



July 2017

Area Delimited by County Of Cherokee

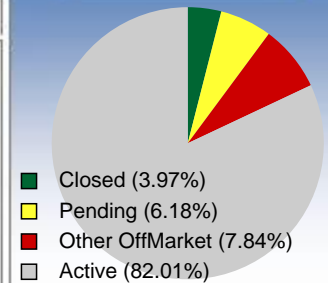


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of July 30, 2017 = **743**

	JULY		
	2016	2017	+/- %
Closed Listings	49	36	-26.53%
Pending Listings	54	56	3.70%
New Listings	116	104	-10.34%
Median List Price	128,000	118,250	-7.62%
Median Sale Price	126,000	113,750	-9.72%
Median Percent of List Price to Selling Price	95.98%	97.35%	1.43%
Median Days on Market to Sale	32.00	34.00	6.25%
End of Month Inventory	745	743	-0.27%
Months Supply of Inventory	16.28	14.45	-11.26%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 decreased **0.27%** to 743 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 **14.45** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.72%** in July 2017 to \$113,750 versus the previous year at \$126,000.

Median Days on Market Lengthens

The median number of **34.00** days that homes spent on the market before selling increased by 2.00 days or **6.25%** in July 2017 compared to last year's same month at **32.00** DOM.

Sales Success for July 2017 is Positive

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

There were 104 New Listings in July 2017, down **10.34%** from last year at 116. Furthermore, there were 36 Closed Listings this month versus last year at 49, a **-26.53%** decrease.

Closed versus Listed trends yielded a **34.6%** ratio, down from last year's July 2017 at **42.2%**, a **18.05%** 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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July 2017

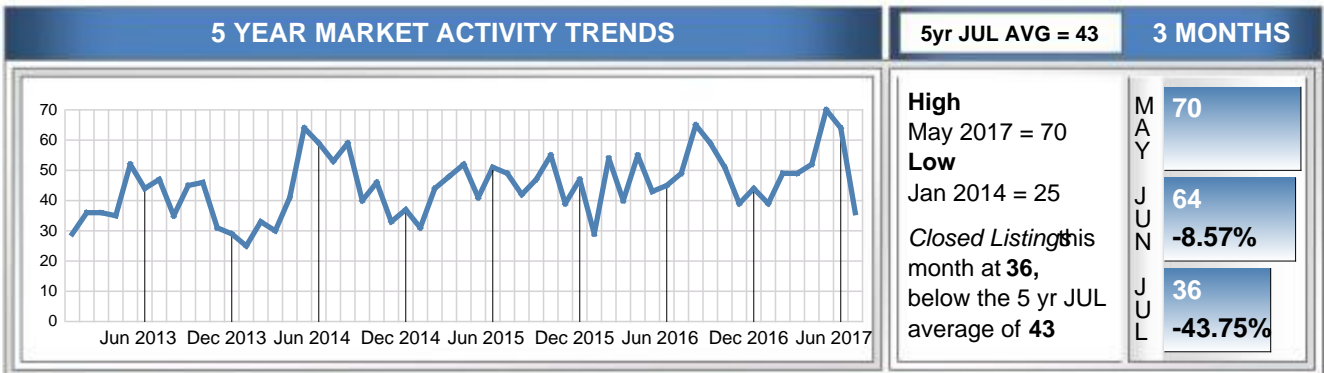
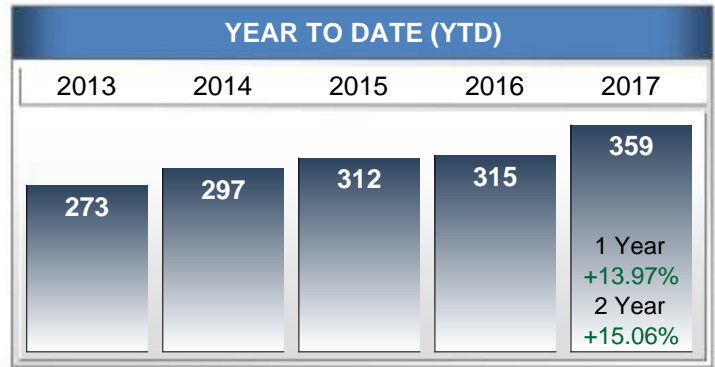
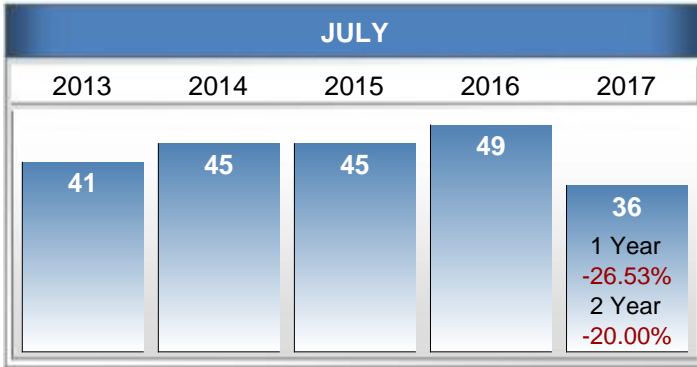
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	5.56%	81.0	2	0	0	0
\$20,001 - \$60,000	6	16.67%	49.5	3	2	1	0
\$60,001 - \$90,000	6	16.67%	54.0	2	3	1	0
\$90,001 - \$170,000	8	22.22%	19.0	1	5	2	0
\$170,001 - \$190,000	4	11.11%	48.0	0	3	0	1
\$190,001 - \$310,000	6	16.67%	46.0	0	4	2	0
\$310,001 and up	4	11.11%	49.0	1	2	1	0
Total Closed Units:	36		34.0	9	19	7	1
Total Closed Volume:	5,553,440			817.47K	3.21M	1.34M	184.00K
Median Closed Price:	\$113,750			\$53,000	\$152,000	\$122,900	\$184,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

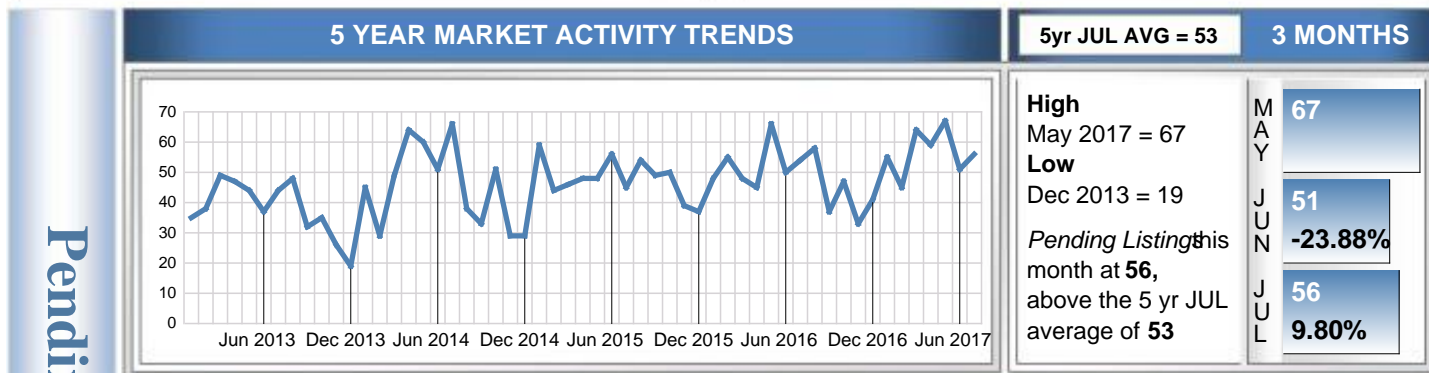
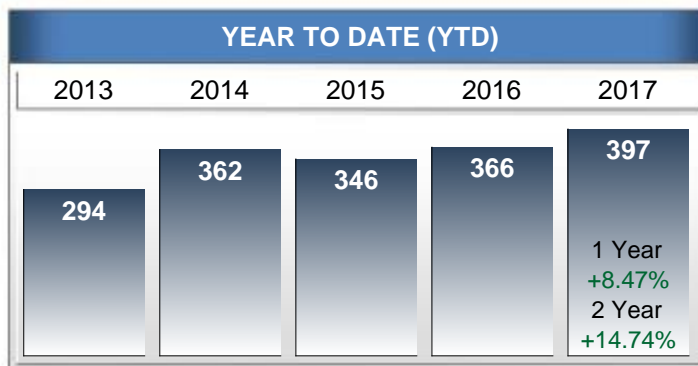
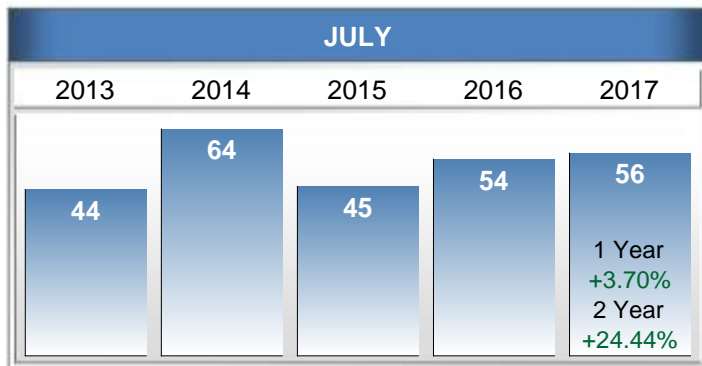
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	5	8.93%	20.0	4	1	0	0		
\$40,001 \$60,000	7	12.50%	32.0	3	3	1	0		
\$60,001 \$80,000	5	8.93%	56.0	3	2	0	0		
\$80,001 \$130,000	18	32.14%	36.0	4	13	1	0		
\$130,001 \$170,000	8	14.29%	40.0	0	6	2	0		
\$170,001 \$240,000	7	12.50%	36.0	0	5	2	0		
\$240,001 and up	6	10.71%	51.0	2	2	0	2		
Total Pending Units:				56	37.5	16	32	6	2
Total Pending Volume:				7,100,950		1.52M	4.11M	867.50K	598.90K
Median Listing Price:				\$113,400		\$67,275	\$118,700	\$139,700	\$299,450



Monthly Inventory Analysis

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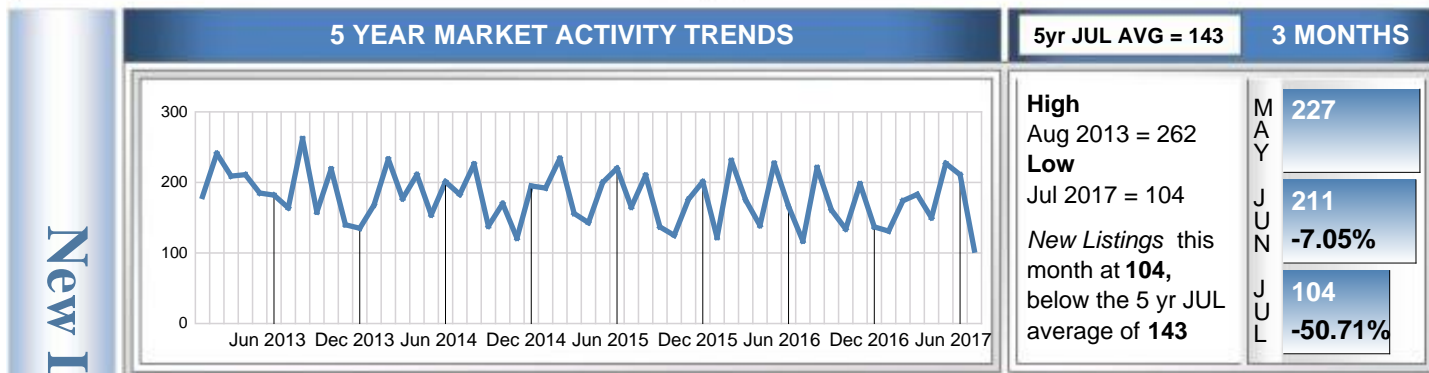
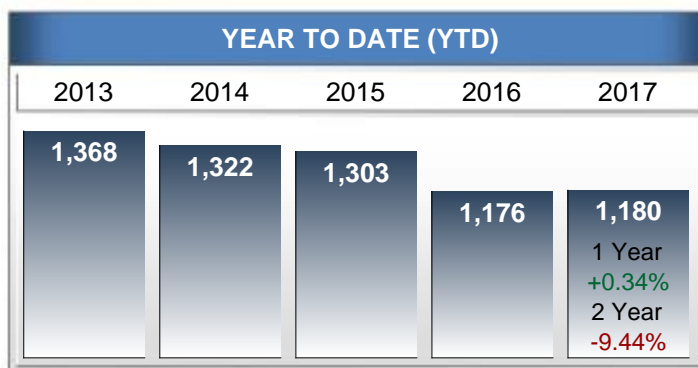
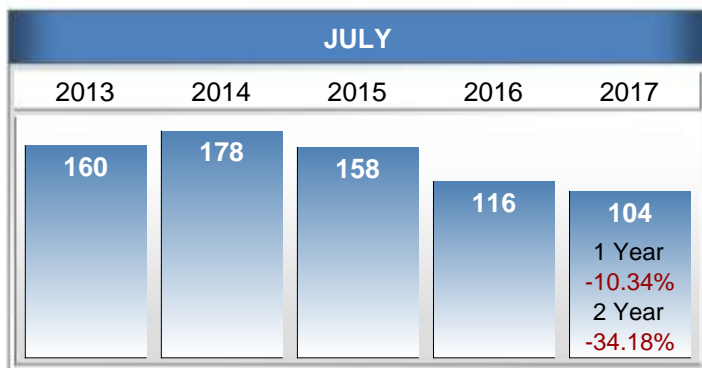
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 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	9	8.65%	9	0	0	0
\$20,001 \$50,000	14	13.46%	13	1	0	0
\$50,001 \$70,000	8	7.69%	3	5	0	0
\$70,001 \$130,000	30	28.85%	10	15	5	0
\$130,001 \$180,000	18	17.31%	6	8	4	0
\$180,001 \$350,000	16	15.38%	2	9	5	0
\$350,001 and up	9	8.65%	3	2	4	0
Total New Listed Units:			46	40	18	0.00B
Total New Listed Volume:			5.21M	6.17M	5.19M	0.00B
Median New Listed Listing Price:			\$56,750	\$129,900	\$180,100	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

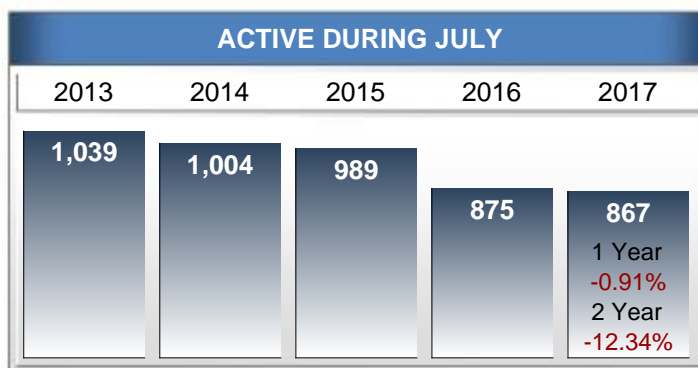
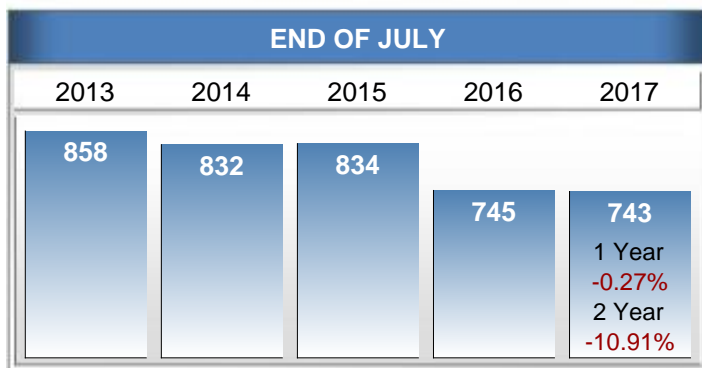
Active Inventory as of Aug 14, 2017



Active Inventory

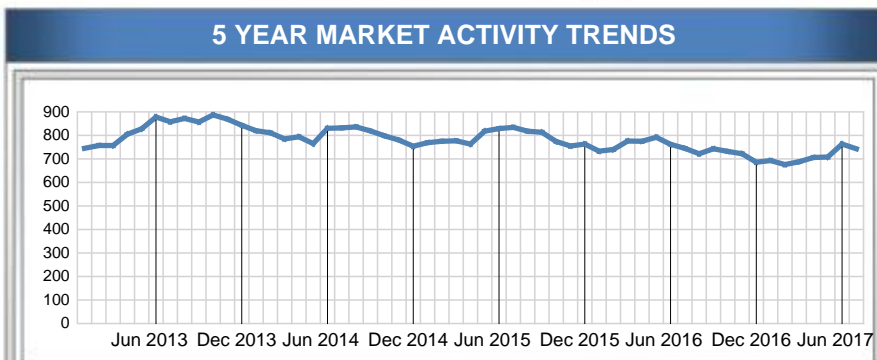
Report Produced on: Aug 14, 2017

Area Delimited by County Of Cherokee



Active Inventory

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5yr JUL AVG = 802 **3 MONTHS**

High
Oct 2013 = 887

Low
Feb 2017 = 676

Inventory this month at **743**, below the 5 yr JUL average of **802**

MAY	708
JUN	763
JUL	743
7.77%	
-2.62%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	25	3.36%	89.0	25	0	0	0		
\$10,001 - \$20,000	119	16.02%	79.0	118	1	0	0		
\$20,001 - \$50,000	123	16.55%	76.0	111	11	1	0		
\$50,001 - \$100,000	194	26.11%	86.0	151	36	7	0		
\$100,001 - \$160,000	109	14.67%	89.0	41	55	10	3		
\$160,001 - \$320,000	98	13.19%	81.0	21	50	22	5		
\$320,001 and up	75	10.09%	65.0	32	16	20	7		
Total Active Inventory by Units:				743	82.0	499	169	60	15
Total Active Inventory by Volume:				106,523,812		50.25M	28.86M	22.54M	4.89M
Median Active Inventory Listing Price:				\$69,900		\$49,900	\$137,500	\$249,950	\$269,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

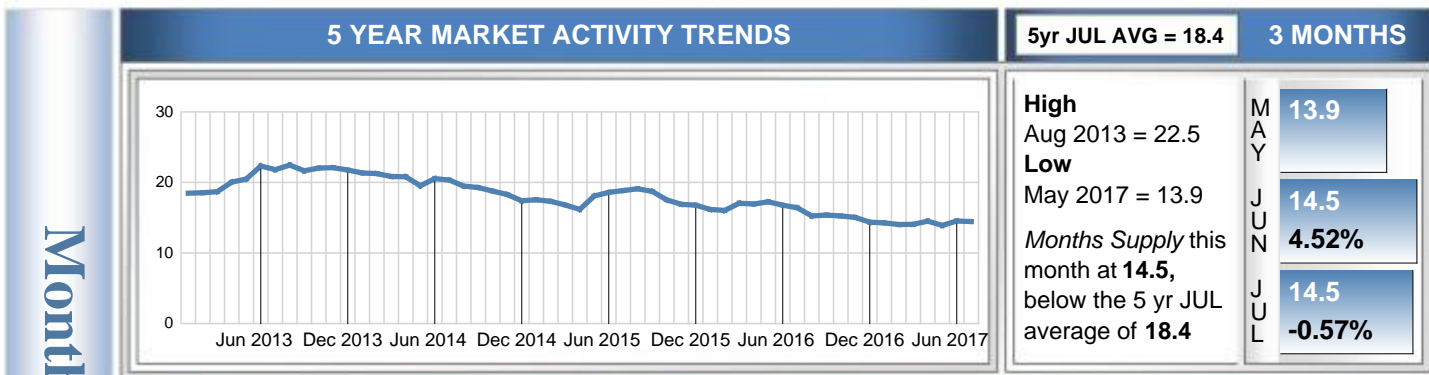
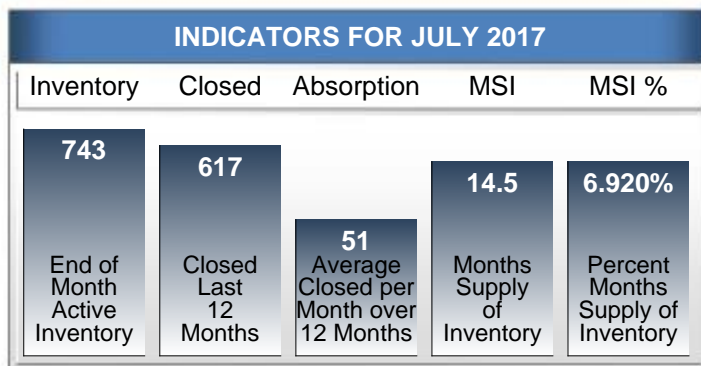
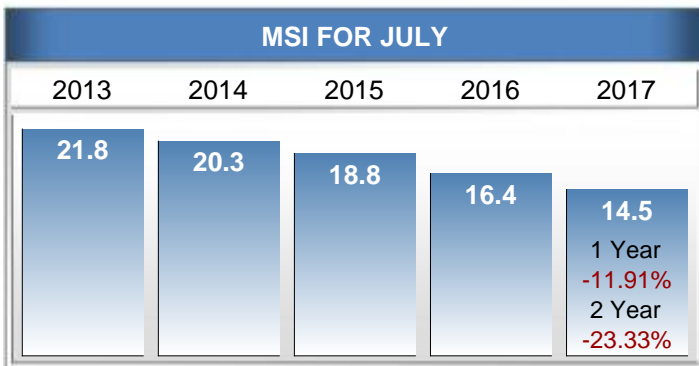
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

Report Produced on: Aug 14, 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	25	3.36%	17.6	18.8	0.0	0.0	0.0
\$10,001 - \$20,000	119	16.02%	31.0	37.3	2.0	0.0	0.0
\$20,001 - \$50,000	123	16.55%	14.5	25.6	3.2	1.5	0.0
\$50,001 - \$100,000	194	26.11%	15.3	29.2	5.9	5.6	0.0
\$100,001 - \$160,000	109	14.67%	8.3	18.2	5.7	8.0	0.0
\$160,001 - \$320,000	98	13.19%	9.7	15.8	8.7	8.5	12.0
\$320,001 and up	75	10.09%	42.9	42.7	64.0	40.0	28.0
MSI:			14.5	27.2	6.6	9.4	16.4
Total Active Inventory:			743	499	169	60	15



Monthly Inventory Analysis

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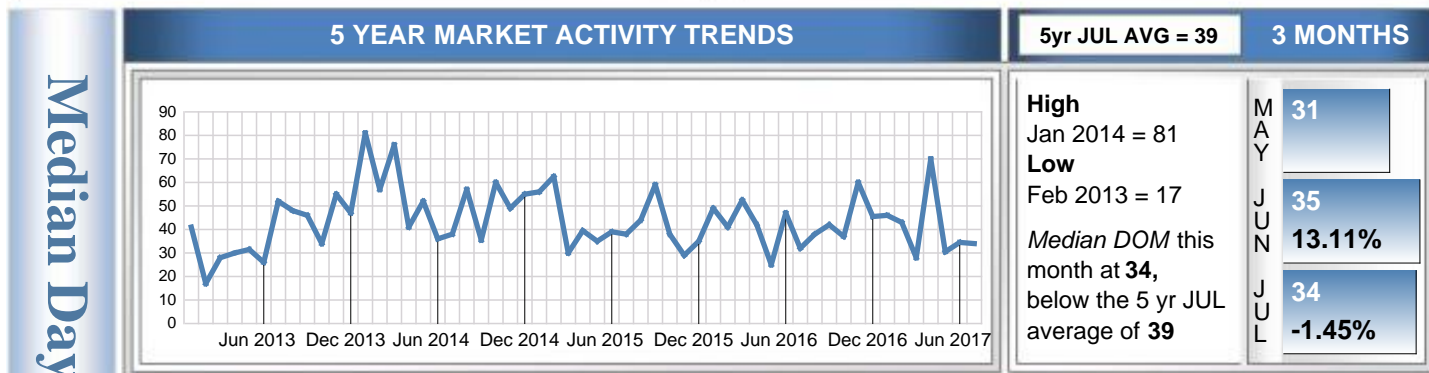
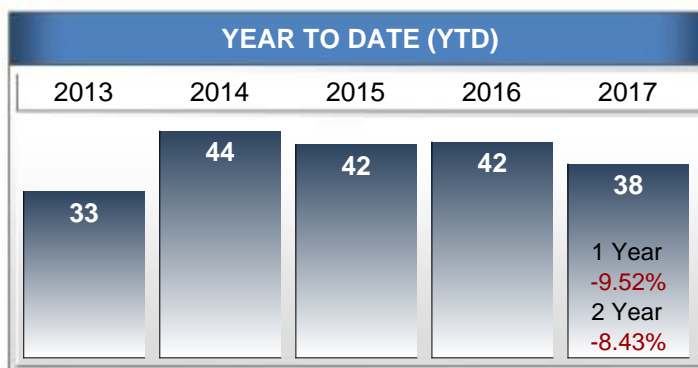
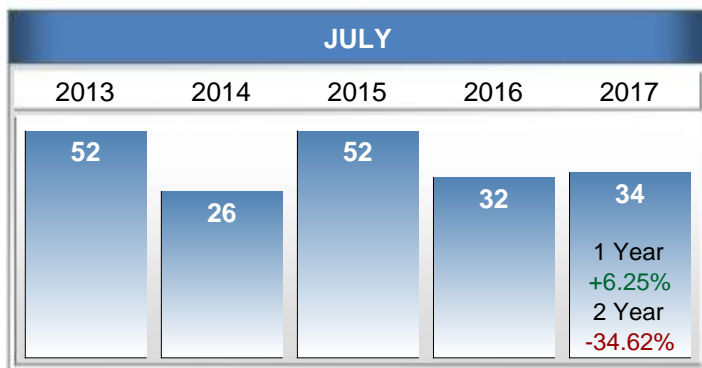
Closed Sales as of Aug 14, 2017



Median Days on Market to Sale

Report Produced on: Aug 14, 2017

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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	2			5.56%	81.0	19.0	0.0	0.0	0.0
\$20,001 \$60,000	6			16.67%	49.5	6.0	112.5	79.0	0.0
\$60,001 \$90,000	6			16.67%	54.0	12.5	102.0	73.0	0.0
\$90,001 \$170,000	8			22.22%	19.0	63.0	10.0	16.5	0.0
\$170,001 \$190,000	4			11.11%	48.0	0.0	51.0	0.0	17.0
\$190,001 \$310,000	6			16.67%	46.0	0.0	62.5	15.5	0.0
\$310,001 and up	4			11.11%	49.0	66.0	49.0	2.0	0.0
Median Closed DOM:					34.0	14.0	51.0	27.0	17.0
Total Closed Units:					36	9	19	7	1
Total Closed Volume:					5,553,440	817.47K	3.21M	1.34M	184.00K



Monthly Inventory Analysis

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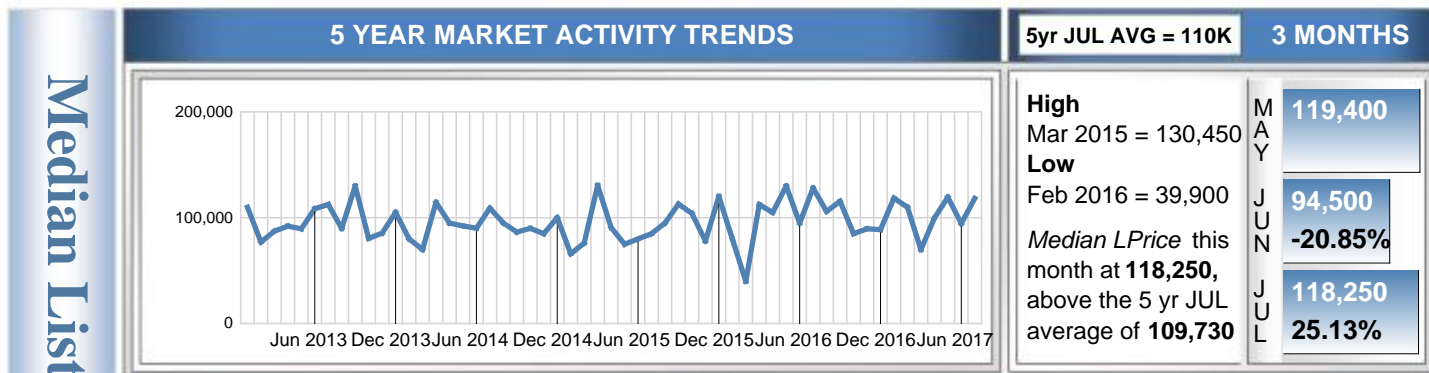
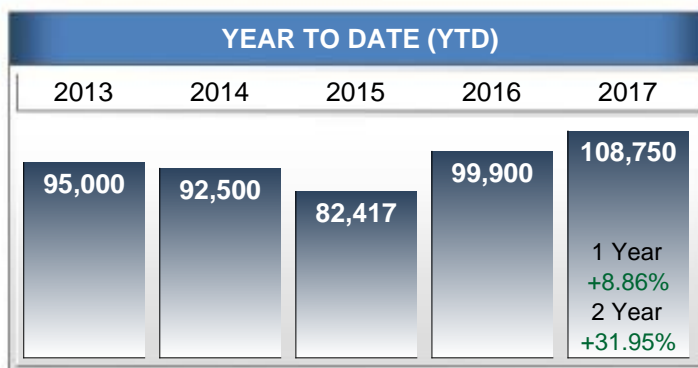
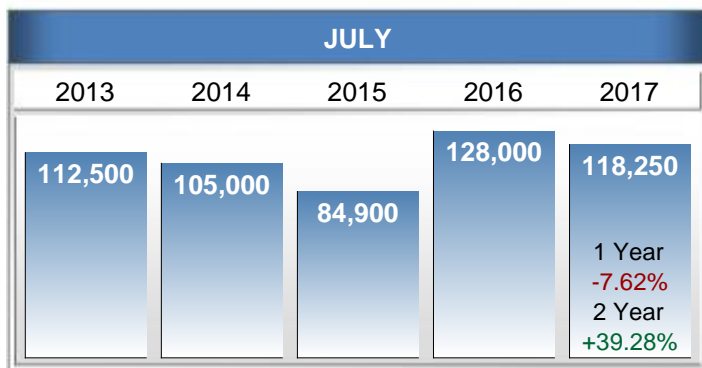
Closed Sales as of Aug 14, 2017



Median List Price at Closing

Report Produced on: Aug 14, 2017

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		5.56%	18,750	16,250	0	0	0
\$20,001 \$60,000	5		13.89%	35,000	30,000	50,000	35,000	0
\$60,001 \$90,000	7		19.44%	85,000	82,450	77,650	89,000	0
\$90,001 \$170,000	8		22.22%	117,500	112,500	119,000	119,950	0
\$170,001 \$190,000	4		11.11%	182,700	0	179,900	0	189,500
\$190,001 \$310,000	5		13.89%	199,900	0	242,450	198,000	0
\$310,001 and up	5		13.89%	459,800	459,800	415,000	403,750	0
Median List Price:		\$118,250			\$56,000	\$152,000	\$124,900	\$189,500
Total Closed Units:		36			9	19	7	1
Total List Volume:		5,781,400			880.60K	3.34M	1.37M	189.50K



Monthly Inventory Analysis

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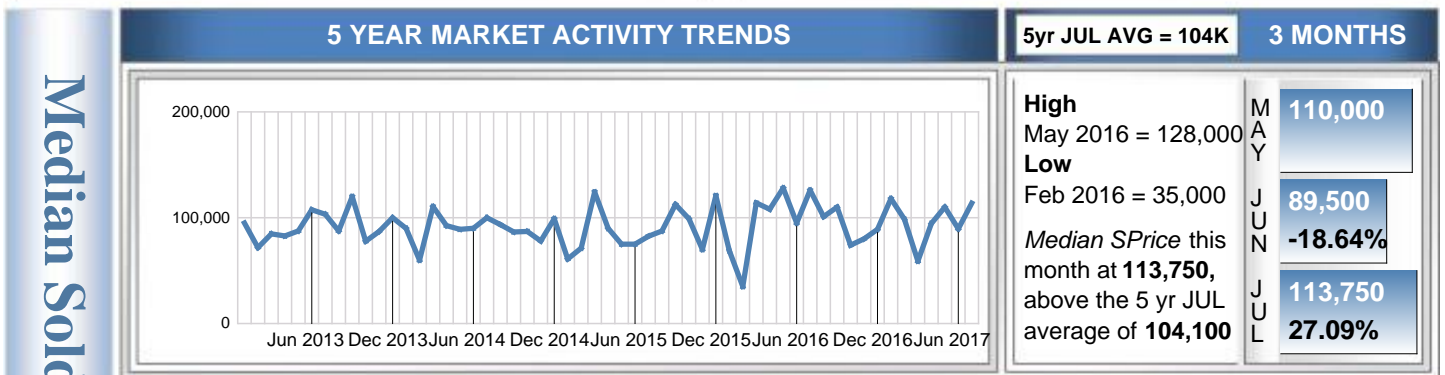
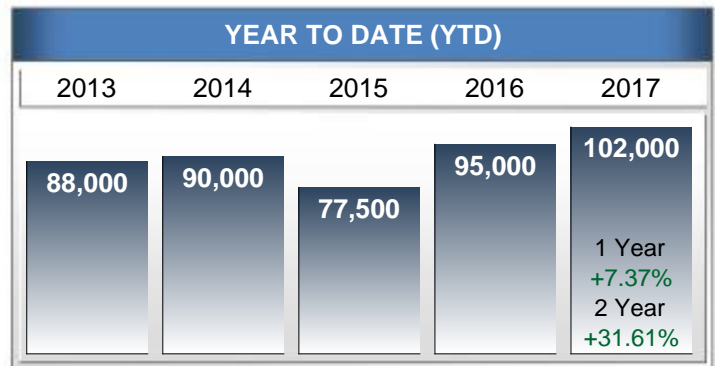
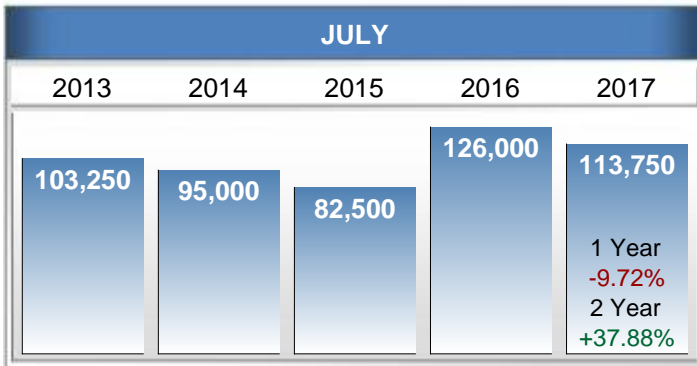
Closed Sales as of Aug 14, 2017



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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2		5.56%	13,287	12,375	0	0	0
\$20,001 - \$60,000	6		16.67%	39,950	30,000	53,000	27,750	0
\$60,001 - \$90,000	6		16.67%	86,250	79,950	84,900	87,500	0
\$90,001 - \$170,000	8		22.22%	115,000	112,500	111,000	118,950	0
\$170,001 - \$190,000	4		11.11%	183,000	0	176,500	0	184,000
\$190,001 - \$310,000	6		16.67%	225,000	0	233,750	251,500	0
\$310,001 and up	4		11.11%	431,910	413,820	382,500	484,000	0
Median Closed Price:	\$113,750				\$53,000	\$152,000	\$122,900	\$184,000
Total Closed Units:	36				9	19	7	1
Total Closed Volume:	5,553,440				817.47K	3.21M	1.34M	184.00K



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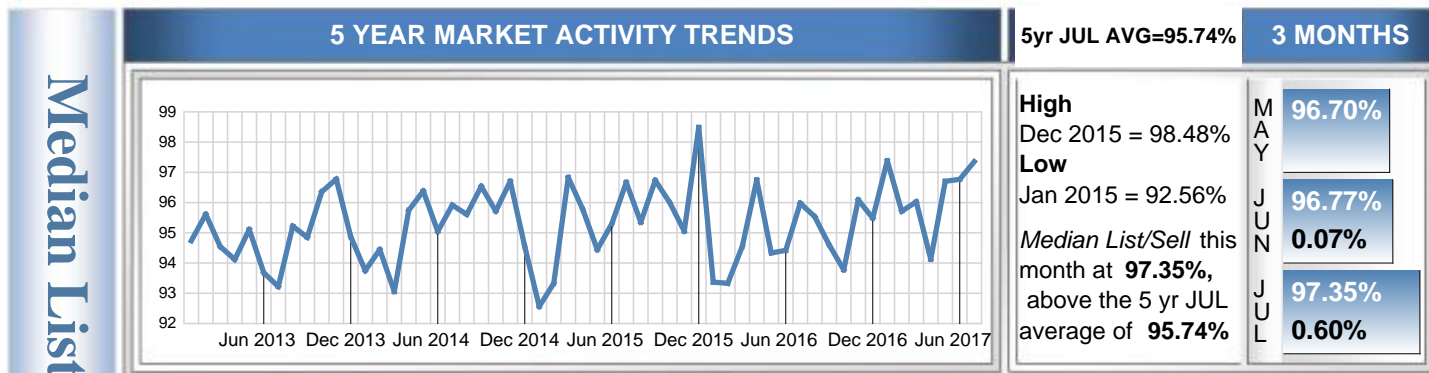
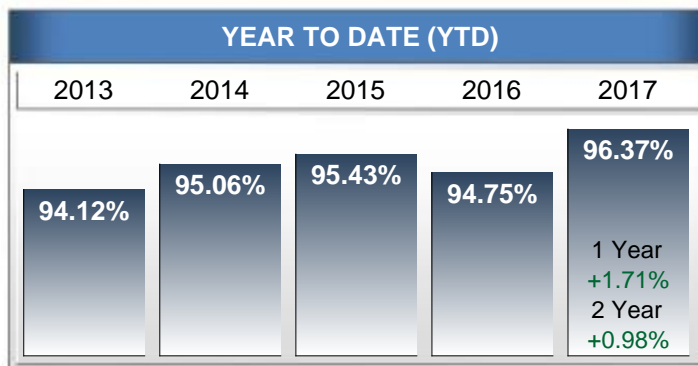
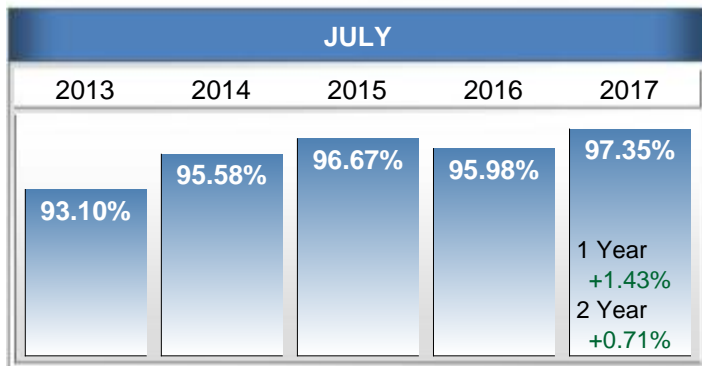
Closed Sales as of Aug 14, 2017



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	2	5.56%	55.37%	75.12%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	6	16.67%	94.51%	94.64%	95.16%	79.29%	0.00%
\$60,001 - \$90,000	6	16.67%	100.00%	96.67%	100.00%	98.31%	0.00%
\$90,001 - \$170,000	8	22.22%	100.00%	100.00%	100.00%	99.20%	0.00%
\$170,001 - \$190,000	4	11.11%	97.61%	0.00%	98.11%	0.00%	97.10%
\$190,001 - \$310,000	6	16.67%	96.49%	0.00%	96.17%	98.52%	0.00%
\$310,001 and up	4	11.11%	92.04%	90.00%	92.04%	97.78%	0.00%
Median List/Sell Ratio:	97.35%			94.38%	96.49%	98.40%	97.10%
Total Closed Units:	36			9	19	7	1
Total Closed Volume:	5,553,440			817.47K	3.21M	1.34M	184.00K



Monthly Inventory Analysis

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July 2017

Inventory as of Aug 14, 2017



Market Summary

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

Active Inventory as of July 30, 2017 = 743

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	49	36	-26.53%	315	359	13.97%
Pending Sales	54	56	3.70%	366	397	8.47%
New Listings	116	104	-10.34%	1,176	1,180	0.34%
Median List Price	128,000	118,250	-7.62%	99,900	108,750	8.86%
Median Sale Price	126,000	113,750	-9.72%	95,000	102,000	7.37%
Median Percent of List Price to Selling Price	95.98%	97.35%	1.43%	94.75%	96.37%	1.71%
Median Days on Market to Sale	32.00	34.00	6.25%	42.00	38.00	-9.52%
Monthly Inventory	745	743	-0.27%	745	743	-0.27%
Months Supply of Inventory	16.28	14.45	-11.26%	16.28	14.45	-11.26%

