



# November 2016

Area Delimited by County Of Cherokee

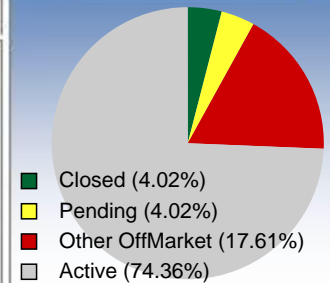


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of November 30, 2016 = **722**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	39	39	0.00%
Pending Listings	40	39	-2.50%
New Listings	176	198	12.50%
Median List Price	78,000	89,500	14.74%
Median Sale Price	70,000	80,000	14.29%
Median Percent of List Price to Selling Price	95.06%	96.09%	1.09%
Median Days on Market to Sale	29.00	60.00	106.90%
End of Month Inventory	754	722	-4.24%
Months Supply of Inventory	16.88	15.04	-10.89%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 decreased **4.24%** to 722 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 **15.04** MSI for this period.

### Median Sale Prices 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 **14.29%** in November 2016 to \$80,000 versus the previous year at \$70,000.

### Median Days on Market Lengthens

The median number of **60.00** days that homes spent on the market before selling increased by 31.00 days or **106.90%** in November 2016 compared to last year's same month at **29.00** DOM.

### Sales Success for November 2016 is Positive

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

There were 198 New Listings in November 2016, up **12.50%** from last year at 176. Furthermore, there were 39 Closed Listings this month versus last year at 39, a **0.00%** decrease.

Closed versus Listed trends yielded a **19.7%** ratio, down from last year's November 2016 at **22.2%**, a **11.11%** downswing. This will certainly create pressure on a decreasing 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®

## November 2016

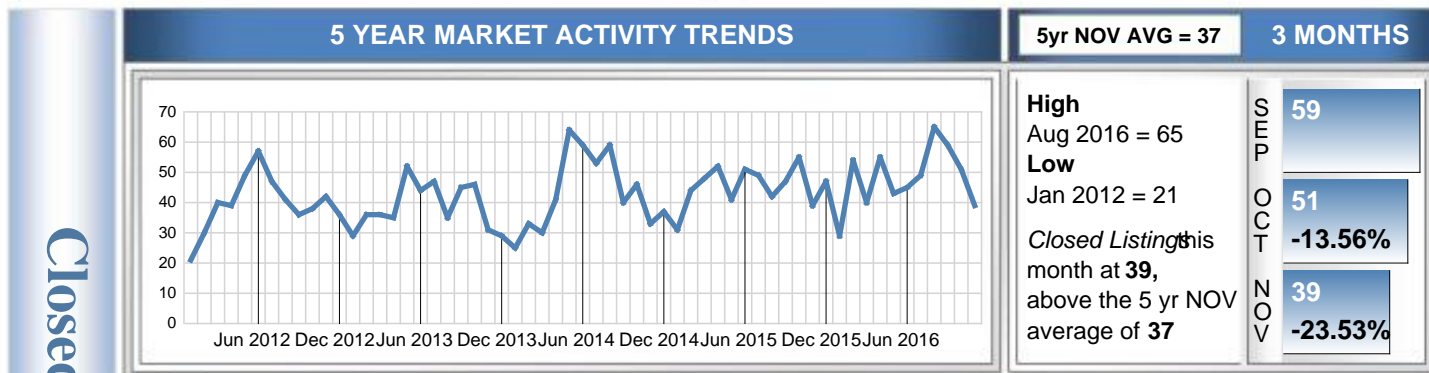
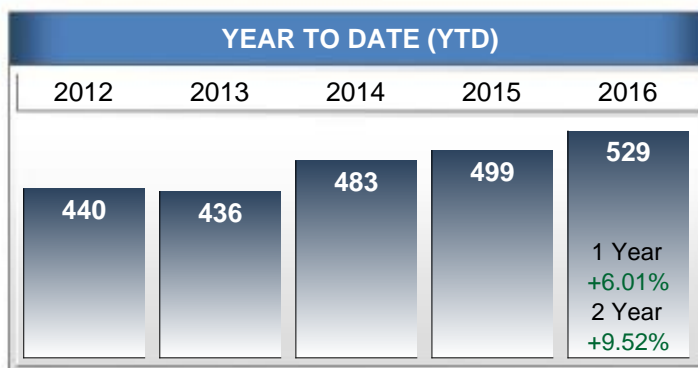
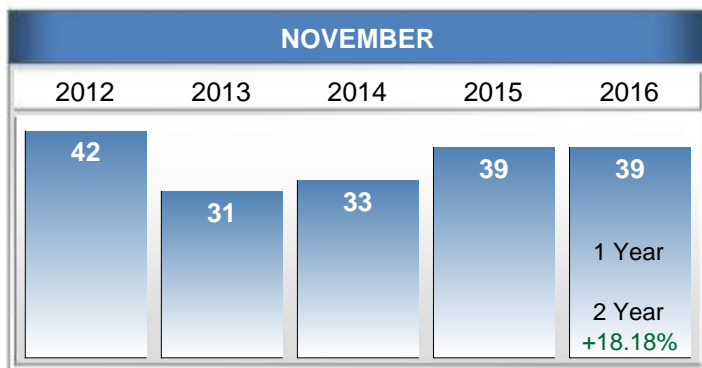
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 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+	
\$20,000 and less	3	7.69%	23.0	3	0	0	0	
\$20,001 \$30,000	3	7.69%	119.0	1	2	0	0	
\$30,001 \$60,000	8	20.51%	102.0	3	3	1	1	
\$60,001 \$110,000	9	23.08%	35.0	3	5	1	0	
\$110,001 \$140,000	7	17.95%	82.0	1	6	0	0	
\$140,001 \$190,000	5	12.82%	39.0	1	2	1	1	
\$190,001 and up	4	10.26%	12.0	0	2	2	0	
Total Closed Units: 39				60.0				
Total Closed Volume:		3,737,704			676.00K	2.06M	765.80K	235.00K
Median Closed Price:		\$80,000			\$55,000	\$108,200	\$173,000	\$117,500

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

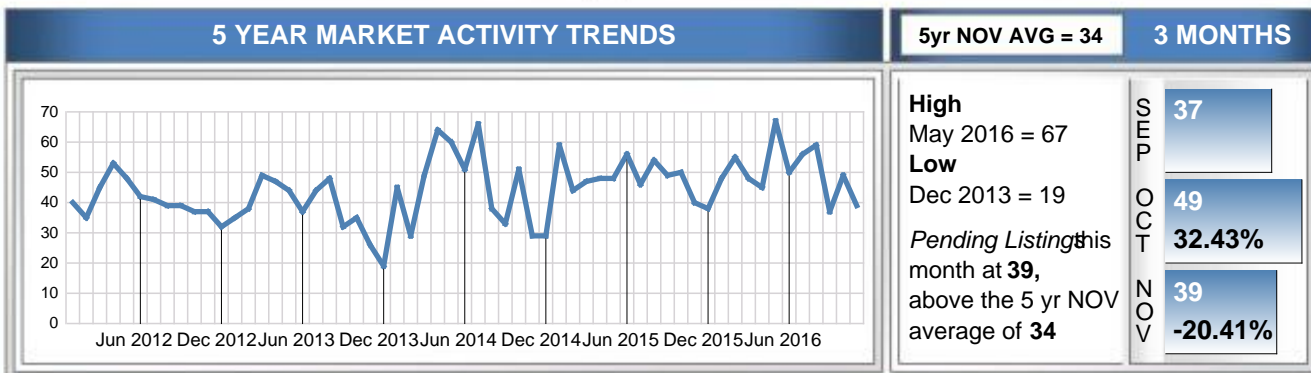
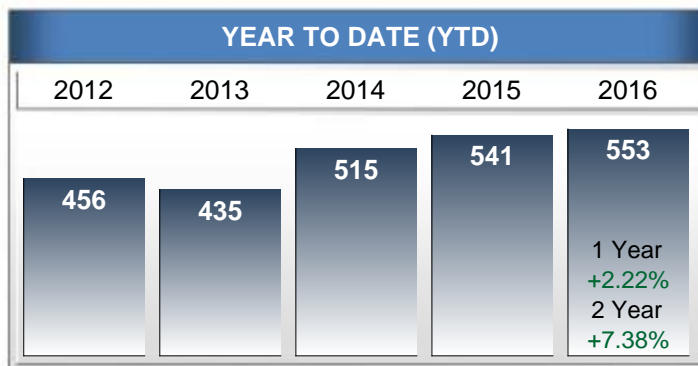
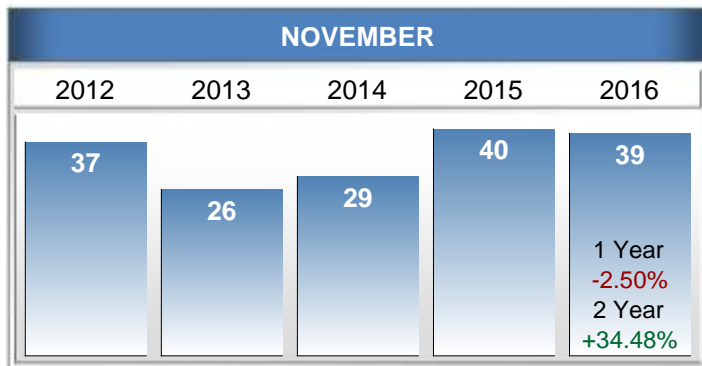
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 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+
\$30,000 and less	3	7.69%	83.0	1	2	0	0
\$30,001 \$50,000	3	7.69%	37.0	0	3	0	0
\$50,001 \$80,000	7	17.95%	12.0	4	3	0	0
\$80,001 \$130,000	12	30.77%	52.5	4	6	2	0
\$130,001 \$160,000	5	12.82%	86.0	1	3	1	0
\$160,001 \$210,000	5	12.82%	12.0	1	3	1	0
\$210,001 and up	4	10.26%	121.5	1	2	1	0
Total Pending Units: 39				12	22	5	
Total Pending Volume: 4,668,076				1.26M	2.62M	780.55K	0.00B
Median Listing Price: \$114,900				\$91,450	\$121,200	\$148,900	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

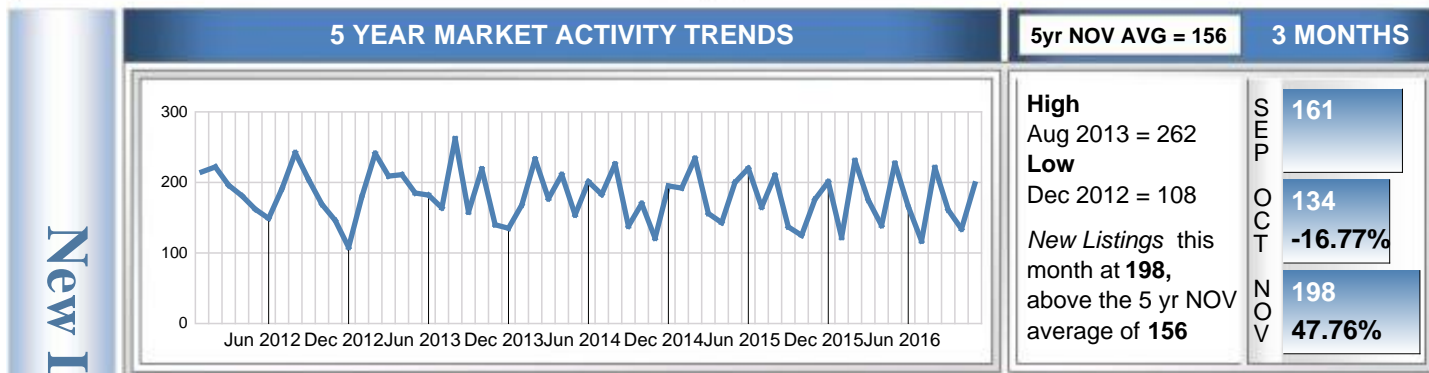
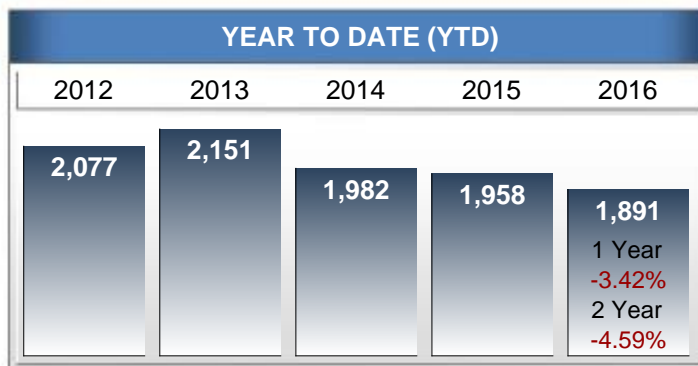
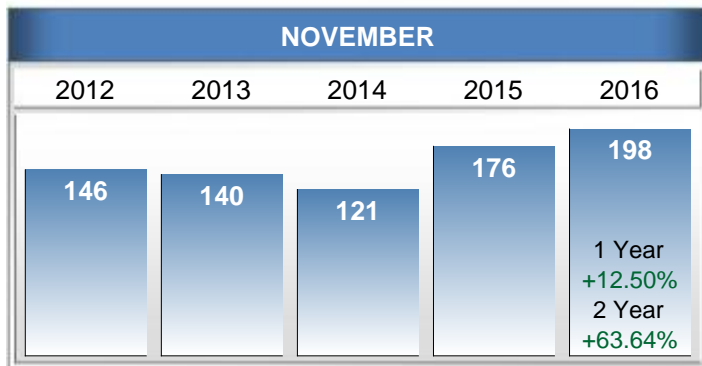
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



#### 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	5	2.53%	5	0	0	0
\$10,001 \$50,000	40	20.20%	36	4	0	0
\$50,001 \$60,000	10	5.05%	9	1	0	0
\$60,001 \$70,000	55	27.78%	50	5	0	0
\$70,001 \$130,000	41	20.71%	23	17	1	0
\$130,001 \$250,000	26	13.13%	9	12	5	0
\$250,001 and up	21	10.61%	7	7	5	2
Total New Listed Units:			139	46	11	2
Total New Listed Volume:			12.00M	7.28M	2.86M	1.19M
Median New Listed Listing Price:			\$65,000	\$121,400	\$249,900	\$597,000

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

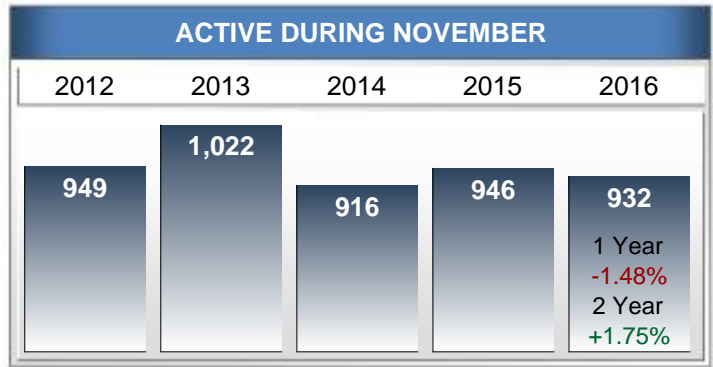
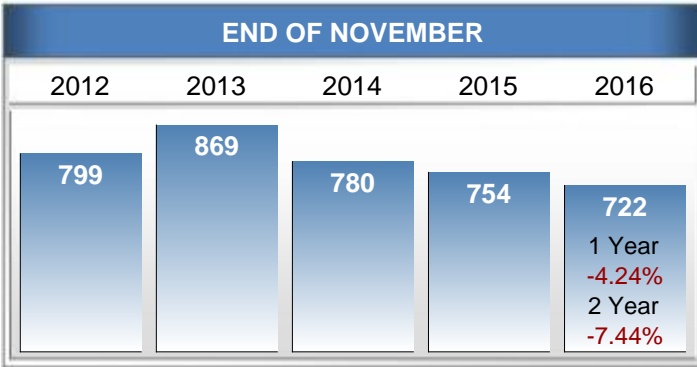
Active Inventory as of Dec 12, 2016



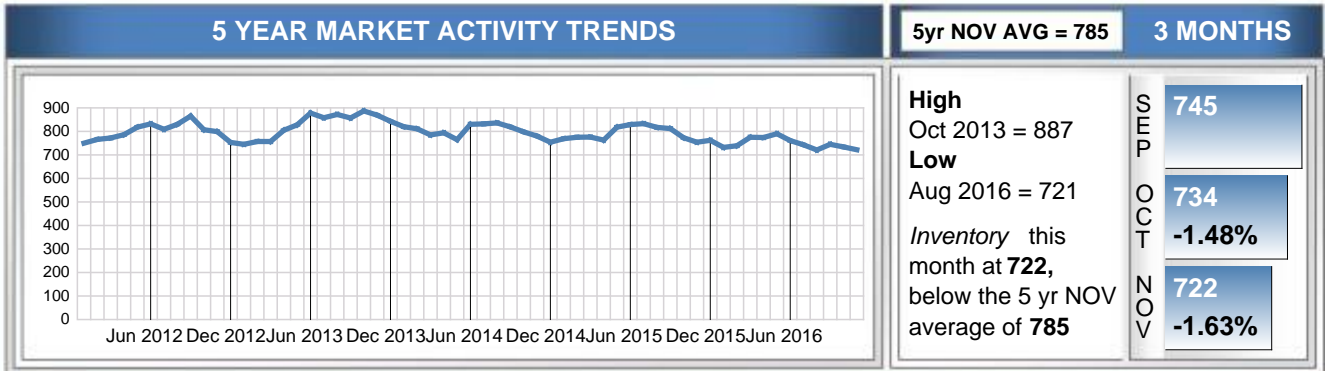
### Active Inventory

Report Produced on: Dec 12, 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	27	3.74%	72.0	27	0	0	0		
\$10,001 - \$20,000	101	13.99%	98.0	99	2	0	0		
\$20,001 - \$50,000	132	18.28%	93.0	119	10	3	0		
\$50,001 - \$90,000	189	26.18%	47.0	144	39	6	0		
\$90,001 - \$150,000	113	15.65%	62.0	50	55	6	2		
\$150,001 - \$280,000	85	11.77%	75.0	25	43	15	2		
\$280,001 and up	75	10.39%	89.0	27	26	16	6		
Total Active Inventory by Units:				722	75.0	491	175	46	10
Total Active Inventory by Volume:				87,662,220		41.57M	29.97M	11.99M	4.14M
Median Active Inventory Listing Price:				\$69,900		\$51,615	\$134,900	\$206,400	\$422,450

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

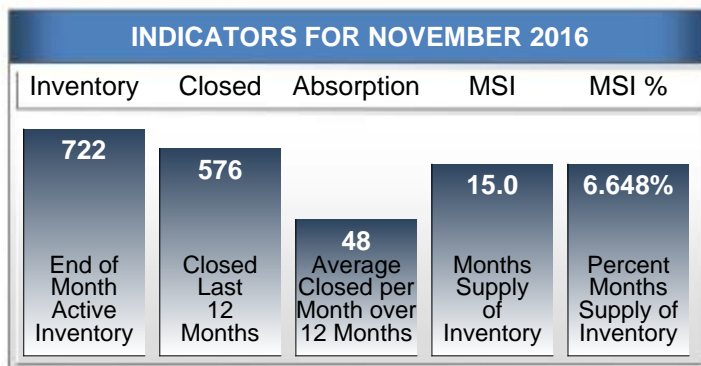
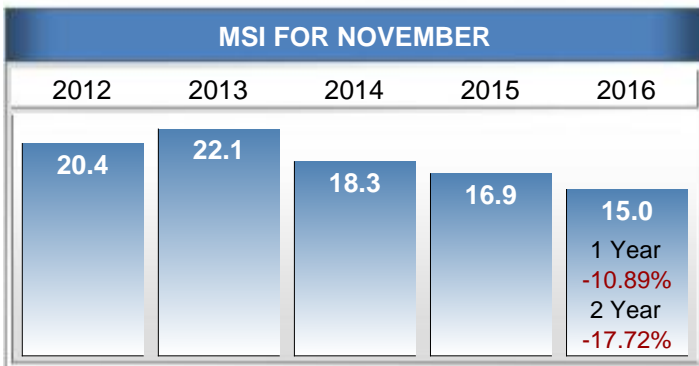
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



Months Supply

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5yr NOV AVG = 18.5	3 MONTHS
<b>High</b> Sep 2012 = 22.5 <b>Low</b> Nov 2016 = 15.0 <i>Months Supply</i> this month at <b>15.0</b> , below the 5 yr NOV average of <b>18.5</b>	SEP <b>15.4</b> OCT <b>15.3</b> <b>-0.79%</b> NOV <b>15.0</b> <b>-1.63%</b>

#### 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	27	3.74%	21.6	23.1	0.0	0.0	0.0
\$10,001 - \$20,000	101	13.99%	21.3	22.8	8.0	0.0	0.0
\$20,001 - \$50,000	132	18.28%	18.4	29.1	3.8	9.0	0.0
\$50,001 - \$90,000	189	26.18%	19.6	41.1	7.9	5.1	0.0
\$90,001 - \$150,000	113	15.65%	8.1	26.1	5.0	7.2	12.0
\$150,001 - \$280,000	85	11.77%	9.5	20.0	8.5	7.2	4.0
\$280,001 and up	75	10.39%	33.3	46.3	44.6	21.3	18.0
MSI:			15.0	29.2	7.1	8.6	8.6
Total Active Inventory:			722	491	175	46	10



# Monthly Inventory Analysis

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## November 2016

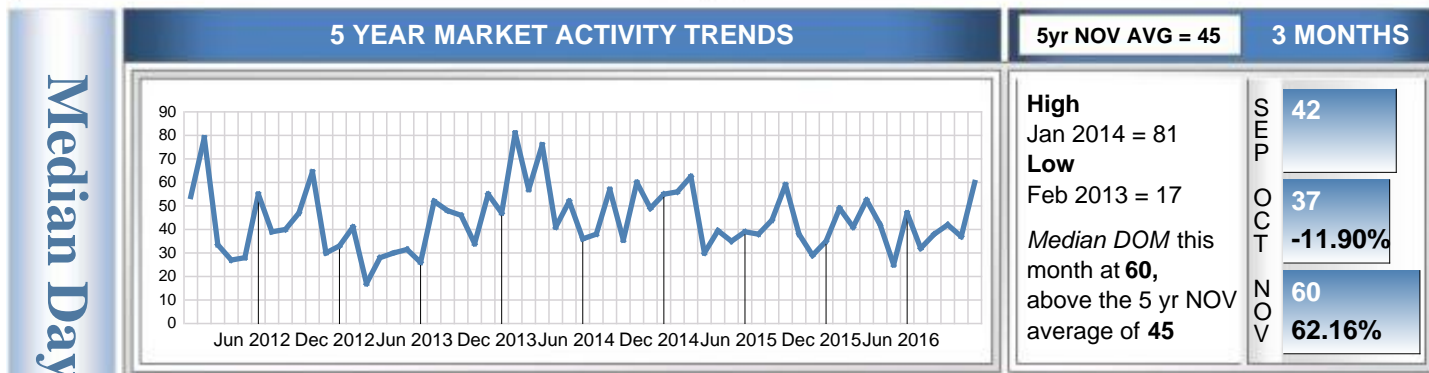
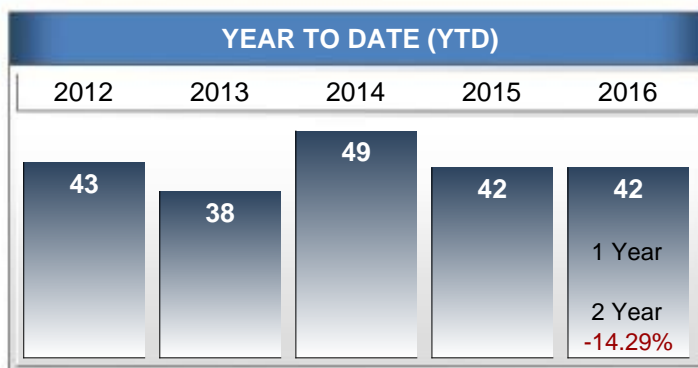
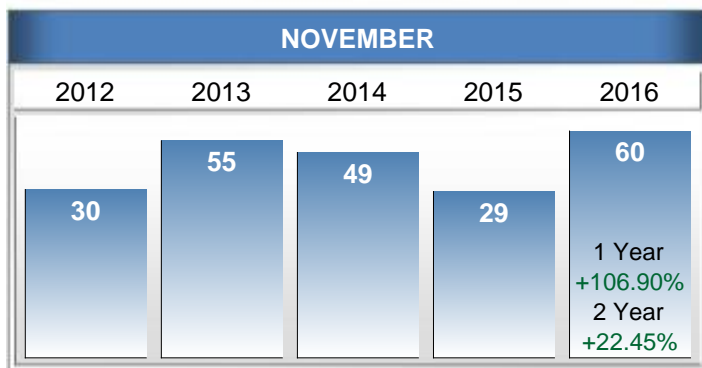
Closed Sales as of Dec 12, 2016



### Median Days on Market to Sale

Report Produced on: Dec 12, 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	3	7.69%	23.0	23.0	0.0	0.0	0.0
\$20,001 \$30,000	3	7.69%	119.0	119.0	88.5	0.0	0.0
\$30,001 \$60,000	8	20.51%	102.0	145.0	11.0	60.0	175.0
\$60,001 \$110,000	9	23.08%	35.0	85.0	23.0	35.0	0.0
\$110,001 \$140,000	7	17.95%	82.0	87.0	81.5	0.0	0.0
\$140,001 \$190,000	5	12.82%	39.0	39.0	51.0	27.0	63.0
\$190,001 and up	4	10.26%	12.0	0.0	63.5	7.0	0.0
Median Closed DOM:	60.0			103.0	52.0	27.0	119.0
Total Closed Units:	39			12	20	5	2
Total Closed Volume:	3,737,704			676.00K	2.06M	765.80K	235.00K



# Monthly Inventory Analysis

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## November 2016

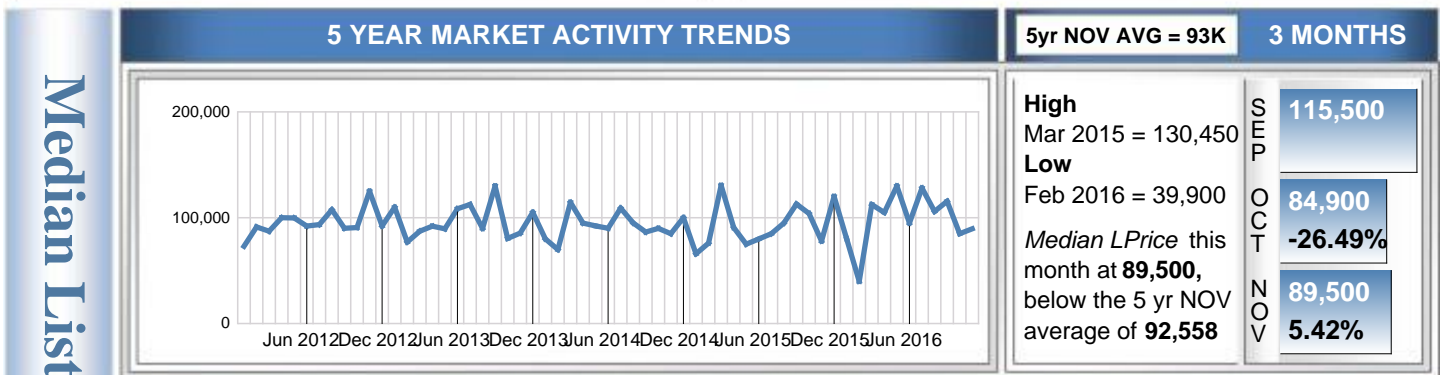
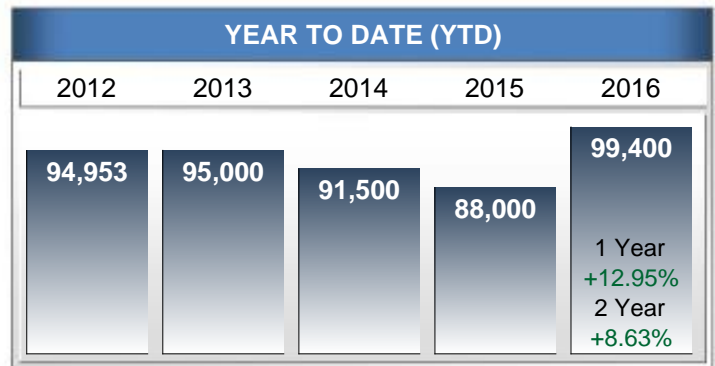
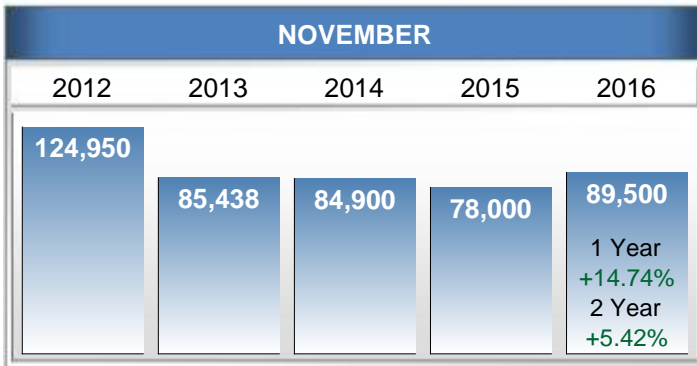
Closed Sales as of Dec 12, 2016



### Median List Price at Closing

Report Produced on: Dec 12, 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	2		5.13%	12,900	12,900	0	0	0
\$20,001 - \$30,000	4		10.26%	22,450	21,950	22,000	27,200	0
\$30,001 - \$60,000	5		12.82%	40,000	34,000	46,800	0	0
\$60,001 - \$110,000	12		30.77%	77,900	69,900	87,900	89,500	89,900
\$110,001 - \$140,000	6		15.38%	127,450	137,500	125,000	0	0
\$140,001 - \$190,000	5		12.82%	149,900	189,900	149,900	177,900	0
\$190,001 and up	5		12.82%	199,000	0	219,450	231,200	194,900
Median List Price:		\$89,500			\$68,000	\$109,900	\$177,900	\$142,400
Total Closed Units:		39			12	20	5	2
Total List Volume:		3,984,100			779.00K	2.16M	757.00K	284.80K





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## November 2016

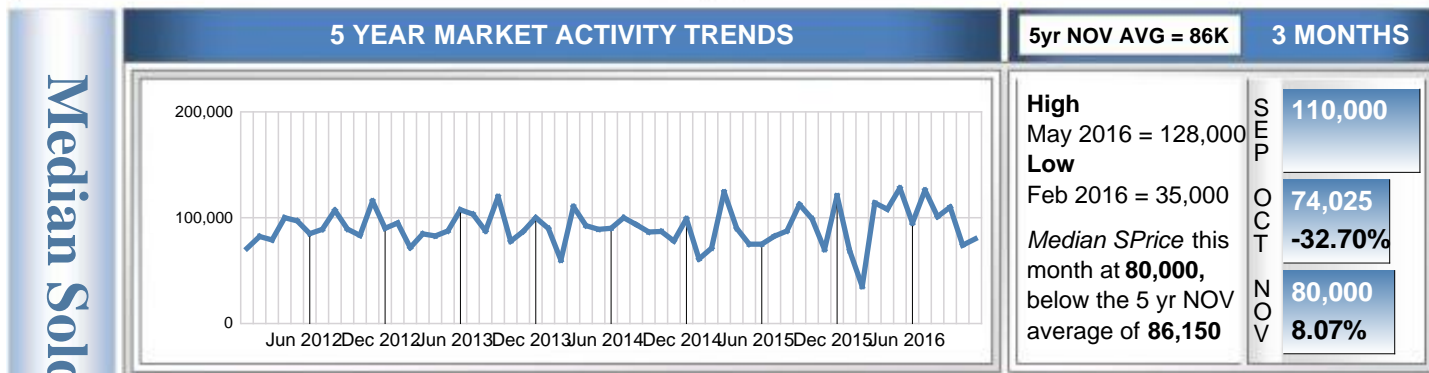
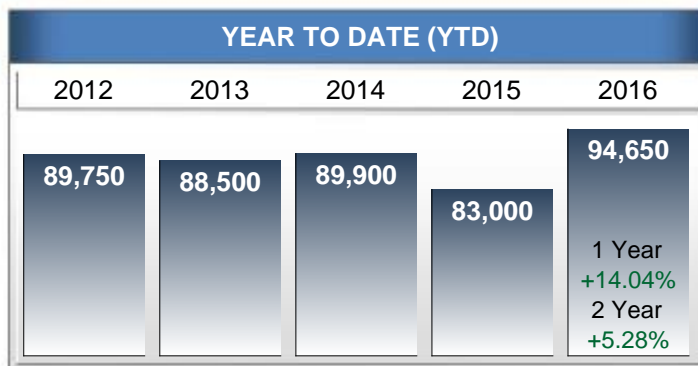
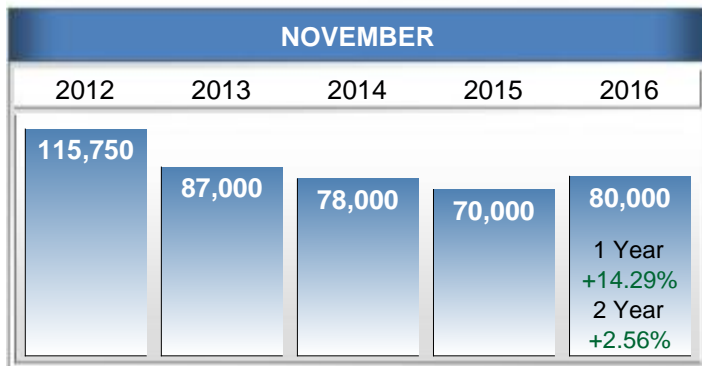
Closed Sales as of Dec 12, 2016



### Median Sold Price at Closing

Report Produced on: Dec 12, 2016

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	3			7.69%	10,000	10,000	0	0	0
\$20,001 \$30,000	3			7.69%	22,500	22,500	25,500	0	0
\$30,001 \$60,000	8			20.51%	50,000	50,000	51,504	32,500	50,000
\$60,001 \$110,000	9			23.08%	76,000	75,000	80,000	94,300	0
\$110,001 \$140,000	7			17.95%	125,000	115,000	125,000	0	0
\$140,001 \$190,000	5			12.82%	150,000	150,000	144,250	173,000	185,000
\$190,001 and up	4			10.26%	210,500	0	210,500	233,000	0
Median Closed Price:	\$80,000					\$55,000	\$108,200	\$173,000	\$117,500
Total Closed Units:	39					12	20	5	2
Total Closed Volume:	3,737,704					676.00K	2.06M	765.80K	235.00K



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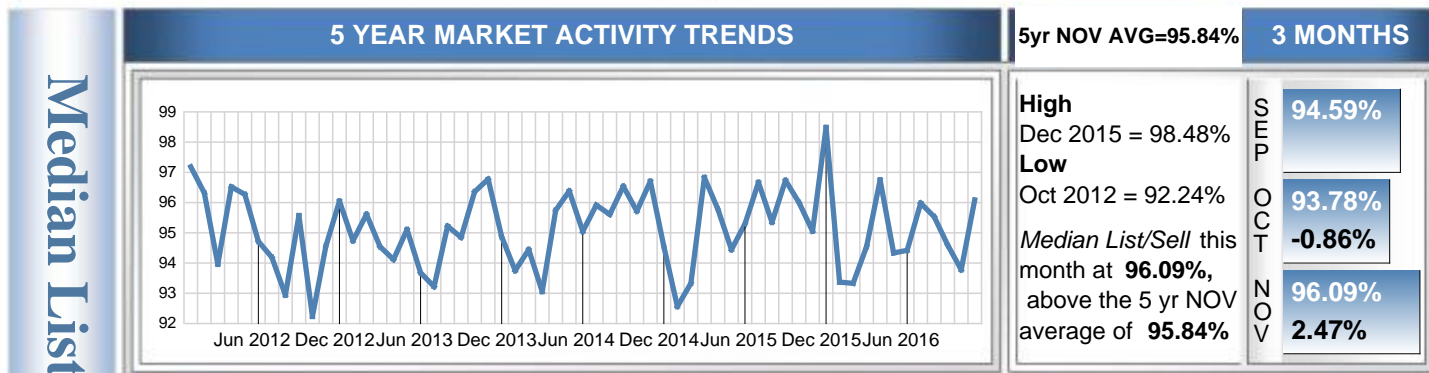
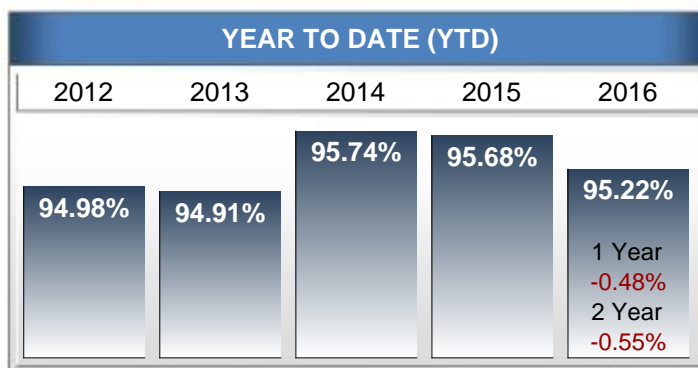
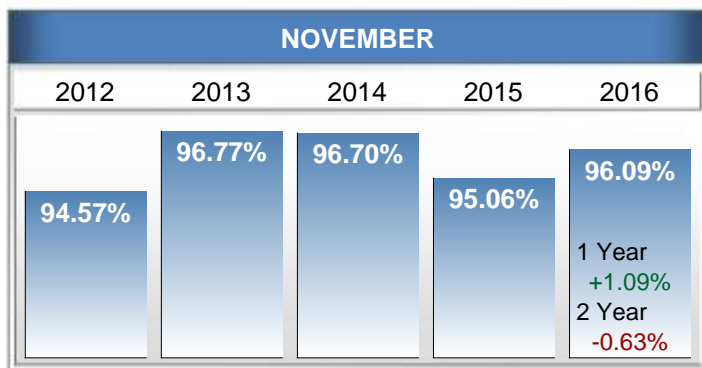
Closed Sales as of Dec 12, 2016



### Median Percent of List Price to Selling Price

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



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	3	7.69%	71.94%	71.94%	0.00%	0.00%	0.00%
\$20,001-\$30,000	3	7.69%	95.45%	98.25%	85.23%	0.00%	0.00%
\$30,001-\$60,000	8	20.51%	95.10%	86.33%	97.14%	119.49%	55.62%
\$60,001-\$110,000	9	23.08%	100.00%	105.56%	93.87%	105.36%	0.00%
\$110,001-\$140,000	7	17.95%	96.92%	83.64%	96.98%	0.00%	0.00%
\$140,001-\$190,000	5	12.82%	95.73%	78.99%	97.87%	97.25%	94.92%
\$190,001 and up	4	10.26%	100.39%	0.00%	96.27%	100.78%	0.00%
Median List/Sell Ratio:	96.09%			89.38%	96.45%	100.78%	75.27%
Total Closed Units:	39			12	20	5	2
Total Closed Volume:	3,737,704			676.00K	2.06M	765.80K	235.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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

**Active Inventory** as of November 30, 2016 = 722

	NOVEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	39	39	0.00%	499	529	6.01%
Pending Sales	40	39	-2.50%	541	553	2.22%
New Listings	176	198	12.50%	1,958	1,891	-3.42%
Median List Price	78,000	89,500	14.74%	88,000	99,400	12.95%
Median Sale Price	70,000	80,000	14.29%	83,000	94,650	14.04%
Median Percent of List Price to Selling Price	95.06%	96.09%	1.09%	95.68%	95.22%	-0.48%
Median Days on Market to Sale	29.00	60.00	106.90%	42.00	42.00	0.00%
Monthly Inventory	754	722	-4.24%	754	722	-4.24%
Months Supply of Inventory	16.88	15.04	-10.89%	16.88	15.04	-10.89%

