



# January 2018

Area Delimited by County Of Cherokee

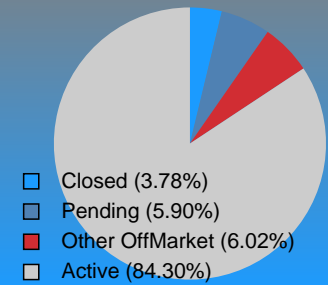


## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	39	32	-17.95%
Pending Listings	55	50	-9.09%
New Listings	131	141	7.63%
Median List Price	118,500	87,400	-26.24%
Median Sale Price	118,000	87,400	-25.93%
Median Percent of List Price to Selling Price	97.38%	95.41%	-2.03%
Median Days on Market to Sale	46.00	40.00	-13.04%
End of Month Inventory	693	714	3.03%
Months Supply of Inventory	14.26	13.75	-3.58%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of January 31, 2018 = **714**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **3.03%** to 714 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 **13.75** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **25.93%** in January 2018 to \$87,400 versus the previous year at \$118,000.

#### Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 6.00 days or **13.04%** in January 2018 compared to last year's same month at **46.00** DOM.

#### Sales Success for January 2018 is Positive

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

There were 141 New Listings in January 2018, up **7.63%** from last year at 131. Furthermore, there were 32 Closed Listings this month versus last year at 39, a **-17.95%** decrease.

Closed versus Listed trends yielded a **22.7%** ratio, down from previous year's, January 2017, at **29.8%**, a **23.77%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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?

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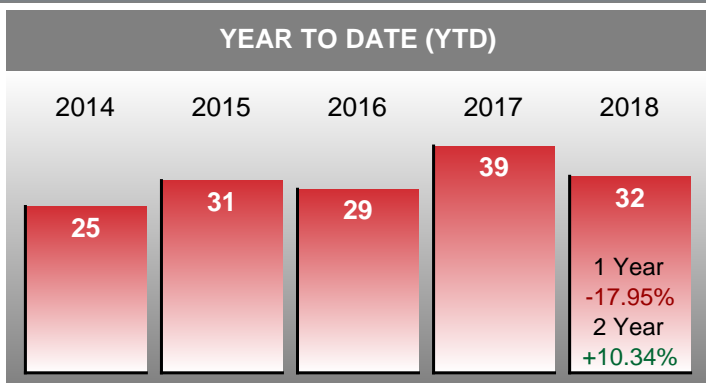
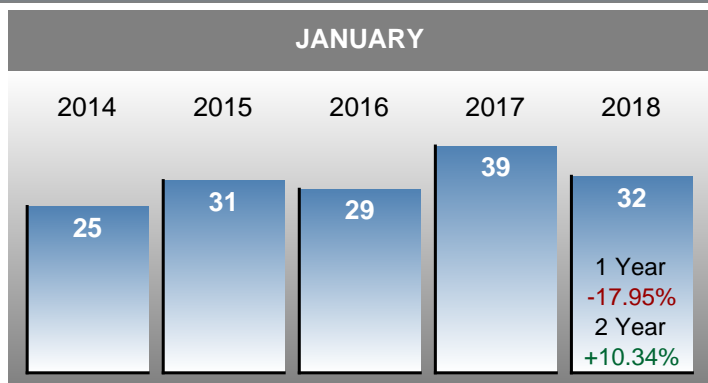
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## CLOSED LISTINGS

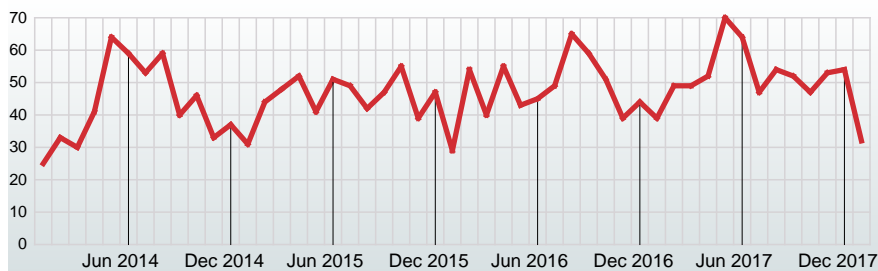
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 31

3 MONTHS



**High**  
May 2017 = 70

**Low**  
Jan 2014 = 25

Closed Listings this month at **32**, above the 5 yr JAN average of **31**

NOV	53
DEC	54
<b>1.89%</b>	
JAN	32
<b>-40.74%</b>	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	25.0	4	0	0	0
\$20,001 - \$30,000	4	12.50%	73.0	2	1	1	0
\$30,001 - \$60,000	4	12.50%	41.0	2	2	0	0
\$60,001 - \$120,000	8	25.00%	42.0	2	4	2	0
\$120,001 - \$210,000	3	9.38%	15.0	0	3	0	0
\$210,001 - \$240,000	5	15.63%	9.0	0	3	1	1
\$240,001 and up	4	12.50%	43.5	0	1	3	0
<b>Total Closed Units</b>	<b>32</b>			<b>10</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,040,710</b>	<b>100%</b>	<b>40.0</b>	<b>367.15K</b>	<b>1.86M</b>	<b>1.58M</b>	<b>235.00K</b>
<b>Median Closed Price</b>	<b>\$87,400</b>			<b>\$28,500</b>	<b>\$116,250</b>	<b>\$214,000</b>	<b>\$235,000</b>

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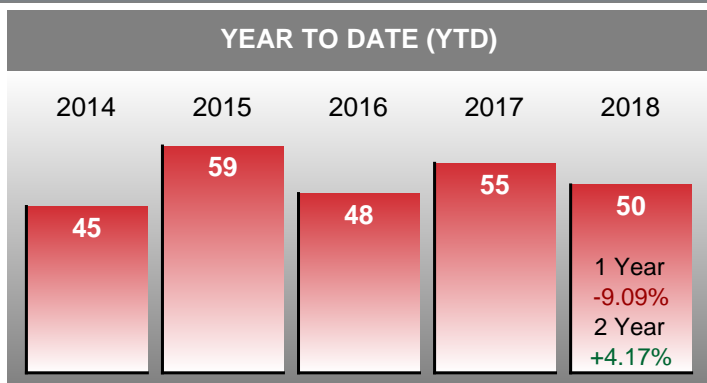
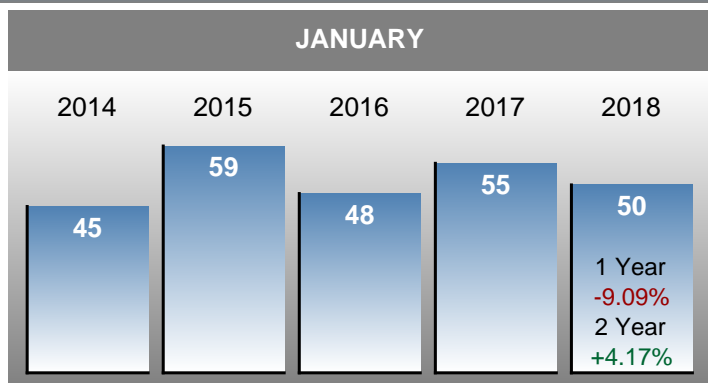
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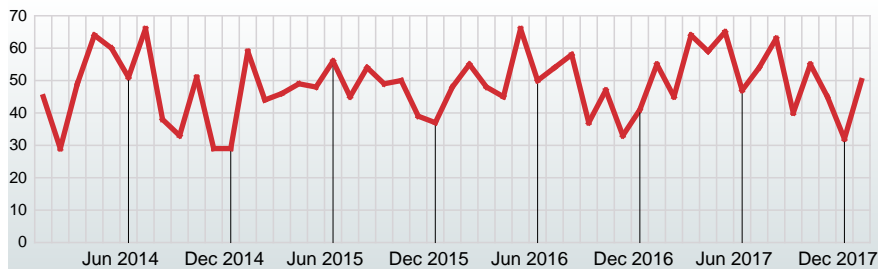


## PENDING LISTINGS

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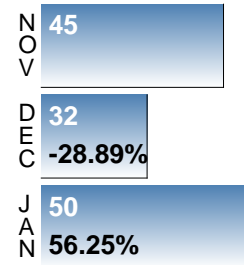
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 51

3 MONTHS

**High**  
May 2016 = 66  
**Low**  
Dec 2014 = 29  
*Pending Listings*  
this month at **50**,  
below the 5 yr JAN  
average of **51**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	12.00%	105.0	4	2	0	0
\$20,001 - \$30,000	5	10.00%	42.0	3	1	1	0
\$30,001 - \$60,000	6	12.00%	29.0	3	1	2	0
\$60,001 - \$140,000	14	28.00%	33.5	5	5	4	0
\$140,001 - \$180,000	7	14.00%	24.0	0	5	2	0
\$180,001 - \$240,000	5	10.00%	64.0	2	2	1	0
\$240,001 and up	7	14.00%	114.0	1	3	3	0
<b>Total Pending Units</b>	<b>50</b>			<b>18</b>	<b>19</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,841,715</b>	<b>100%</b>	<b>42.5</b>	<b>1.40M</b>	<b>2.57M</b>	<b>1.88M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$97,450</b>			<b>\$48,450</b>	<b>\$142,500</b>	<b>\$134,900</b>	<b>\$0</b>

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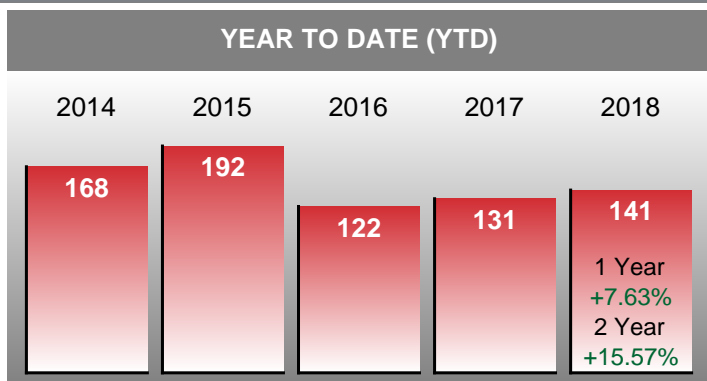
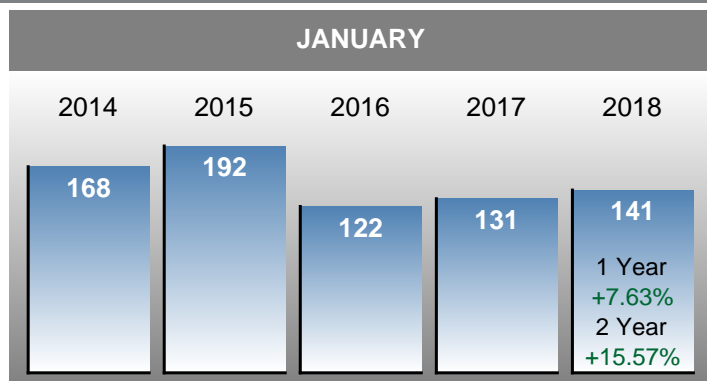
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## NEW LISTINGS

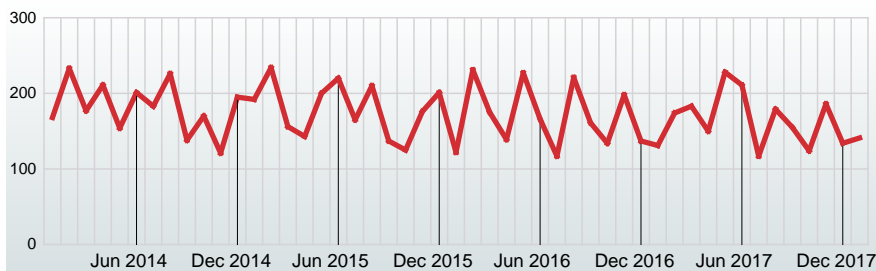
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 151

3 MONTHS



**High**  
Feb 2015 = 234  
**Low**  
Jul 2017 = 117  
*New Listings*  
this month at **141**,  
below the 5 yr JAN  
average of **151**

N	186
O	
V	
D	134
E	-27.96%
C	
J	141
A	5.22%
N	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	2.13%	3	0	0	0
\$10,001 - \$20,000	20	14.18%	20	0	0	0
\$20,001 - \$40,000	25	17.73%	24	1	0	0
\$40,001 - \$110,000	41	29.08%	22	14	4	1
\$110,001 - \$150,000	16	11.35%	5	8	3	0
\$150,001 - \$280,000	21	14.89%	3	9	8	1
\$280,001 and up	15	10.64%	2	4	6	3
<b>Total New Listed Units</b>	<b>141</b>		<b>79</b>	<b>36</b>	<b>21</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>17,764,664</b>	<b>100%</b>	<b>5.46M</b>	<b>5.55M</b>	<b>5.25M</b>	<b>1.51M</b>
<b>Median New Listed Listing Price</b>	<b>\$74,000</b>		<b>\$27,500</b>	<b>\$132,250</b>	<b>\$161,900</b>	<b>\$359,900</b>

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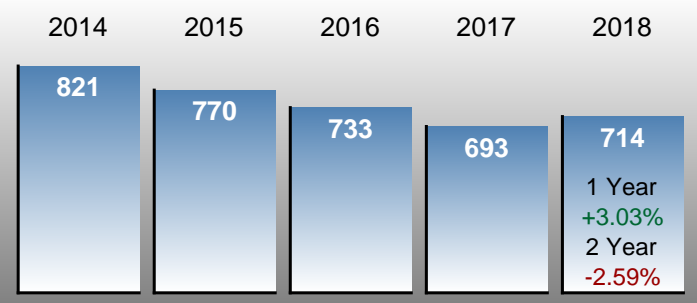
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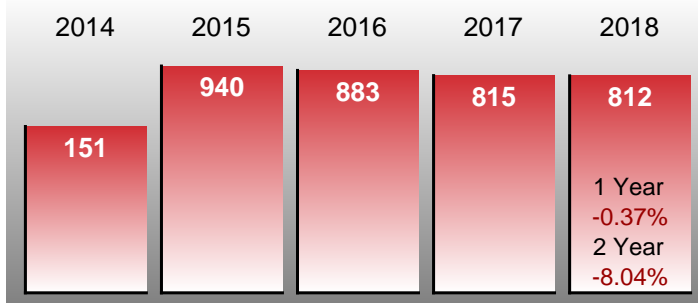
## ACTIVE INVENTORY

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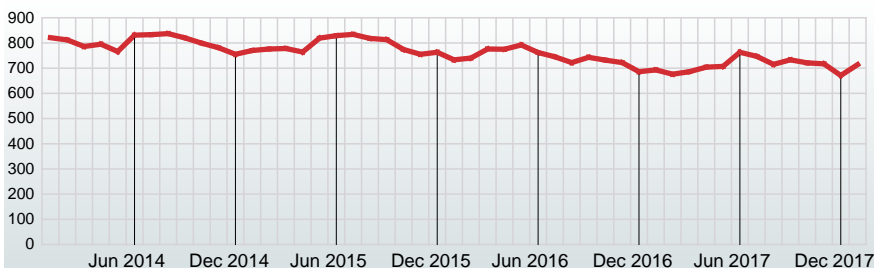
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 746

3 MONTHS

**High**  
Aug 2014 = 837  
**Low**  
Dec 2017 = 671  
*Inventory*  
this month at **714**,  
below the 5 yr JAN  
average of **746**

N O V	717
D E C	671 -6.42%
J A N	714 6.41%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	25	3.50%	131.0	25	0	0	0
\$10,001 - \$20,000	135	18.91%	79.0	134	1	0	0
\$20,001 - \$40,000	92	12.89%	76.0	85	7	0	0
\$40,001 - \$90,000	184	25.77%	86.0	153	26	4	1
\$90,001 - \$170,000	114	15.97%	94.5	45	55	11	3
\$170,001 - \$300,000	90	12.61%	90.0	22	46	20	2
\$300,001 and up	74	10.36%	85.0	33	14	18	9
<b>Total Active Inventory by Units</b>	<b>714</b>			<b>497</b>	<b>149</b>	<b>53</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>95,633,806</b>	<b>100%</b>	<b>88.5</b>	<b>48.78M</b>	<b>26.56M</b>	<b>15.68M</b>	<b>4.62M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$69,900</b>			<b>\$45,000</b>	<b>\$151,500</b>	<b>\$254,900</b>	<b>\$338,000</b>

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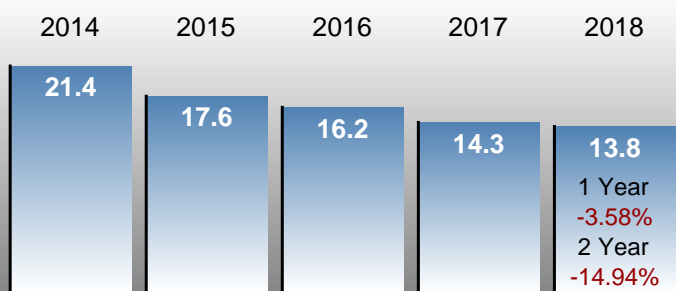
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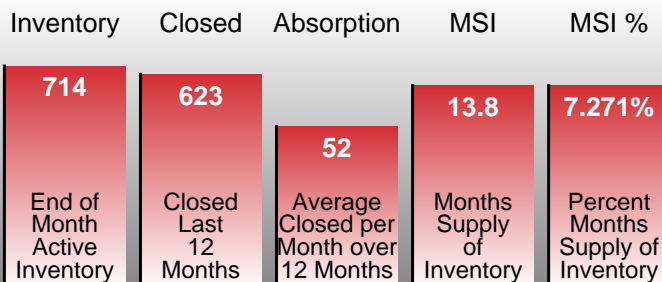
## MONTHS SUPPLY of INVENTORY (MSI)

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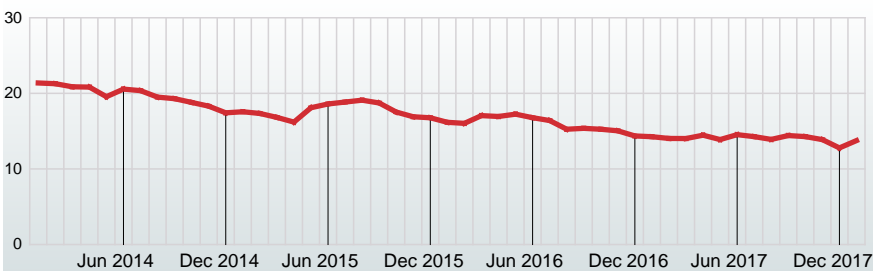
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2018



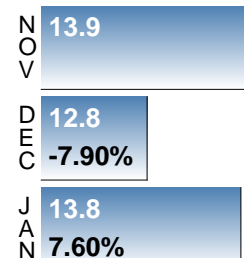
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 16.6

3 MONTHS

**High**  
Jan 2014 = 21.4  
**Low**  
Dec 2017 = 12.8  
*Months Supply*  
this month at **13.8**,  
below the 5 yr JAN  
average of **16.6**



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	25	3.50%	21.4	21.4	0.0	0.0	0.0
\$10,001 - \$20,000	135	18.91%	41.5	47.3	2.4	0.0	0.0
\$20,001 - \$40,000	92	12.89%	17.0	26.2	4.2	0.0	0.0
\$40,001 - \$90,000	184	25.77%	13.2	23.8	4.0	4.4	12.0
\$90,001 - \$170,000	114	15.97%	7.0	15.4	4.9	5.5	0.0
\$170,001 - \$300,000	90	12.61%	9.6	24.0	8.1	8.9	4.0
\$300,001 and up	74	10.36%	28.6	66.0	33.6	16.6	15.4
Market Supply of Inventory (MSI)	13.8			27.6	5.7	7.9	12.9
Total Active Inventory by Units	714	100%	13.8	497	149	53	15

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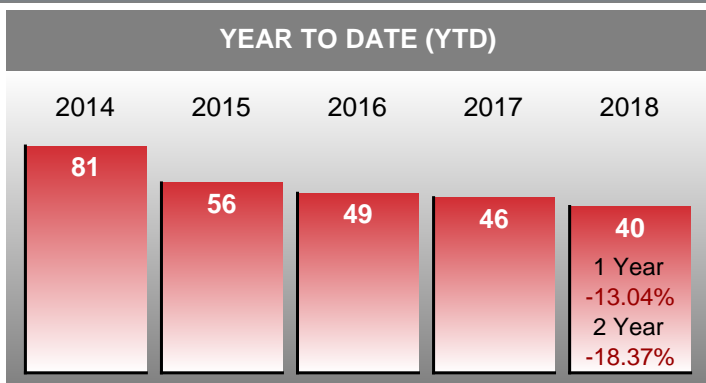
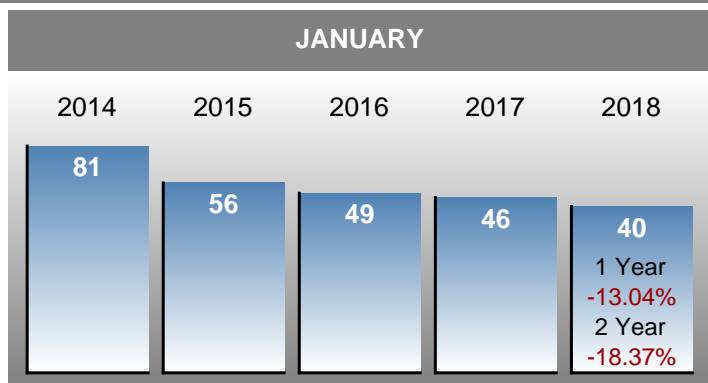
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## MEDIAN DAYS ON MARKET TO SALE

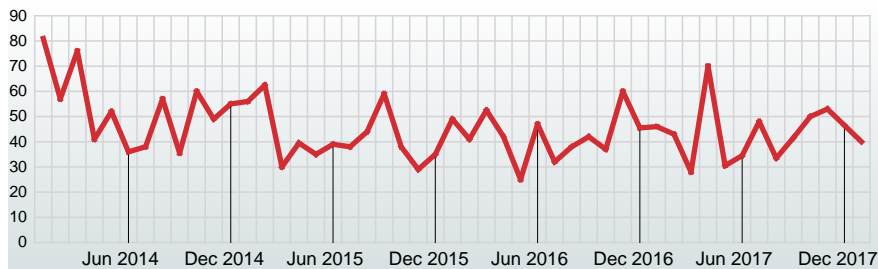
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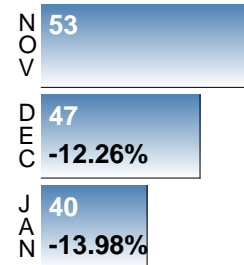
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 54

3 MONTHS



**High**  
Jan 2014 = 81  
**Low**  
May 2016 = 25  
*Median Days on Market*  
this month at **40**,  
below the 5 yr JAN  
average of **54**



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	25.0	25.0	0.0	0.0	0.0
\$20,001 \$30,000	4	12.50%	73.0	73.0	113.0	13.0	0.0
\$30,001 \$60,000	4	12.50%	41.0	67.0	30.0	0.0	0.0
\$60,001 \$120,000	8	25.00%	42.0	42.0	42.5	48.0	0.0
\$120,001 \$210,000	3	9.38%	15.0	0.0	15.0	0.0	0.0
\$210,001 \$240,000	5	15.63%	9.0	0.0	4.0	77.0	9.0
\$240,001 and up	4	12.50%	43.5	0.0	26.0	61.0	0.0
<b>Median Closed DOM</b>			40.0	43.0	25.0	61.0	9.0
<b>Total Closed Units</b>		100%	40.0	10	14	7	1
<b>Total Closed Volume</b>			4,040,710	367.15K	1.86M	1.58M	235.00K

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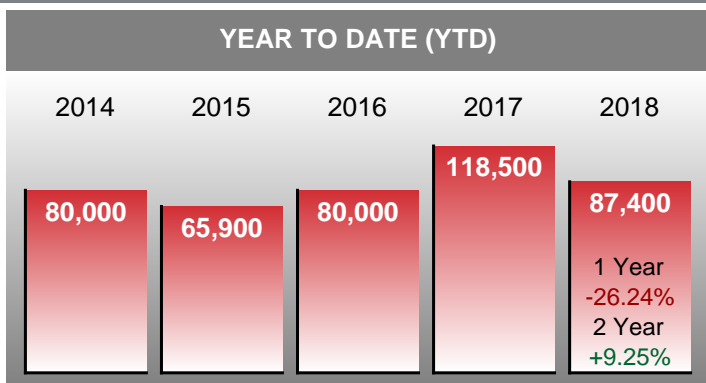
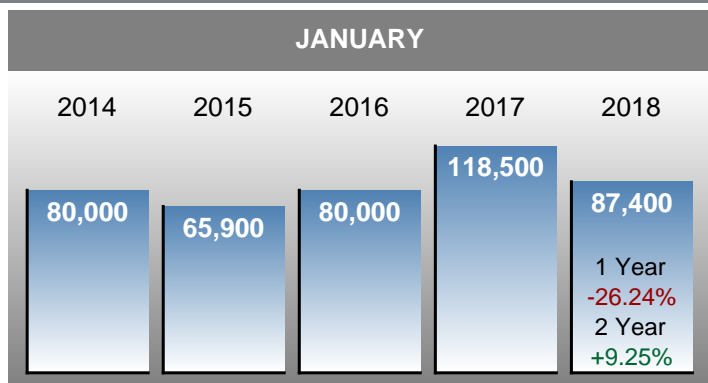
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## MEDIAN LIST PRICE AT CLOSING

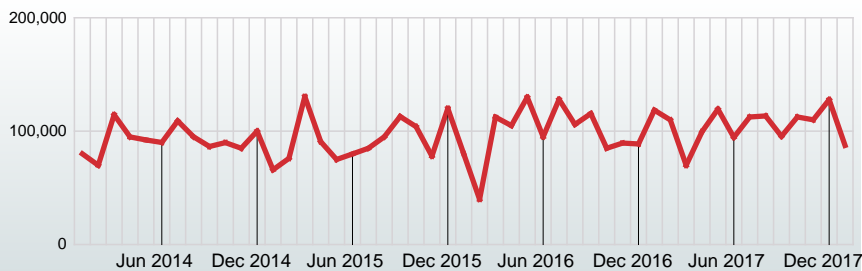
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 86,360

3 MONTHS



**High**  
Mar 2015 = 130,450

**Low**  
Feb 2016 = 39,900

*Median List Price*  
this month at **87,400**,  
above the 5 yr JAN  
average of **86,360**

NOV 110,000

DEC 127,750  
16.14%

JAN 87,400  
-31.59%

### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	9.38%	10,975	10,975	0	0	0
\$20,001 - \$30,000	4	12.50%	26,700	26,450	27,500	25,900	0
\$30,001 - \$60,000	6	18.75%	45,000	35,000	55,000	0	0
\$60,001 - \$120,000	7	21.88%	89,900	84,900	101,700	104,900	0
\$120,001 - \$210,000	3	9.38%	174,900	124,900	181,950	0	0
\$210,001 - \$240,000	3	9.38%	220,000	0	218,950	220,000	0
\$240,001 and up	6	18.75%	292,450	0	304,450	305,000	259,900
<b>Median List Price</b>			87,400	31,450	119,000	220,000	259,900
<b>Total Closed Units</b>	32	100%	87,400	10	14	7	1
<b>Total Closed Volume</b>	4,297,325			422.83K	1.99M	1.62M	259.90K

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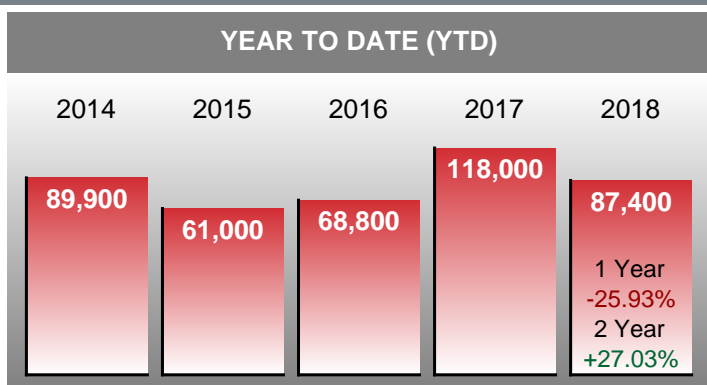
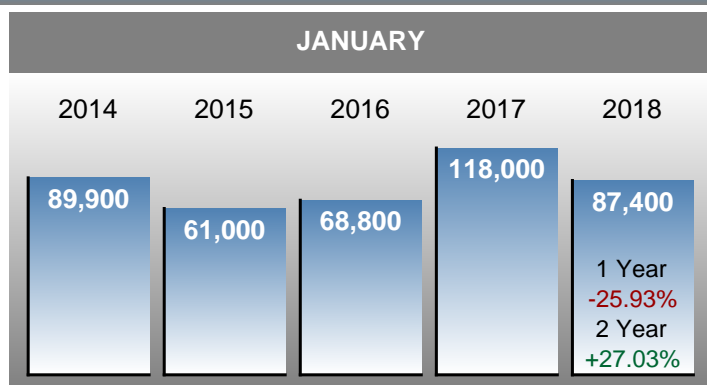
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## MEDIAN SOLD PRICE AT CLOSING

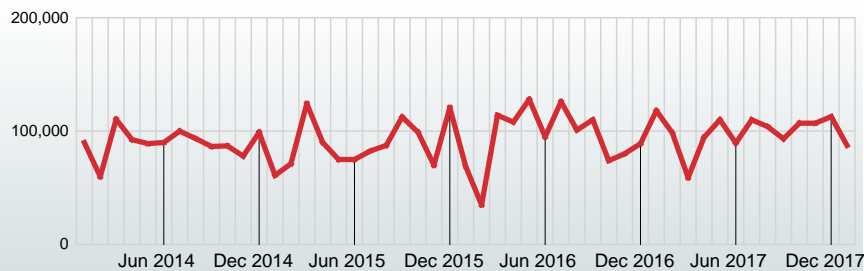
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 85,020

3 MONTHS



**High**  
May 2016 = 128,000  
**Low**  
Feb 2016 = 35,000  
*Median Sold Price*  
this month at **87,400**,  
above the 5 yr JAN  
average of **85,020**

NOV	107,000
DEC	112,777
JAN	87,400
	5.40%
	-22.50%

### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	11,125	11,125	0	0	0
\$20,001 - \$30,000	4	12.50%	27,250	28,500	27,500	26,510	0
\$30,001 - \$60,000	4	12.50%	41,050	42,250	41,050	0	0
\$60,001 - \$120,000	8	25.00%	87,400	88,700	73,750	99,950	0
\$120,001 - \$210,000	3	9.38%	173,900	0	173,900	0	0
\$210,001 - \$240,000	5	15.63%	215,000	0	215,000	214,000	235,000
\$240,001 and up	4	12.50%	299,825	0	300,000	299,650	0
<b>Median Sold Price</b>			87,400	28,500	116,250	214,000	235,000
<b>Total Closed Units</b>		100%	87,400	10	14	7	1
<b>Total Closed Volume</b>			4,040,710	367.15K	1.86M	1.58M	235.00K

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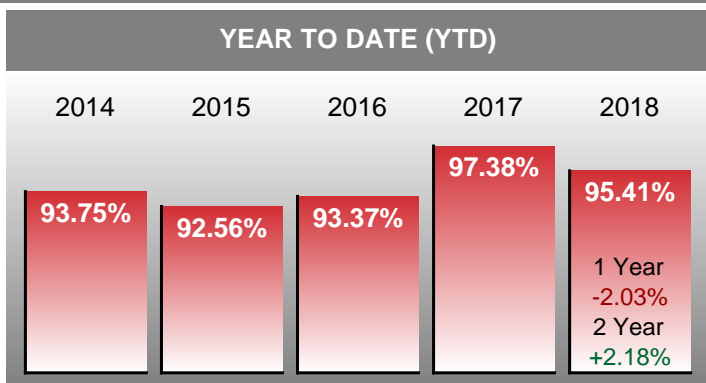
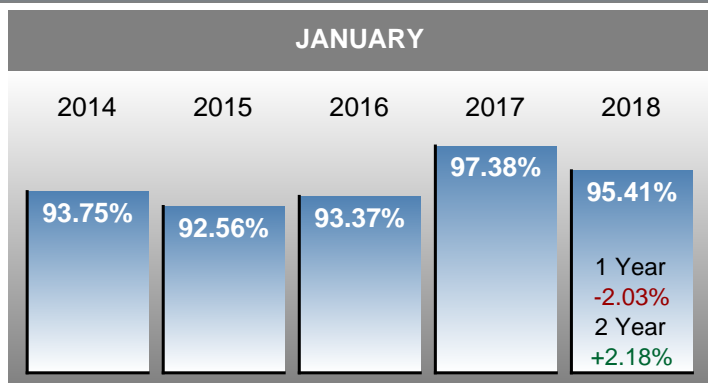
# January 2018

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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

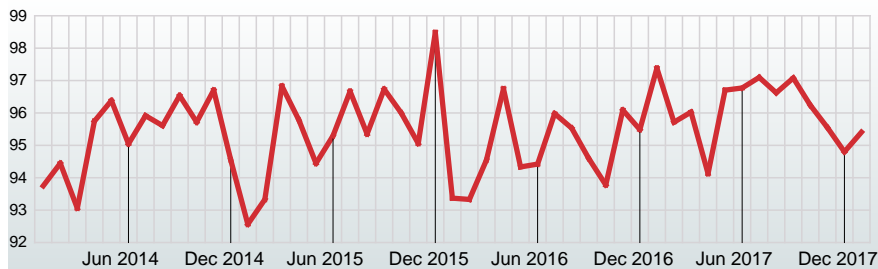
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 94.49%

### 3 MONTHS



**High**  
Dec 2015 = 98.48%

**Low**  
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **95.41%**, above the 5 yr JAN average of **94.49%**

NOV	95.55%
DEC	94.80%
JAN	95.41%
	0.64%

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	90.73%	90.73%	0.00%	0.00%	0.00%
\$20,001 \$30,000	4	12.50%	95.00%	87.86%	100.00%	102.36%	0.00%
\$30,001 \$60,000	4	12.50%	93.01%	93.84%	92.39%	0.00%	0.00%
\$60,001 \$120,000	8	25.00%	93.11%	87.03%	93.11%	95.87%	0.00%
\$120,001 \$210,000	3	9.38%	99.43%	0.00%	99.43%	0.00%	0.00%
\$210,001 \$240,000	5	15.63%	97.27%	0.00%	100.00%	97.27%	90.42%
\$240,001 and up	4	12.50%	97.42%	0.00%	91.19%	98.25%	0.00%
<b>Median Sold/List Ratio</b>			<b>95.41%</b>	<b>89.44%</b>	<b>95.68%</b>	<b>98.25%</b>	<b>90.42%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>95.41%</b>	<b>10</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>367.15K</b>	<b>1.86M</b>	<b>1.58M</b>	<b>235.00K</b>

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## MARKET SUMMARY

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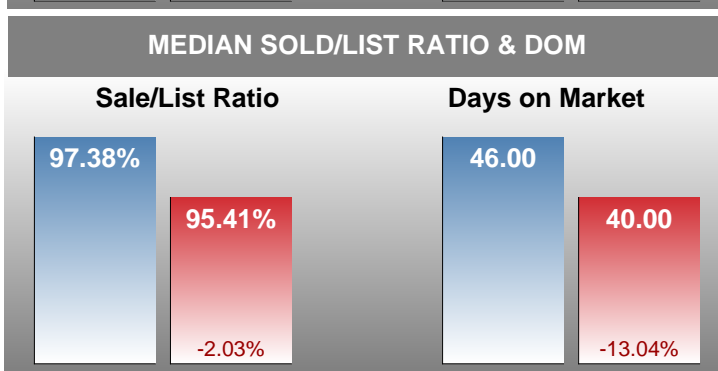
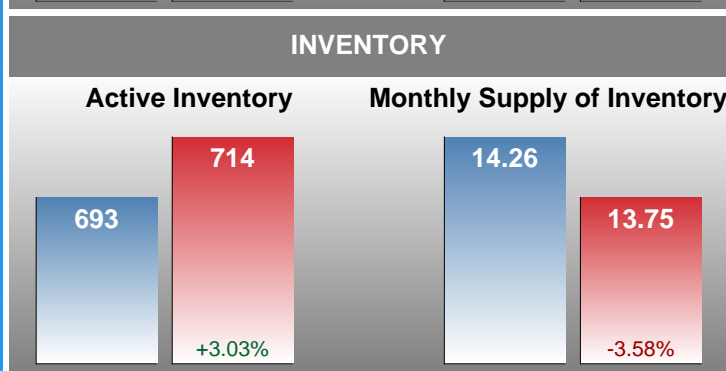
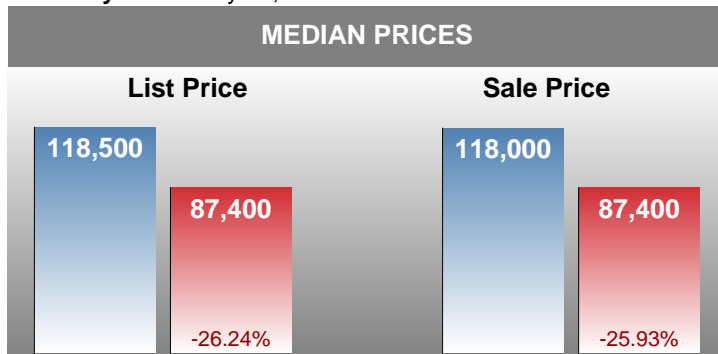
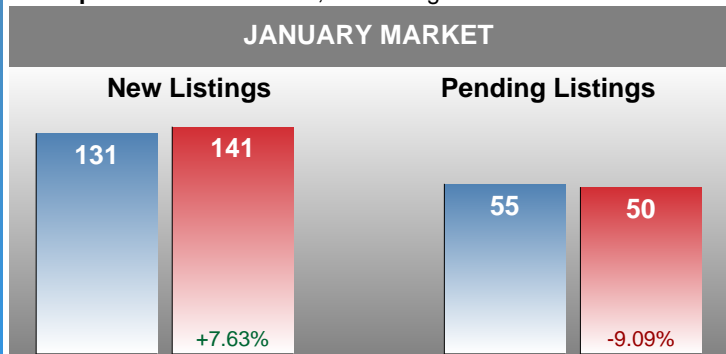


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	39	32	-17.95%	39	32	-17.95%
Pending Sales	55	50	-9.09%	55	50	-9.09%
New Listings	131	141	7.63%	131	141	7.63%
Median List Price	118,500	87,400	-26.24%	118,500	87,400	-26.24%
Median Sale Price	118,000	87,400	-25.93%	118,000	87,400	-25.93%
Median Percent of Selling Price to List Price	97.38%	95.41%	-2.03%	97.38%	95.41%	-2.03%
Median Days on Market to Sale	46.00	40.00	-13.04%	46.00	40.00	-13.04%
Monthly Inventory	693	714	3.03%	693	714	3.03%
Months Supply of Inventory	14.26	13.75	-3.58%	14.26	13.75	-3.58%

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

**Inventory on January 31, 2018 = 714**

2017 2018



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