



June 2017

Area Delimited by County Of Cherokee

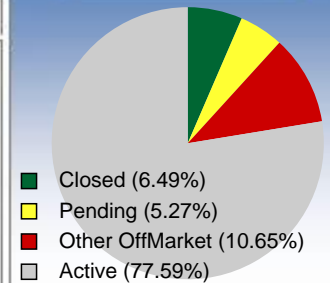


Absorption: Last 12 months, an Average of **52** Sales/Month

Active Inventory as of June 30, 2017 = **765**

	JUNE		
	2016	2017	+/- %
Closed Listings	45	64	42.22%
Pending Listings	50	52	4.00%
New Listings	166	211	27.11%
Average List Price	121,939	131,831	8.11%
Average Sale Price	112,267	126,510	12.69%
Average Percent of List Price to Selling Price	91.12%	93.00%	2.06%
Average Days on Market to Sale	56.49	47.20	-16.44%
End of Month Inventory	762	765	0.39%
Months Supply of Inventory	16.78	14.59	-13.01%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2017 rose **0.39%** to 765 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **14.59** 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 **12.69%** in June 2017 to \$126,510 versus the previous year at \$112,267.

Average Days on Market Shortens

The average number of **47.20** days that homes spent on the market before selling decreased by 9.29 days or **16.44%** in June 2017 compared to last year's same month at **56.49** DOM.

Sales Success for June 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 211 New Listings in June 2017, up **27.11%** from last year at 166. Furthermore, there were 64 Closed Listings this month versus last year at 45, a **42.22%** increase.

Closed versus Listed trends yielded a **30.3%** ratio, up from last year's June 2017 at **27.1%**, a **11.89%** upswing. This will certainly create pressure on an increasing 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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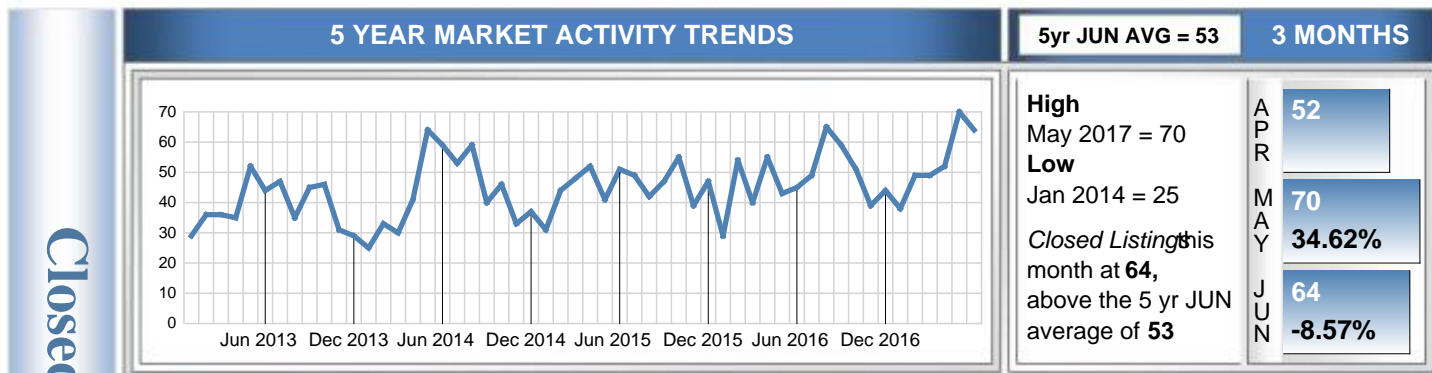
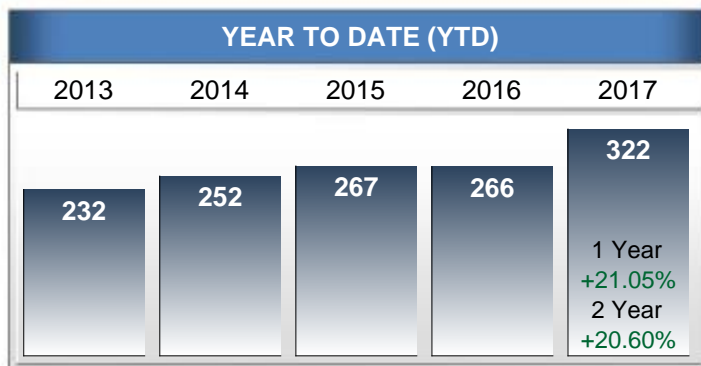
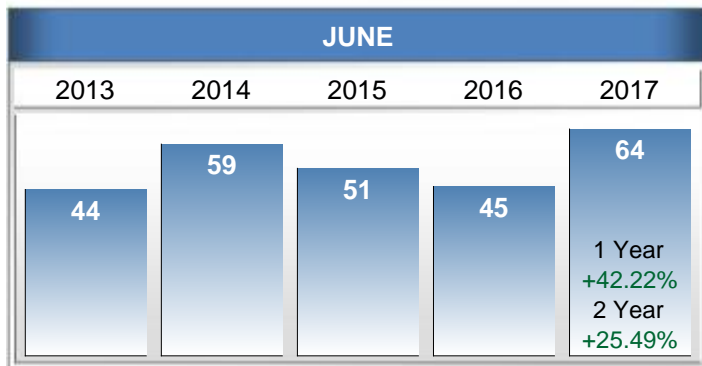
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	3.13%	89.0	2	0	0	0
\$10,001 - \$40,000	8	12.50%	54.6	5	3	0	0
\$40,001 - \$70,000	12	18.75%	45.5	7	4	1	0
\$70,001 - \$130,000	16	25.00%	35.0	9	6	1	0
\$130,001 - \$190,000	12	18.75%	30.0	0	10	1	1
\$190,001 - \$270,000	8	12.50%	75.9	3	5	0	0
\$270,001 and up	6	9.38%	55.5	2	0	2	2
Total Closed Units:	64		47.2	28	28	5	3
Total Closed Volume:	8,096,643			2.78M	3.49M	904.30K	918.90K
Average Closed Price:	\$126,510			\$99,381	\$124,671	\$180,860	\$306,300

Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

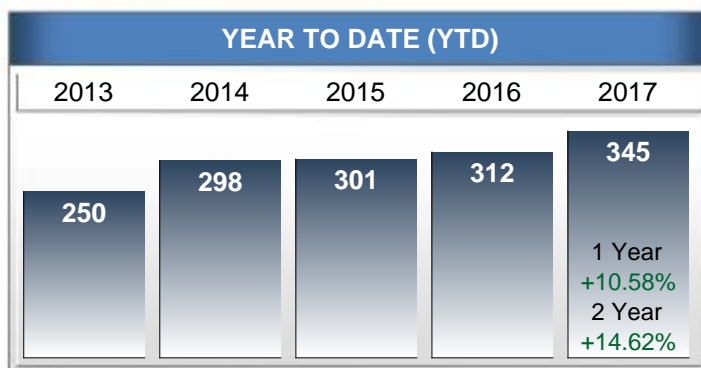
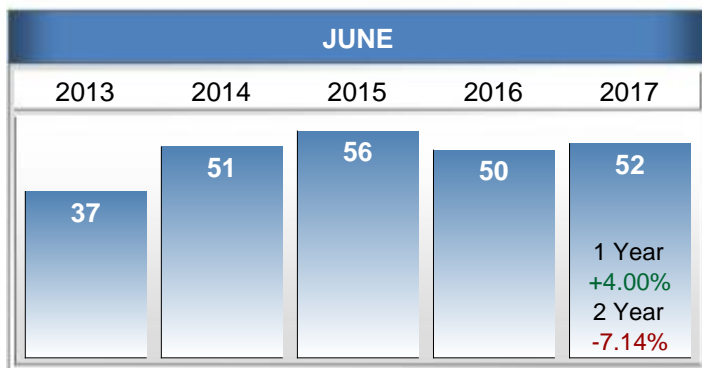
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



5yr JUN AVG = 49 **3 MONTHS**

High
May 2017 = 69

Low
Dec 2013 = 19

Pending Listing this month at **52**, above the 5 yr JUN average of **49**

A	59
P	
R	
M	69
A	16.95%
Y	
J	52
U	-24.64%
N	

Pending Listings

Ready to Buy or Sell Real Estate?
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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	5	9.62%	54.6	4	1	0	0
\$20,001 \$40,000	7	13.46%	22.0	6	0	1	0
\$40,001 \$70,000	7	13.46%	39.1	5	2	0	0
\$70,001 \$140,000	12	23.08%	55.3	5	6	1	0
\$140,001 \$180,000	7	13.46%	51.7	0	7	0	0
\$180,001 \$220,000	8	15.38%	21.0	0	6	1	1
\$220,001 and up	6	11.54%	66.8	1	1	4	0
Total Pending Units: 52				47.6			
Total Pending Volume: 6,291,528				21 23 7 1			
Average Listing Price: \$67,203				1.21M 3.24M 1.65M 189.50K			
				\$57,710 \$140,732 \$236,186 \$189,500			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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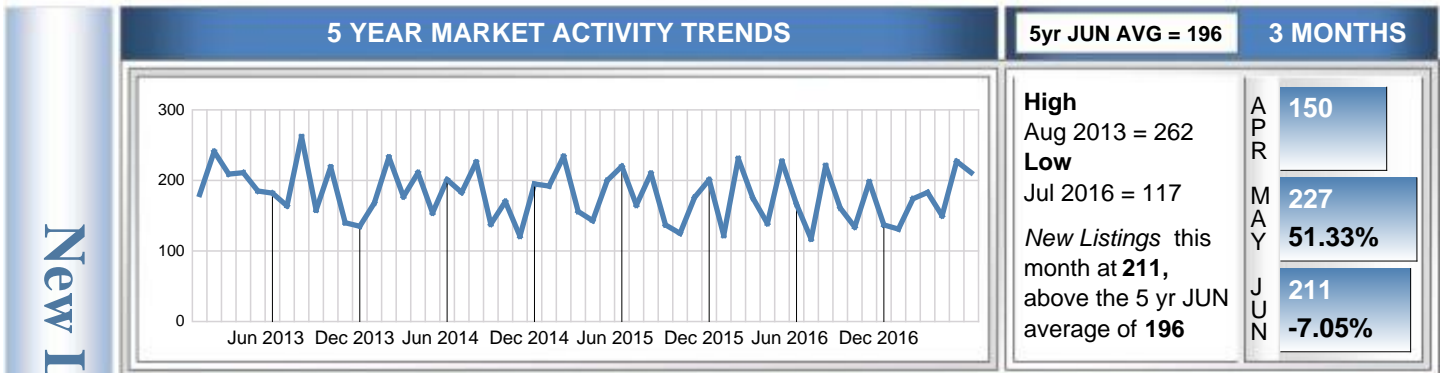
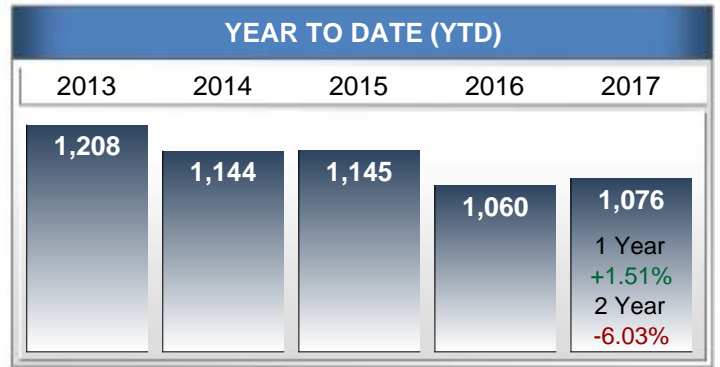
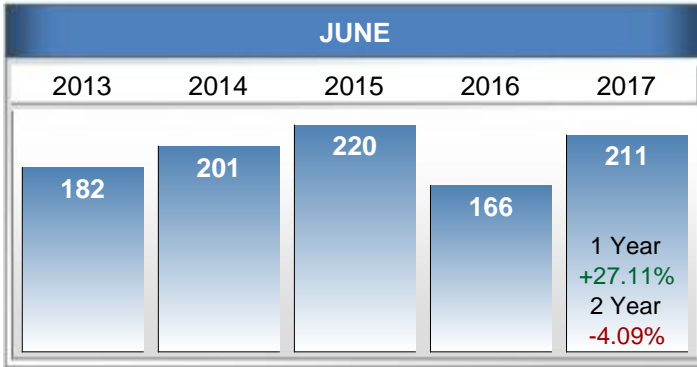
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

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	4	1.90%	4	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	77	36.49%	74	3	0	0
\$30,001 - \$100,000	48	22.75%	28	17	3	0
\$100,001 - \$180,000	31	14.69%	6	23	2	0
\$180,001 - \$420,000	29	13.74%	3	14	7	5
\$420,001 and up	22	10.43%	13	4	3	2
Total New Listed Units:	211		128	61	15	7
Total New Listed Volume:	32,927,432		13.32M	9.84M	7.59M	2.18M
Average New Listed Listing Price:	\$51,250		\$104,071	\$161,297	\$506,140	\$310,743

New Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

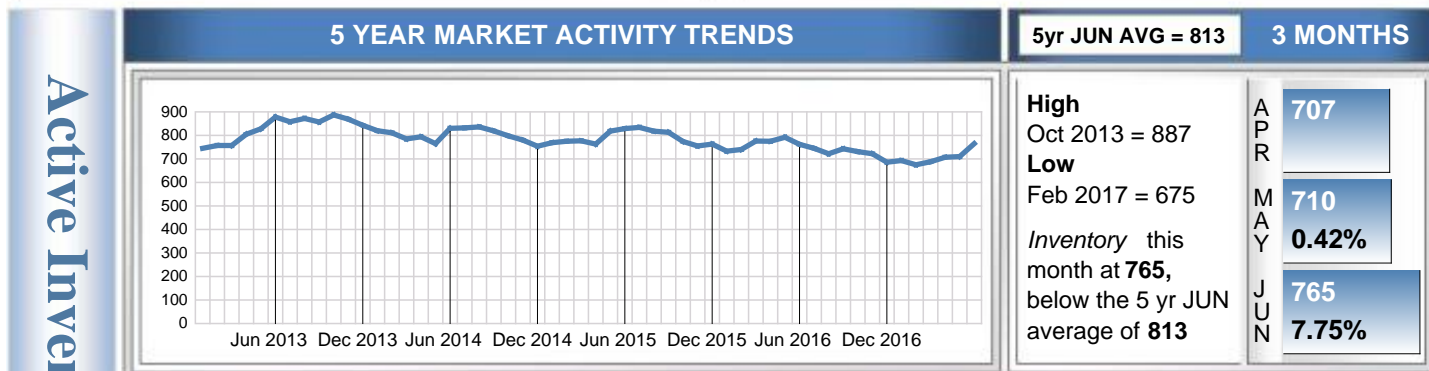
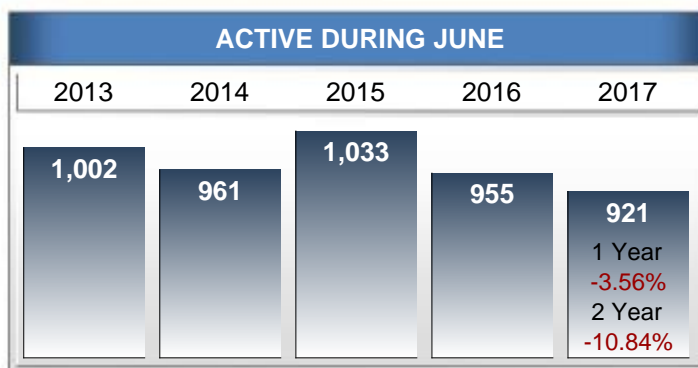
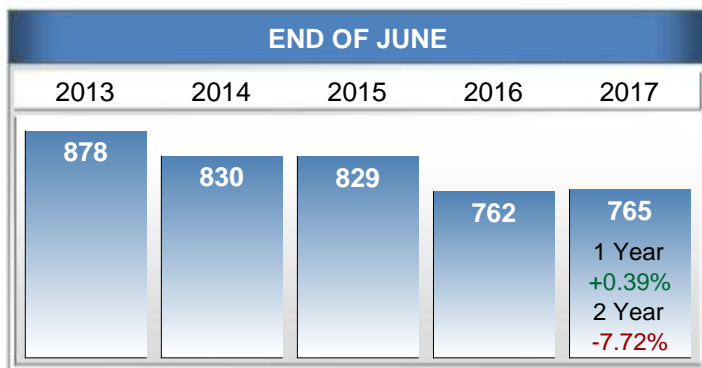
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	22	2.88%	84.9	22	0	0	0
\$10,001 - \$20,000	127	16.60%	75.3	126	1	0	0
\$20,001 - \$50,000	122	15.95%	68.6	108	13	1	0
\$50,001 - \$100,000	207	27.06%	74.4	160	39	8	0
\$100,001 - \$160,000	109	14.25%	81.9	39	55	12	3
\$160,001 - \$310,000	101	13.20%	72.8	24	54	18	5
\$310,001 and up	77	10.07%	71.5	32	18	18	9
Total Active Inventory by Units:				511	180	57	17
Total Active Inventory by Volume:				51.06M	31.01M	20.37M	5.62M
Average Active Inventory Listing Price:				\$99,927	\$172,289	\$357,358	\$330,576



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

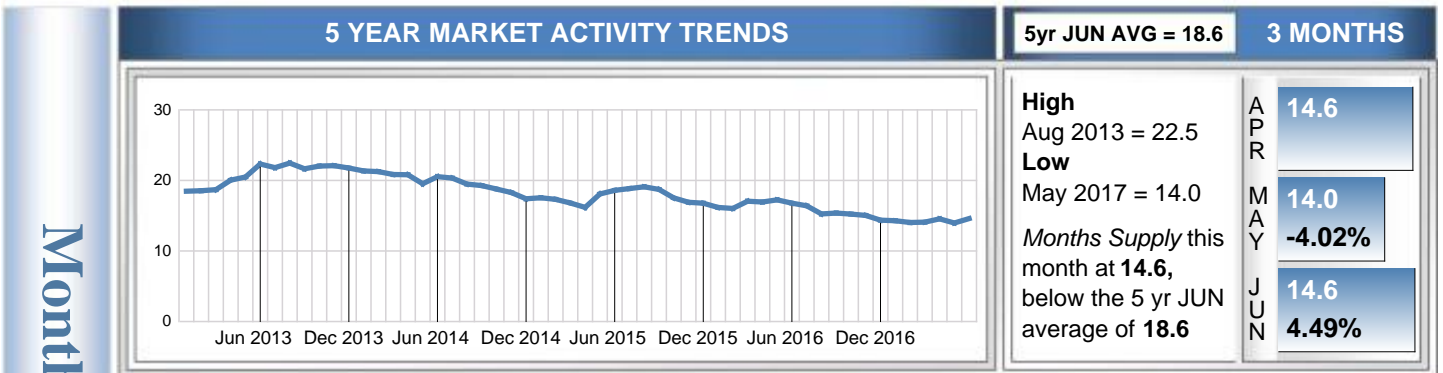
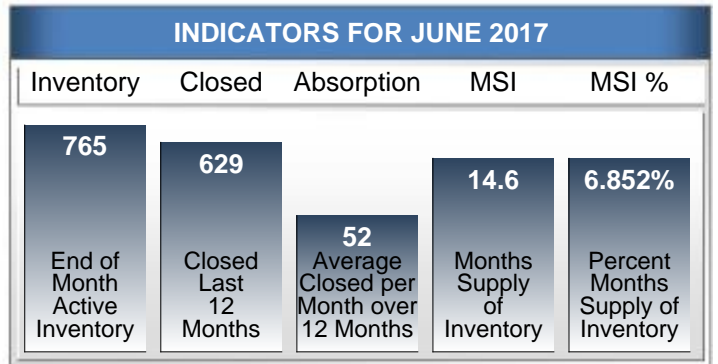
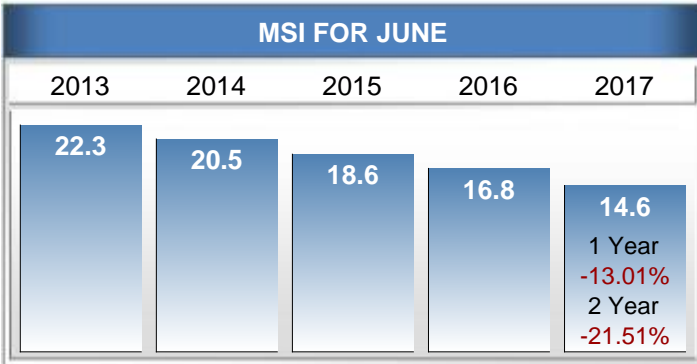
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 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	22	2.88%	15.5	16.5	0.0	0.0	0.0
\$10,001 - \$20,000	127	16.60%	32.4	38.8	2.0	0.0	0.0
\$20,001 - \$50,000	122	15.95%	13.6	22.7	3.7	1.5	0.0
\$50,001 - \$100,000	207	27.06%	16.8	32.5	6.5	6.4	0.0
\$100,001 - \$160,000	109	14.25%	7.8	16.7	5.3	10.3	36.0
\$160,001 - \$310,000	101	13.20%	10.4	18.0	9.7	7.7	10.0
\$310,001 and up	77	10.07%	38.5	38.4	72.0	30.9	27.0
MSI:			14.6	27.3	6.8	9.2	14.6
Total Active Inventory:			765	511	180	57	17



Monthly Inventory Analysis

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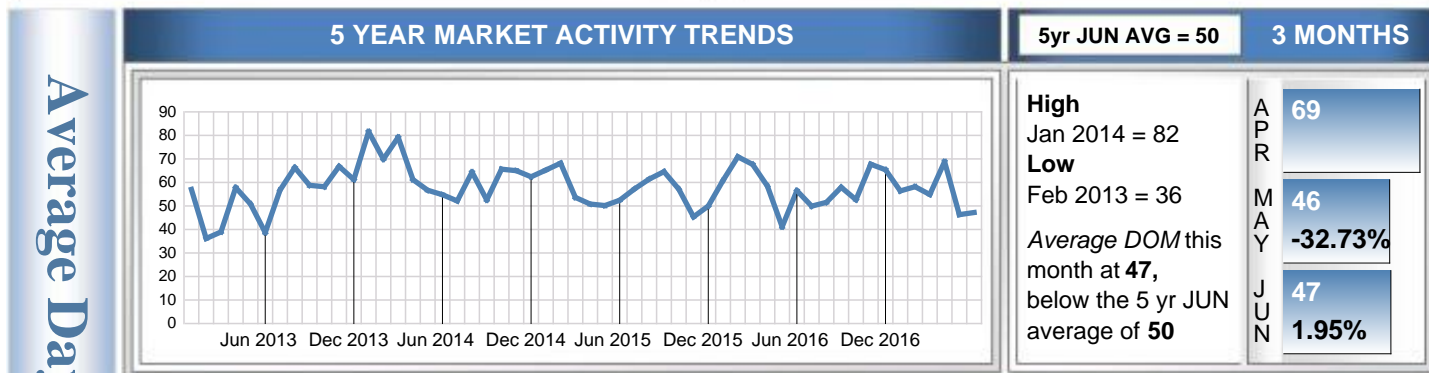
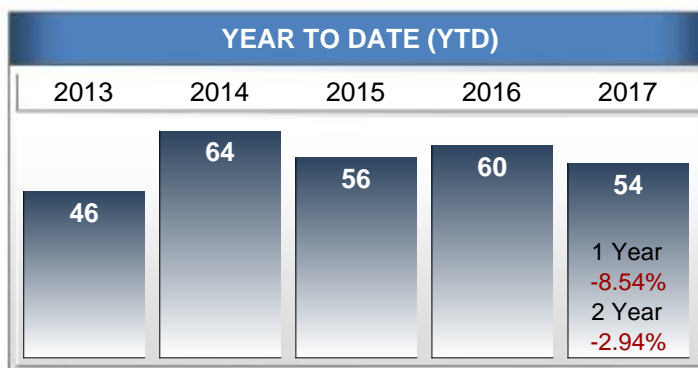
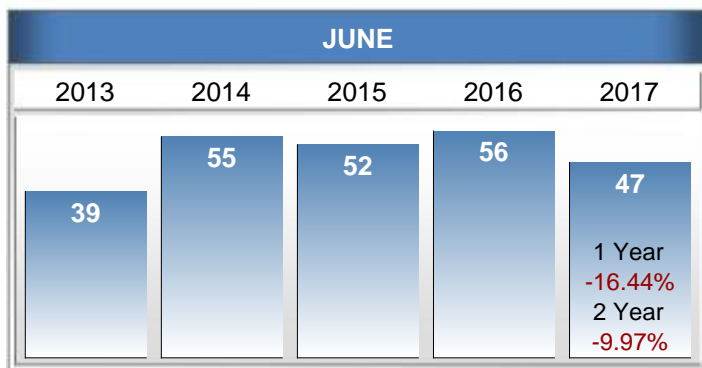
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



Average Days on Market

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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+
\$10,000 and less	2	3.13%	89.0	89.0	0.0	0.0	0.0
\$10,001 \$40,000	8	12.50%	54.6	32.8	91.0	0.0	0.0
\$40,001 \$70,000	12	18.75%	45.5	38.1	61.0	35.0	0.0
\$70,001 \$130,000	16	25.00%	35.0	35.3	36.2	25.0	0.0
\$130,001 \$190,000	12	18.75%	30.0	0.0	35.1	2.0	7.0
\$190,001 \$270,000	8	12.50%	75.9	61.7	84.4	0.0	0.0
\$270,001 and up	6	9.38%	55.5	51.5	0.0	64.5	50.5
Average Closed DOM:				43.4	53.8	38.2	36.0
Total Closed Units:				28	28	5	3
Total Closed Volume:				2.78M	3.49M	904.30K	918.90K



Monthly Inventory Analysis

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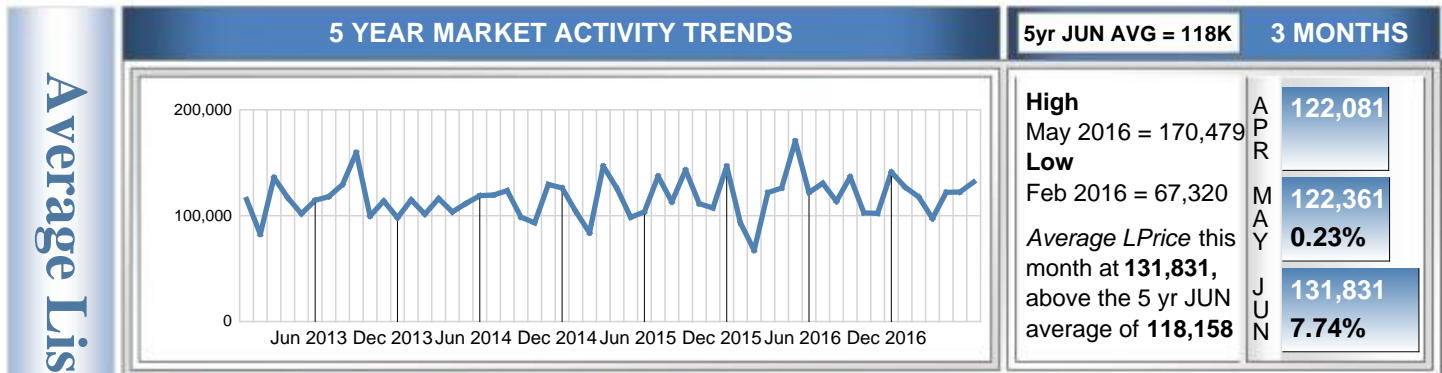
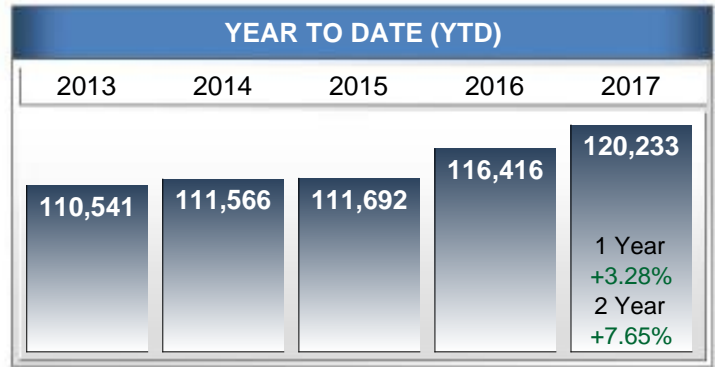
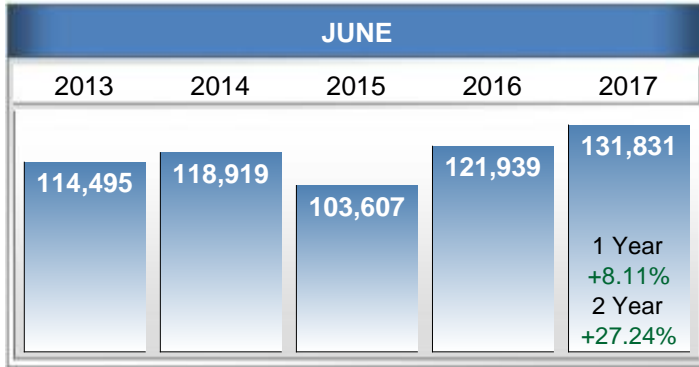
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	1	1.56%	8,750	10,625	0	0	0
\$10,001 - \$40,000	9	14.06%	24,422	22,860	32,633	0	0
\$40,001 - \$70,000	12	18.75%	58,719	56,014	59,407	70,000	0
\$70,001 - \$130,000	16	25.00%	96,375	98,711	94,783	84,900	0
\$130,001 - \$190,000	11	17.19%	154,964	0	157,480	139,900	182,900
\$190,001 - \$270,000	8	12.50%	216,438	221,667	229,700	0	0
\$270,001 and up	7	10.94%	360,843	422,500	0	330,500	372,450
Average List Price:	\$131,831			\$104,502	\$129,555	\$191,160	\$309,267
Total Closed Units:	64			28	28	5	3
Total List Volume:	8,437,178			2.93M	3.63M	955.80K	927.80K



Monthly Inventory Analysis

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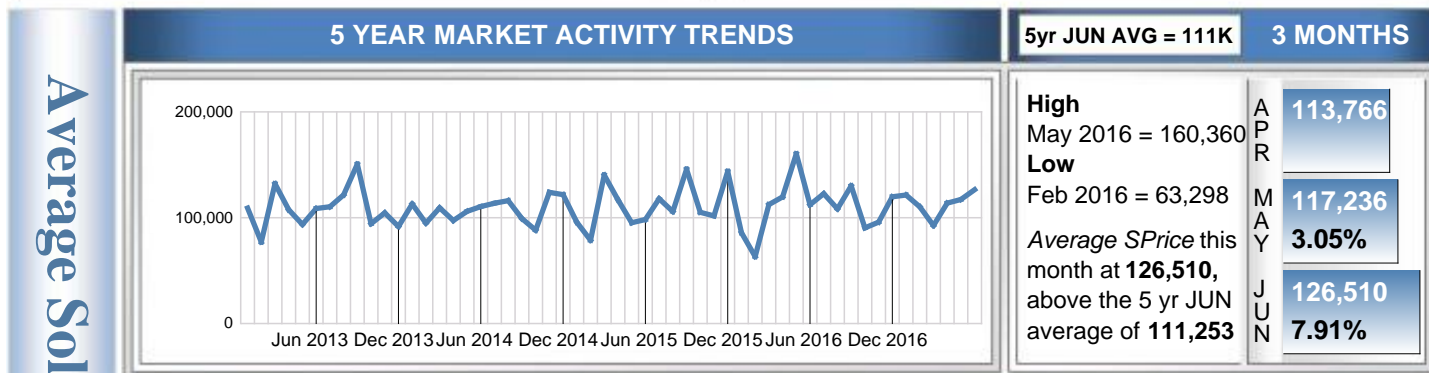
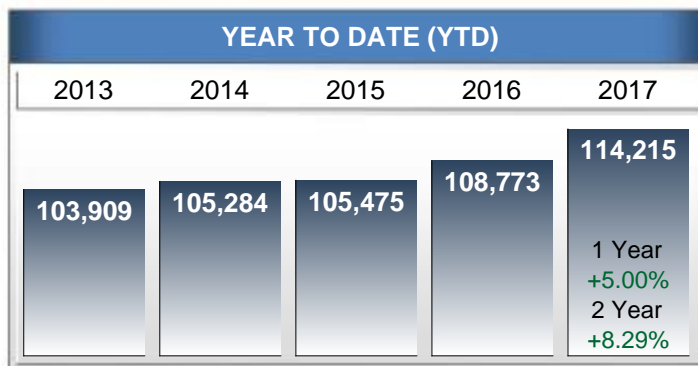
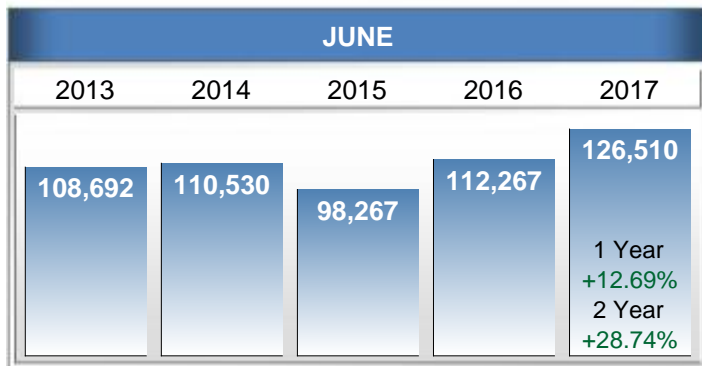
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

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Area Delimited by County Of Cherokee



Average Sold Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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+
\$10,000 and less	2		3.13%	7,250	7,250	0	0	0
\$10,001 \$40,000	8		12.50%	20,146	17,133	25,167	0	0
\$40,001 \$70,000	12		18.75%	52,982	55,071	51,445	44,500	0
\$70,001 \$130,000	16		25.00%	92,088	92,167	94,000	79,900	0
\$130,001 \$190,000	12		18.75%	155,050	0	153,780	139,900	182,900
\$190,001 \$270,000	8		12.50%	216,275	207,500	221,540	0	0
\$270,001 and up	6		9.38%	370,167	422,500	0	320,000	368,000
Average Closed Price:	\$126,510				\$99,381	\$124,671	\$180,860	\$306,300
Total Closed Units:	64				28	28	5	3
Total Closed Volume:	8,096,643				2.78M	3.49M	904.30K	918.90K



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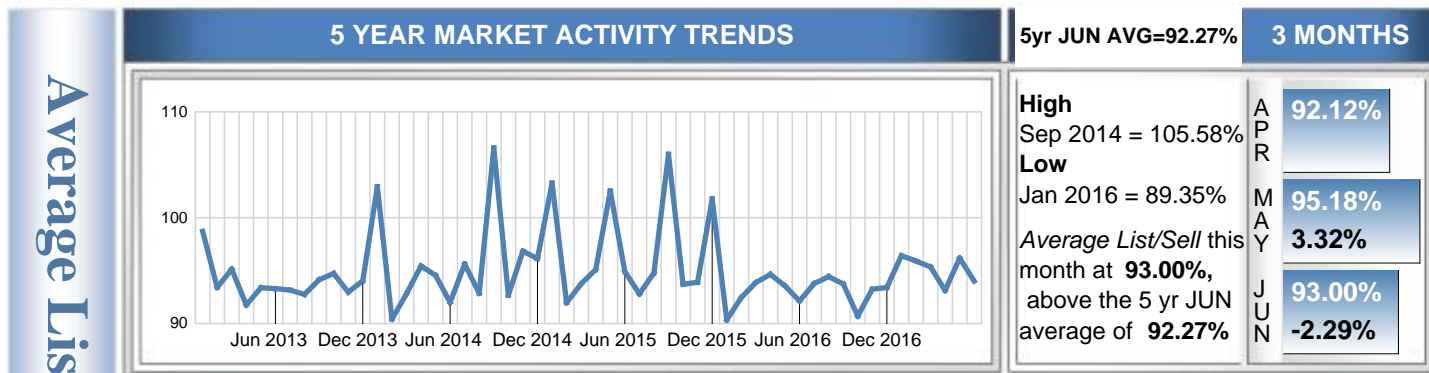
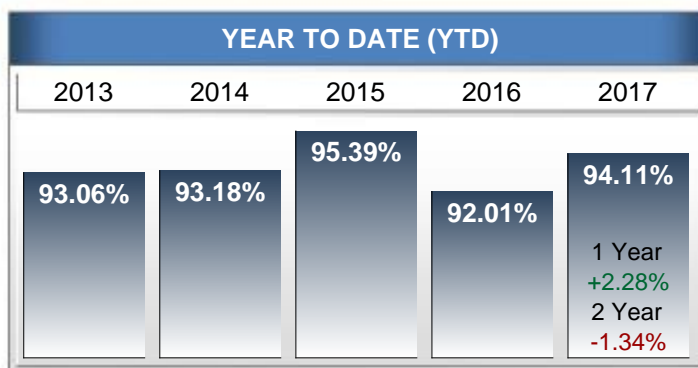
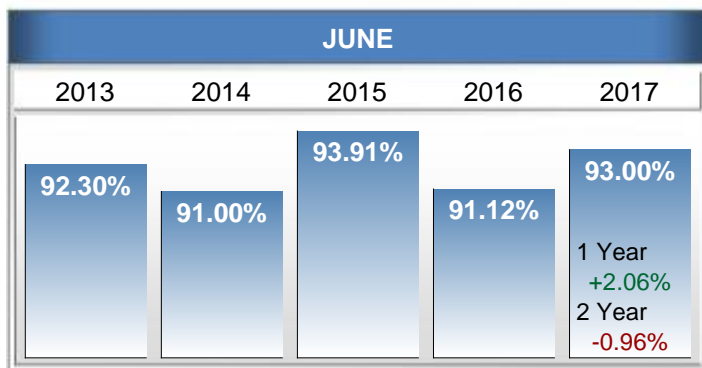
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling 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+
\$10,000 and less	2	3.13%	70.86%	70.86%	0.00%	0.00%	0.00%
\$10,001 \$40,000	8	12.50%	80.23%	78.52%	83.09%	0.00%	0.00%
\$40,001 \$70,000	12	18.75%	92.06%	98.86%	87.29%	63.57%	0.00%
\$70,001 \$130,000	16	25.00%	95.80%	93.90%	98.94%	94.11%	0.00%
\$130,001 \$190,000	12	18.75%	98.12%	0.00%	97.74%	100.00%	100.00%
\$190,001 \$270,000	8	12.50%	95.34%	93.69%	96.33%	0.00%	0.00%
\$270,001 and up	6	9.38%	98.48%	100.00%	0.00%	96.87%	98.57%
Average List/Sell Ratio: 93.00%				91.16%	94.68%	90.29%	99.04%
Total Closed Units: 64				28	28	5	3
Total Closed Volume: 8,096,643				2.78M	3.49M	904.30K	918.90K



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 52 Sales/Month

Active Inventory as of June 30, 2017 = 765

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	45	64	42.22%	266	322	21.05%
Pending Sales	50	52	4.00%	312	345	10.58%
New Listings	166	211	27.11%	1,060	1,076	1.51%
Average List Price	121,939	131,831	8.11%	116,416	120,233	3.28%
Average Sale Price	112,267	126,510	12.69%	108,773	114,215	5.00%
Average Percent of List Price to Selling Price	91.12%	93.00%	2.06%	92.01%	94.11%	2.28%
Average Days on Market to Sale	56.49	47.20	-16.44%	59.50	54.42	-8.54%
Monthly Inventory	762	765	0.39%	762	765	0.39%
Months Supply of Inventory	16.78	14.59	-13.01%	16.78	14.59	-13.01%

