



January 2017

Area Delimited by County Of Cherokee

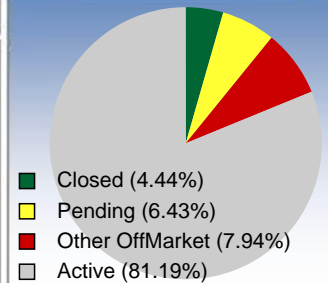


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of January 31, 2017 = **695**

	JANUARY		
	2016	2017	+/- %
Closed Listings	29	38	31.03%
Pending Listings	48	55	14.58%
New Listings	122	131	7.38%
Average List Price	93,234	127,027	36.24%
Average Sale Price	85,899	121,439	41.37%
Average Percent of List Price to Selling Price	89.35%	95.41%	6.78%
Average Days on Market to Sale	60.86	56.39	-7.34%
End of Month Inventory	734	695	-5.31%
Months Supply of Inventory	16.19	14.33	-11.50%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 decreased **5.31%** to 695 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 **14.33** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **41.37%** in January 2017 to \$121,439 versus the previous year at \$85,899.

Average Days on Market Shortens

The average number of **56.39** days that homes spent on the market before selling decreased by 4.47 days or **7.34%** in January 2017 compared to last year's same month at **60.86** DOM.

Sales Success for January 2017 is Positive

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

There were 131 New Listings in January 2017, up **7.38%** from last year at 122. Furthermore, there were 38 Closed Listings this month versus last year at 29, a **31.03%** increase.

Closed versus Listed trends yielded a **29.0%** ratio, up from last year's January 2017 at **23.8%**, a **22.03%** upswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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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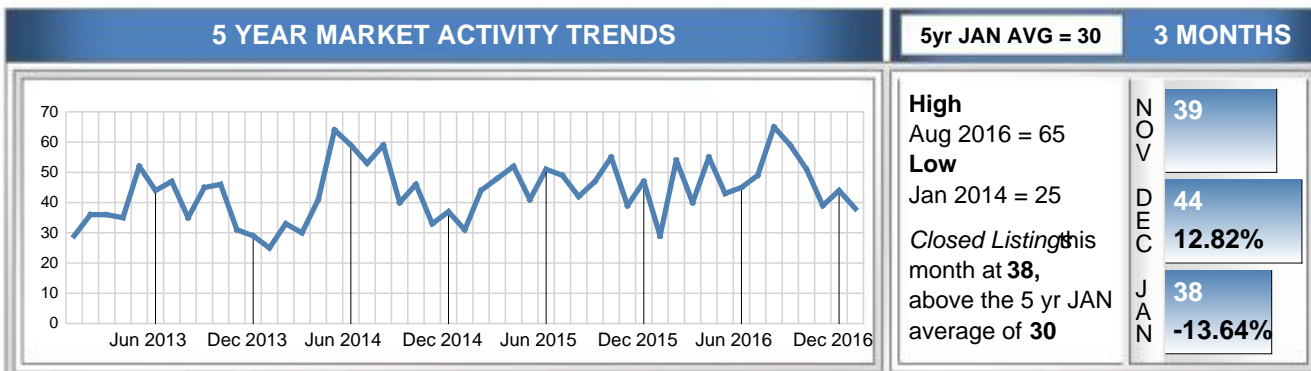
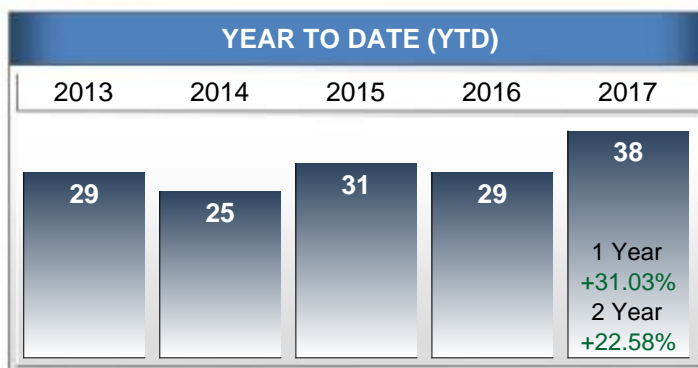
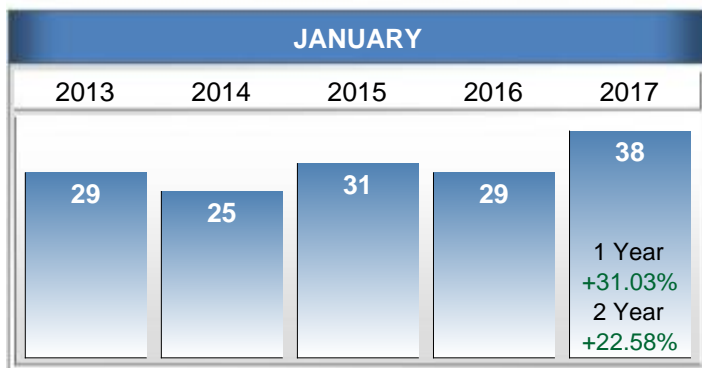
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$40,000 and less	2	5.26%	61.0	2	0	0	0
\$40,001 - \$50,000	5	13.16%	54.0	3	2	0	0
\$50,001 - \$90,000	7	18.42%	52.7	1	5	1	0
\$90,001 - \$130,000	8	21.05%	46.4	1	7	0	0
\$130,001 - \$170,000	9	23.68%	58.0	1	7	1	0
\$170,001 - \$190,000	2	5.26%	24.0	0	2	0	0
\$190,001 and up	5	13.16%	88.2	0	3	2	0
Total Closed Units:	38		56.4	8	26	4	0.00B
Total Closed Volume:	4,614,697			516.92K	3.47M	624.90K	0.00B
Average Closed Price:	\$121,439			\$64,615	\$133,572	\$156,225	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

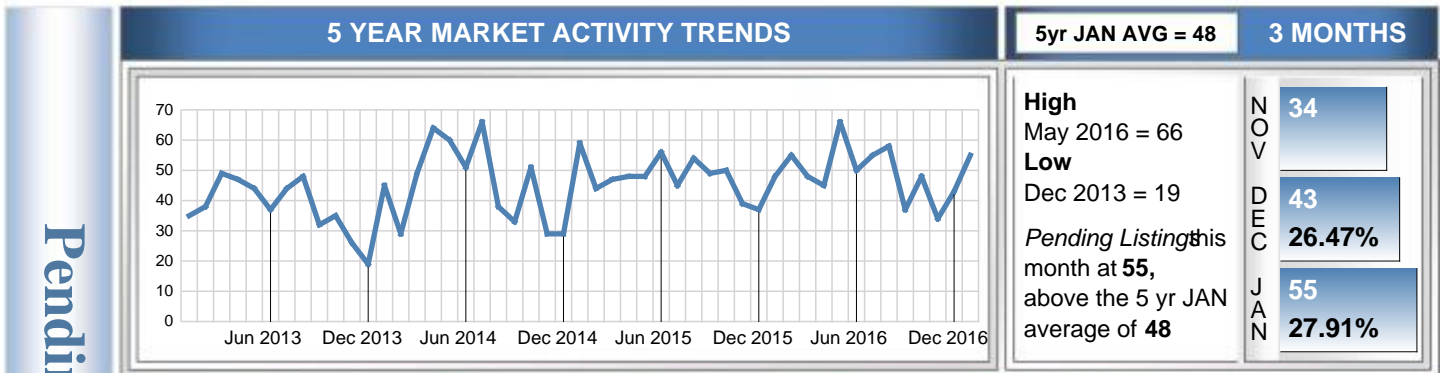
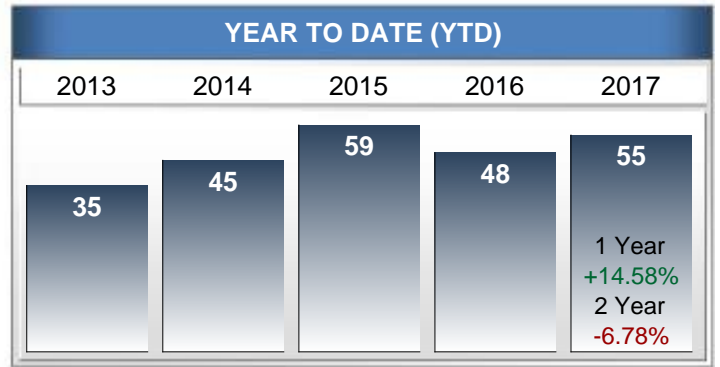
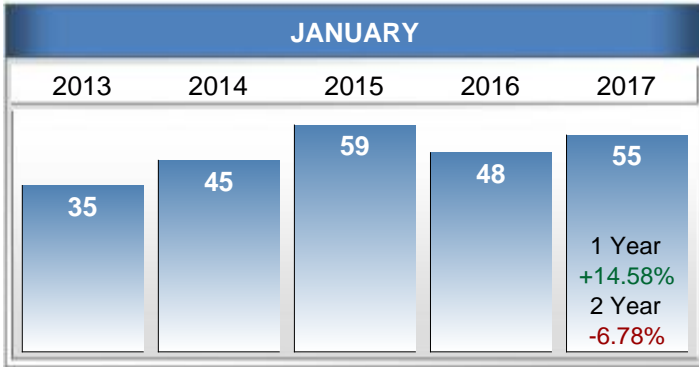
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	5.45%	132.3	3	0	0	0
\$20,001 \$40,000	10	18.18%	54.9	4	4	2	0
\$40,001 \$50,000	3	5.45%	66.0	3	0	0	0
\$50,001 \$120,000	19	34.55%	67.6	8	11	0	0
\$120,001 \$150,000	7	12.73%	46.0	3	4	0	0
\$150,001 \$290,000	7	12.73%	50.0	2	4	1	0
\$290,001 and up	6	10.91%	72.7	1	4	0	1
Total Pending Units: 55				24	27	3	1
Total Pending Volume: 6,261,300				2.03M	3.56M	278.80K	399.50K
Average Listing Price: \$108,033				\$84,496	\$131,670	\$92,933	\$399,500



Monthly Inventory Analysis

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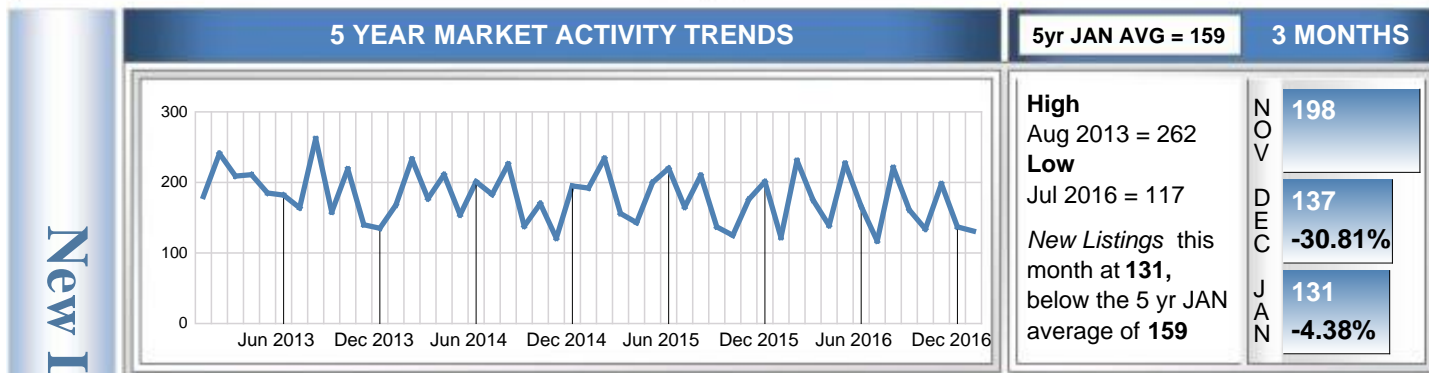
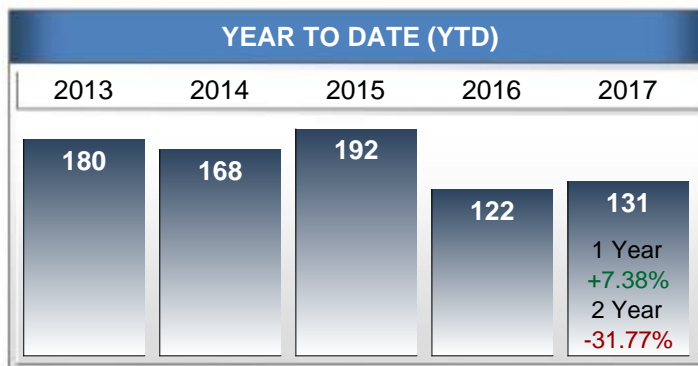
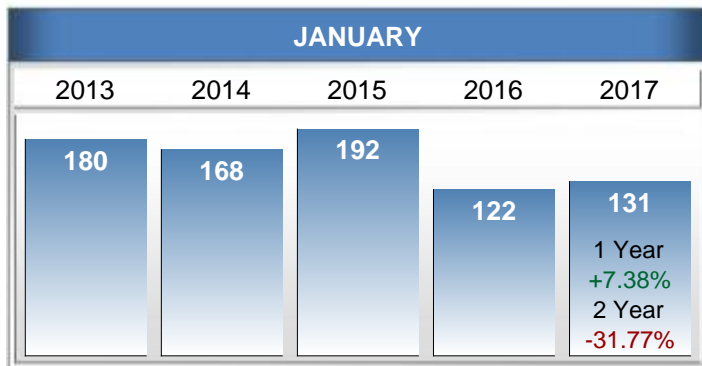
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 2017

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+
\$20,000 and less	11	8.40%	11	0	0	0
\$20,001 - \$40,000	17	12.98%	14	3	0	0
\$40,001 - \$60,000	15	11.45%	12	3	0	0
\$60,001 - \$120,000	41	31.30%	20	18	3	0
\$120,001 - \$170,000	15	11.45%	2	10	3	0
\$170,001 - \$240,000	18	13.74%	6	7	5	0
\$240,001 and up	14	10.69%	4	4	5	1
Total New Listed Units:	131		69	45	16	1
Total New Listed Volume:	18,140,309		6.02M	6.05M	5.67M	399.50K
Average New Listed Listing Price:	\$55,000		\$87,315	\$134,426	\$354,181	\$399,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

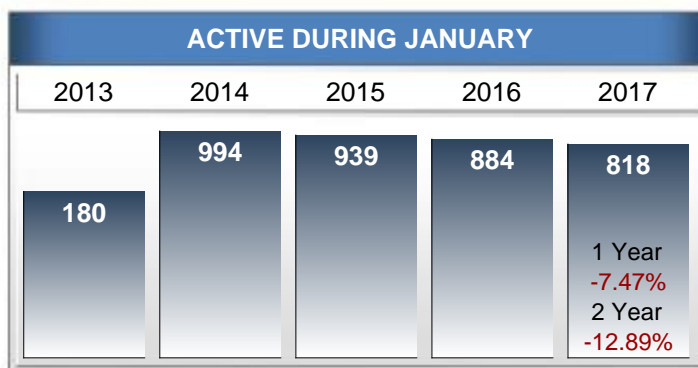
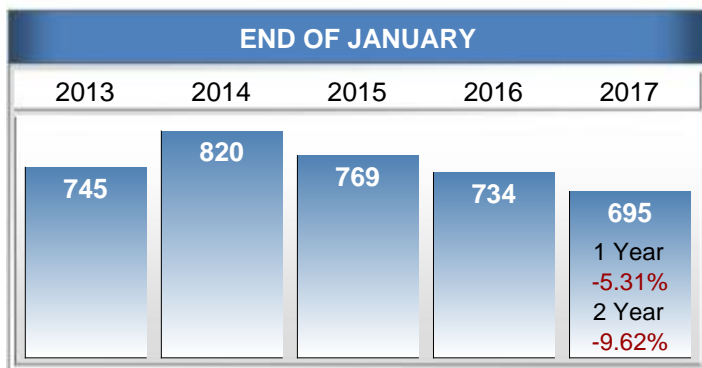
Active Inventory as of Feb 16, 2017



Active Inventory

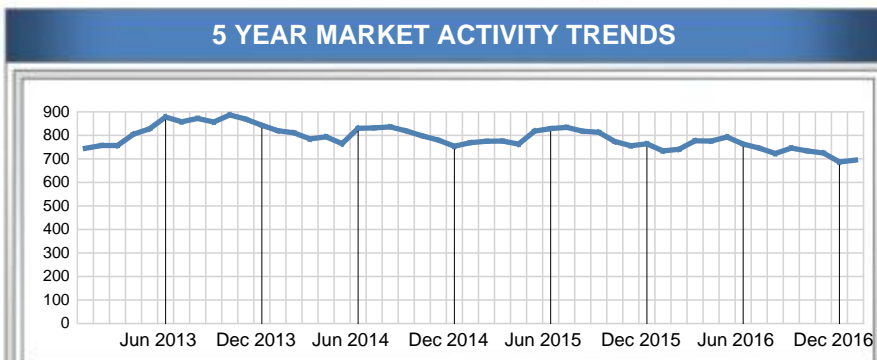
Report Produced on: Feb 16, 2017

Area Delimited by County Of Cherokee



Active Inventory

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5yr JAN AVG = 753 **3 MONTHS**

High
Oct 2013 = 887

Low
Dec 2016 = 687

Inventory this month at **695**, below the 5 yr JAN average of **753**

N	725
O	
V	
D	687
E	-5.24%
C	
J	695
A	1.16%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	27	3.88%	82.8	27	0	0	0		
\$10,001 - \$20,000	97	13.96%	116.0	96	1	0	0		
\$20,001 - \$50,000	128	18.42%	86.3	116	10	2	0		
\$50,001 - \$90,000	181	26.04%	87.9	146	30	5	0		
\$90,001 - \$150,000	101	14.53%	84.6	43	47	9	2		
\$150,001 - \$290,000	88	12.66%	92.6	26	45	14	3		
\$290,001 and up	73	10.50%	97.1	30	21	18	4		
Total Active Inventory by Units:				695	92.4	484	154	48	9
Total Active Inventory by Volume:				88,137,454		42.43M	27.28M	15.63M	2.80M
Average Active Inventory Listing Price:				\$126,816		\$87,663	\$177,125	\$325,698	\$310,844



Monthly Inventory Analysis

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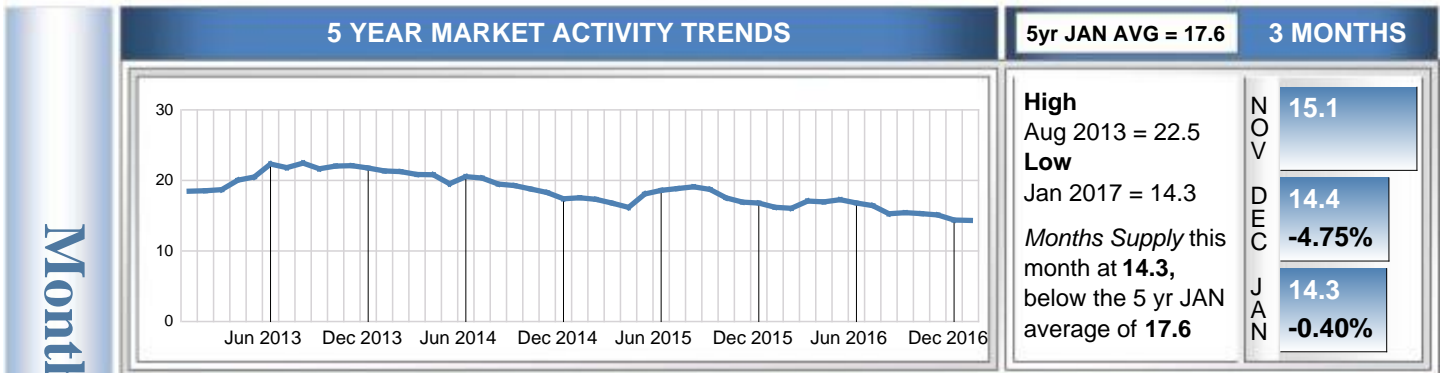
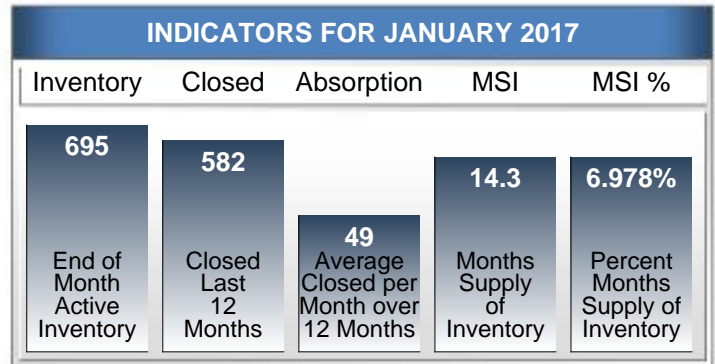
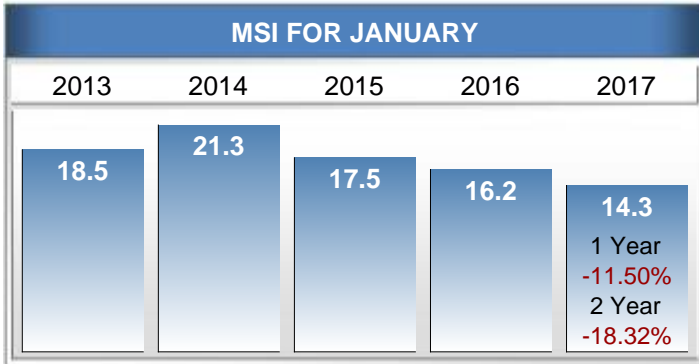
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 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	27	3.88%	24.9	27.0	0.0	0.0	0.0
\$10,001 \$20,000	97	13.96%	19.4	21.3	4.0	0.0	0.0
\$20,001 \$50,000	128	18.42%	17.3	27.3	3.8	4.8	0.0
\$50,001 \$90,000	181	26.04%	18.6	40.7	6.2	4.0	0.0
\$90,001 \$150,000	101	14.53%	7.2	22.4	4.2	10.8	24.0
\$150,001 \$290,000	88	12.66%	9.4	20.8	8.3	6.2	7.2
\$290,001 and up	73	10.50%	38.1	40.0	31.5	72.0	16.0
MSI:			14.3	28.1	6.1	9.1	9.8
Total Active Inventory:			695	484	154	48	9



Monthly Inventory Analysis

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January 2017

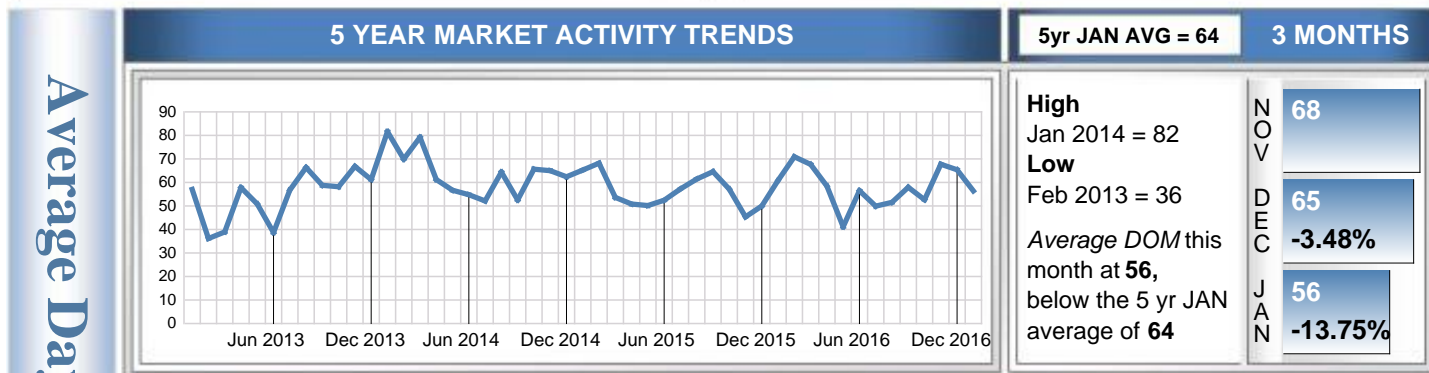
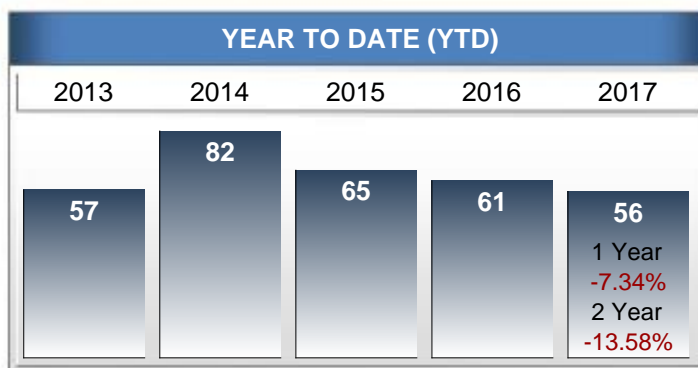
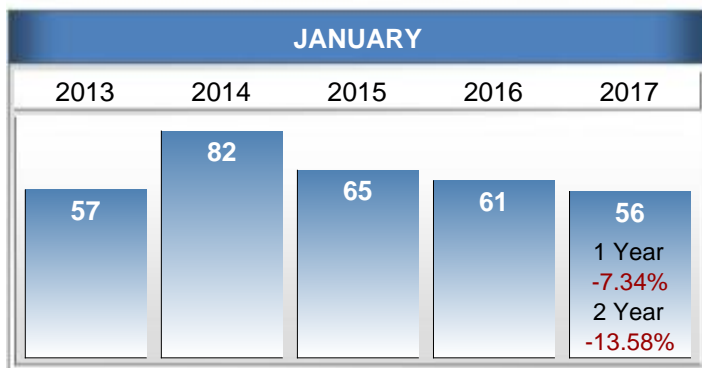
Closed Sales as of Feb 16, 2017



Average Days on Market to Sale

Report Produced on: Feb 16, 2017

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Average Days on Market

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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+
\$40,000 and less	2	5.26%	61.0	61.0	0.0	0.0	0.0
\$40,001 - \$50,000	5	13.16%	54.0	61.0	43.5	0.0	0.0
\$50,001 - \$90,000	7	18.42%	52.7	4.0	62.0	55.0	0.0
\$90,001 - \$130,000	8	21.05%	46.4	49.0	46.0	0.0	0.0
\$130,001 - \$170,000	9	23.68%	58.0	81.0	60.6	17.0	0.0
\$170,001 - \$190,000	2	5.26%	24.0	0.0	24.0	0.0	0.0
\$190,001 and up	5	13.16%	88.2	0.0	90.7	84.5	0.0
Average Closed DOM: 56.4				54.9	56.3	60.3	0.0
Total Closed Units: 38				8	26	4	
Total Closed Volume: 4,614,697				516.92K	3.47M	624.90K	0.00B



Monthly Inventory Analysis

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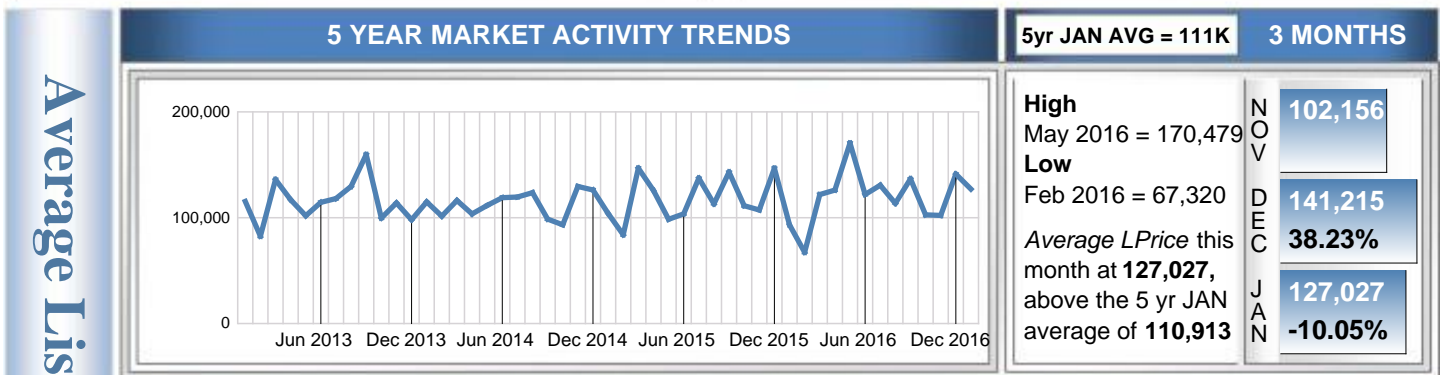
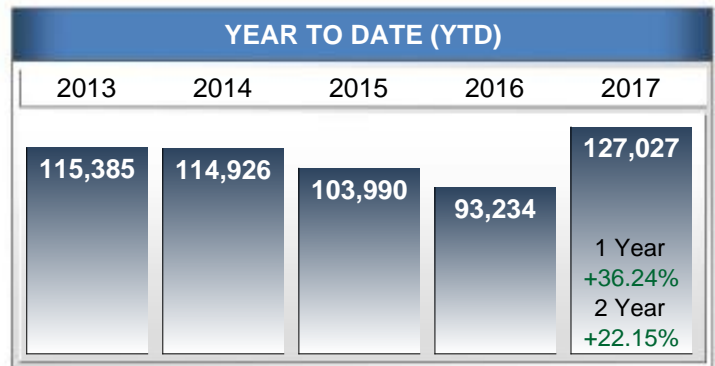
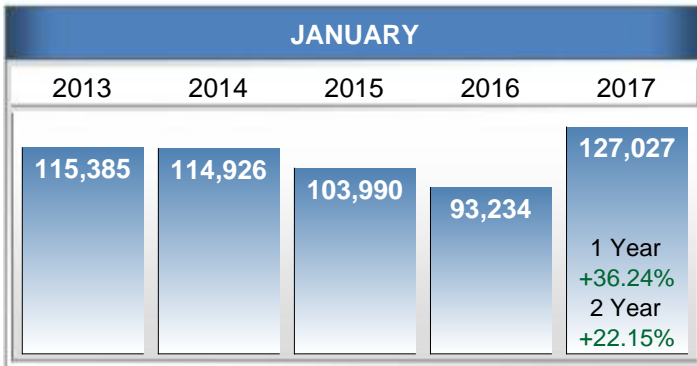
Closed Sales as of Feb 16, 2017



Average List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Cherokee



Average List Price

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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+
\$40,000 and less	2	5.26%	27,950	27,950	0	0	0
\$40,001 \$50,000	2	5.26%	45,500	53,000	52,250	0	0
\$50,001 \$90,000	9	23.68%	68,611	55,000	83,750	89,900	0
\$90,001 \$130,000	10	26.32%	116,045	102,000	115,700	0	0
\$130,001 \$170,000	6	15.79%	151,313	220,000	152,696	148,900	0
\$170,001 \$190,000	3	7.89%	178,166	0	177,250	0	0
\$190,001 and up	6	15.79%	243,300	0	276,633	204,950	0
Average List Price:	\$127,027			\$73,988	\$137,939	\$162,175	\$0
Total Closed Units:	38			8	26	4	
Total List Volume:	4,827,025			591.90K	3.59M	648.70K	0.00B



Monthly Inventory Analysis

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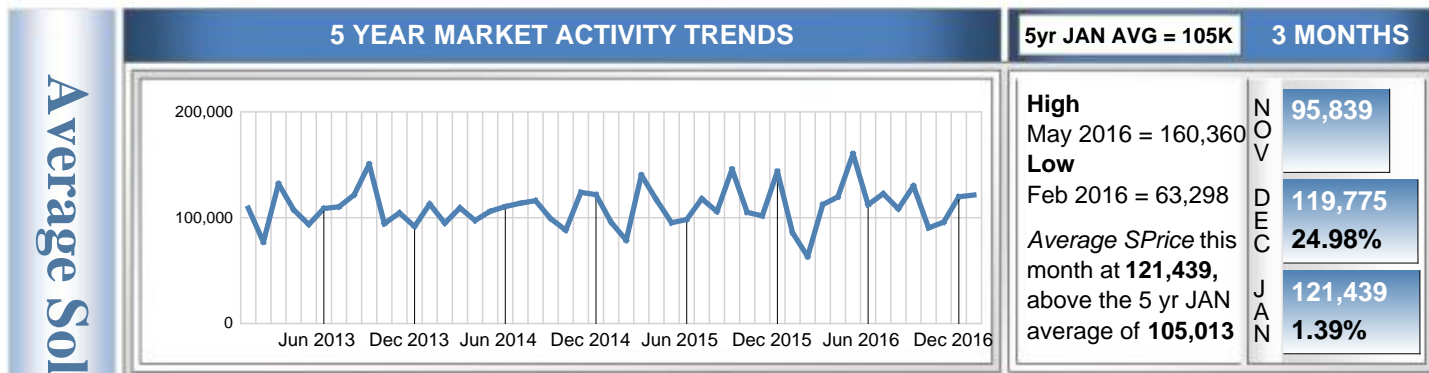
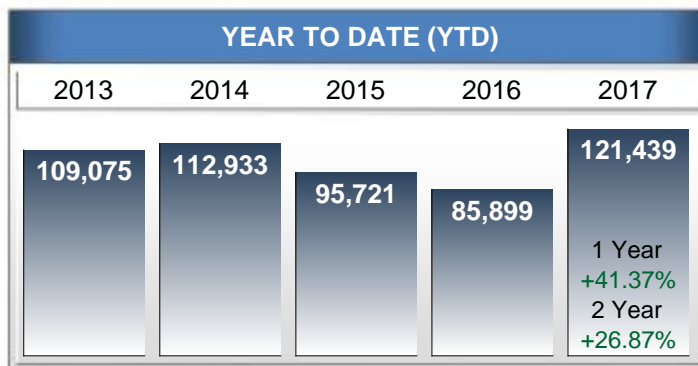
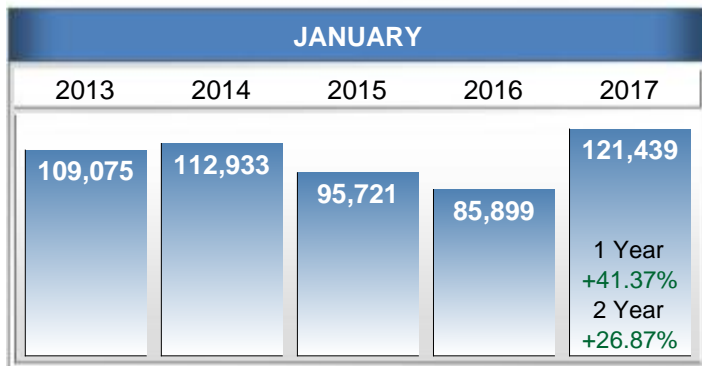
Closed Sales as of Feb 16, 2017



Average Sold Price at Closing

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Area Delimited by County Of Cherokee



Average Sold Price

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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+
\$40,000 and less	2	5.26%	25,200	25,200	0	0	0
\$40,001 \$50,000	5	13.16%	47,600	48,667	46,000	0	0
\$50,001 \$90,000	7	18.42%	72,493	53,350	73,840	84,900	0
\$90,001 \$130,000	8	21.05%	113,134	97,171	115,414	0	0
\$130,001 \$170,000	9	23.68%	152,753	170,000	151,397	145,000	0
\$170,001 \$190,000	2	5.26%	175,000	0	175,000	0	0
\$190,001 and up	5	13.16%	237,800	0	264,667	197,500	0
Average Closed Price:	\$121,439			\$64,615	\$133,572	\$156,225	\$0
Total Closed Units:	38			8	26	4	
Total Closed Volume:	4,614,697			516.92K	3.47M	624.90K	0.00B



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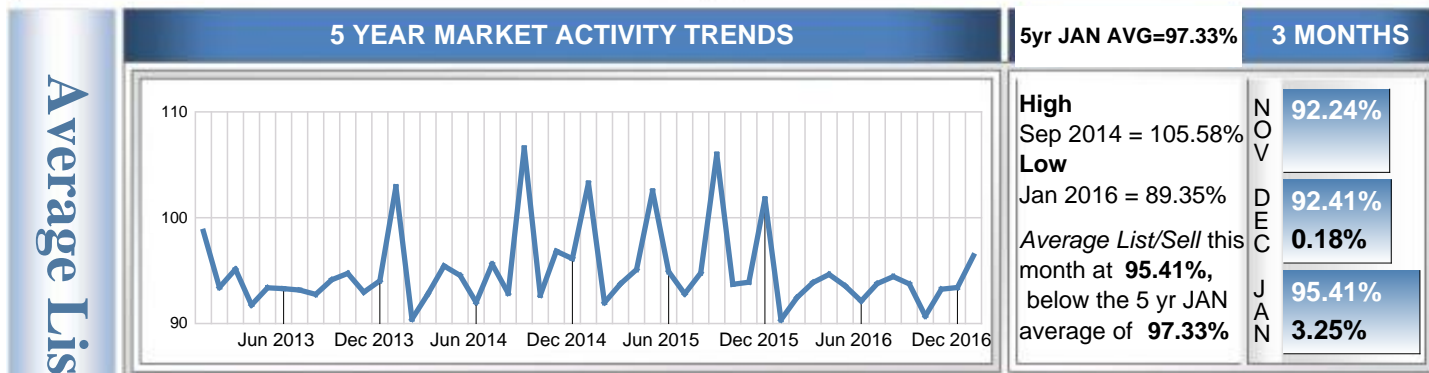
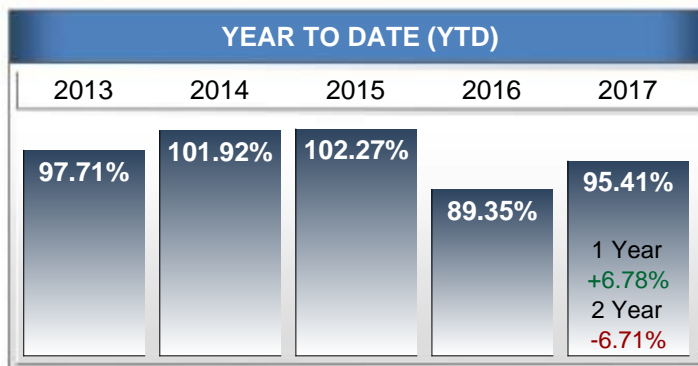
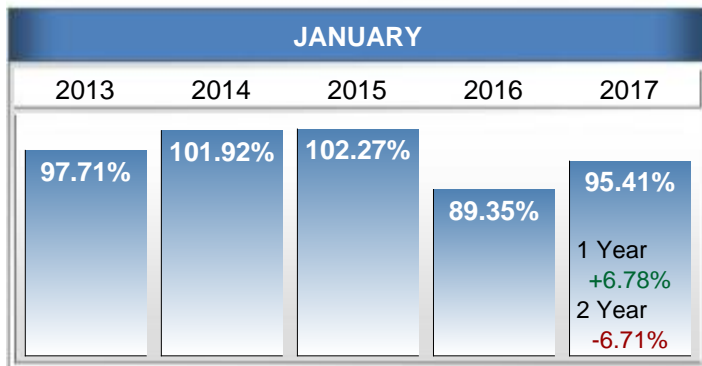
Closed Sales as of Feb 16, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$40,000 and less	2	5.26%	92.18%	92.18%	0.00%	0.00%	0.00%
\$40,001 \$50,000	5	13.16%	91.27%	92.12%	90.00%	0.00%	0.00%
\$50,001 \$90,000	7	18.42%	91.74%	97.00%	90.15%	94.44%	0.00%
\$90,001 \$130,000	8	21.05%	99.19%	95.27%	99.75%	0.00%	0.00%
\$130,001 \$170,000	9	23.68%	96.66%	77.27%	99.32%	97.38%	0.00%
\$170,001 \$190,000	2	5.26%	98.75%	0.00%	98.75%	0.00%	0.00%
\$190,001 and up	5	13.16%	96.34%	0.00%	96.26%	96.45%	0.00%
Average List/Sell Ratio: 95.40%				91.28%	96.56%	96.18%	0.00%
Total Closed Units: 38				8	26	4	
Total Closed Volume: 4,614,697				516.92K	3.47M	624.90K	0.00B



Monthly Inventory Analysis

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January 2017

Inventory as of Feb 16, 2017



Market Summary

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

Active Inventory as of January 31, 2017 = 695

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	29	38	31.03%	29	38	31.03%
Pending Sales	48	55	14.58%	48	55	14.58%
New Listings	122	131	7.38%	122	131	7.38%
Average List Price	93,234	127,027	36.24%	93,234	127,027	36.24%
Average Sale Price	85,899	121,439	41.37%	85,899	121,439	41.37%
Average Percent of List Price to Selling Price	89.35%	95.41%	6.78%	89.35%	95.41%	6.78%
Average Days on Market to Sale	60.86	56.39	-7.34%	60.86	56.39	-7.34%
Monthly Inventory	734	695	-5.31%	734	695	-5.31%
Months Supply of Inventory	16.19	14.33	-11.50%	16.19	14.33	-11.50%

