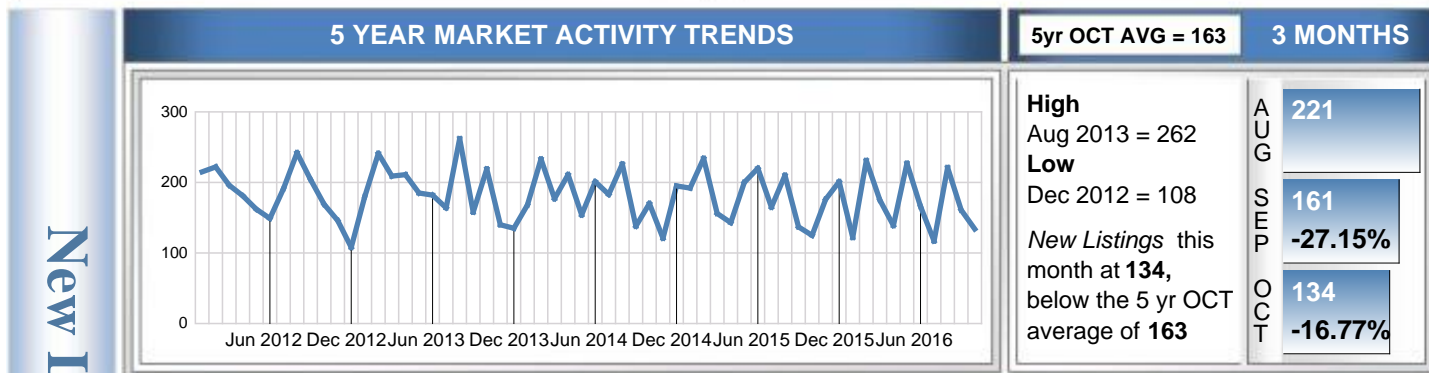
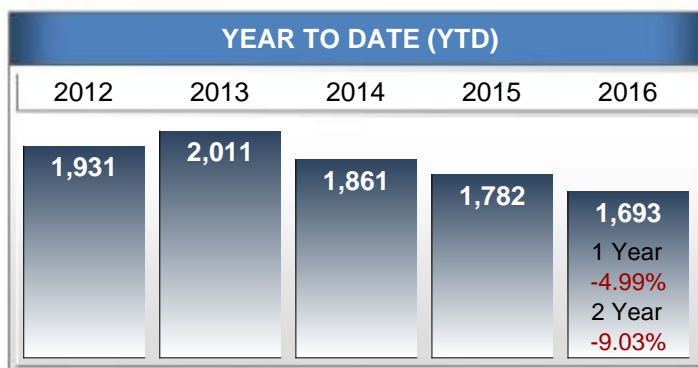
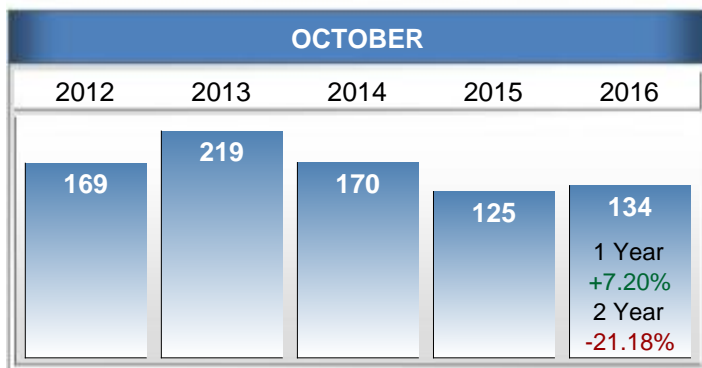
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 15, 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+	
\$30,000 and less	13	9.70%	13	0	0	0	
\$30,001 - \$50,000	15	11.19%	8	6	1	0	
\$50,001 - \$80,000	25	18.66%	10	12	3	0	
\$80,001 - \$120,000	29	21.64%	13	10	6	0	
\$120,001 - \$160,000	19	14.18%	3	12	3	1	
\$160,001 - \$260,000	19	14.18%	3	13	3	0	
\$260,001 and up	14	10.45%	4	6	2	2	
Total New Listed Units:			134	54	59	18	3
Total New Listed Volume:			18,858,365	6.01M	8.72M	3.02M	1.10M
Median New Listed Listing Price:			\$98,950	\$65,103	\$125,000	\$101,750	\$405,000



Monthly Inventory Analysis

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October 2016

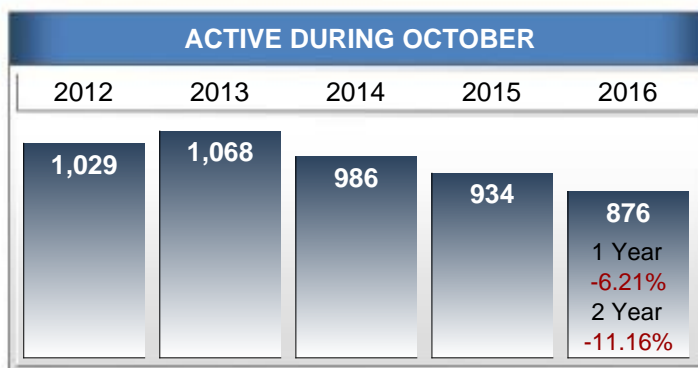
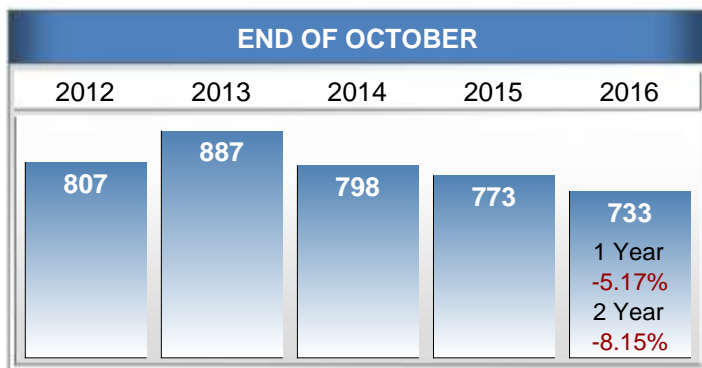
Active Inventory as of Nov 15, 2016



Active Inventory

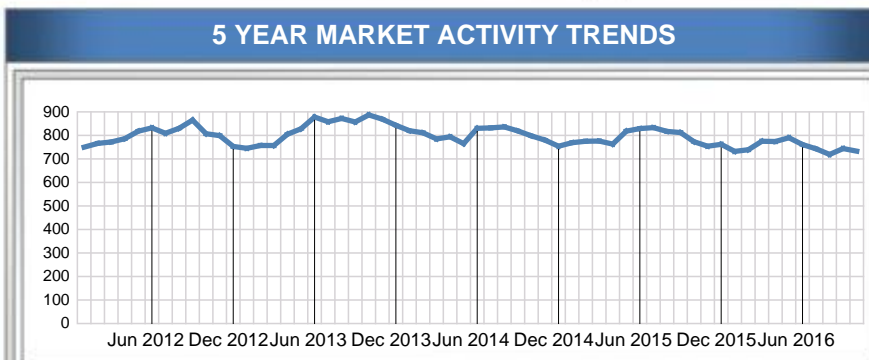
Report Produced on: Nov 15, 2016

Area Delimited by County Of Cherokee



Active Inventory

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5yr OCT AVG = 800 **3 MONTHS**

High
Oct 2013 = 887

Low
Aug 2016 = 719

Inventory this month at **733**, below the 5 yr OCT average of **800**

AUG	719
SEP	744
OCT	733
3.48%	
-1.48%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	24	3.27%	46.0	24	0	0	0	
\$10,001 - \$20,000	93	12.69%	69.0	91	2	0	0	
\$20,001 - \$50,000	134	18.28%	87.5	121	12	1	0	
\$50,001 - \$90,000	201	27.42%	104.0	158	33	10	0	
\$90,001 - \$150,000	119	16.23%	63.0	51	59	7	2	
\$150,001 - \$270,000	86	11.73%	78.5	26	45	14	1	
\$270,001 and up	76	10.37%	83.0	27	25	16	8	
Total Active Inventory by Units:			733	77.0	498	176	48	11
Total Active Inventory by Volume:			89,447,345		42.90M	29.85M	12.13M	4.57M
Median Active Inventory Listing Price:			\$69,900		\$54,950	\$135,000	\$185,250	\$429,900



Monthly Inventory Analysis

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October 2016

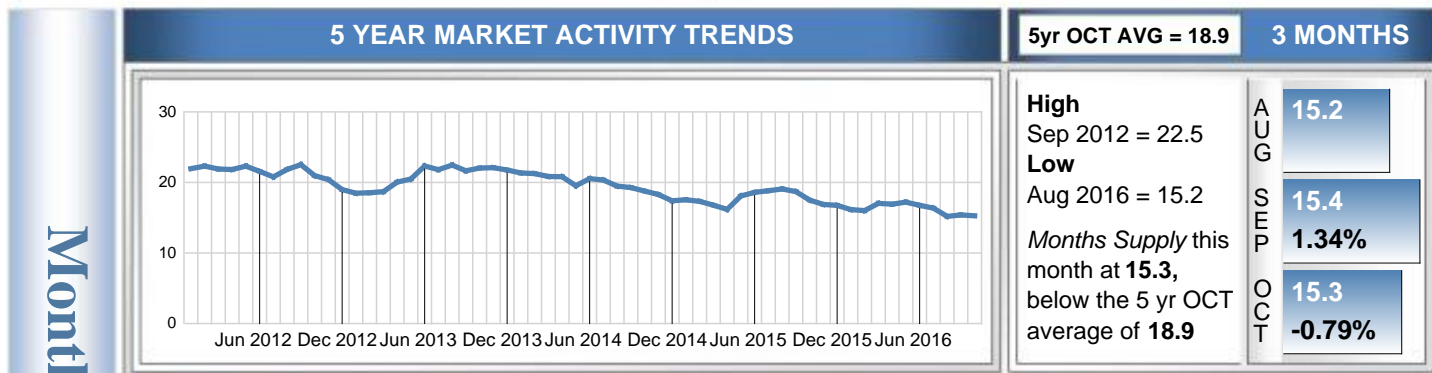
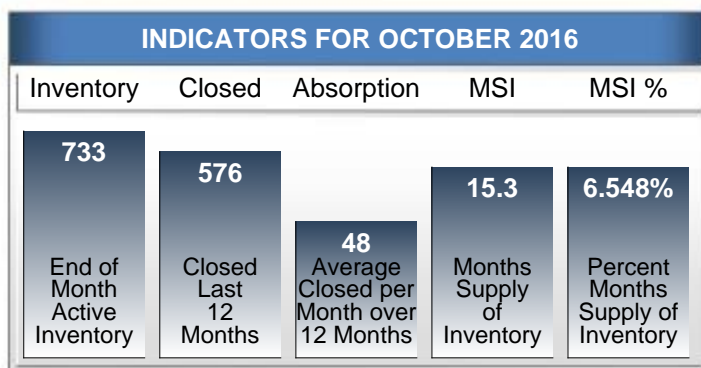
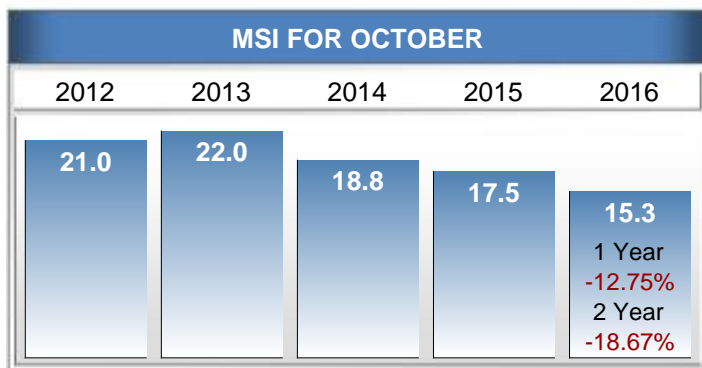
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 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	24	3.27%	22.2	24.0	0.0	0.0	0.0
\$10,001 \$20,000	93	12.69%	18.9	21.4	4.0	0.0	0.0
\$20,001 \$50,000	134	18.28%	17.9	29.0	3.9	4.0	0.0
\$50,001 \$90,000	201	27.42%	21.0	48.6	6.6	8.0	0.0
\$90,001 \$150,000	119	16.23%	8.7	29.1	5.4	7.0	12.0
\$150,001 \$270,000	86	11.73%	10.1	19.5	8.9	8.0	3.0
\$270,001 and up	76	10.37%	28.5	46.3	37.5	17.5	16.0
MSI:			15.3	30.5	7.0	9.0	10.2
Total Active Inventory:			733	498	176	48	11



Monthly Inventory Analysis

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October 2016

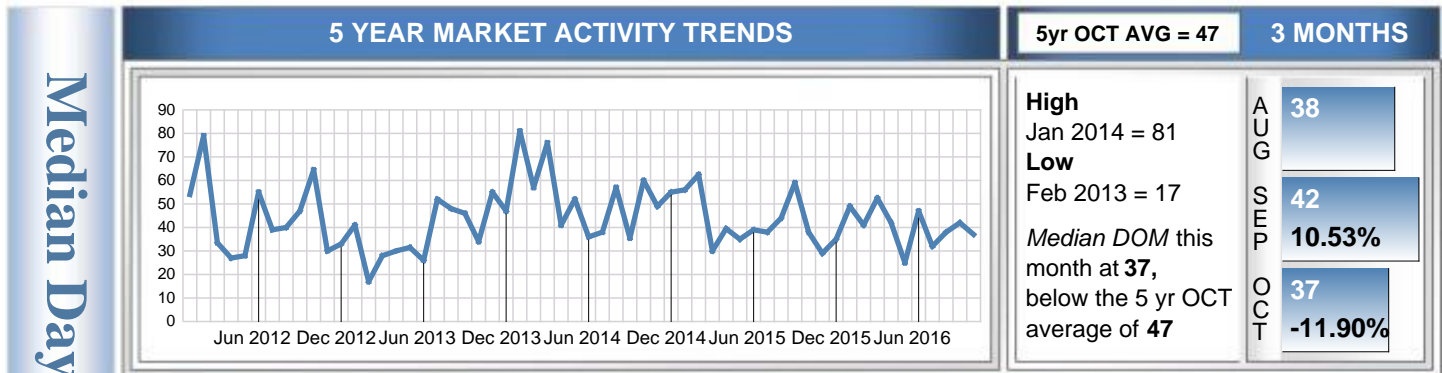
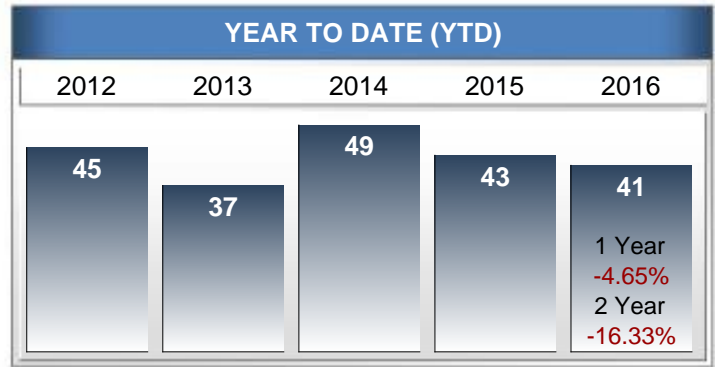
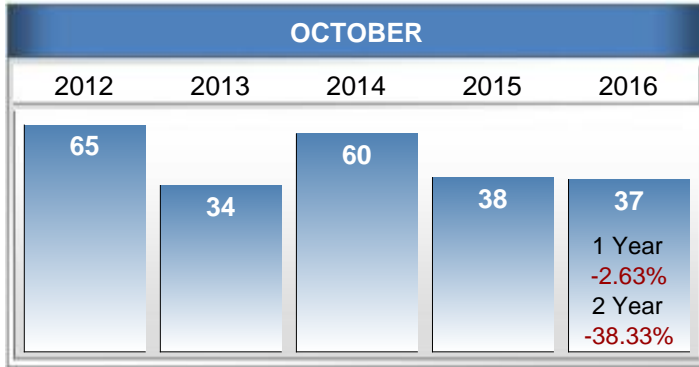
Closed Sales as of Nov 15, 2016



Median Days on Market to Sale

Report Produced on: Nov 15, 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+
\$10,000 and less	4			7.84%	22.0	22.0	0.0	0.0	0.0
\$10,001 \$10,000	0			0.00%	22.0	0.0	0.0	0.0	0.0
\$10,001 \$50,000	13			25.49%	20.0	13.5	0.0	171.0	0.0
\$50,001 \$100,000	13			25.49%	79.0	67.0	36.0	83.0	0.0
\$100,001 \$130,000	10			19.61%	61.5	0.0	61.5	0.0	0.0
\$130,001 \$200,000	6			11.76%	36.5	55.0	24.0	0.0	0.0
\$200,001 and up	5			9.80%	6.0	6.5	5.0	0.0	0.0
Median Closed DOM:					37.0	35.0	33.5	87.0	0.0
Total Closed Units:					51	26	22	3	
Total Closed Volume:					4,608,997	1.68M	2.79M	135.00K	0.00B



Monthly Inventory Analysis

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October 2016

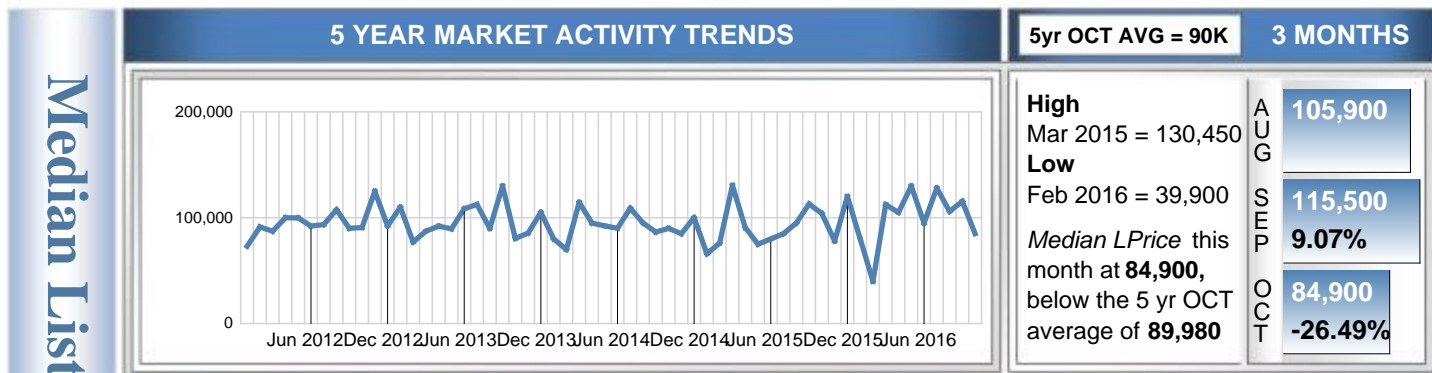
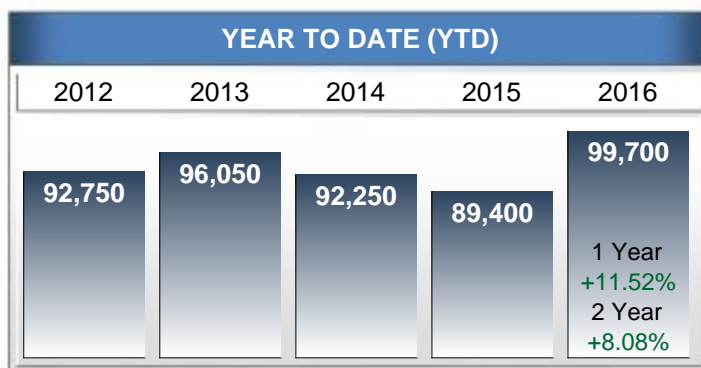
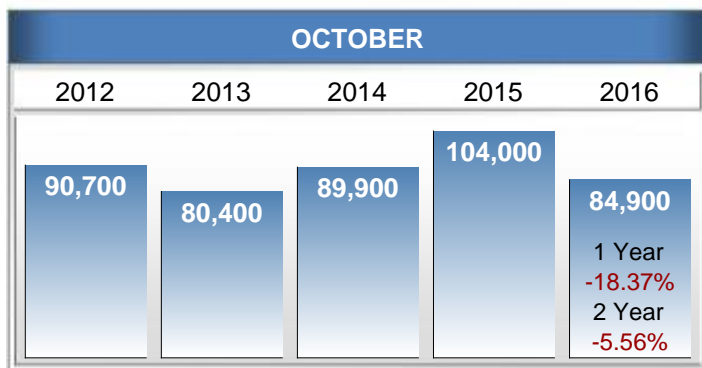
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 15, 2016

Area Delimited by County Of Cherokee



Median List Price

Ready to Buy or Sell Real Estate?
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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		1.96%	5,000	5,000	0	0	0
\$10,001 \$10,000	0		0.00%	5,000	0	0	0	0
\$10,001 \$50,000	15		29.41%	22,900	22,900	0	20,000	0
\$50,001 \$100,000	14		27.45%	67,350	59,500	84,900	67,350	0
\$100,001 \$130,000	10		19.61%	117,200	0	117,200	0	0
\$130,001 \$200,000	5		9.80%	149,900	159,950	147,400	0	0
\$200,001 and up	6		11.76%	249,950	410,000	225,000	0	0
Median List Price:		\$84,900			\$27,250	\$119,900	\$64,800	\$0
Total Closed Units:		51			26	22	3	
Total List Volume:		5,237,550			2.19M	2.89M	154.70K	0.00B



Monthly Inventory Analysis

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October 2016

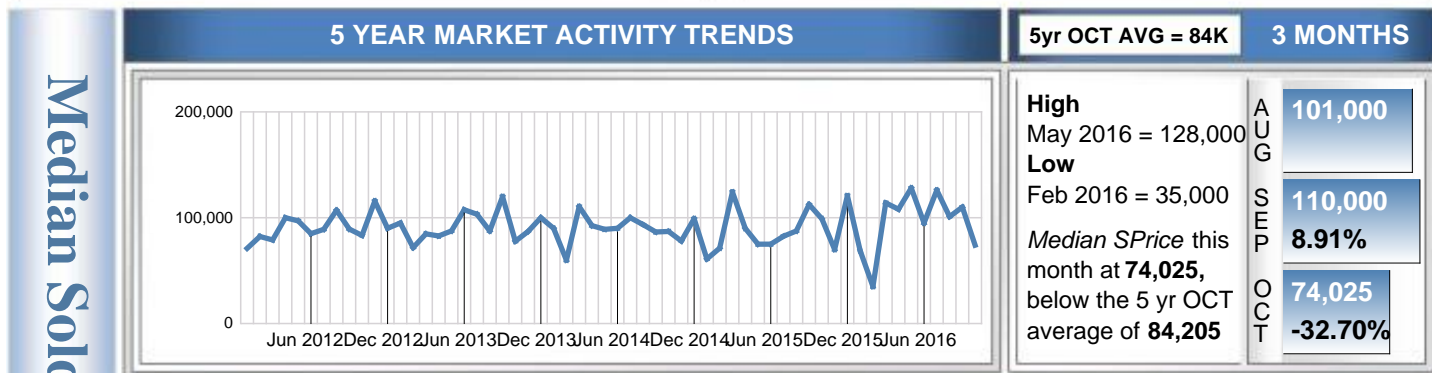
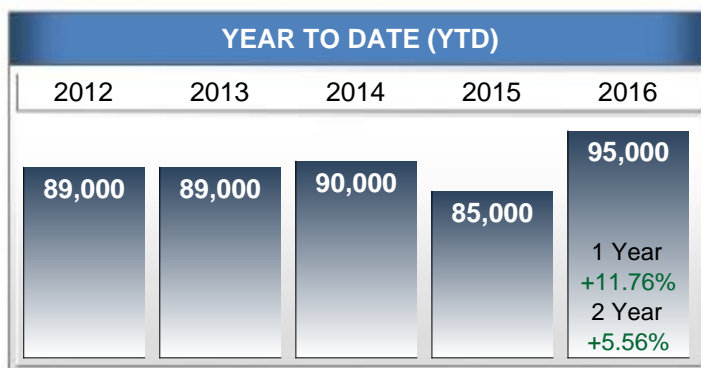
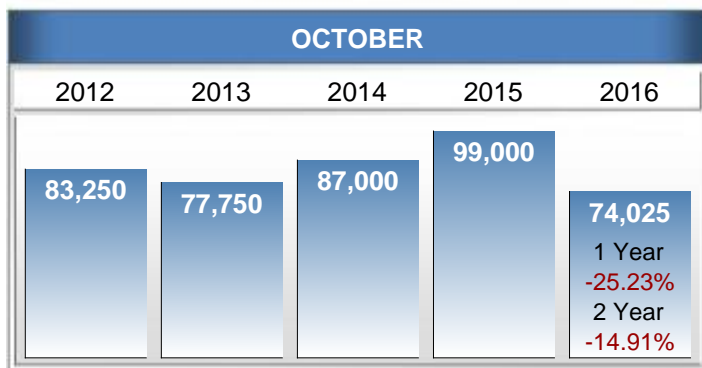
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

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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+
\$10,000 and less	4		7.84%	9,866	9,866	0	0	0
\$10,001 - \$10,000	0		0.00%	9,866	0	0	0	0
\$10,001 - \$50,000	13		25.49%	19,465	19,465	0	20,000	0
\$50,001 - \$100,000	13		25.49%	70,000	58,500	74,025	57,500	0
\$100,001 - \$130,000	10		19.61%	119,250	0	119,250	0	0
\$130,001 - \$200,000	6		11.76%	142,450	179,000	138,450	0	0
\$200,001 and up	5		9.80%	225,000	308,500	215,000	0	0
Median Closed Price:	\$74,025				\$24,500	\$119,700	\$55,000	\$0
Total Closed Units:	51				26	22	3	
Total Closed Volume:	4,608,997				1.68M	2.79M	135.00K	0.00B



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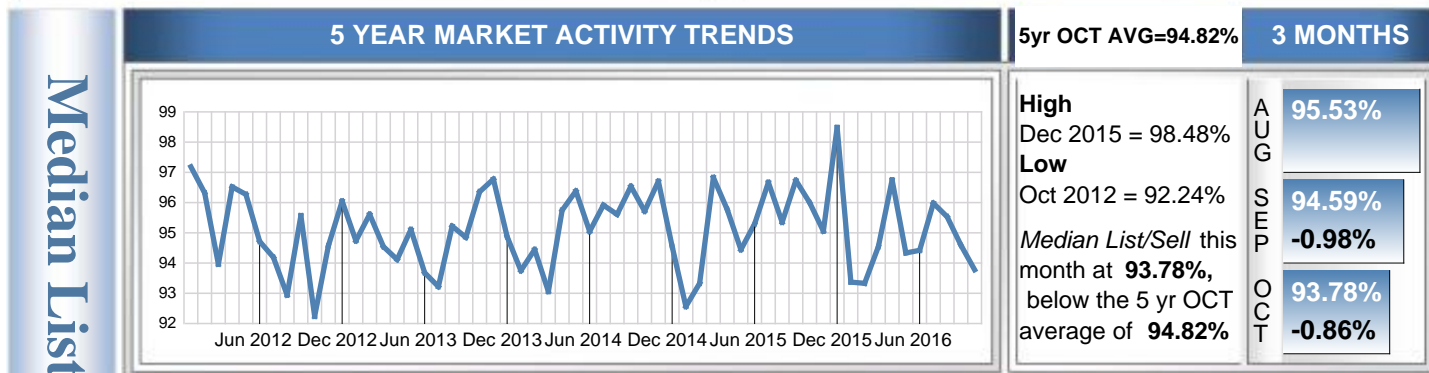
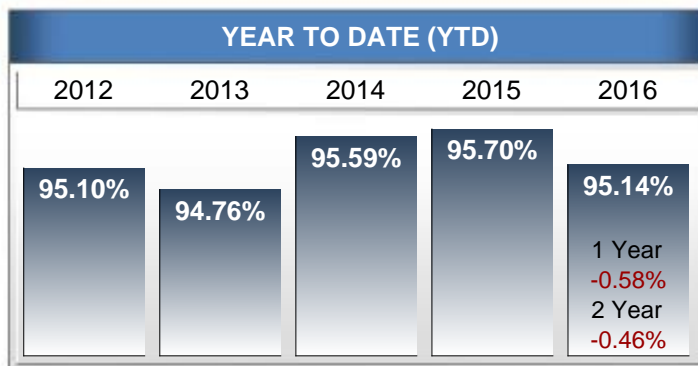
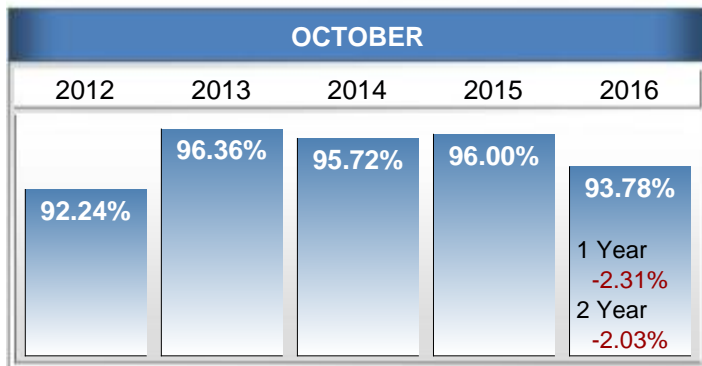
Closed Sales as of Nov 15, 2016



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+
\$10,000 and less	4	7.84%	77.52%	77.52%	0.00%	0.00%	0.00%
\$10,001 \$10,000	0	0.00%	77.52%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$50,000	13	25.49%	85.00%	85.00%	0.00%	100.00%	0.00%
\$50,001 \$100,000	13	25.49%	95.80%	96.71%	93.33%	85.36%	0.00%
\$100,001 \$130,000	10	19.61%	99.62%	0.00%	99.62%	0.00%	0.00%
\$130,001 \$200,000	6	11.76%	93.96%	89.39%	93.96%	0.00%	0.00%
\$200,001 and up	5	9.80%	95.61%	67.58%	96.14%	0.00%	0.00%
Median List/Sell Ratio:	93.78%			85.00%	98.22%	85.84%	0.00%
Total Closed Units:	51			26	22	3	
Total Closed Volume:	4,608,997			1.68M	2.79M	135.00K	0.00B



Monthly Inventory Analysis

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October 2016

Inventory as of Nov 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of October 31, 2016 = 733

	OCTOBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	55	51	-7.27%	460	490	6.52%
Pending Sales	50	50	0.00%	501	517	3.19%
New Listings	125	134	7.20%	1,782	1,693	-4.99%
Median List Price	104,000	84,900	-18.37%	89,400	99,700	11.52%
Median Sale Price	99,000	74,025	-25.23%	85,000	95,000	11.76%
Median Percent of List Price to Selling Price	96.00%	93.78%	-2.31%	95.70%	95.14%	-0.58%
Median Days on Market to Sale	38.00	37.00	-2.63%	43.00	41.00	-4.65%
Monthly Inventory	773	733	-5.17%	773	733	-5.17%
Months Supply of Inventory	17.50	15.27	-12.75%	17.50	15.27	-12.75%

