



July 2017

Area Delimited by County Of Cherokee

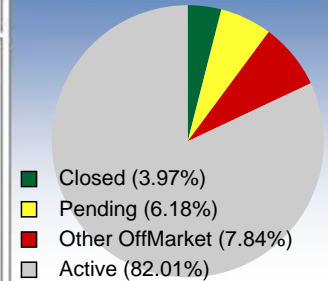


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of July 30, 2017 = **743**

	JULY		
	2016	2017	+/- %
Closed Listings	49	36	-26.53%
Pending Listings	54	56	3.70%
New Listings	116	104	-10.34%
Average List Price	130,683	160,594	22.89%
Average Sale Price	122,694	154,262	25.73%
Average Percent of List Price to Selling Price	92.77%	95.39%	2.82%
Average Days on Market to Sale	49.92	45.89	-8.07%
End of Month Inventory	745	743	-0.27%
Months Supply of Inventory	16.28	14.45	-11.26%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 2017

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 2017 decreased **0.27%** to 743 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **14.45** 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 **25.73%** in July 2017 to \$154,262 versus the previous year at \$122,694.

Average Days on Market Shortens

The average number of **45.89** days that homes spent on the market before selling decreased by 4.03 days or **8.07%** in July 2017 compared to last year's same month at **49.92** DOM.

Sales Success for July 2017 is Positive

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

There were 104 New Listings in July 2017, down **10.34%** from last year at 116. Furthermore, there were 36 Closed Listings this month versus last year at 49, a **-26.53%** decrease.

Closed versus Listed trends yielded a **34.6%** ratio, down from last year's July 2017 at **42.2%**, a **18.05%** downswing. 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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

Data from the Greater Tulsa Association of REALTORS®

July 2017

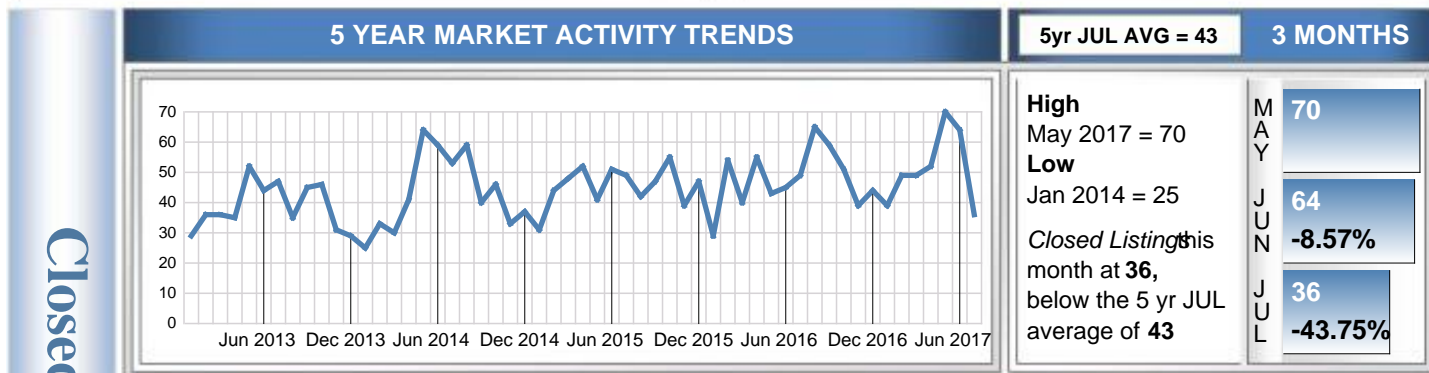
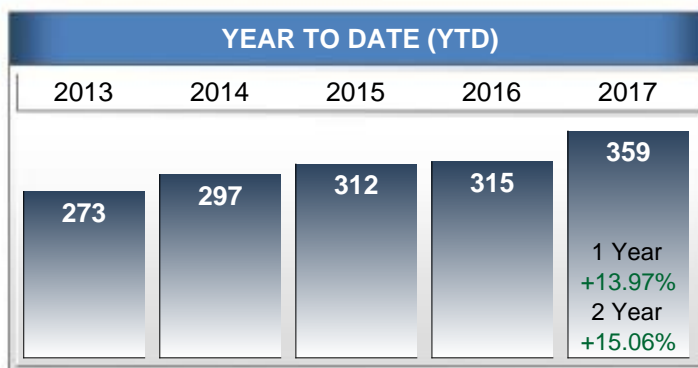
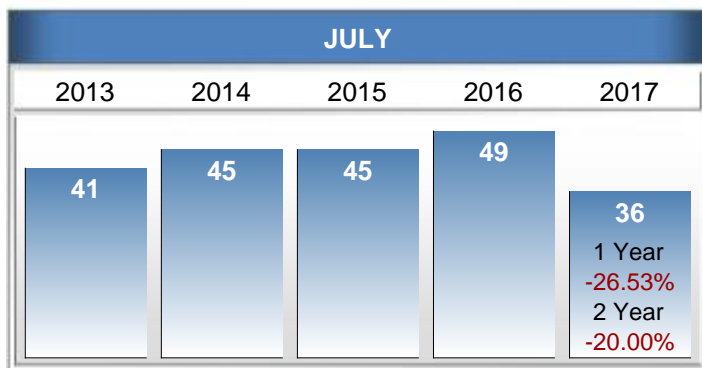
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 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+
\$25,000 and less	3	8.33%	14.7	3	0	0	0
\$25,001 - \$50,000	3	8.33%	58.7	1	1	1	0
\$50,001 - \$75,000	4	11.11%	47.5	2	2	0	0
\$75,001 - \$175,000	12	33.33%	52.1	2	7	3	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$300,000	9	25.00%	47.1	0	7	1	1
\$300,001 and up	5	13.89%	38.6	1	2	2	0
Total Closed Units:	36		45.9	9	19	7	1
Total Closed Volume:	5,553,440			817.47K	3.21M	1.34M	184.00K
Average Closed Price:	\$154,262			\$90,830	\$169,043	\$191,450	\$184,000

Closed Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

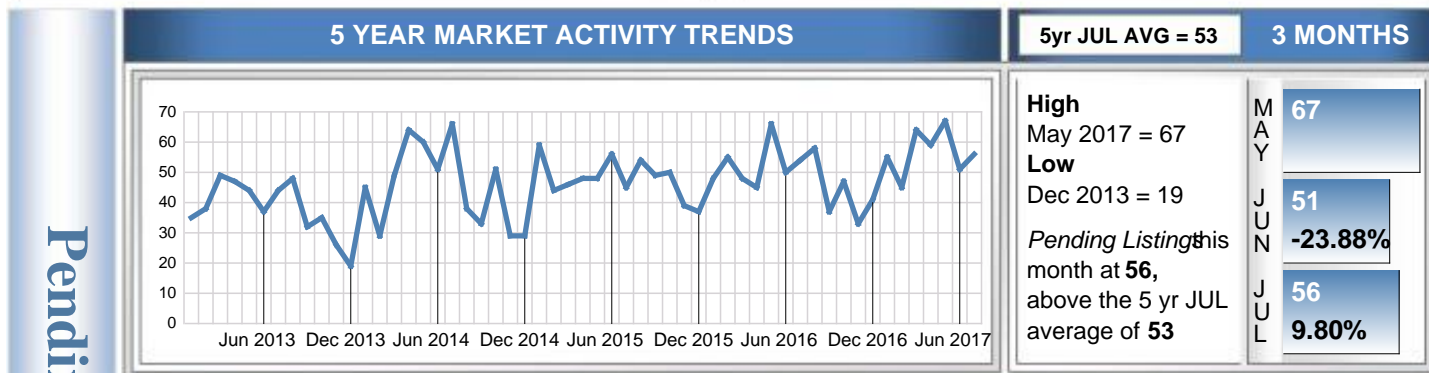
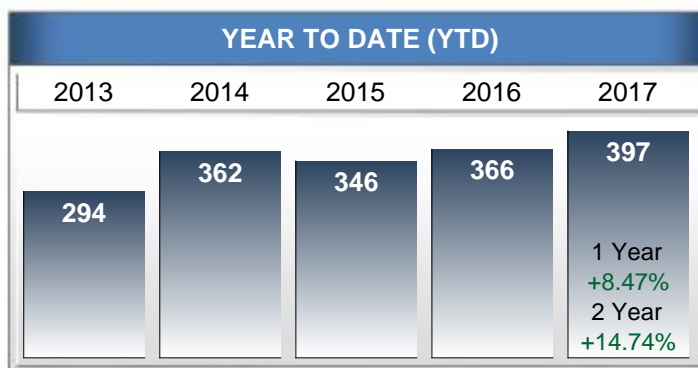
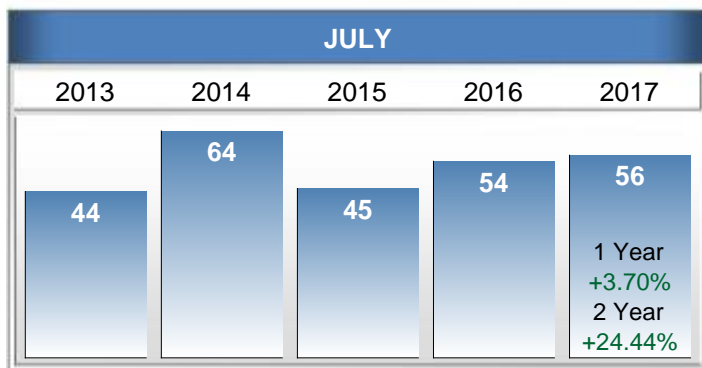
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Cherokee



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+		
\$25,000 and less	4	7.14%	30.8	4	0	0	0		
\$25,001 - \$50,000	6	10.71%	65.3	3	3	0	0		
\$50,001 - \$75,000	5	8.93%	42.8	2	2	1	0		
\$75,001 - \$125,000	18	32.14%	65.6	5	13	0	0		
\$125,001 - \$150,000	9	16.07%	43.1	0	6	3	0		
\$150,001 - \$225,000	8	14.29%	56.9	0	6	2	0		
\$225,001 and up	6	10.71%	70.0	2	2	0	2		
Total Pending Units:				56	58.0	16	32	6	2
Total Pending Volume:				7,100,950		1.52M	4.11M	867.50K	598.90K
Average Listing Price:				\$179,520		\$95,184	\$128,488	\$144,583	\$299,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

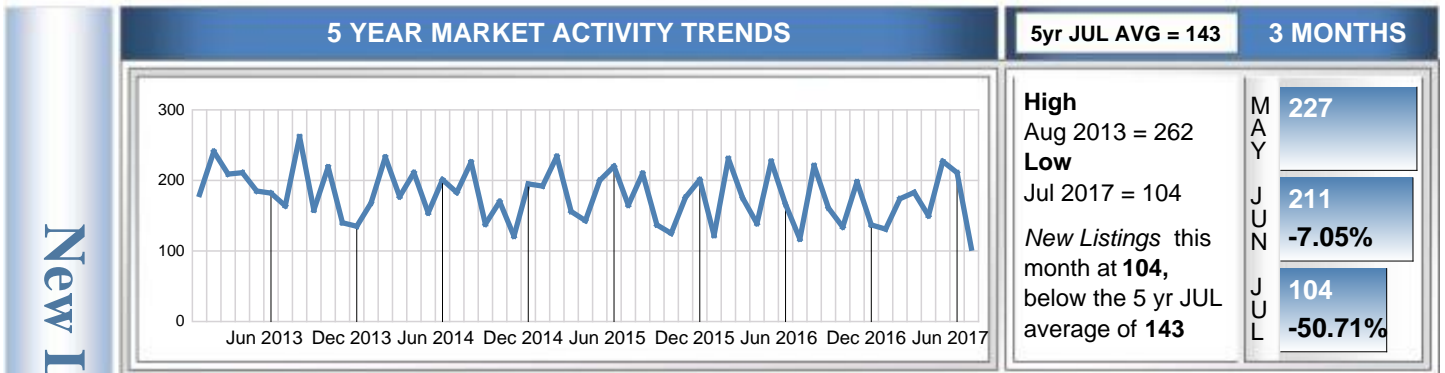
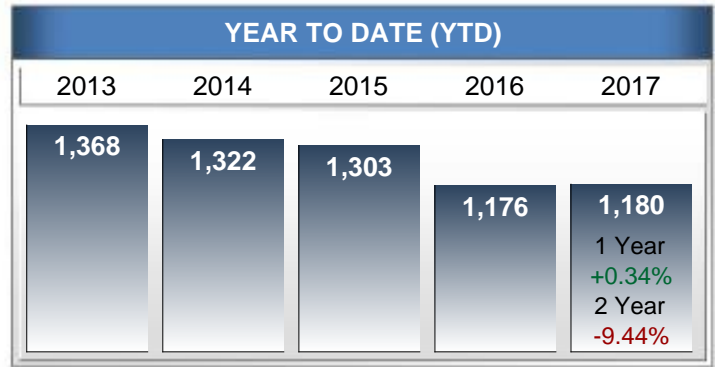
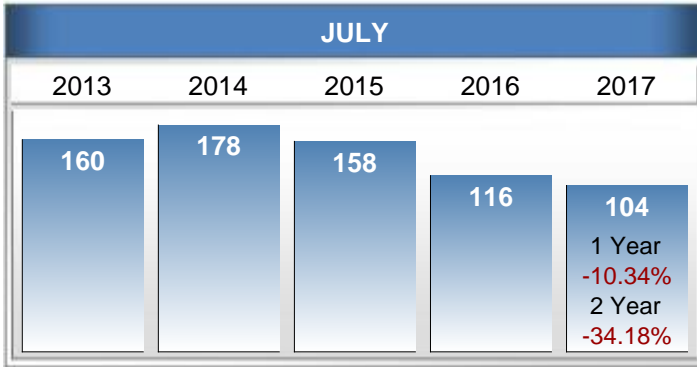
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 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	9	8.65%	9	0	0	0
\$20,001 \$50,000	14	13.46%	13	1	0	0
\$50,001 \$70,000	8	7.69%	3	5	0	0
\$70,001 \$130,000	30	28.85%	10	15	5	0
\$130,001 \$180,000	18	17.31%	6	8	4	0
\$180,001 \$350,000	16	15.38%	2	9	5	0
\$350,001 and up	9	8.65%	3	2	4	0
Total New Listed Units:			46	40	18	
Total New Listed Volume:			5.21M	6.17M	5.19M	0.00B
Average New Listed Listing Price:			\$113,237	\$154,324	\$288,067	\$0



Monthly Inventory Analysis

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July 2017

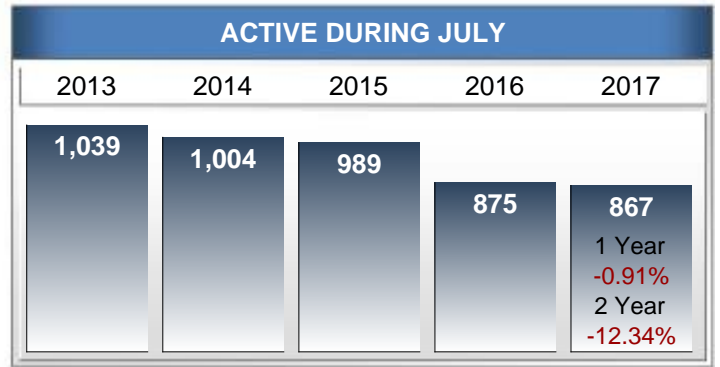
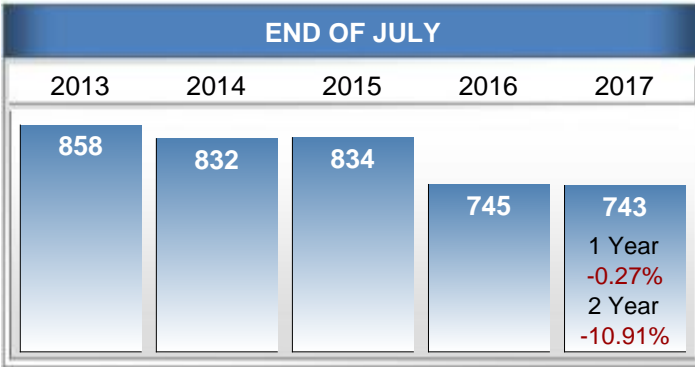
Active Inventory as of Aug 14, 2017



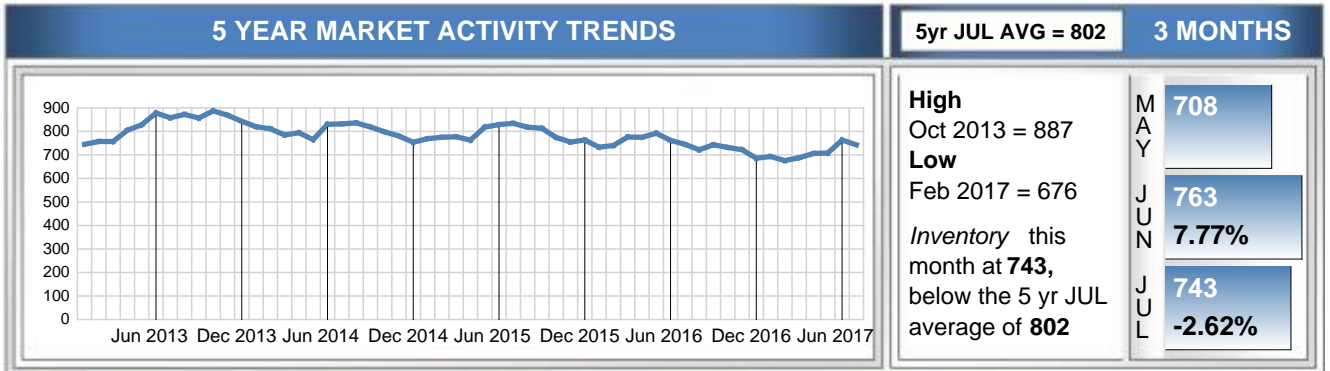
Active Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Cherokee



Active Inventory



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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	25	3.36%	94.0	25	0	0	0		
\$10,001 - \$20,000	119	16.02%	99.7	118	1	0	0		
\$20,001 - \$50,000	123	16.55%	86.9	111	11	1	0		
\$50,001 - \$100,000	194	26.11%	89.2	151	36	7	0		
\$100,001 - \$160,000	109	14.67%	84.1	41	55	10	3		
\$160,001 - \$320,000	98	13.19%	80.6	21	50	22	5		
\$320,001 and up	75	10.09%	85.6	32	16	20	7		
Total Active Inventory by Units:				743	88.4	499	169	60	15
Total Active Inventory by Volume:				106,523,812		50.25M	28.86M	22.54M	4.89M
Average Active Inventory Listing Price:				\$143,370		\$100,695	\$170,742	\$375,597	\$325,727



Monthly Inventory Analysis

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July 2017

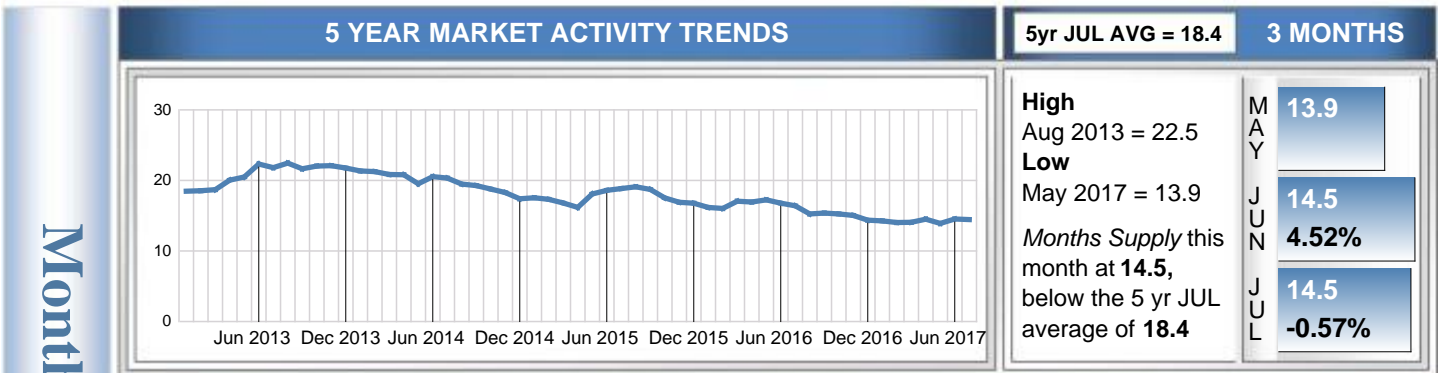
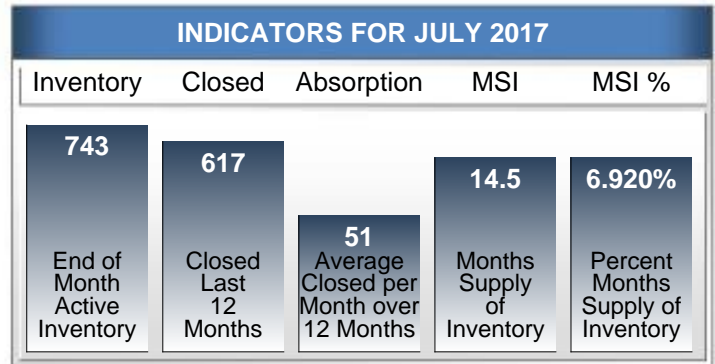
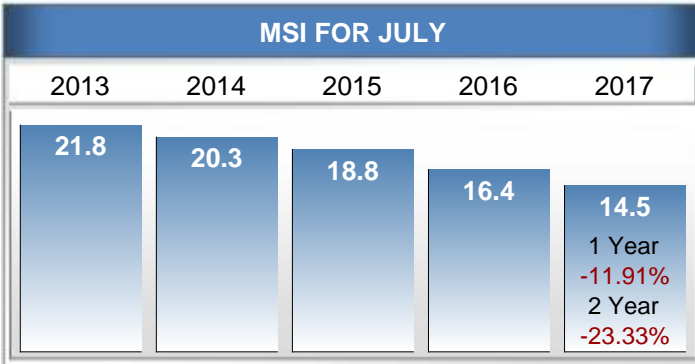
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

Report Produced on: Aug 14, 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	25	3.36%	17.6	18.8	0.0	0.0	0.0
\$10,001 - \$20,000	119	16.02%	31.0	37.3	2.0	0.0	0.0
\$20,001 - \$50,000	123	16.55%	14.5	25.6	3.2	1.5	0.0
\$50,001 - \$100,000	194	26.11%	15.3	29.2	5.9	5.6	0.0
\$100,001 - \$160,000	109	14.67%	8.3	18.2	5.7	8.0	0.0
\$160,001 - \$320,000	98	13.19%	9.7	15.8	8.7	8.5	12.0
\$320,001 and up	75	10.09%	42.9	42.7	64.0	40.0	28.0
MSI:			14.5	27.2	6.6	9.4	16.4
Total Active Inventory:			743	499	169	60	15



Monthly Inventory Analysis

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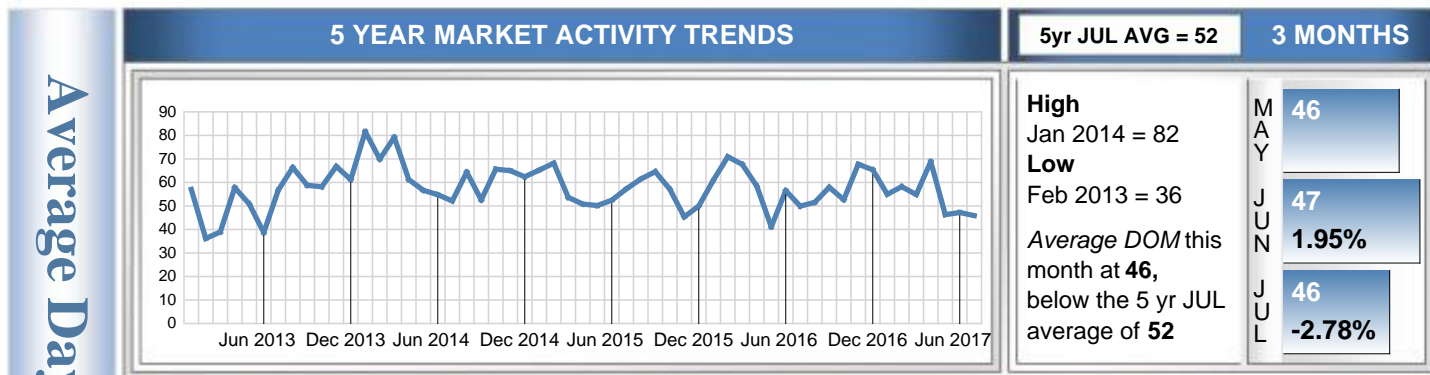
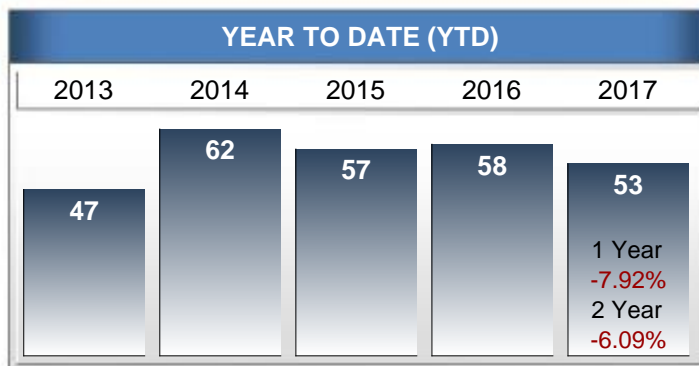
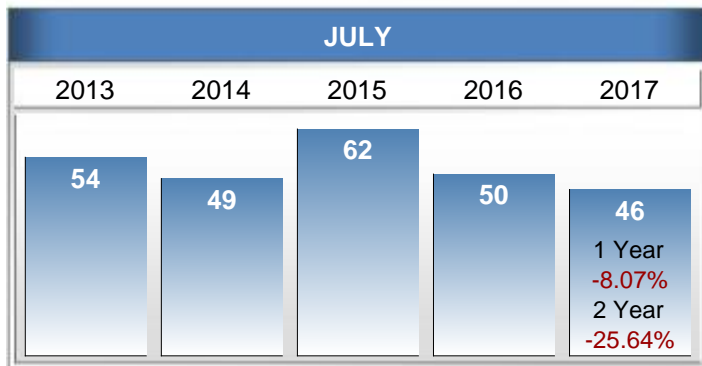
Closed Sales as of Aug 14, 2017



Average Days on Market to Sale

Report Produced on: Aug 14, 2017

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+
\$25,000 and less	3	8.33%	14.7	14.7	0.0	0.0	0.0
\$25,001 \$50,000	3	8.33%	58.7	1.0	96.0	79.0	0.0
\$50,001 \$75,000	4	11.11%	47.5	12.5	82.5	0.0	0.0
\$75,001 \$175,000	12	33.33%	52.1	34.5	64.3	35.3	0.0
\$175,001 \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 \$300,000	9	25.00%	47.1	0.0	57.6	4.0	17.0
\$300,001 and up	5	13.89%	38.6	66.0	49.0	14.5	0.0
Average Closed DOM: 45.9				22.8	63.8	31.1	17.0
Total Closed Units: 36				9	19	7	1
Total Closed Volume: 5,553,440				817.47K	3.21M	1.34M	184.00K



Monthly Inventory Analysis

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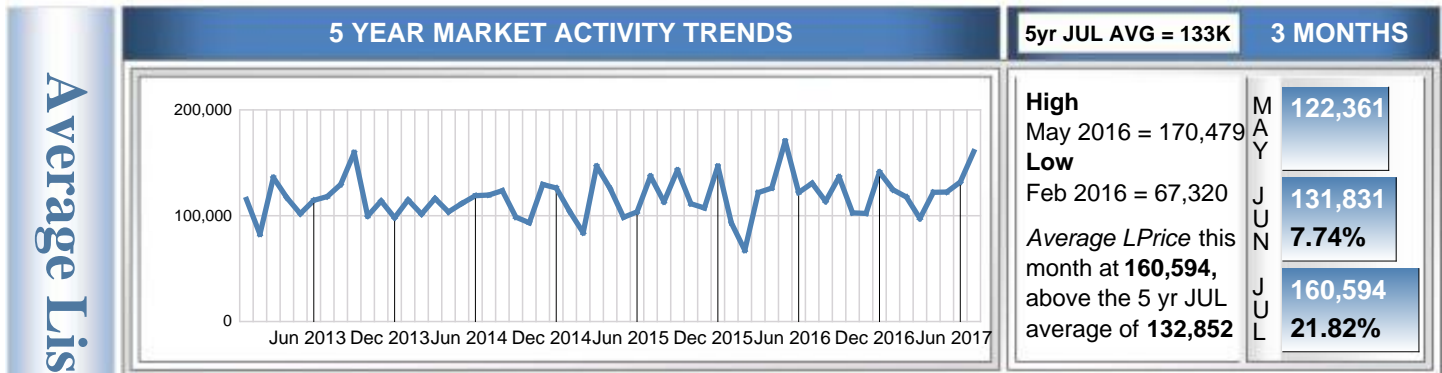
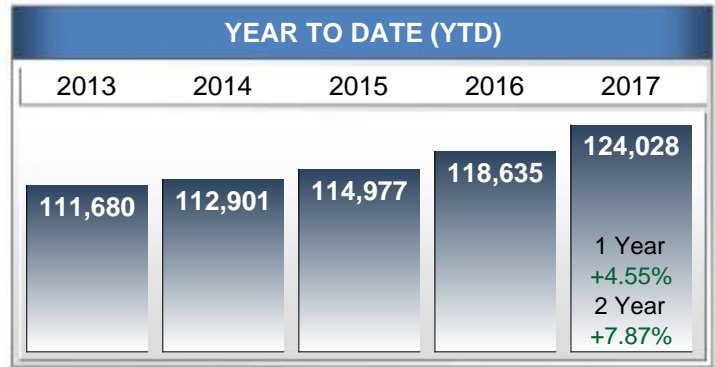
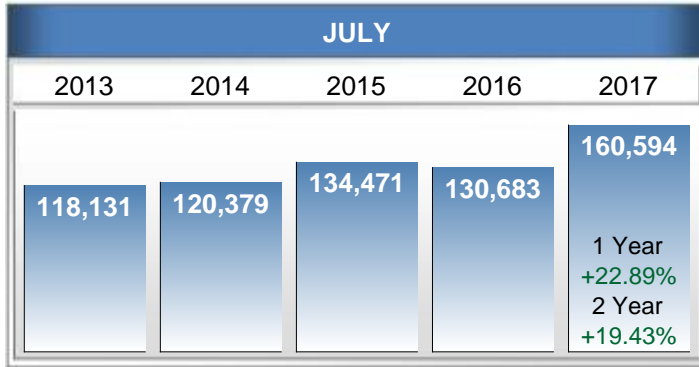
Closed Sales as of Aug 14, 2017



Average List Price at Closing

Report Produced on: Aug 14, 2017

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+
\$25,000 and less	3	8.33%	19,133	19,133	0	0	0
\$25,001 \$50,000	3	8.33%	38,333	30,000	50,000	35,000	0
\$50,001 \$75,000	4	11.11%	65,850	65,500	66,200	0	0
\$75,001 \$175,000	12	33.33%	110,100	101,200	112,843	109,633	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$300,000	8	22.22%	202,200	0	219,943	198,000	189,500
\$300,001 and up	6	16.67%	401,133	459,800	415,000	403,750	0
Average List Price:	\$160,594			\$97,844	\$175,889	\$195,629	\$189,500
Total Closed Units:	36			9	19	7	1
Total List Volume:	5,781,400			880.60K	3.34M	1.37M	189.50K



Monthly Inventory Analysis

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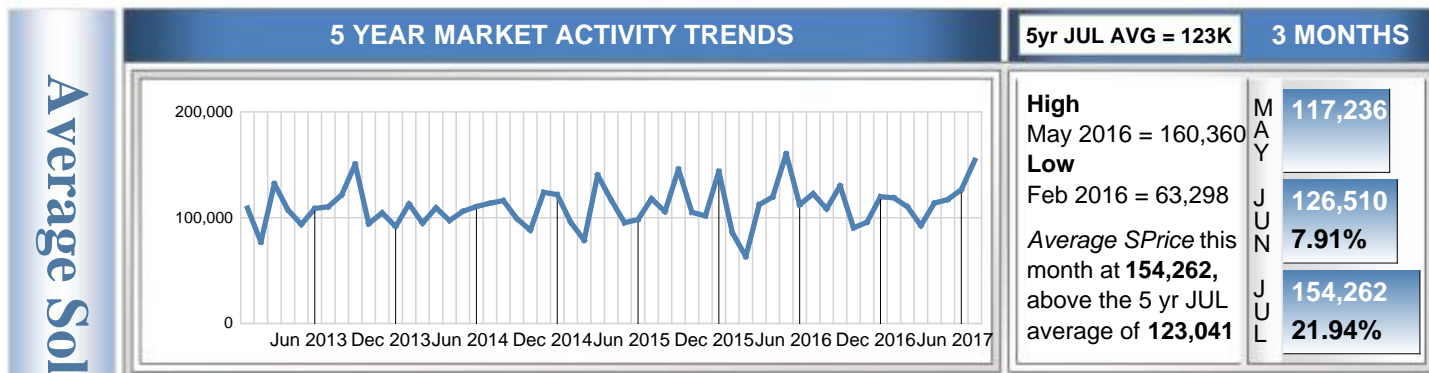
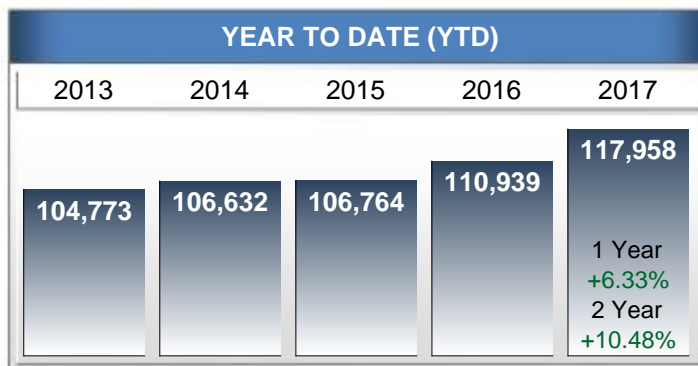
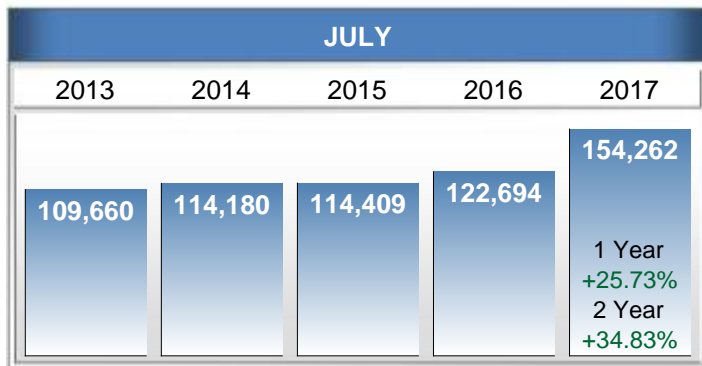
Closed Sales as of Aug 14, 2017



Average Sold Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Cherokee



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+
\$25,000 and less	3	8.33%	16,083	16,083	0	0	0
\$25,001 \$50,000	3	8.33%	35,917	30,000	50,000	27,750	0
\$50,001 \$75,000	4	11.11%	61,375	61,500	61,250	0	0
\$75,001 \$175,000	12	33.33%	109,335	101,200	112,031	108,467	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$300,000	9	25.00%	207,678	0	212,871	195,000	184,000
\$300,001 and up	5	13.89%	394,164	413,820	382,500	396,000	0
Average Closed Price:	\$154,262			\$90,830	\$169,043	\$191,450	\$184,000
Total Closed Units:	36			9	19	7	1
Total Closed Volume:	5,553,440			817.47K	3.21M	1.34M	184.00K



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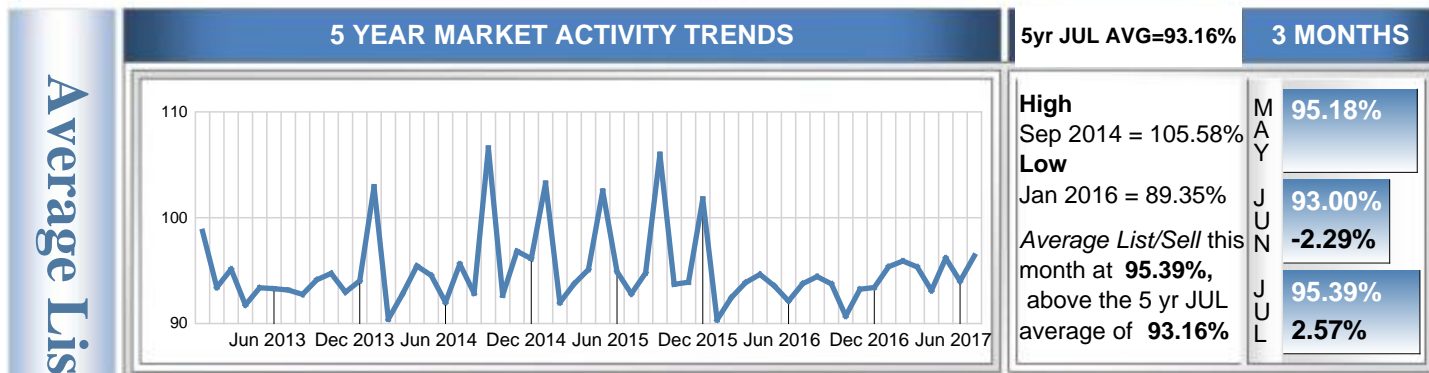
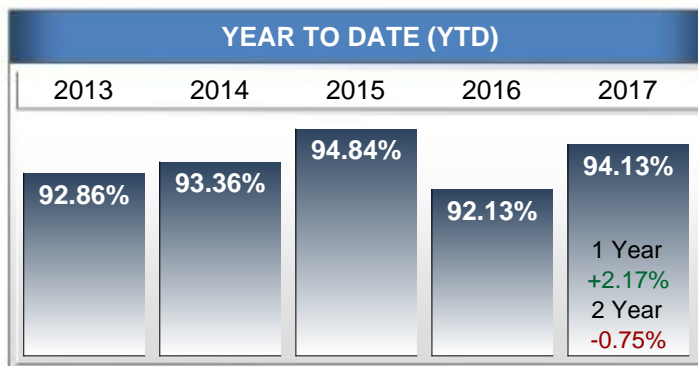
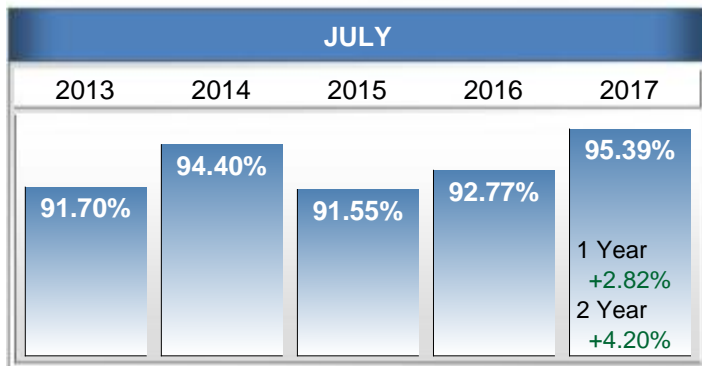
Closed Sales as of Aug 14, 2017



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+
\$25,000 and less	3	8.33%	81.54%	81.54%	0.00%	0.00%	0.00%
\$25,001 \$50,000	3	8.33%	93.10%	100.00%	100.00%	79.29%	0.00%
\$50,001 \$75,000	4	11.11%	93.19%	93.99%	92.39%	0.00%	0.00%
\$75,001 \$175,000	12	33.33%	99.40%	100.00%	99.43%	98.90%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$300,000	9	25.00%	97.14%	0.00%	96.96%	98.48%	97.10%
\$300,001 and up	5	13.89%	94.09%	90.00%	92.04%	98.17%	0.00%
Average List/Sell Ratio: 95.40%				91.40%	97.03%	95.83%	97.10%
Total Closed Units: 36				9	19	7	1
Total Closed Volume: 5,553,440				817.47K	3.21M	1.34M	184.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

Inventory as of Aug 14, 2017



Market Summary

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Area Delimited by County Of Cherokee



Absorption: Last 12 months, an Average of 51 Sales/Month

Active Inventory as of July 30, 2017 = 743

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	49	36	-26.53%	315	359	13.97%
Pending Sales	54	56	3.70%	366	397	8.47%
New Listings	116	104	-10.34%	1,176	1,180	0.34%
Average List Price	130,683	160,594	22.89%	118,635	124,028	4.55%
Average Sale Price	122,694	154,262	25.73%	110,939	117,958	6.33%
Average Percent of List Price to Selling Price	92.77%	95.39%	2.82%	92.13%	94.13%	2.17%
Average Days on Market to Sale	49.92	45.89	-8.07%	58.01	53.42	-7.92%
Monthly Inventory	745	743	-0.27%	745	743	-0.27%
Months Supply of Inventory	16.28	14.45	-11.26%	16.28	14.45	-11.26%

