



January 2017

Area Delimited by County Of Cherokee

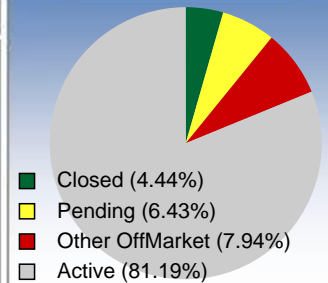


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of January 31, 2017 = **695**

	JANUARY		
	2016	2017	+/- %
Closed Listings	29	38	31.03%
Pending Listings	48	55	14.58%
New Listings	122	131	7.38%
Median List Price	80,000	122,700	53.38%
Median Sale Price	68,800	123,000	78.78%
Median Percent of List Price to Selling Price	93.37%	97.44%	4.36%
Median Days on Market to Sale	49.00	47.50	-3.06%
End of Month Inventory	734	695	-5.31%
Months Supply of Inventory	16.19	14.33	-11.50%

Market Activity



Report Produced on: Feb 16, 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 January 2017 decreased **5.31%** to 695 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **14.33** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **78.78%** in January 2017 to \$123,000 versus the previous year at \$68,800.

Median Days on Market Shortens

The median number of **47.50** days that homes spent on the market before selling decreased by 1.50 days or **3.06%** in January 2017 compared to last year's same month at **49.00** DOM.

Sales Success for January 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 131 New Listings in January 2017, up **7.38%** from last year at 122. Furthermore, there were 38 Closed Listings this month versus last year at 29, a **31.03%** increase.

Closed versus Listed trends yielded a **29.0%** ratio, up from last year's January 2017 at **23.8%**, a **22.03%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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January 2017

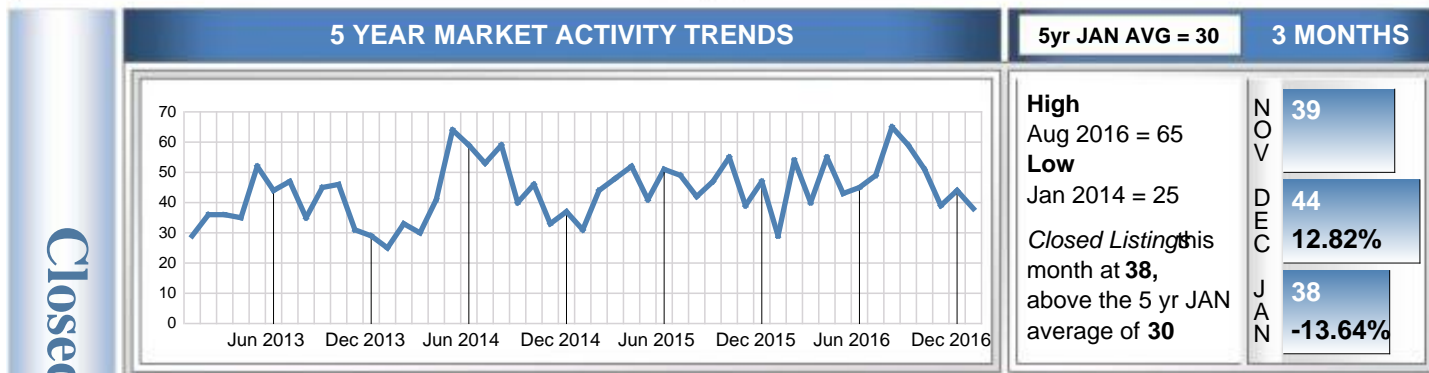
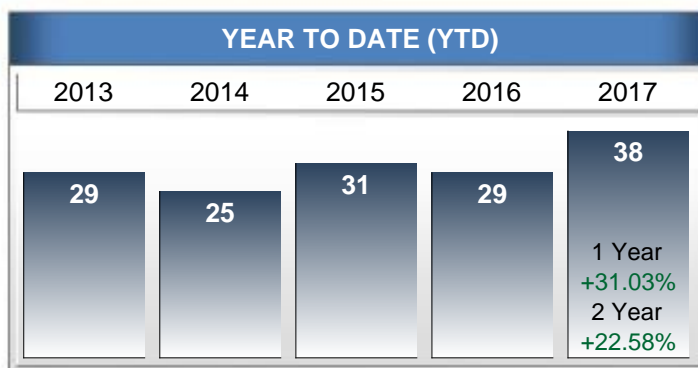
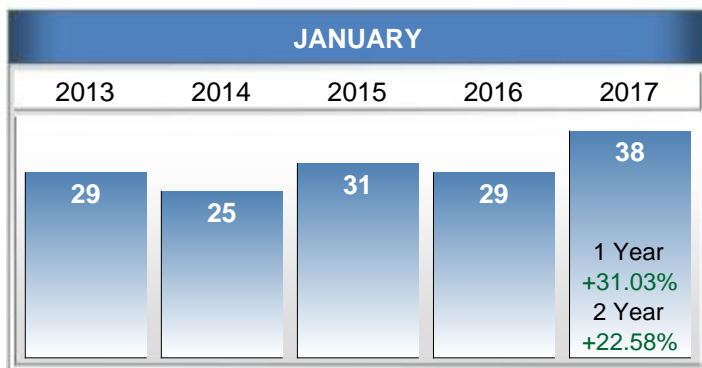
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 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+
\$40,000 and less	2	5.26%	61.0	2	0	0	0
\$40,001 - \$50,000	5	13.16%	37.0	3	2	0	0
\$50,001 - \$90,000	7	18.42%	55.0	1	5	1	0
\$90,001 - \$130,000	8	21.05%	47.5	1	7	0	0
\$130,001 - \$170,000	9	23.68%	17.0	1	7	1	0
\$170,001 - \$190,000	2	5.26%	24.0	0	2	0	0
\$190,001 and up	5	13.16%	92.0	0	3	2	0
Total Closed Units:	38		47.5	8	26	4	0.00B
Total Closed Volume:	4,614,697			516.92K	3.47M	624.90K	\$0
Median Closed Price:	\$123,000			\$49,500	\$129,500	\$170,000	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

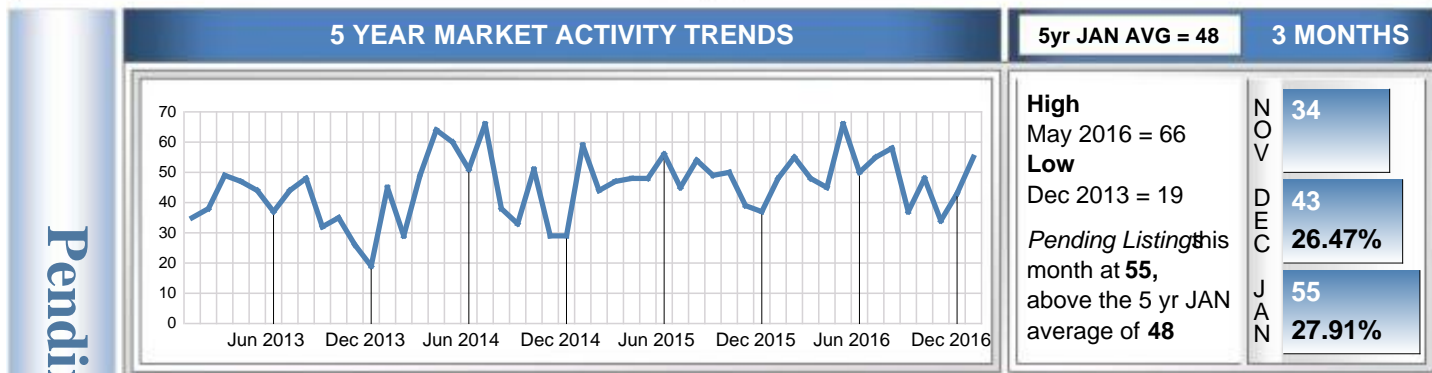
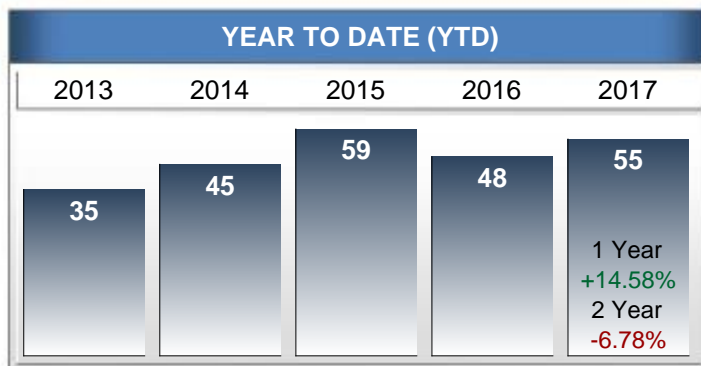
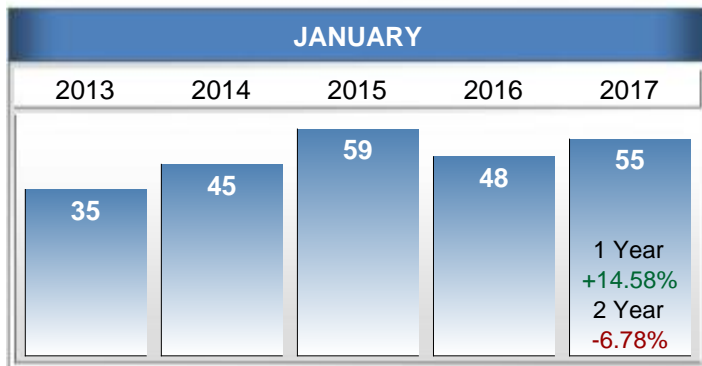
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 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+
\$20,000 and less	3	5.45%	122.0	3	0	0	0
\$20,001 \$40,000	10	18.18%	32.5	4	4	2	0
\$40,001 \$50,000	3	5.45%	54.0	3	0	0	0
\$50,001 \$120,000	19	34.55%	70.0	8	11	0	0
\$120,001 \$150,000	7	12.73%	32.0	3	4	0	0
\$150,001 \$290,000	7	12.73%	26.0	2	4	1	0
\$290,001 and up	6	10.91%	42.5	1	4	0	1
Total Pending Units: 55				54.0			
Total Pending Volume: 6,261,300				2.03M	3.56M	278.80K	399.50K
Median Listing Price: \$75,000				\$54,950	\$109,900	\$39,000	\$399,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

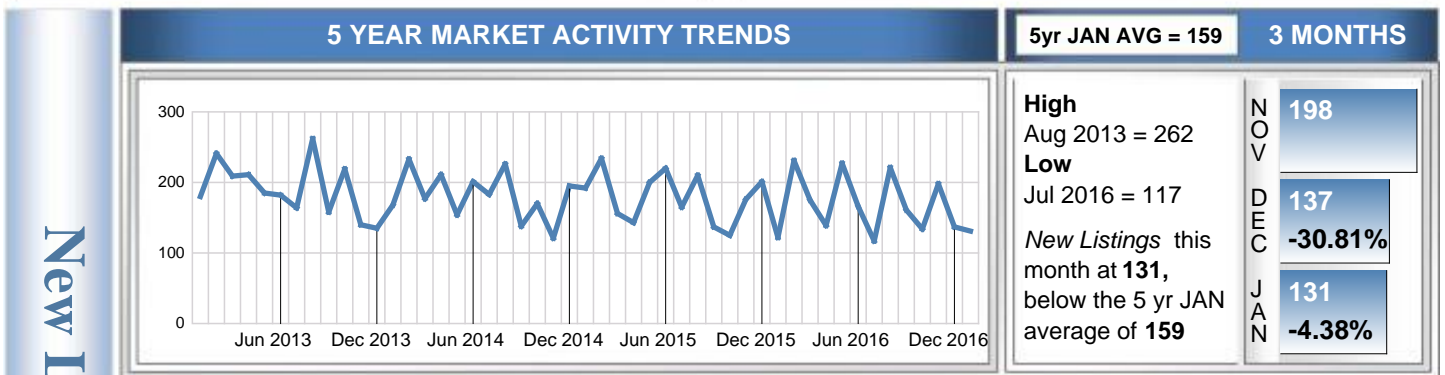
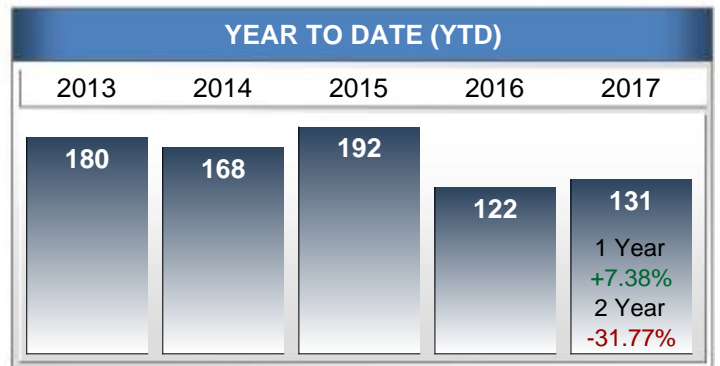
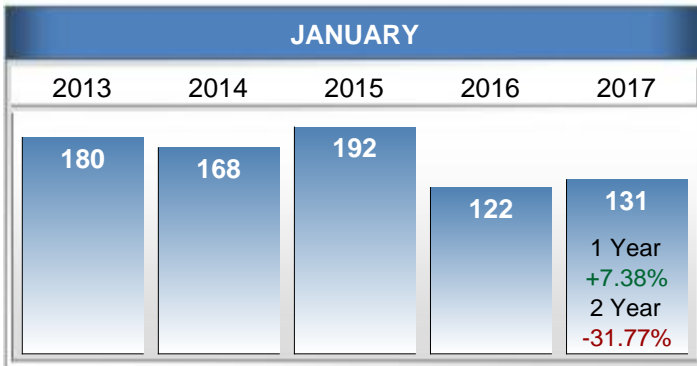
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 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	11	8.40%	11	0	0	0	
\$20,001 \$40,000	17	12.98%	14	3	0	0	
\$40,001 \$60,000	15	11.45%	12	3	0	0	
\$60,001 \$120,000	41	31.30%	20	18	3	0	
\$120,001 \$170,000	15	11.45%	2	10	3	0	
\$170,001 \$240,000	18	13.74%	6	7	5	0	
\$240,001 and up	14	10.69%	4	4	5	1	
Total New Listed Units:			131	69	45	16	1
Total New Listed Volume:			18,140,309	6.02M	6.05M	5.67M	399.50K
Median New Listed Listing Price:			\$87,000	\$58,500	\$120,000	\$194,700	\$399,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

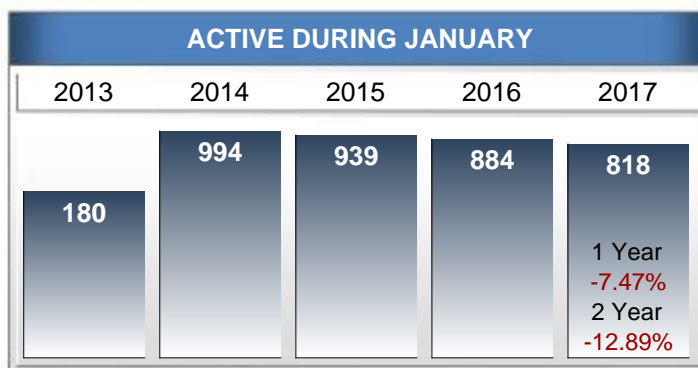
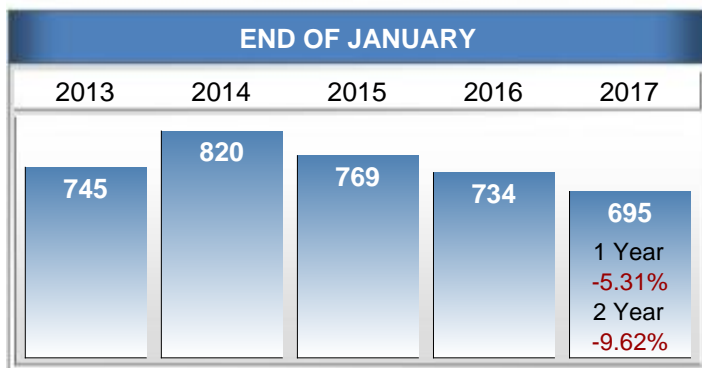
Active Inventory as of Feb 16, 2017



Active Inventory

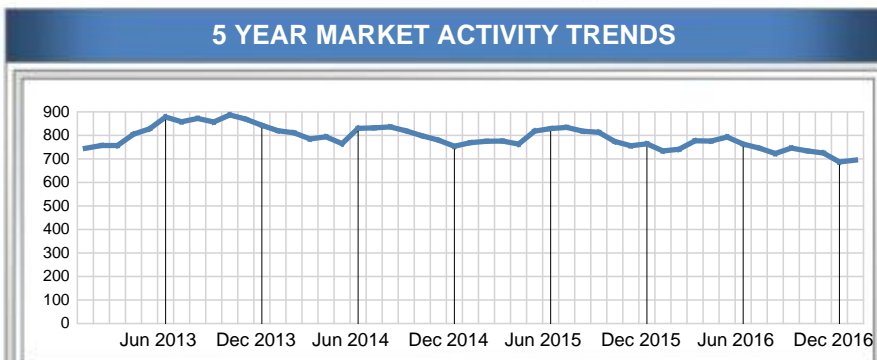
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Active Inventory

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5yr JAN AVG = 753 **3 MONTHS**

High
Oct 2013 = 887

Low
Dec 2016 = 687

Inventory this month at **695**, below the 5 yr JAN average of **753**

N	725
O	
V	
D	687
E	-5.24%
C	
J	695
A	1.16%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	27	3.88%	90.0	27	0	0	0		
\$10,001 - \$20,000	97	13.96%	134.0	96	1	0	0		
\$20,001 - \$50,000	128	18.42%	75.0	116	10	2	0		
\$50,001 - \$90,000	181	26.04%	87.0	146	30	5	0		
\$90,001 - \$150,000	101	14.53%	94.0	43	47	9	2		
\$150,001 - \$290,000	88	12.66%	86.5	26	45	14	3		
\$290,001 and up	73	10.50%	82.0	30	21	18	4		
Total Active Inventory by Units:				695	87.0	484	154	48	9
Total Active Inventory by Volume:				88,137,454		42.43M	27.28M	15.63M	2.80M
Median Active Inventory Listing Price:				\$69,900		\$53,250	\$138,250	\$223,450	\$279,000



Monthly Inventory Analysis

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January 2017

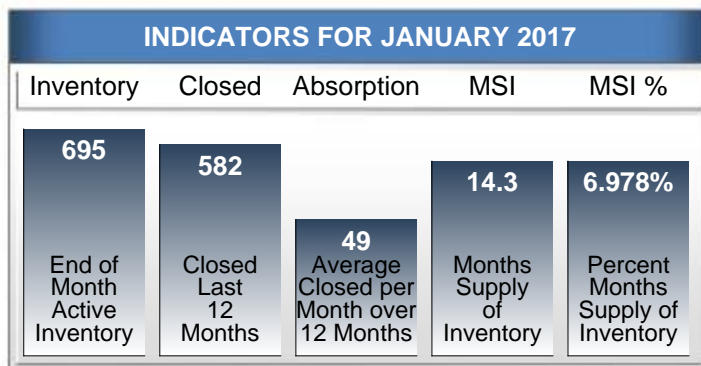
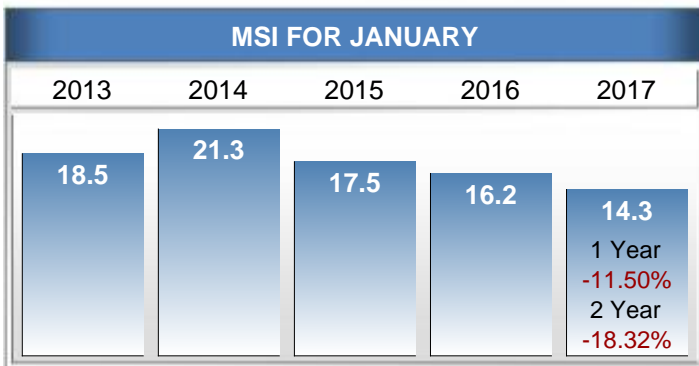
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

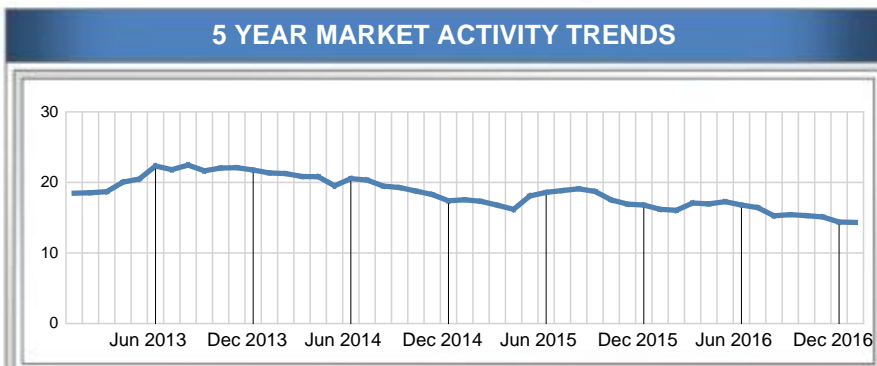
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Area Delimited by County Of Cherokee



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	27	3.88%	24.9	27.0	0.0	0.0	0.0
\$10,001 \$20,000	97	13.96%	19.4	21.3	4.0	0.0	0.0
\$20,001 \$50,000	128	18.42%	17.3	27.3	3.8	4.8	0.0
\$50,001 \$90,000	181	26.04%	18.6	40.7	6.2	4.0	0.0
\$90,001 \$150,000	101	14.53%	7.2	22.4	4.2	10.8	24.0
\$150,001 \$290,000	88	12.66%	9.4	20.8	8.3	6.2	7.2
\$290,001 and up	73	10.50%	38.1	40.0	31.5	72.0	16.0
MSI:			14.3	28.1	6.1	9.1	9.8
Total Active Inventory:			695	484	154	48	9



Monthly Inventory Analysis

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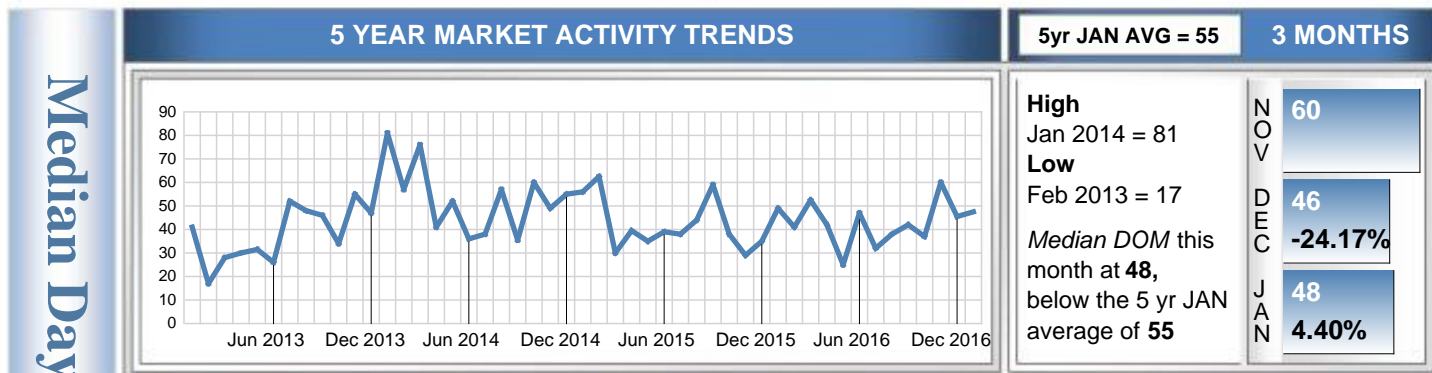
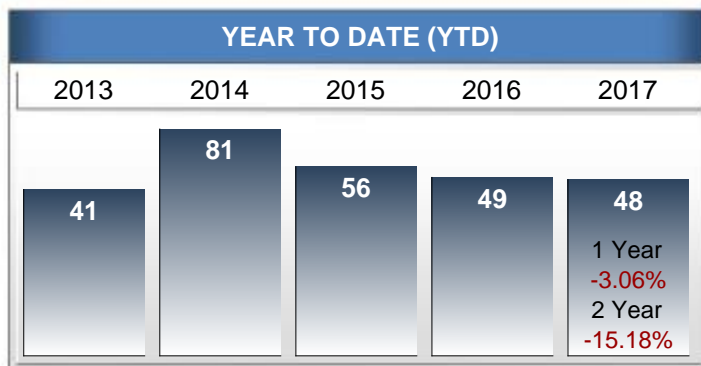
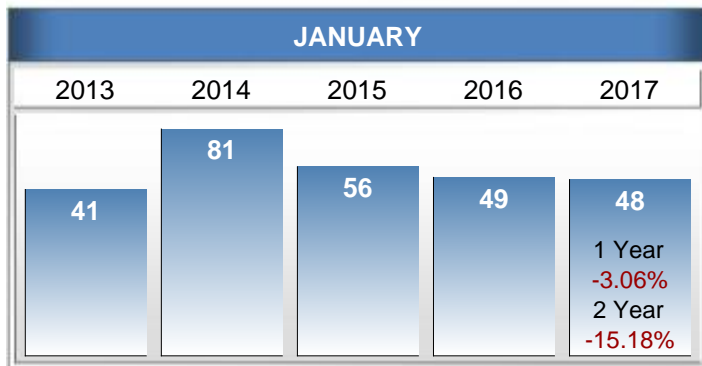
Closed Sales as of Feb 16, 2017



Median Days on Market to Sale

Report Produced on: Feb 16, 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+
\$40,000 and less	2			5.26%	61.0	61.0	0.0	0.0	0.0
\$40,001 - \$50,000	5			13.16%	37.0	13.0	43.5	0.0	0.0
\$50,001 - \$90,000	7			18.42%	55.0	4.0	69.0	55.0	0.0
\$90,001 - \$130,000	8			21.05%	47.5	49.0	46.0	0.0	0.0
\$130,001 - \$170,000	9			23.68%	17.0	81.0	13.0	17.0	0.0
\$170,001 - \$190,000	2			5.26%	24.0	0.0	24.0	0.0	0.0
\$190,001 and up	5			13.16%	92.0	0.0	92.0	84.5	0.0
Median Closed DOM:					47.5	31.0	48.0	36.0	0.0
Total Closed Units:					38	8	26	4	
Total Closed Volume:					4,614,697	516.92K	3.47M	624.90K	0.00B



Monthly Inventory Analysis

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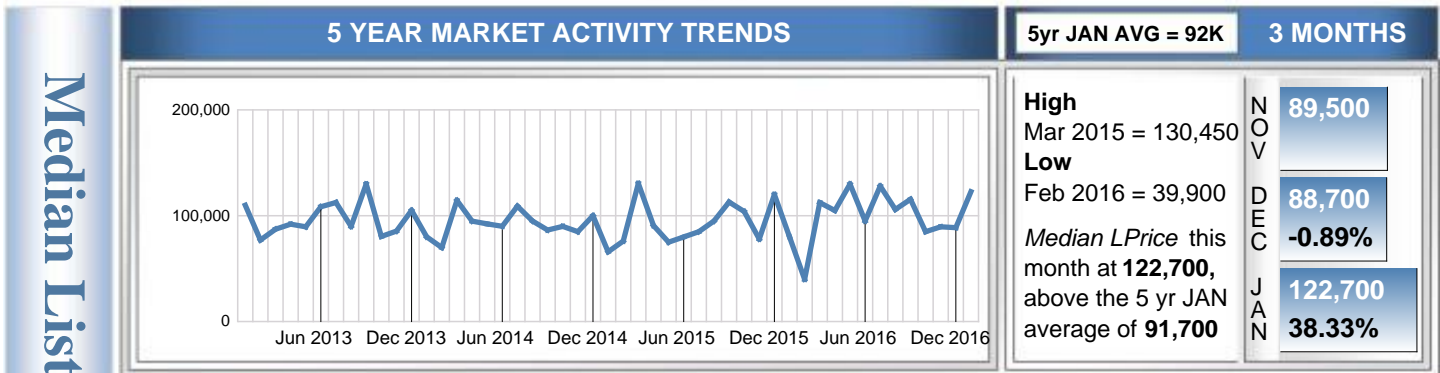
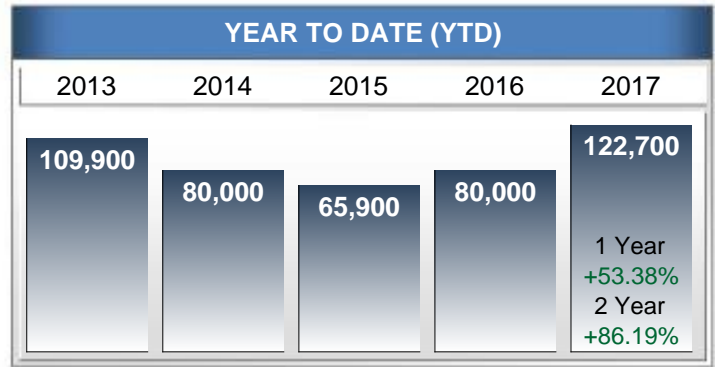
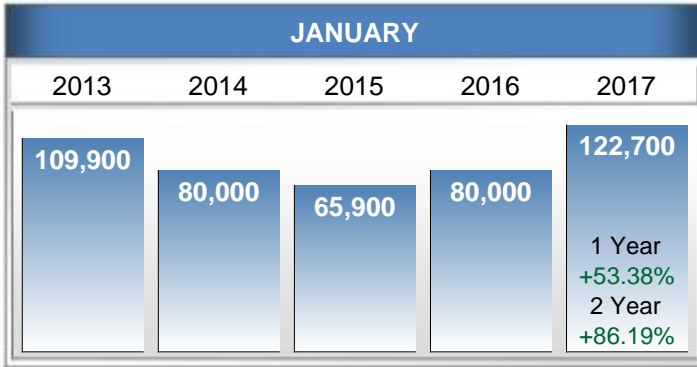
Closed Sales as of Feb 16, 2017



Median List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Cherokee



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	2		5.26%	27,950	27,950	0	0	0
\$40,001 \$50,000	2		5.26%	45,500	49,000	42,000	0	0
\$50,001 \$90,000	9		23.68%	62,500	55,000	66,000	89,900	0
\$90,001 \$130,000	10		26.32%	116,500	102,000	118,500	0	0
\$130,001 \$170,000	6		15.79%	150,638	0	152,376	148,900	0
\$170,001 \$190,000	3		7.89%	179,500	0	179,500	0	0
\$190,001 and up	6		15.79%	207,450	220,000	205,000	204,950	0
Median List Price:		\$122,700			\$55,000	\$128,700	\$174,450	\$0
Total Closed Units:		38			8	26	4	
Total List Volume:		4,827,025			591.90K	3.59M	648.70K	0.00B



Monthly Inventory Analysis

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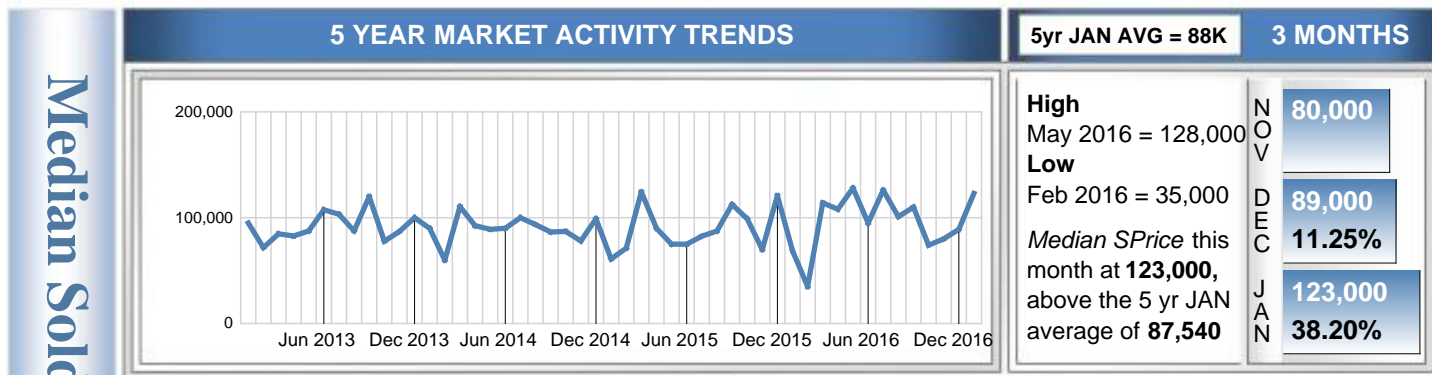
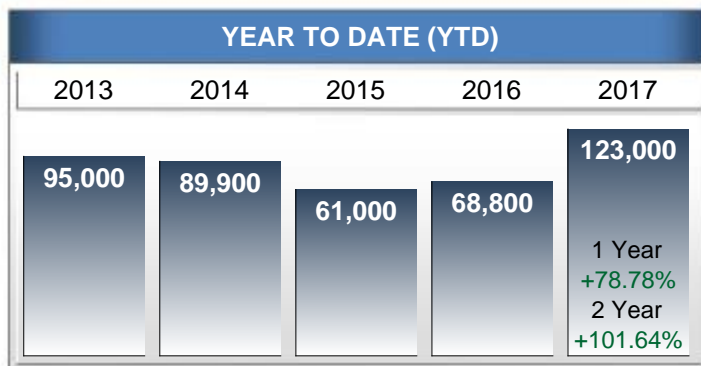
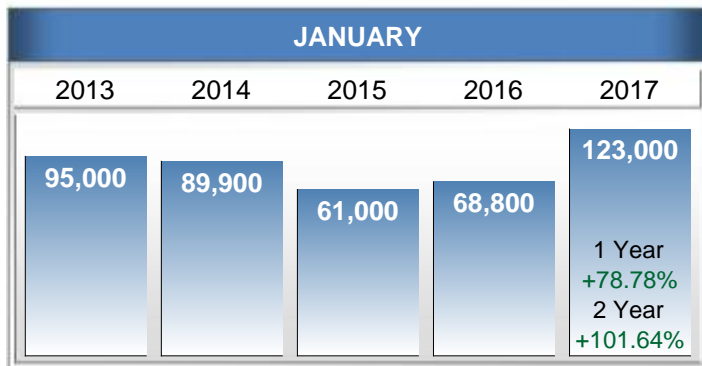
Closed Sales as of Feb 16, 2017



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+
\$40,000 and less	2		5.26%	25,200	25,200	0	0	0
\$40,001 - \$50,000	5		13.16%	49,000	49,000	46,000	0	0
\$50,001 - \$90,000	7		18.42%	75,000	53,350	75,000	84,900	0
\$90,001 - \$130,000	8		21.05%	116,750	97,171	118,000	0	0
\$130,001 - \$170,000	9		23.68%	152,376	170,000	152,376	145,000	0
\$170,001 - \$190,000	2		5.26%	175,000	0	175,000	0	0
\$190,001 and up	5		13.16%	199,000	0	199,000	197,500	0
Median Closed Price:		\$123,000			\$49,500	\$129,500	\$170,000	\$0
Total Closed Units:		38			8	26	4	
Total Closed Volume:		4,614,697			516.92K	3.47M	624.90K	0.00B



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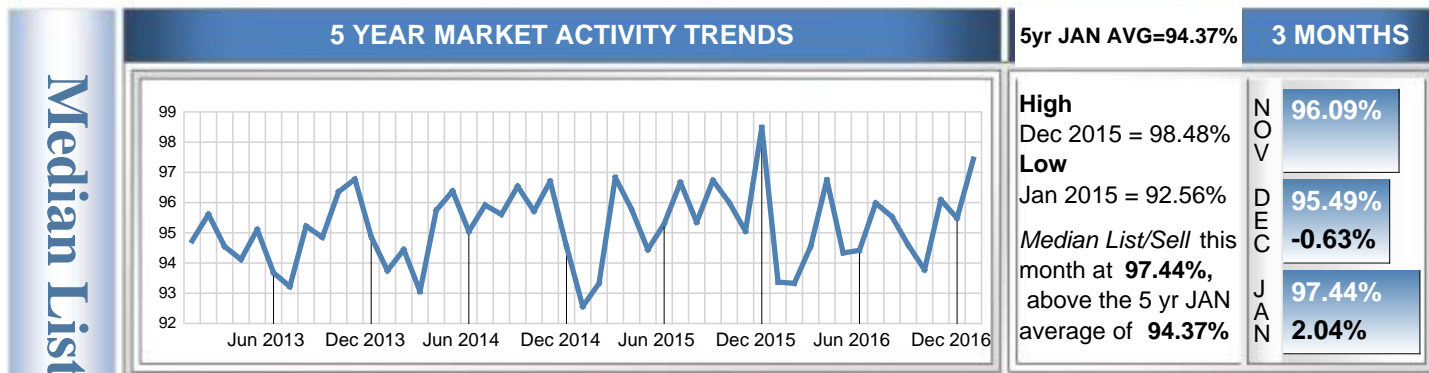
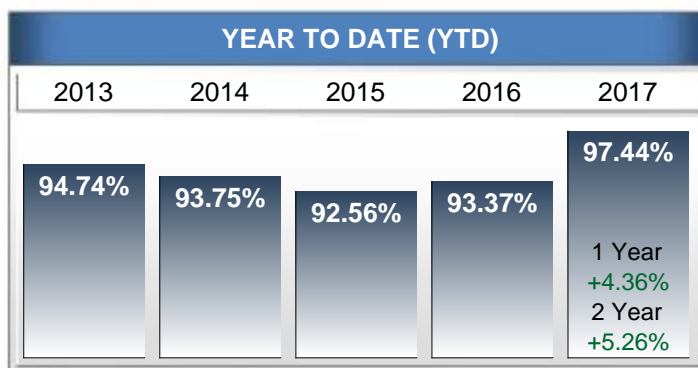
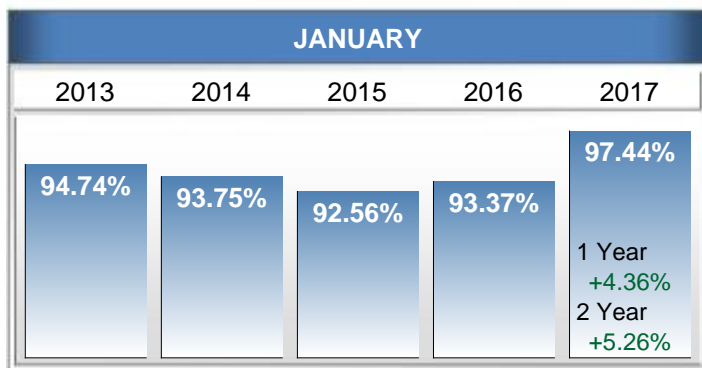
Closed Sales as of Feb 16, 2017



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+
\$40,000 and less	2	5.26%	92.18%	92.18%	0.00%	0.00%	0.00%
\$40,001 \$50,000	5	13.16%	90.91%	90.91%	90.00%	0.00%	0.00%
\$50,001 \$90,000	7	18.42%	96.58%	97.00%	96.58%	94.44%	0.00%
\$90,001 \$130,000	8	21.05%	100.43%	95.27%	100.87%	0.00%	0.00%
\$130,001 \$170,000	9	23.68%	100.00%	77.27%	100.00%	97.38%	0.00%
\$170,001 \$190,000	2	5.26%	98.75%	0.00%	98.75%	0.00%	0.00%
\$190,001 and up	5	13.16%	95.12%	0.00%	95.12%	96.45%	0.00%
Median List/Sell Ratio:	97.44%			93.09%	99.56%	95.91%	0.00%
Total Closed Units:	38			8	26	4	
Total Closed Volume:	4,614,697			516.92K	3.47M	624.90K	0.00B



Monthly Inventory Analysis

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January 2017

Inventory as of Feb 16, 2017



Market Summary

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Absorption: Last 12 months, an Average of 49 Sales/Month

Active Inventory as of January 31, 2017 = 695

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	29	38	31.03%	29	38	31.03%
Pending Sales	48	55	14.58%	48	55	14.58%
New Listings	122	131	7.38%	122	131	7.38%
Median List Price	80,000	122,700	53.38%	80,000	122,700	53.38%
Median Sale Price	68,800	123,000	78.78%	68,800	123,000	78.78%
Median Percent of List Price to Selling Price	93.37%	97.44%	4.36%	93.37%	97.44%	4.36%
Median Days on Market to Sale	49.00	47.50	-3.06%	49.00	47.50	-3.06%
Monthly Inventory	734	695	-5.31%	734	695	-5.31%
Months Supply of Inventory	16.19	14.33	-11.50%	16.19	14.33	-11.50%

