



# July 2016

Area Delimited by County Of Cherokee

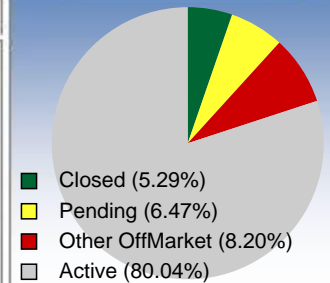


**Absorption:** Last 12 months, an Average of **45** Sales/Month

**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%
Average List Price	137,324	130,683	-4.84%
Average Sale Price	117,941	122,694	4.03%
Average Percent of List Price to Selling Price	91.81%	92.77%	1.05%
Average Days on Market to Sale	57.22	49.92	-12.77%
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.

### Average Sale Price 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 **4.03%** in July 2016 to \$122,694 versus the previous year at \$117,941.

### Average Days on Market Shortens

The average number of **49.92** days that homes spent on the market before selling decreased by 7.31 days or **12.77%** in July 2016 compared to last year's same month at **57.22** DOM.

### Sales Success for July 2016 is Positive

Overall, with Average 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.

## 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## July 2016

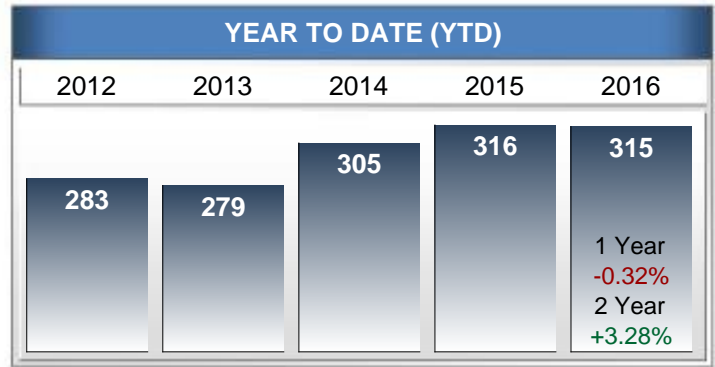
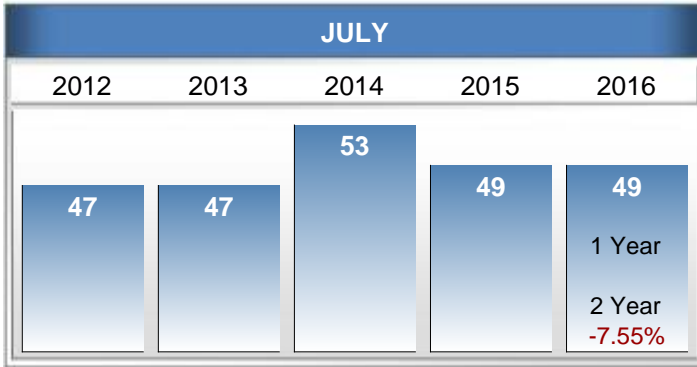
Closed Sales as of Aug 17, 2016



### 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.16%	76.5	4	0	0	0
\$20,001 \$30,000	5	10.20%	37.0	3	1	1	0
\$30,001 \$100,000	9	18.37%	43.7	4	4	1	0
\$100,001 \$140,000	13	26.53%	51.2	2	11	0	0
\$140,001 \$170,000	6	12.24%	59.2	1	3	1	1
\$170,001 \$200,000	4	8.16%	39.8	0	2	0	2
\$200,001 and up	8	16.33%	47.9	1	5	1	1
Total Closed Units: 49				49.9			
Total Closed Volume:		6,012,015		1.17M	3.57M	457.25K	817.00K
Average Closed Price:		\$122,694		\$77,904	\$137,277	\$114,313	\$204,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

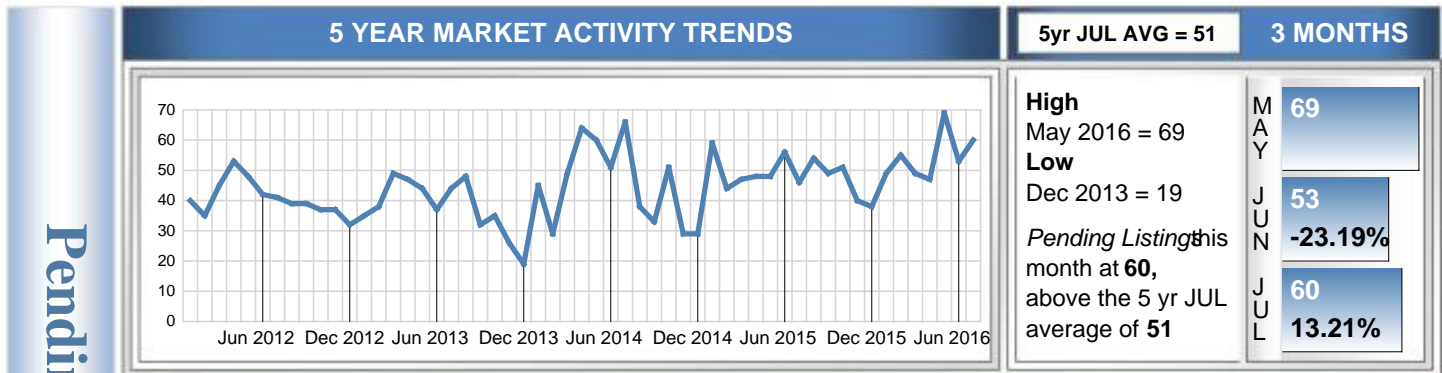
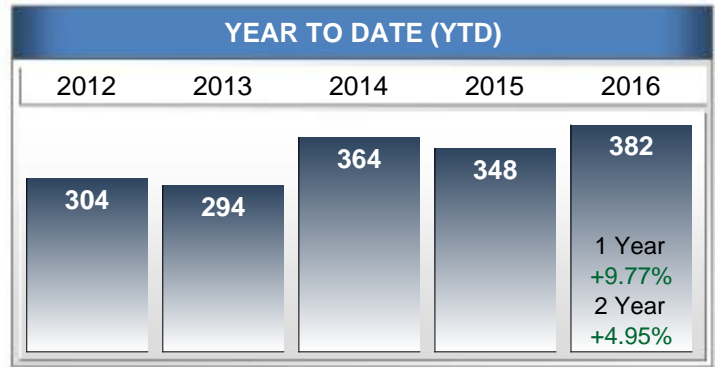
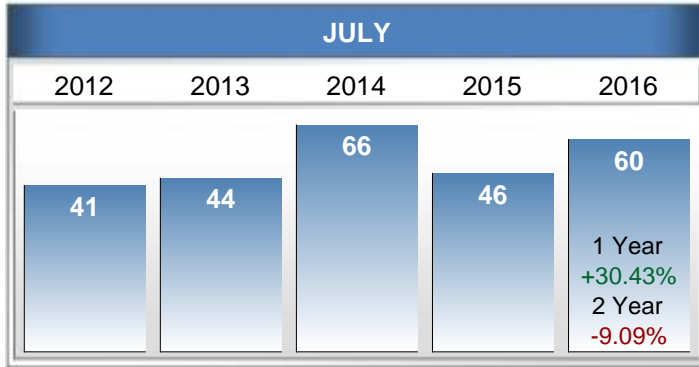
Pending Listings as of Aug 17, 2016



### Pending Listings

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤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%	53.9	9	2	0	0
\$50,001 \$80,000	10	16.67%	48.7	6	3	1	0
\$80,001 \$120,000	15	25.00%	80.9	4	8	3	0
\$120,001 \$140,000	8	13.33%	64.5	1	7	0	0
\$140,001 \$210,000	7	11.67%	86.3	1	6	0	0
\$210,001 and up	7	11.67%	48.3	0	4	3	0
<b>Total Pending Units:</b>	<b>60</b>		<b>79.0</b>	<b>23</b>	<b>30</b>	<b>7</b>	<b>0.00B</b>
<b>Total Pending Volume:</b>	<b>6,553,620</b>			<b>1.46M</b>	<b>3.91M</b>	<b>1.19M</b>	<b>0.00B</b>
<b>Average Listing Price:</b>	<b>\$26,000</b>			<b>\$63,470</b>	<b>\$130,257</b>	<b>\$169,443</b>	<b>\$0</b>

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

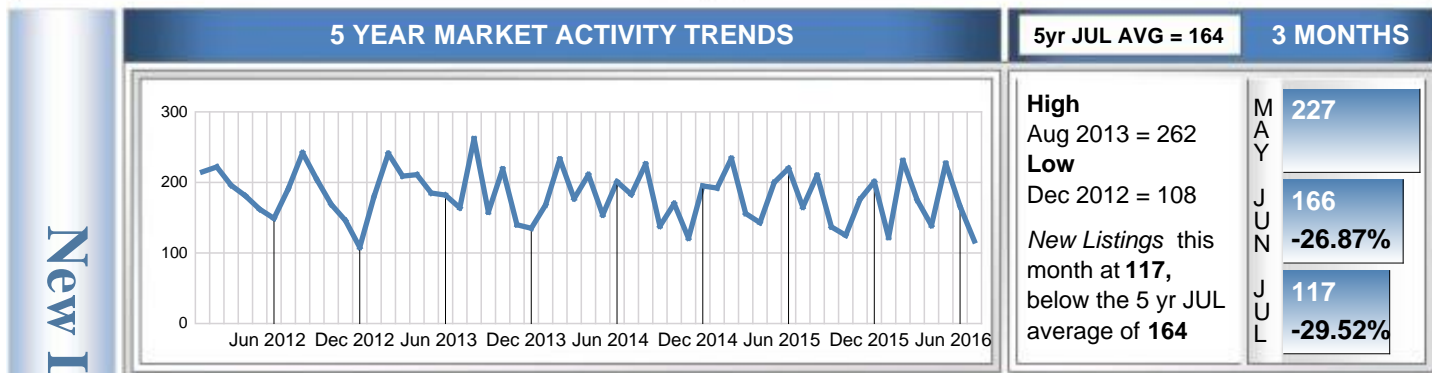
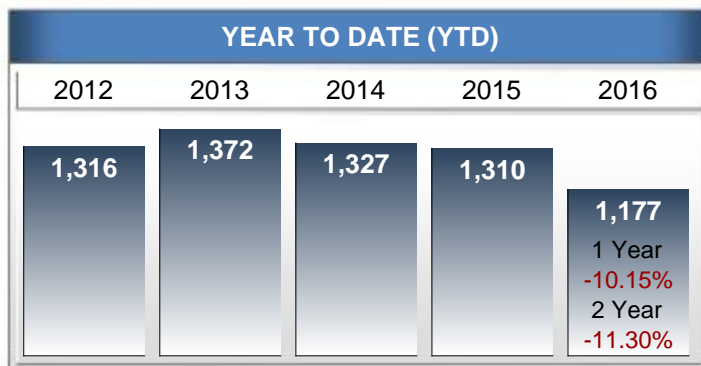
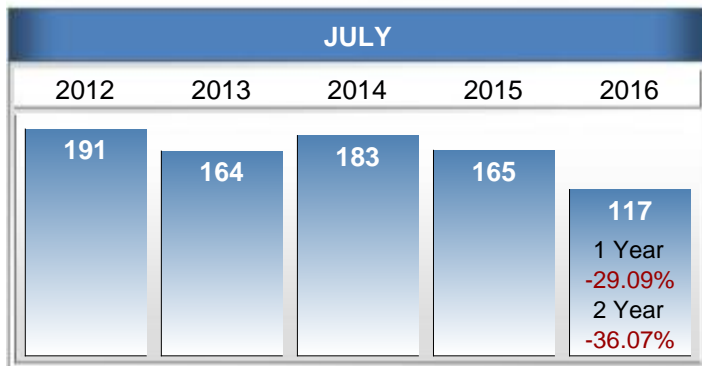
New Listings as of Aug 17, 2016



### New Listings

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



#### NEW LISTINGS & 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
<b>Total New Listed Units:</b>	<b>117</b>		<b>57</b>	<b>48</b>	<b>11</b>	<b>1</b>
<b>Total New Listed Volume:</b>	<b>14,474,265</b>		<b>3.92M</b>	<b>6.88M</b>	<b>3.49M</b>	<b>194.90K</b>
<b>Average New Listed Listing Price:</b>	<b>\$0</b>		<b>\$68,690</b>	<b>\$143,238</b>	<b>\$317,145</b>	<b>\$194,900</b>

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

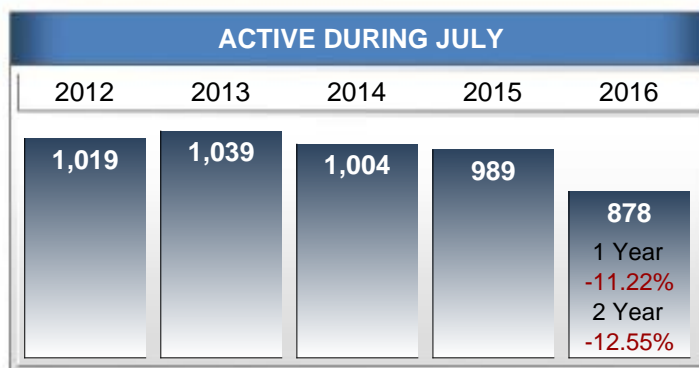
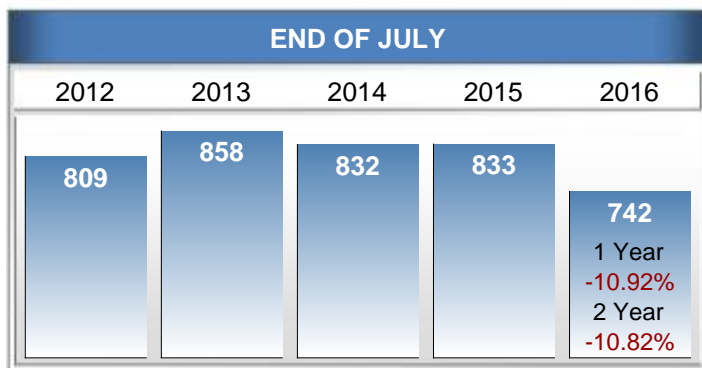
Active Inventory as of Aug 17, 2016



### Active Inventory

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



Active Inventory

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<b>5yr JUL AVG = 815</b>	<b>3 MONTHS</b>
<b>High</b> Oct 2013 = 887	<b>MAY</b> 789
<b>Low</b> Jan 2016 = 730	<b>JUN</b> 762
<i>Inventory</i> this month at <b>742</b> , below the 5 yr JUL average of <b>815</b>	<b>JUL</b> 742
	<b>-3.42%</b>
	<b>-2.62%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	16	2.16%	113.4	16	0	0	0		
\$10,001 - \$20,000	93	12.53%	118.8	92	1	0	0		
\$20,001 - \$50,000	139	18.73%	88.5	122	16	1	0		
\$50,001 - \$90,000	205	27.63%	90.8	159	37	8	1		
\$90,001 - \$150,000	121	16.31%	87.2	40	72	8	1		
\$150,001 - \$290,000	93	12.53%	83.4	27	48	15	3		
\$290,001 and up	75	10.11%	99.5	30	19	19	7		
Total Active Inventory by Units:				742	93.8	486	193	51	12
Total Active Inventory by Volume:				96,460,340		44.93M	31.05M	15.81M	4.67M
Average Active Inventory Listing Price:				\$130,000		\$92,439	\$160,899	\$309,947	\$389,525





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

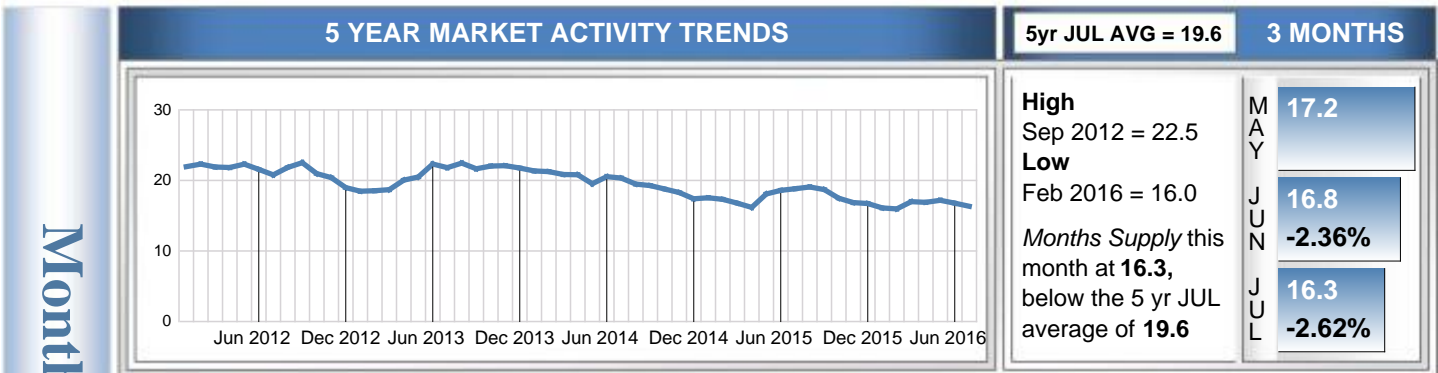
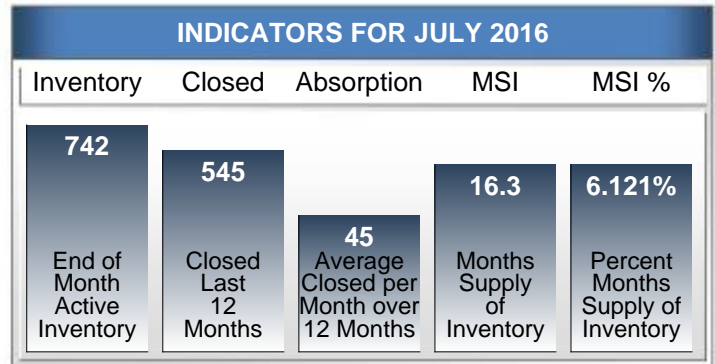
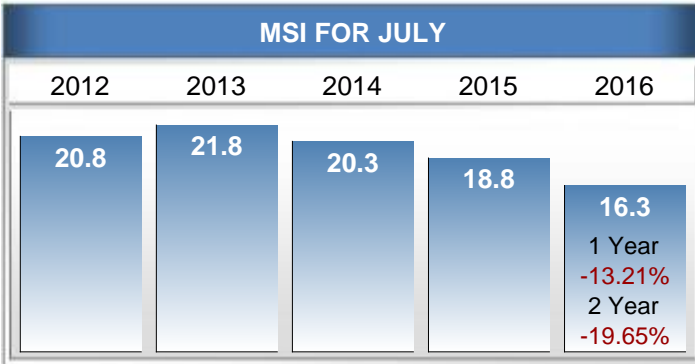
Active Inventory as of Aug 17, 2016



### 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

Data from the Greater Tulsa Association of REALTORS®

## July 2016

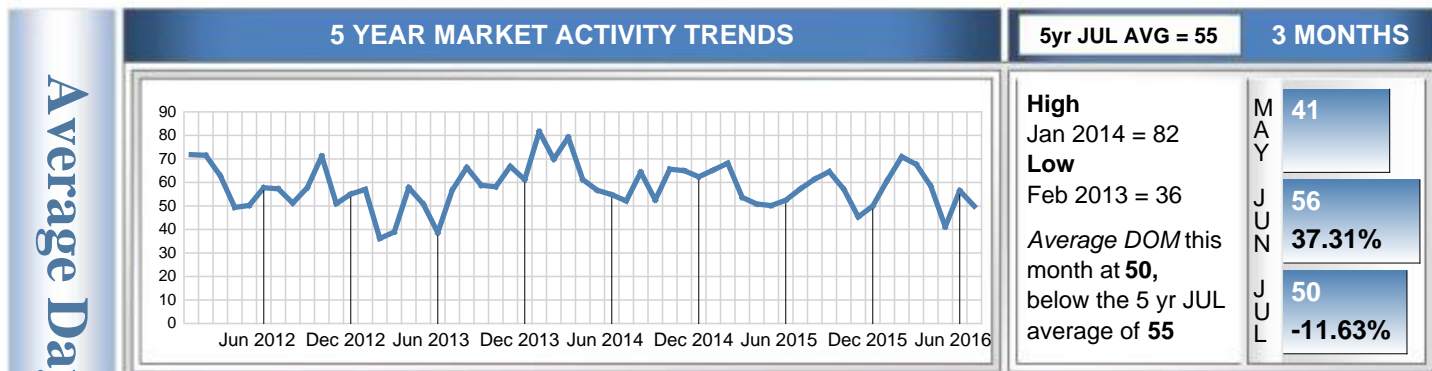
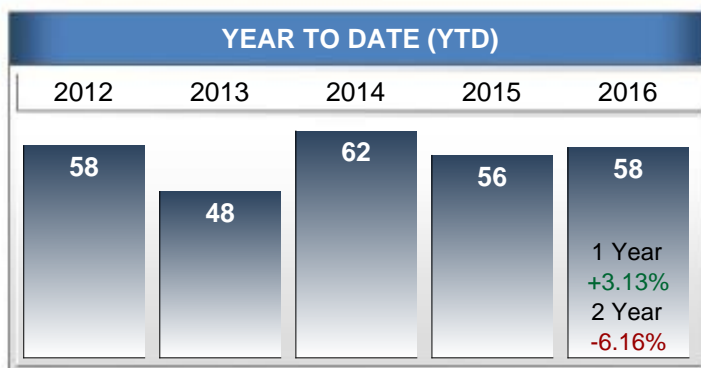
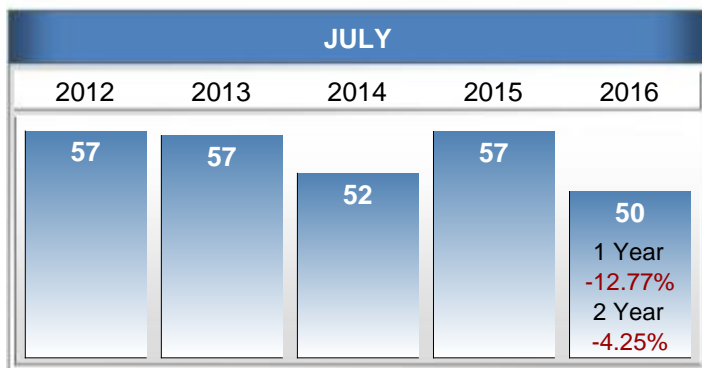
Closed Sales as of Aug 17, 2016



### Average Days on Market to Sale

Report Produced on: Aug 17, 2016

Area Delimited by County Of Cherokee



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+
\$20,000 and less	4	8.16%	76.5	76.5	0.0	0.0	0.0
\$20,001 \$30,000	5	10.20%	37.0	53.3	11.0	14.0	0.0
\$30,001 \$100,000	9	18.37%	43.7	49.3	17.0	128.0	0.0
\$100,001 \$140,000	13	26.53%	51.2	31.5	54.7	0.0	0.0
\$140,001 \$170,000	6	12.24%	59.2	119.0	41.7	84.0	27.0
\$170,001 \$200,000	4	8.16%	39.8	0.0	56.5	0.0	23.0
\$200,001 and up	8	16.33%	47.9	72.0	47.6	14.0	59.0
Average Closed DOM: 49.9				61.1	44.5	60.0	33.0
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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## July 2016

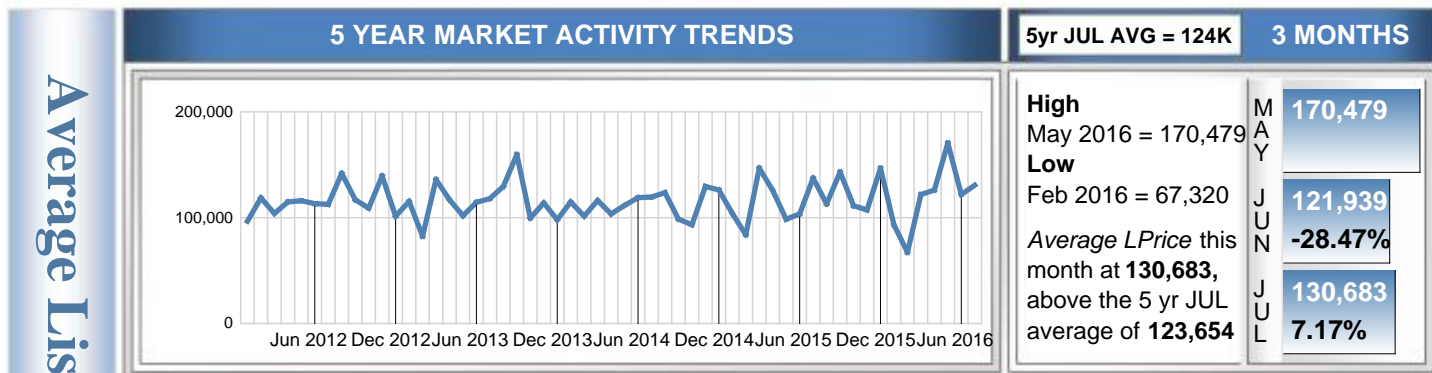
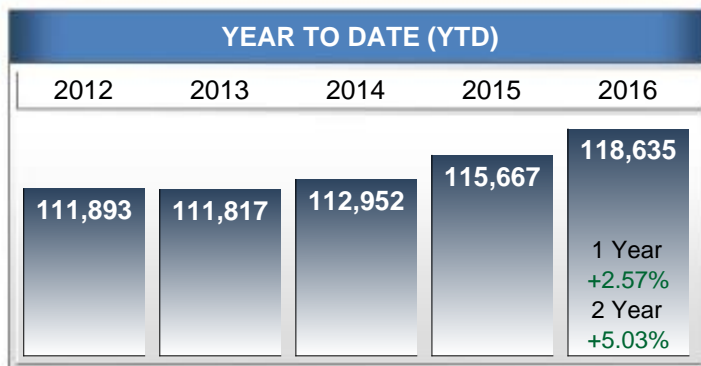
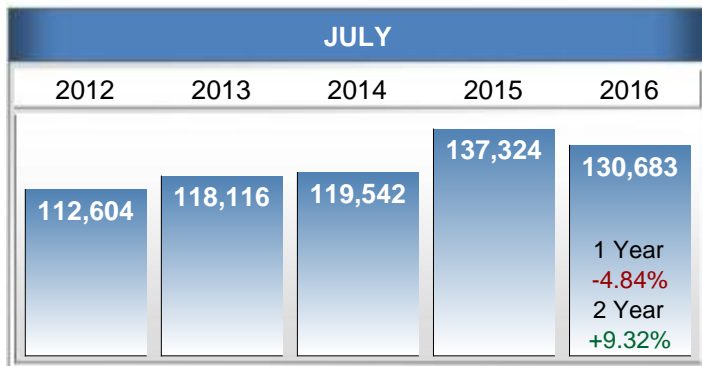
Closed Sales as of Aug 17, 2016



### Average List Price at Closing

Report Produced on: Aug 17, 2016

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+
\$20,000 and less	3	6.12%	16,692	21,244	0	0	0
\$20,001 \$30,000	4	8.16%	25,975	24,667	32,000	29,900	0
\$30,001 \$100,000	10	20.41%	54,320	45,850	85,725	69,900	0
\$100,001 \$140,000	14	28.57%	127,071	132,250	128,064	0	0
\$140,001 \$170,000	5	10.20%	153,740	173,900	149,900	165,000	139,900
\$170,001 \$200,000	4	8.16%	181,950	0	204,500	0	177,450
\$200,001 and up	9	18.37%	270,089	568,500	219,460	205,000	350,000
Average List Price:	\$130,683			\$89,952	\$143,831	\$117,450	\$211,200
Total Closed Units:	49			15	26	4	4
Total List Volume:	6,403,475			1.35M	3.74M	469.80K	844.80K





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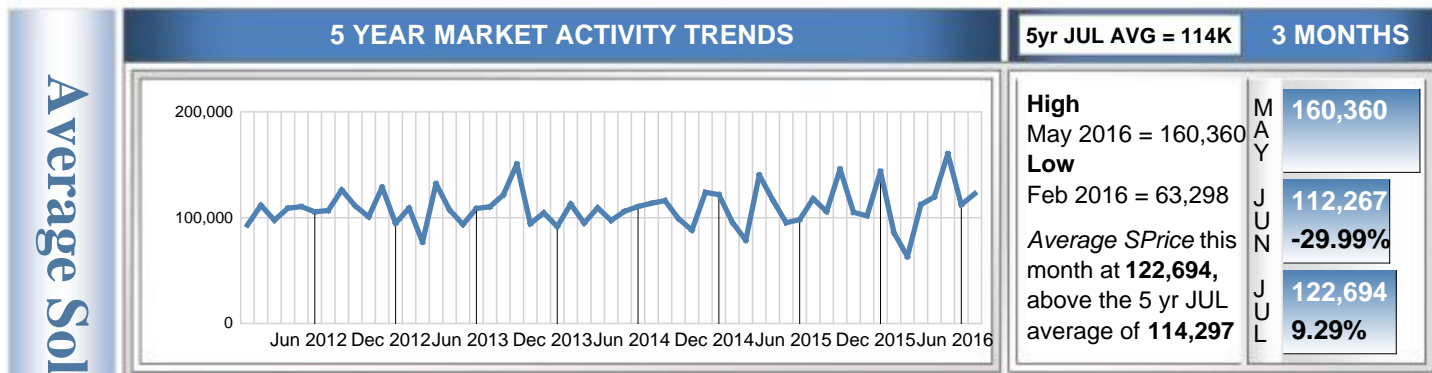
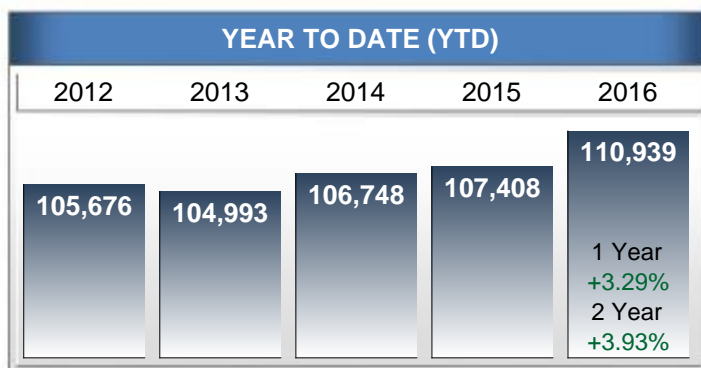
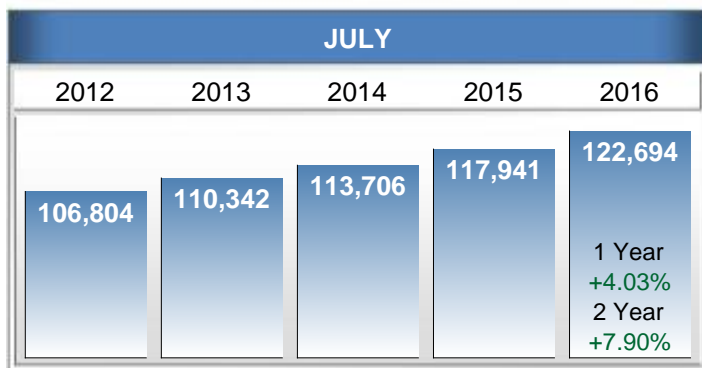
Closed Sales as of Aug 17, 2016



### Average Sold Price at Closing

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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+
\$20,000 and less	4		8.16%	13,569	13,569	0	0	0
\$20,001 \$30,000	5		10.20%	26,680	24,667	29,500	29,900	0
\$30,001 \$100,000	9		18.37%	57,660	38,635	73,625	69,900	0
\$100,001 \$140,000	13		26.53%	123,554	122,000	123,836	0	0
\$140,001 \$170,000	6		12.24%	151,583	168,000	147,500	157,000	142,000
\$170,001 \$200,000	4		8.16%	184,000	0	193,000	0	175,000
\$200,001 and up	8		16.33%	256,713	473,750	210,900	200,450	325,000
Average Closed Price:	\$122,694				\$77,904	\$137,277	\$114,313	\$204,250
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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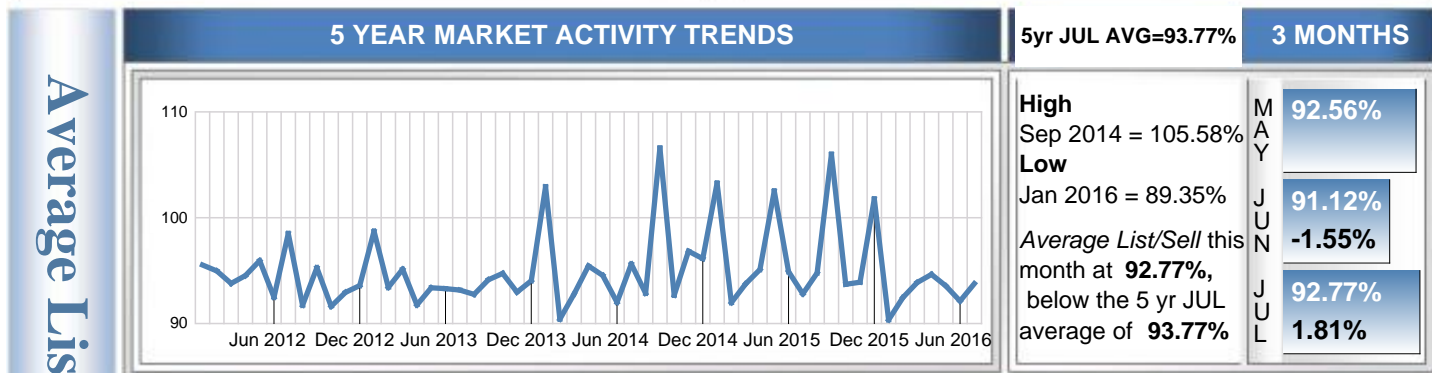
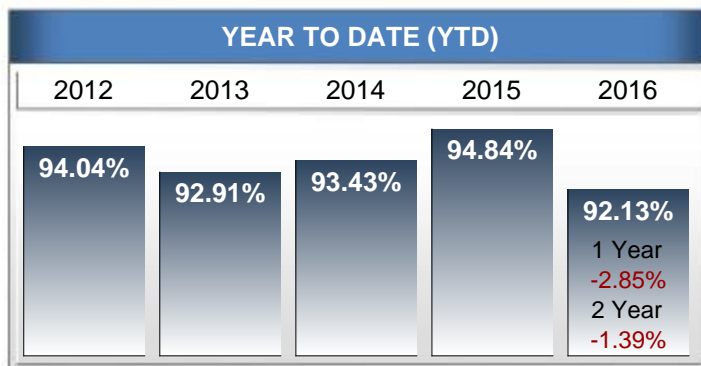
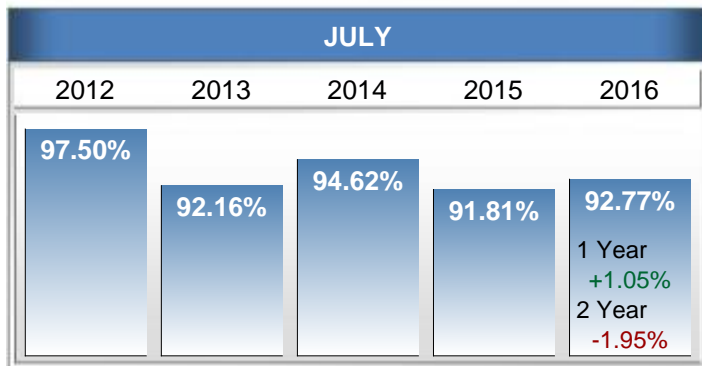
Closed Sales as of Aug 17, 2016



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Cherokee



#### 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+
\$20,000 and less	4	8.16%	72.04%	72.04%	0.00%	0.00%	0.00%
\$20,001 \$30,000	5	10.20%	98.94%	100.84%	92.19%	100.00%	0.00%
\$30,001 \$100,000	9	18.37%	87.31%	84.54%	86.91%	100.00%	0.00%
\$100,001 \$140,000	13	26.53%	95.97%	92.04%	96.68%	0.00%	0.00%
\$140,001 \$170,000	6	12.24%	98.11%	96.61%	98.46%	95.15%	101.50%
\$170,001 \$200,000	4	8.16%	96.53%	0.00%	94.42%	0.00%	98.64%
\$200,001 and up	8	16.33%	94.36%	83.33%	96.18%	97.78%	92.86%
Average List/Sell Ratio: 92.80%				86.19%	94.94%	98.23%	97.91%
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%
Average List Price	137,324	130,683	-4.84%	115,667	118,635	2.57%
Average Sale Price	117,941	122,694	4.03%	107,408	110,939	3.29%
Average Percent of List Price to Selling Price	91.81%	92.77%	1.05%	94.84%	92.13%	-2.85%
Average Days on Market to Sale	57.22	49.92	-12.77%	56.25	58.01	3.13%
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%

