



December 2016

Area Delimited by County Of Cherokee

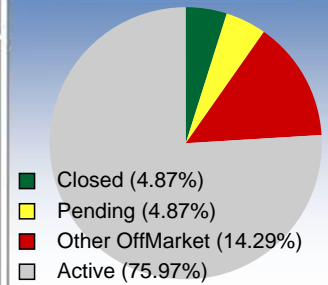


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of December 31, 2016 = **686**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	47	44	-6.38%
Pending Listings	38	44	15.79%
New Listings	201	137	-31.84%
Median List Price	120,000	88,700	-26.08%
Median Sale Price	120,750	89,000	-26.29%
Median Percent of List Price to Selling Price	98.48%	95.49%	-3.04%
Median Days on Market to Sale	35.00	45.50	30.00%
End of Month Inventory	762	686	-9.97%
Months Supply of Inventory	16.75	14.37	-14.22%

Market Activity



Report Produced on: Jan 11, 2017

Monthly Inventory Analysis

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 December 2016 decreased **9.97%** to 686 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 **14.37** 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 **26.29%** in December 2016 to \$89,000 versus the previous year at \$120,750.

Median Days on Market Lengthens

The median number of **45.50** days that homes spent on the market before selling increased by 10.50 days or **30.00%** in December 2016 compared to last year's same month at **35.00** DOM.

Sales Success for December 2016 is Positive

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

There were 137 New Listings in December 2016, down **31.84%** from last year at 201. Furthermore, there were 44 Closed Listings this month versus last year at 47, a **-6.38%** decrease.

Closed versus Listed trends yielded a **32.1%** ratio, up from last year's December 2016 at **23.4%**, a **37.35%** upswing. 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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December 2016

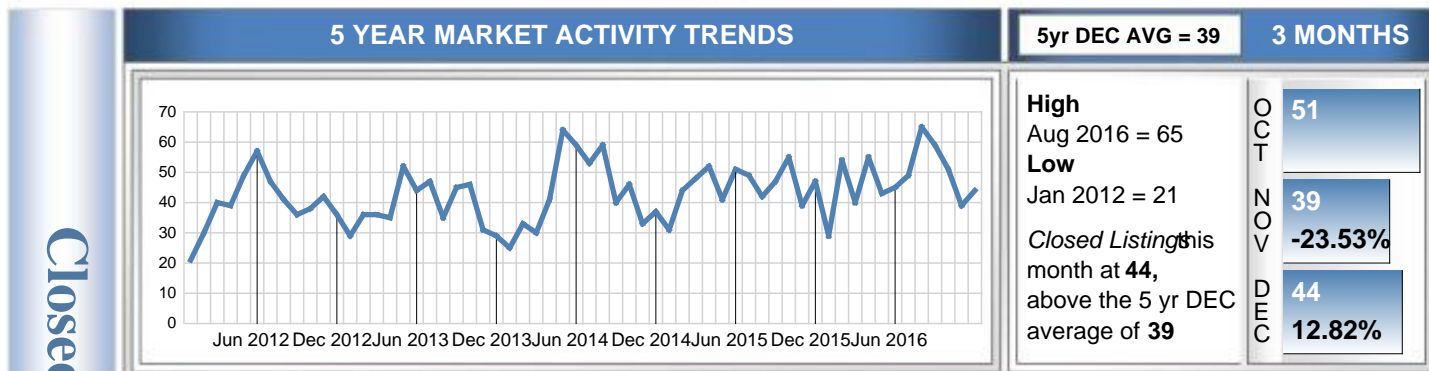
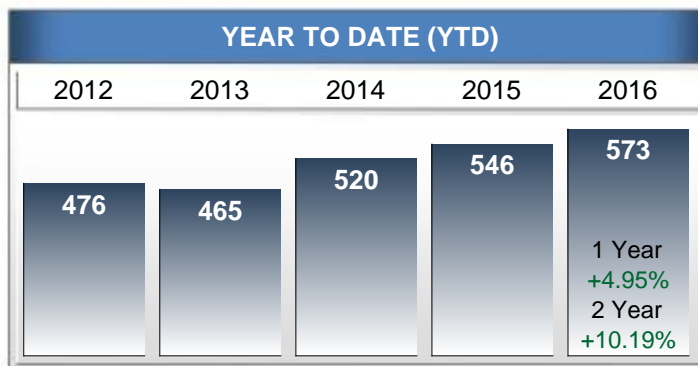
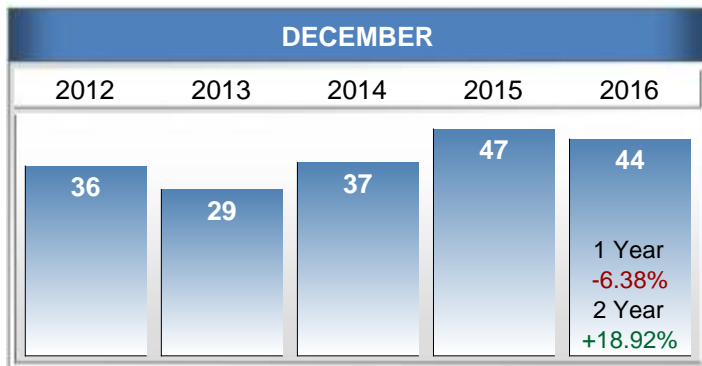
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

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+
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	9	20.45%	36.0	6	2	1	0
\$40,001 - \$60,000	7	15.91%	69.0	4	2	1	0
\$60,001 - \$100,000	12	27.27%	42.0	3	6	3	0
\$100,001 - \$150,000	6	13.64%	14.5	3	3	0	0
\$150,001 - \$250,000	5	11.36%	44.0	0	5	0	0
\$250,001 and up	5	11.36%	132.0	3	1	1	0
Total Closed Units: 44				45.5			
Total Closed Volume: 5,270,115				19 19 6 0.00B			
Median Closed Price: \$89,000				\$53,200 \$100,000 \$85,750 \$0			



Monthly Inventory Analysis

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December 2016

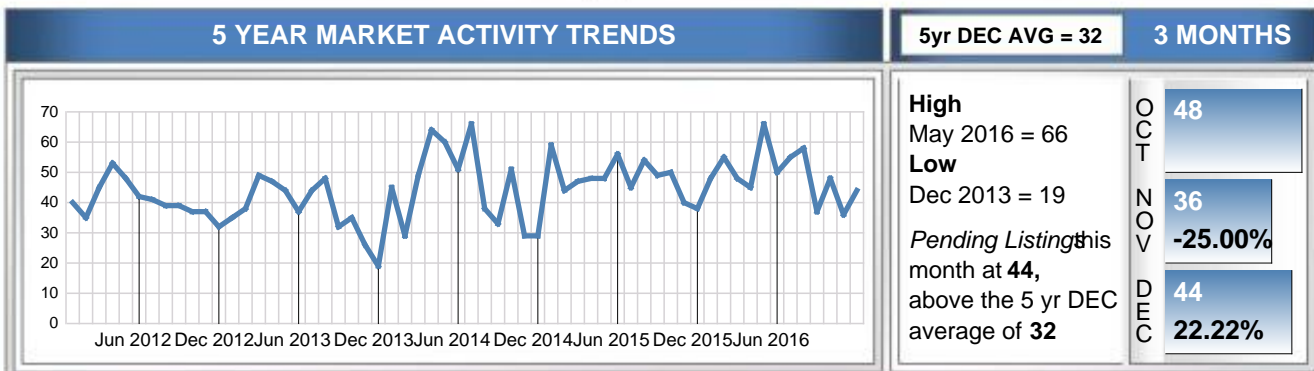
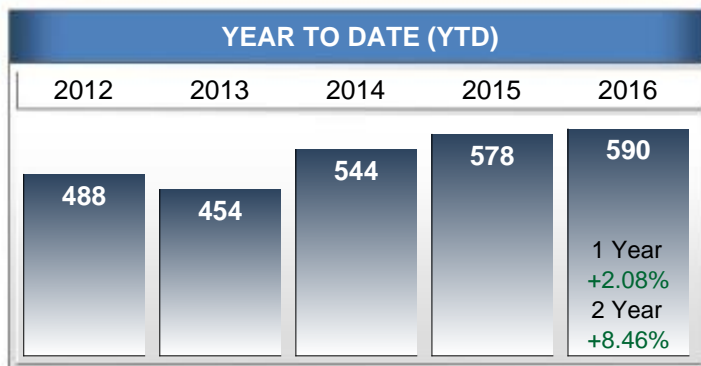
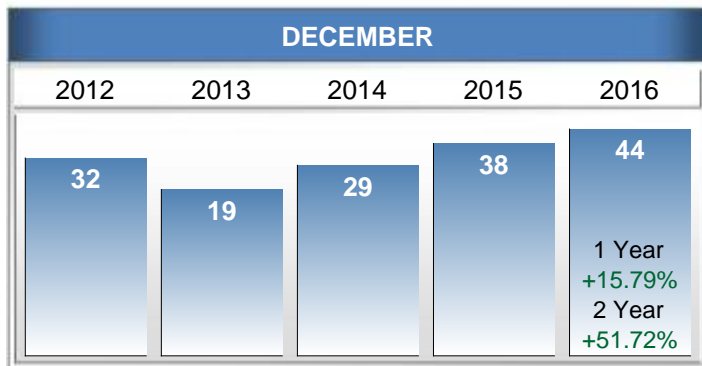
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 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	11.36%	23.0	2	2	1	0	
\$40,001 \$50,000	4	9.09%	24.5	2	2	0	0	
\$50,001 \$80,000	7	15.91%	36.0	2	4	1	0	
\$80,001 \$130,000	11	25.00%	62.0	2	9	0	0	
\$130,001 \$170,000	7	15.91%	88.0	2	4	1	0	
\$170,001 \$200,000	6	13.64%	61.0	0	5	1	0	
\$200,001 and up	4	9.09%	60.0	2	1	1	0	
Total Pending Units: 44				49.0	12	27	5	
Total Pending Volume: 5,092,099					1.17M	3.09M	828.90K	0.00B
Median Listing Price: \$105,625					\$78,500	\$108,750	\$159,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

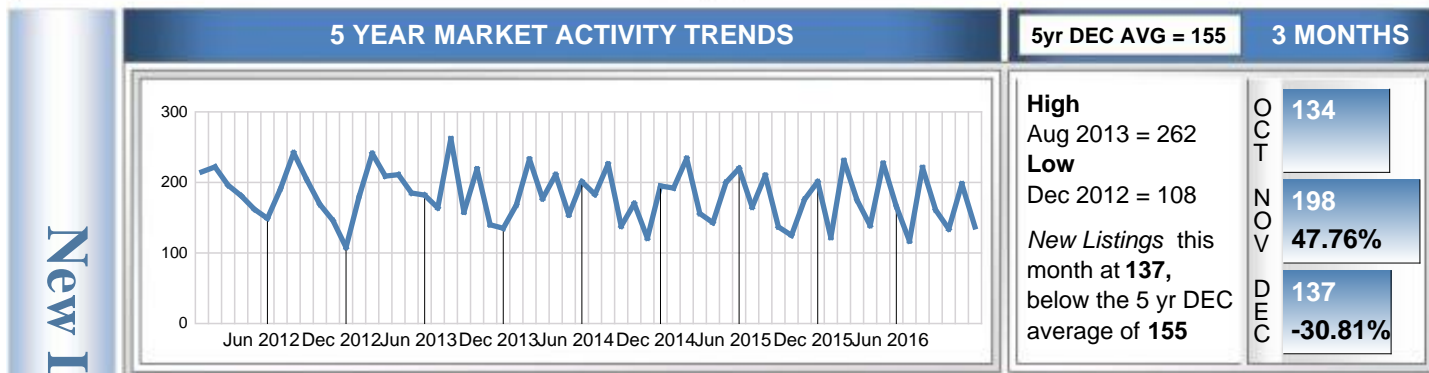
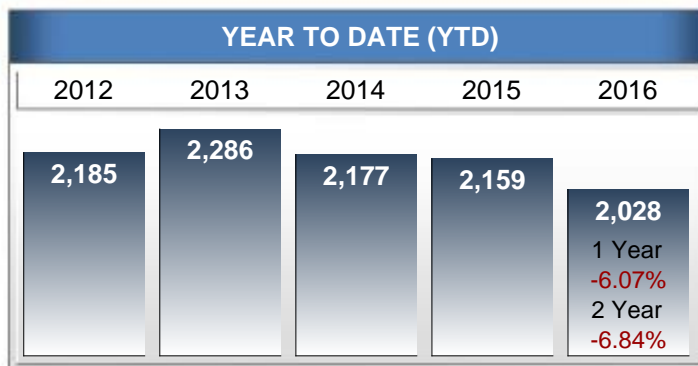
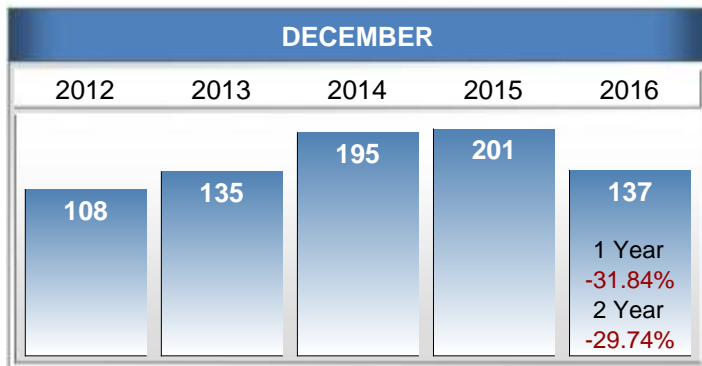
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 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+	
\$10,000 and less	5	3.65%	5	0	0	0	
\$10,001 - \$20,000	18	13.14%	16	2	0	0	
\$20,001 - \$30,000	27	19.71%	24	3	0	0	
\$30,001 - \$100,000	33	24.09%	22	9	2	0	
\$100,001 - \$170,000	22	16.06%	4	15	3	0	
\$170,001 - \$400,000	18	13.14%	6	8	3	1	
\$400,001 and up	14	10.22%	10	0	3	1	
Total New Listed Units:			137	87	37	11	2
Total New Listed Volume:			19,386,666	9.85M	4.84M	4.04M	650.90K
Median New Listed Listing Price:			\$55,000	\$29,500	\$120,000	\$200,000	\$325,450



Monthly Inventory Analysis

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December 2016

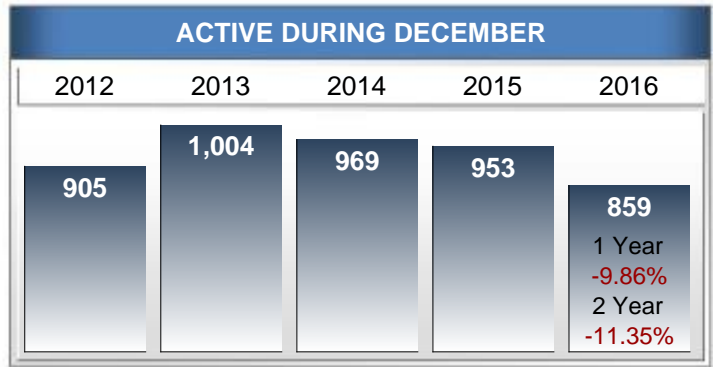
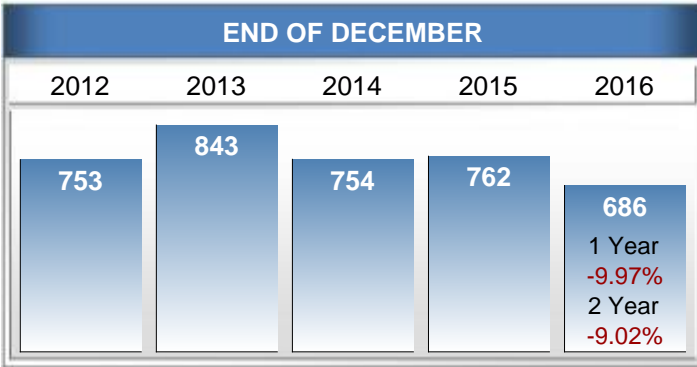
Active Inventory as of Jan 11, 2017



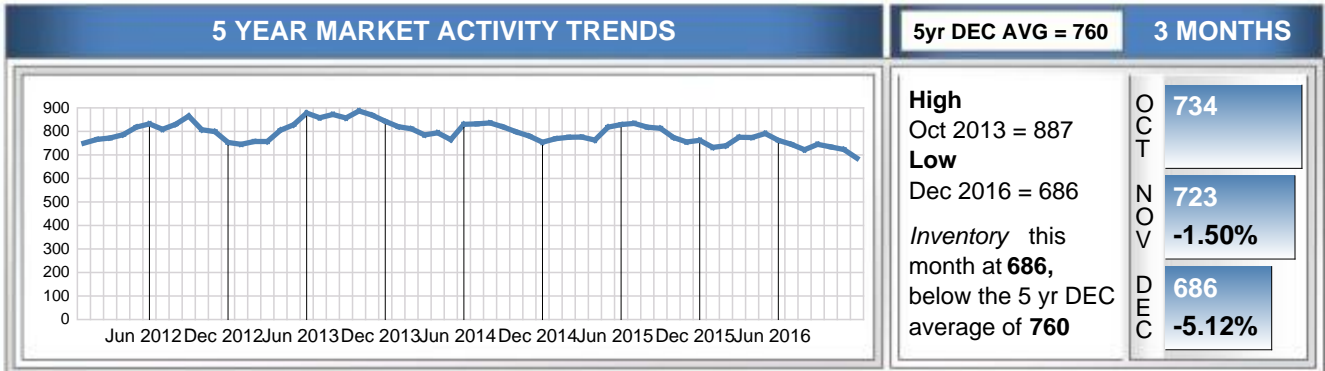
Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Cherokee



Active Inventory



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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	28	4.08%	93.5	28	0	0	0
\$10,001 - \$20,000	97	14.14%	120.0	96	1	0	0
\$20,001 - \$50,000	127	18.51%	67.0	115	9	3	0
\$50,001 - \$90,000	177	25.80%	57.0	142	29	6	0
\$90,001 - \$150,000	99	14.43%	72.0	44	48	5	2
\$150,001 - \$310,000	89	12.97%	78.0	25	46	15	3
\$310,001 and up	69	10.06%	65.0	28	22	15	4
Total Active Inventory by Units:		686	75.0	478	155	44	9
Total Active Inventory by Volume:		84,882,721		41.19M	28.35M	12.50M	2.84M
Median Active Inventory Listing Price:		\$69,500		\$50,808	\$145,900	\$211,400	\$279,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

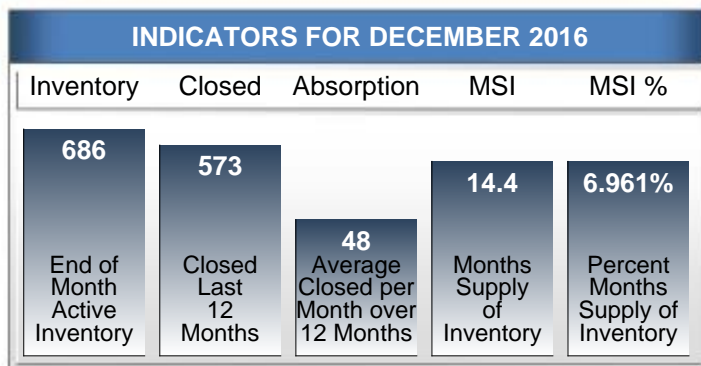
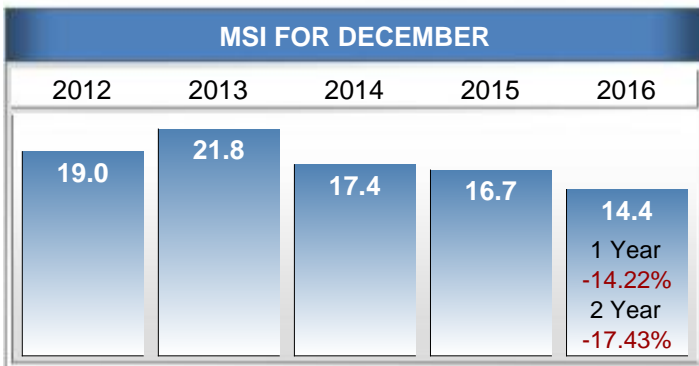
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

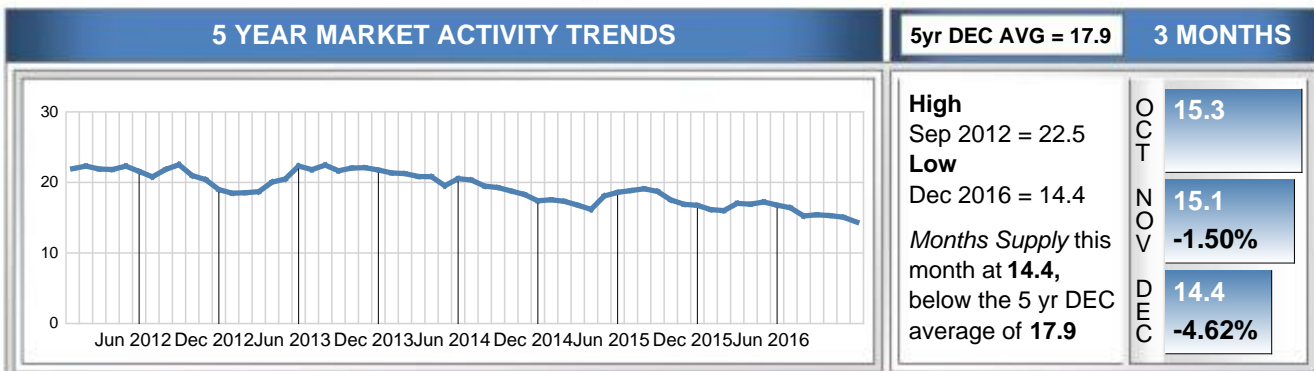
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Area Delimited by County Of Cherokee



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	28	4.08%	22.4	24.0	0.0	0.0	0.0
\$10,001 \$20,000	97	14.14%	19.1	20.9	4.0	0.0	0.0
\$20,001 \$50,000	127	18.51%	16.7	27.1	3.2	7.2	0.0
\$50,001 \$90,000	177	25.80%	18.2	38.7	6.0	5.1	0.0
\$90,001 \$150,000	99	14.43%	7.3	22.0	4.5	6.7	12.0
\$150,001 \$310,000	89	12.97%	10.0	18.8	9.2	6.9	7.2
\$310,001 and up	69	10.06%	41.4	42.0	44.0	60.0	16.0
MSI:			14.4	27.1	6.4	8.8	9.0
Total Active Inventory:			686	478	155	44	9



Monthly Inventory Analysis

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December 2016

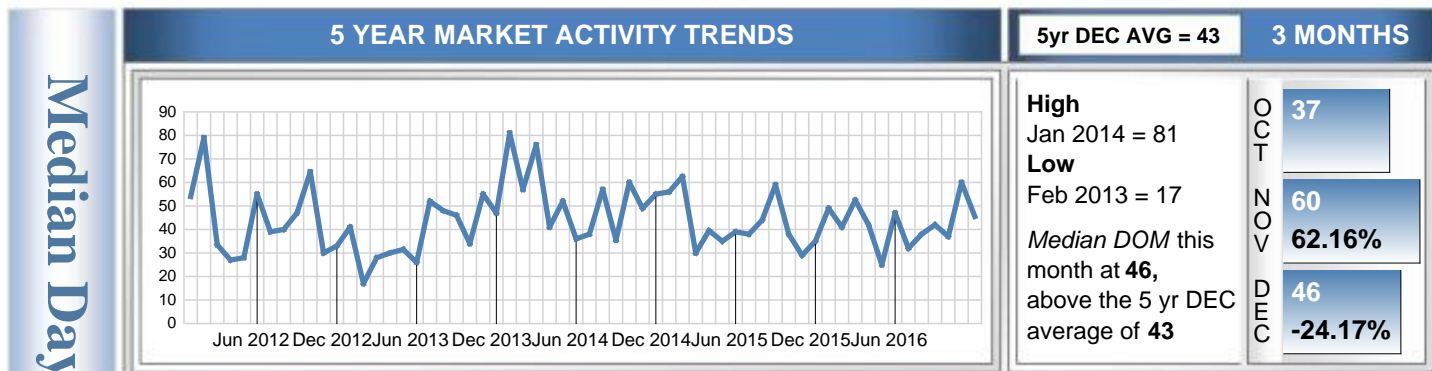
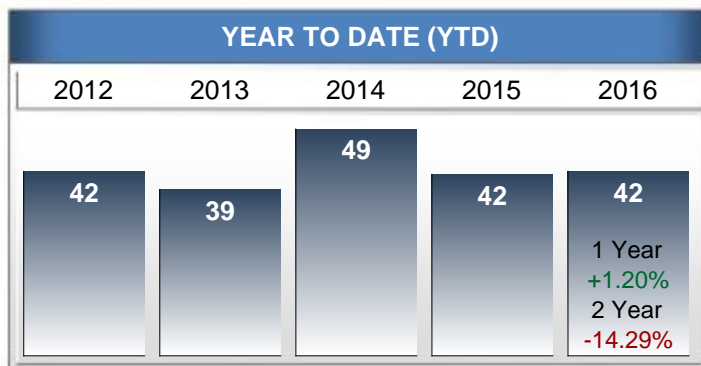
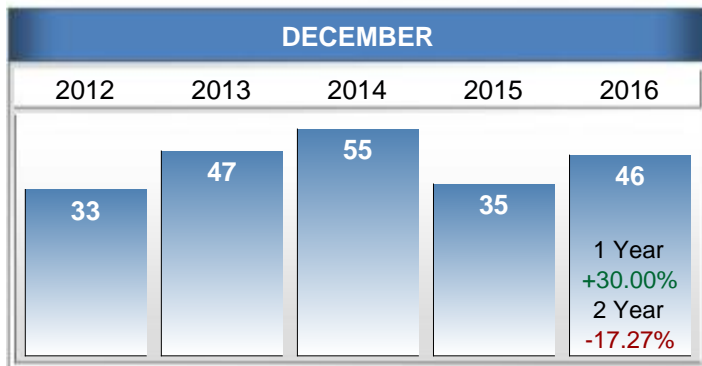
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 11, 2017

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+
\$10,000 and less	0			0.00%	65.0	0.0	0.0	0.0	0.0
\$10,001 \$40,000	9			20.45%	36.0	41.0	24.0	172.0	0.0
\$40,001 \$60,000	7			15.91%	69.0	54.0	39.5	105.0	0.0
\$60,001 \$100,000	12			27.27%	42.0	50.0	49.0	17.0	0.0
\$100,001 \$150,000	6			13.64%	14.5	15.0	10.0	0.0	0.0
\$150,001 \$250,000	5			11.36%	44.0	0.0	44.0	0.0	0.0
\$250,001 and up	5			11.36%	132.0	132.0	117.0	57.0	0.0
Median Closed DOM:	45.5					50.0	36.0	51.0	0.0
Total Closed Units:	44					19	19	6	0.0
Total Closed Volume:	5,270,115					2.34M	2.34M	586.90K	0.00B



Monthly Inventory Analysis

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December 2016

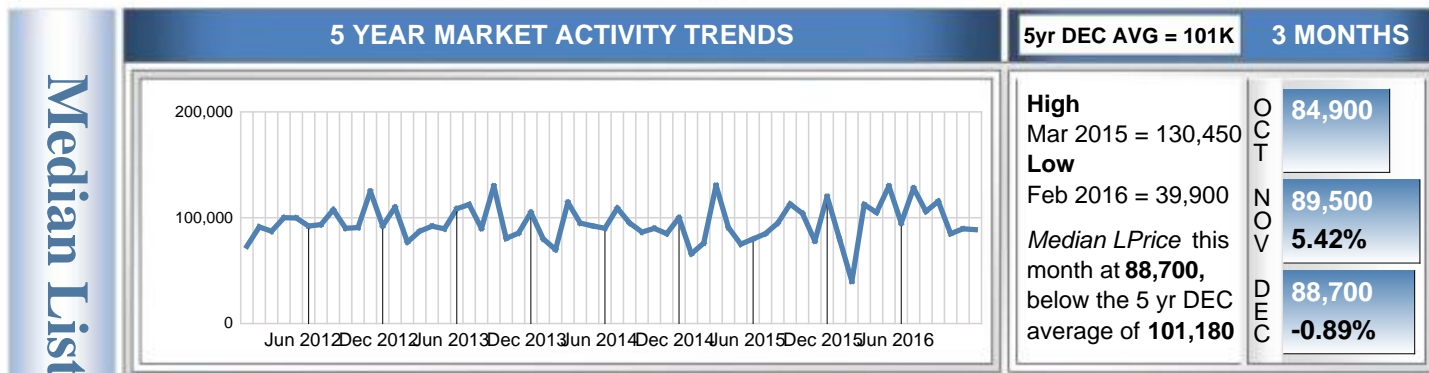
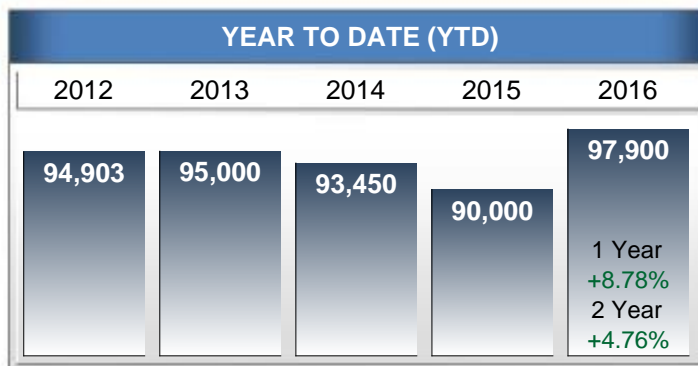
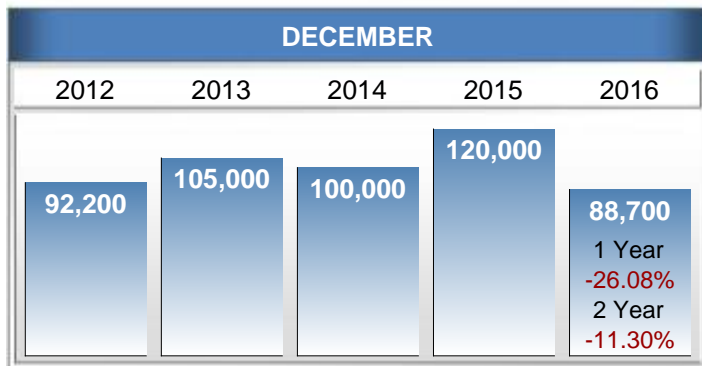
Closed Sales as of Jan 11, 2017



Median List Price at Closing

Report Produced on: Jan 11, 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+
\$10,000 and less	0		0.00%	132	0	0	0	0
\$10,001 - \$40,000	9		20.45%	20,000	17,600	37,000	27,500	0
\$40,001 - \$60,000	6		13.64%	57,000	58,000	52,900	0	0
\$60,001 - \$100,000	12		27.27%	85,950	87,900	81,500	96,850	0
\$100,001 - \$150,000	7		15.91%	118,500	118,500	127,450	0	0
\$150,001 - \$250,000	5		11.36%	179,900	0	179,900	0	0
\$250,001 and up	5		11.36%	600,000	720,000	360,000	259,900	0
Median List Price:	\$88,700				\$59,900	\$105,000	\$89,425	\$0
Total Closed Units:	44				19	19	6	0
Total List Volume:	6,213,475				3.21M	2.41M	593.74K	0.00B



Monthly Inventory Analysis

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December 2016

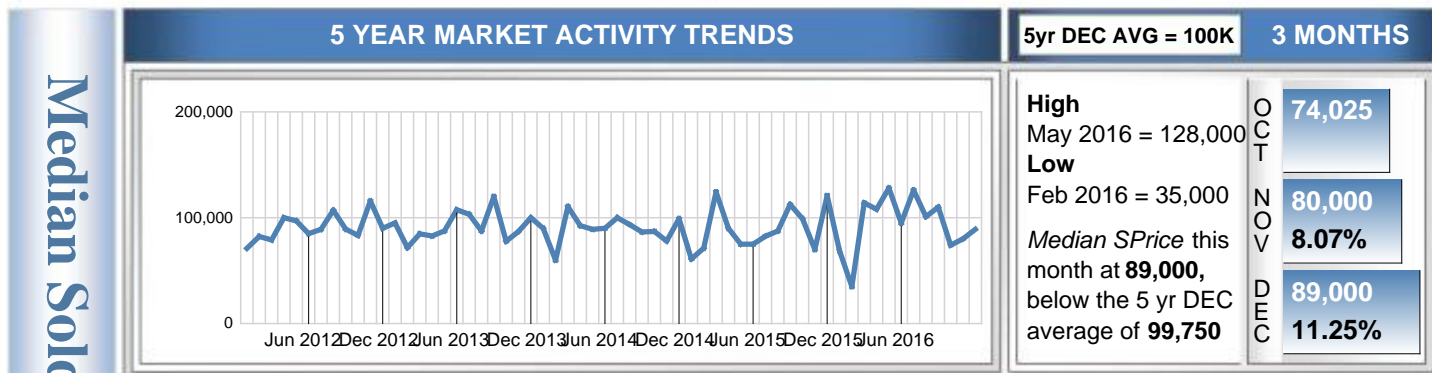
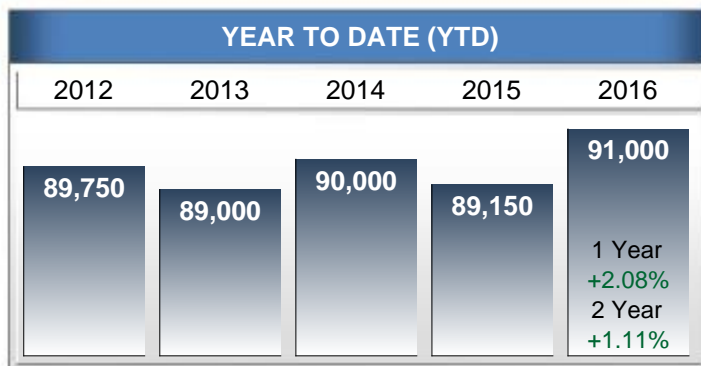
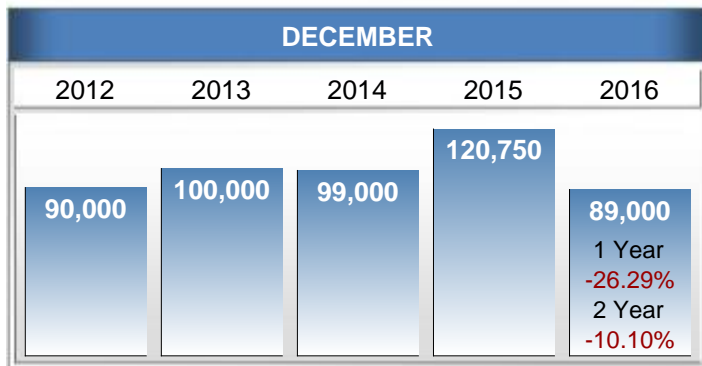
Closed Sales as of Jan 11, 2017



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\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0		0.00%	600,000	0	0	0	0
\$10,001 - \$40,000	9		20.45%	18,000	16,500	32,250	15,000	0
\$40,001 - \$60,000	7		15.91%	50,000	50,458	53,750	45,500	0
\$60,001 - \$100,000	12		27.27%	89,000	89,900	87,000	88,500	0
\$100,001 - \$150,000	6		13.64%	130,000	120,000	140,000	0	0
\$150,001 - \$250,000	5		11.36%	180,000	0	180,000	0	0
\$250,001 and up	5		11.36%	381,326	457,591	348,000	259,900	0
Median Closed Price:	\$89,000				\$53,200	\$100,000	\$85,750	\$0
Total Closed Units:	44				19	19	6	
Total Closed Volume:	5,270,115				2.34M	2.34M	586.90K	0.00B



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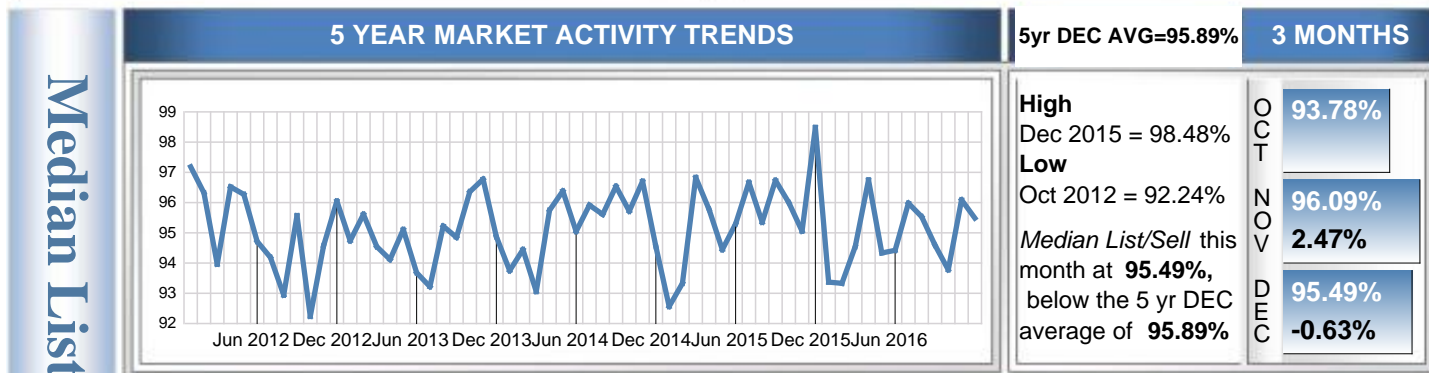
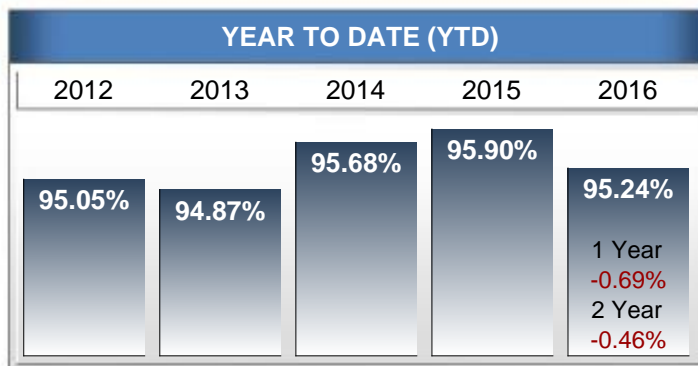
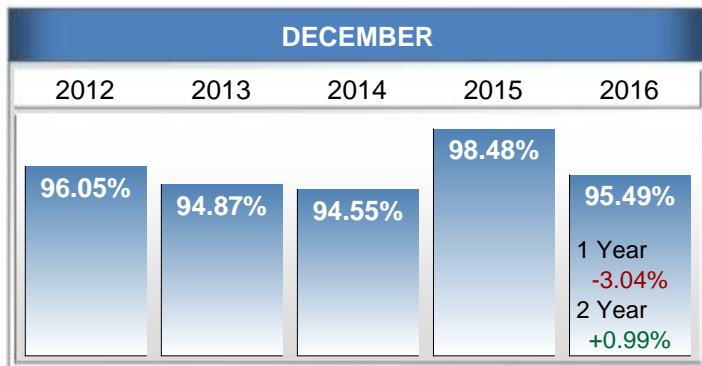
Closed Sales as of Jan 11, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	0	0.08%	326.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$40,000	9	20.45%	88.00%	86.61%	87.97%	100.00%	0.00%
\$40,001 \$60,000	7	15.91%	89.79%	84.24%	92.90%	113.75%	0.00%
\$60,001 \$100,000	12	27.27%	96.94%	100.01%	95.24%	98.09%	0.00%
\$100,001 \$150,000	6	13.64%	100.63%	101.27%	100.00%	0.00%	0.00%
\$150,001 \$250,000	5	11.36%	100.00%	0.00%	100.00%	0.00%	0.00%
\$250,001 and up	5	11.36%	63.55%	63.55%	96.67%	100.00%	0.00%
Median List/Sell Ratio:	95.49%			88.00%	96.67%	100.00%	0.00%
Total Closed Units:	44			19	19	6	
Total Closed Volume:	5,270,115			2.34M	2.34M	586.90K	0.00B



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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

Active Inventory as of December 31, 2016 = 686

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	47	44	-6.38%	546	573	4.95%
Pending Sales	38	44	15.79%	578	590	2.08%
New Listings	201	137	-31.84%	2,159	2,028	-6.07%
Median List Price	120,000	88,700	-26.08%	90,000	97,900	8.78%
Median Sale Price	120,750	89,000	-26.29%	89,150	91,000	2.08%
Median Percent of List Price to Selling Price	98.48%	95.49%	-3.04%	95.90%	95.24%	-0.69%
Median Days on Market to Sale	35.00	45.50	30.00%	41.50	42.00	1.20%
Monthly Inventory	762	686	-9.97%	762	686	-9.97%
Months Supply of Inventory	16.75	14.37	-14.22%	16.75	14.37	-14.22%

