



August 2017

Area Delimited by County Of Cherokee

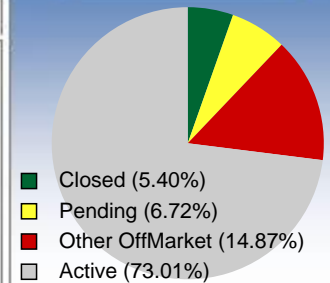


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of August 31, 2017 = **717**

	AUGUST		
	2016	2017	+/- %
Closed Listings	65	53	-18.46%
Pending Listings	58	66	13.79%
New Listings	221	179	-19.00%
Average List Price	113,577	122,965	8.27%
Average Sale Price	108,372	117,605	8.52%
Average Percent of List Price to Selling Price	93.43%	94.33%	0.96%
Average Days on Market to Sale	51.54	46.83	-9.14%
End of Month Inventory	722	717	-0.69%
Months Supply of Inventory	15.25	13.97	-8.43%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 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 August 2017 decreased **0.69%** to 717 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 **13.97** 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 **8.52%** in August 2017 to \$117,605 versus the previous year at \$108,372.

Average Days on Market Shortens

The average number of **46.83** days that homes spent on the market before selling decreased by 4.71 days or **9.14%** in August 2017 compared to last year's same month at **51.54** DOM.

Sales Success for August 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 179 New Listings in August 2017, down **19.00%** from last year at 221. Furthermore, there were 53 Closed Listings this month versus last year at 65, a **-18.46%** decrease.

Closed versus Listed trends yielded a **29.6%** ratio, up from last year's August 2017 at **29.4%**, a **0.67%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

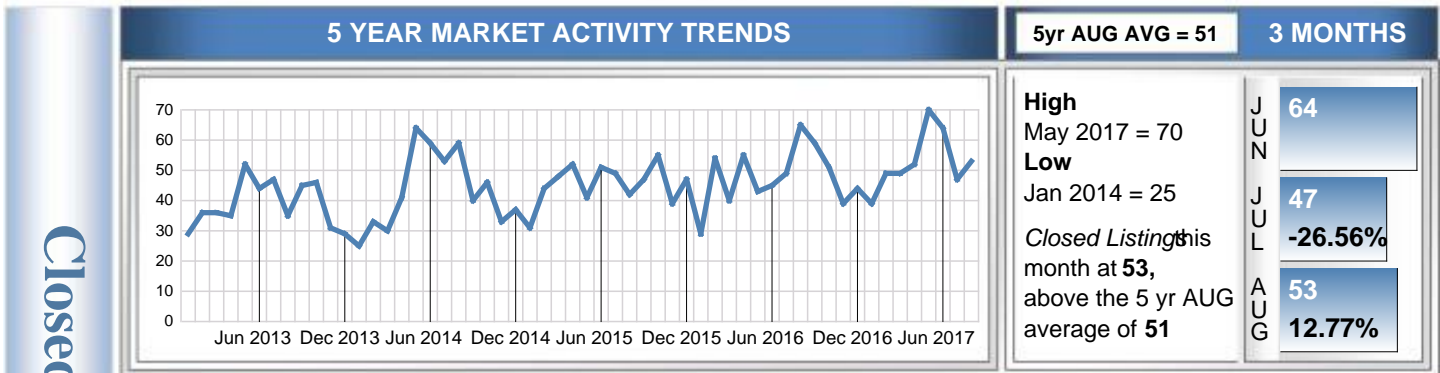
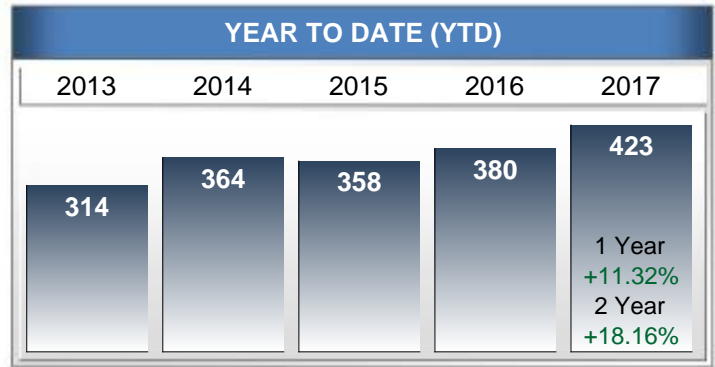
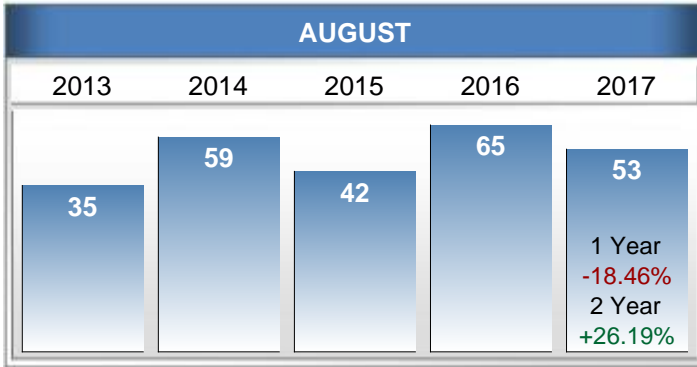
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	9.43%	27.0	5	0	0	0
\$20,001 - \$40,000	3	5.66%	79.3	2	1	0	0
\$40,001 - \$80,000	10	18.87%	46.9	7	3	0	0
\$80,001 - \$120,000	14	26.42%	47.6	3	10	1	0
\$120,001 - \$150,000	10	18.87%	45.5	0	9	1	0
\$150,001 - \$210,000	5	9.43%	28.0	0	4	1	0
\$210,001 and up	6	11.32%	63.2	1	3	1	1
Total Closed Units:	53		46.8	18	30	4	1
Total Closed Volume:	6,233,090			1.05M	4.16M	678.90K	337.50K
Average Closed Price:	\$117,605			\$58,586	\$138,738	\$169,725	\$337,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

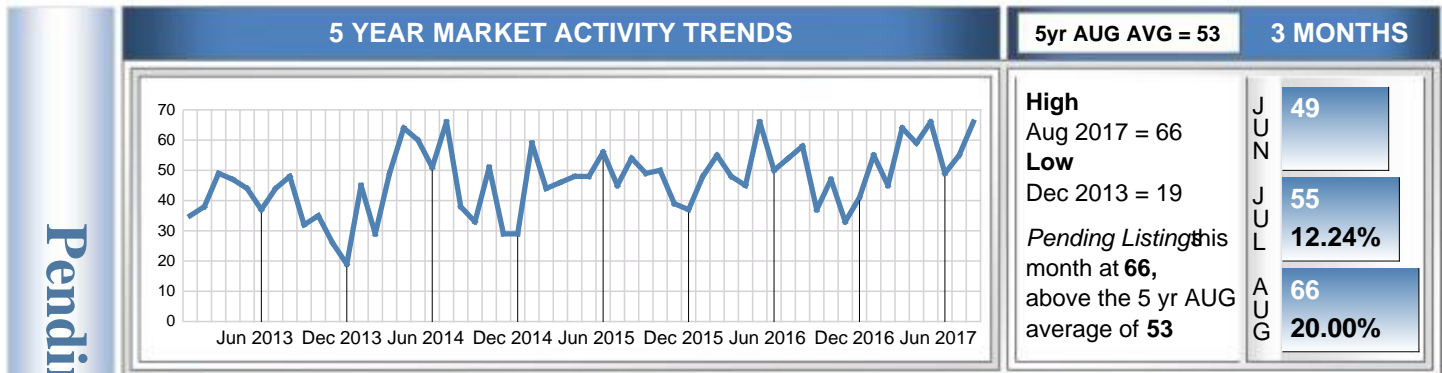
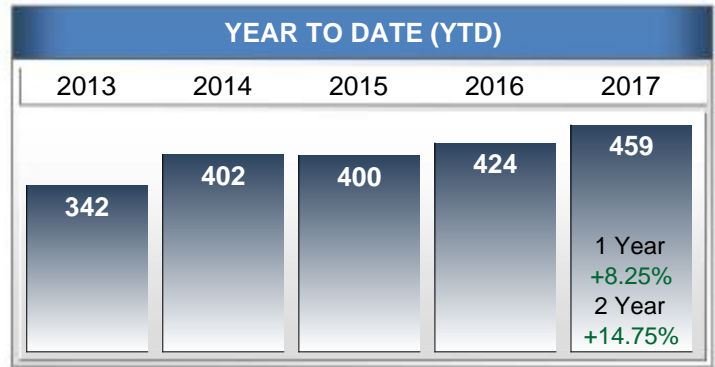
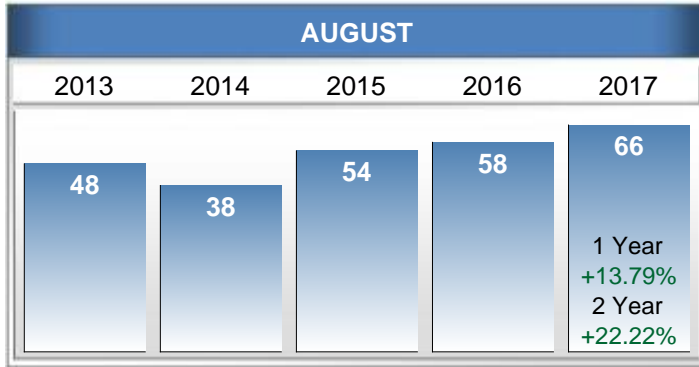
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	9.09%	72.5	6	0	0	0
\$30,001 - \$40,000	6	9.09%	62.5	5	0	1	0
\$40,001 - \$60,000	9	13.64%	57.9	6	3	0	0
\$60,001 - \$110,000	20	30.30%	53.7	5	14	1	0
\$110,001 - \$160,000	6	9.09%	92.0	1	4	1	0
\$160,001 - \$240,000	12	18.18%	59.3	1	9	1	1
\$240,001 and up	7	10.61%	60.3	2	4	0	1
Total Pending Units:	66		44.3	26	34	4	2
Total Pending Volume:	7,971,718			1.83M	5.11M	432.70K	597.50K
Average Listing Price:	\$128,086			\$70,256	\$150,437	\$108,175	\$298,750

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

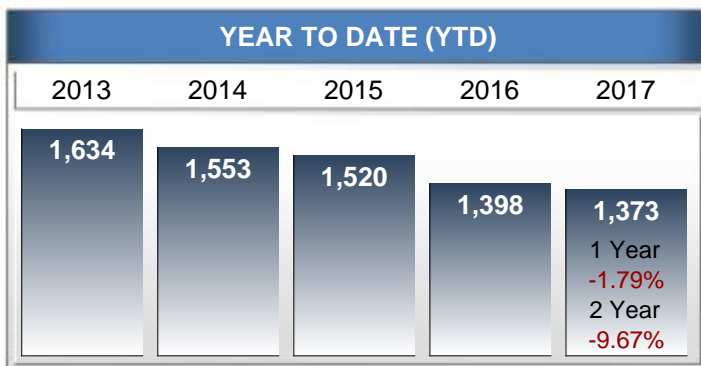
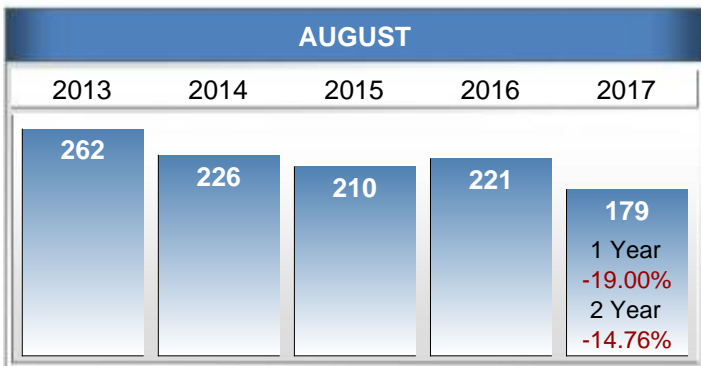
New Listings as of Sep 12, 2017



New Listings

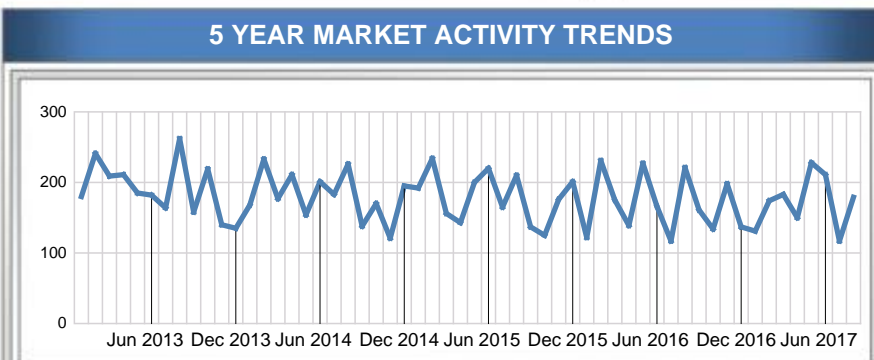
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Area Delimited by County Of Cherokee



New Listings

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5yr AUG AVG = 220	3 MONTHS
High Aug 2013 = 262	JUN 211
Low Jul 2017 = 117	JUL 117
<i>New Listings</i> this month at 179 , below the 5 yr AUG average of 220	AUG 179
	-44.55%
	52.99%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0
\$1 \$25,000	51	28.49%	51	0	0	0
\$25,001 \$75,000	50	27.93%	41	9	0	0
\$75,001 \$175,000	37	20.67%	12	21	2	2
\$175,001 \$250,000	21	11.73%	7	10	3	1
\$250,001 and up	20	11.17%	4	7	7	2
Total New Listed Units:	179		115	47	12	5
Total New Listed Volume:	23,734,483		10.10M	8.90M	3.19M	1.55M
Average New Listed Listing Price:	\$332,950		\$87,824	\$189,297	\$265,583	\$310,140



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

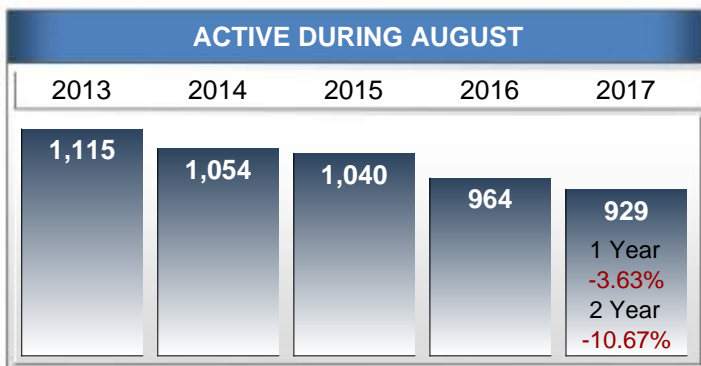
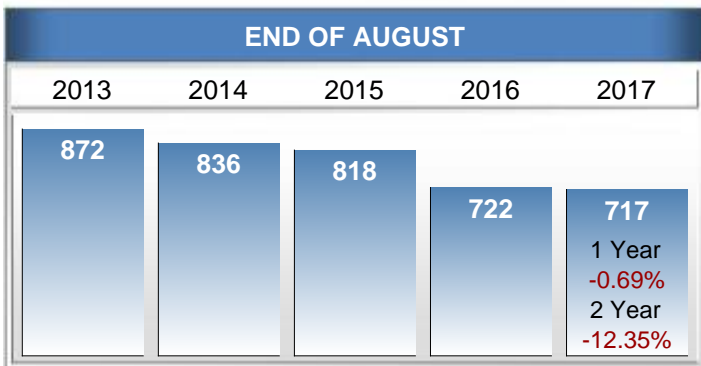
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Active Inventory

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5yr AUG AVG = 793 **3 MONTHS**

High
Oct 2013 = 887

Low
Feb 2017 = 676

Inventory this month at **717**, below the 5 yr AUG average of **793**

JUN	764
JUL	750
AUG	717

-1.83% (July vs August)
-4.40% (August vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$50,000	252	35.15%	75.1	243	9	0	0
\$50,001 \$100,000	188	26.22%	89.9	152	31	5	0
\$100,001 \$175,000	115	16.04%	90.8	39	60	13	3
\$175,001 \$325,000	89	12.41%	82.3	22	40	25	2
\$325,001 and up	73	10.18%	96.6	32	15	19	7
Total Active Inventory by Units:			717	488	155	62	12
Total Active Inventory by Volume:			108,593,973	52.30M	27.83M	24.04M	4.41M
Average Active Inventory Listing Price:			\$151,456	\$107,176	\$179,568	\$387,821	\$367,858



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

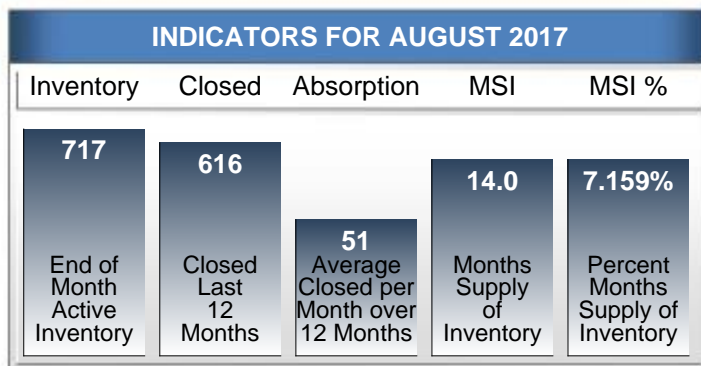
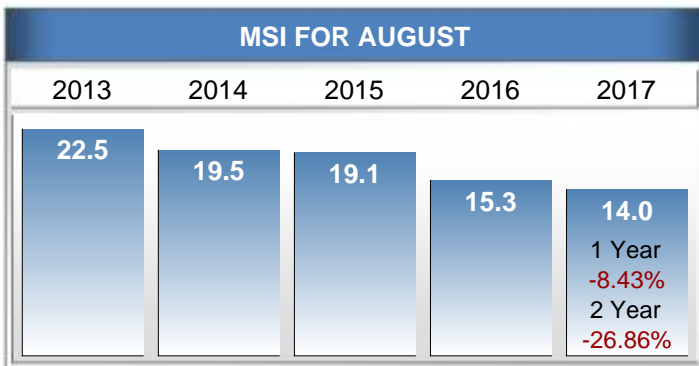
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

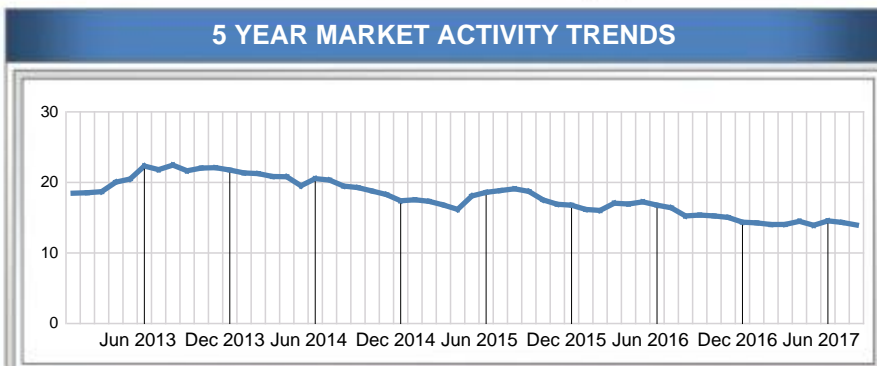
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Months Supply

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5yr AUG AVG = 18.1	3 MONTHS
High Aug 2013 = 22.5	JUN 14.6
Low May 2017 = 13.9	JUL 14.3
Months Supply this month at 14.0 , below the 5 yr AUG average of 18.1	AUG -2.54%

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	3.49%	17.6	17.6	0.0	0.0	0.0
\$10,001 - \$20,000	123	17.15%	28.9	33.3	2.4	0.0	0.0
\$20,001 - \$50,000	104	14.50%	12.1	21.3	2.4	0.0	0.0
\$50,001 - \$100,000	188	26.22%	15.2	30.9	5.1	4.0	0.0
\$100,001 - \$170,000	113	15.76%	7.9	16.9	5.5	9.6	0.0
\$170,001 - \$320,000	87	12.13%	10.2	18.9	9.1	9.2	4.8
\$320,001 and up	77	10.74%	40.2	44.0	45.0	44.0	21.0
MSI:			14.0	26.1	6.1	9.8	13.1
Total Active Inventory:			717	488	155	62	12



Monthly Inventory Analysis

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August 2017

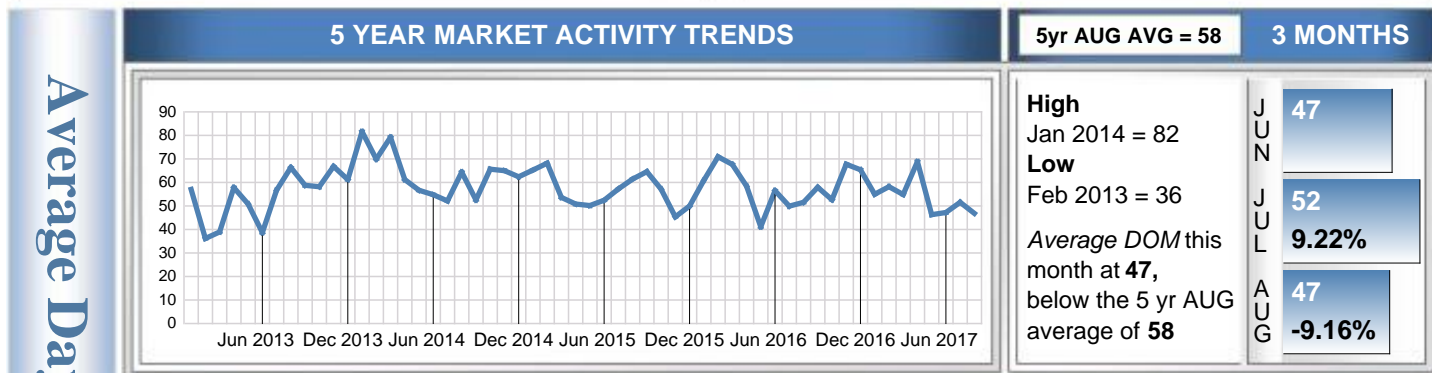
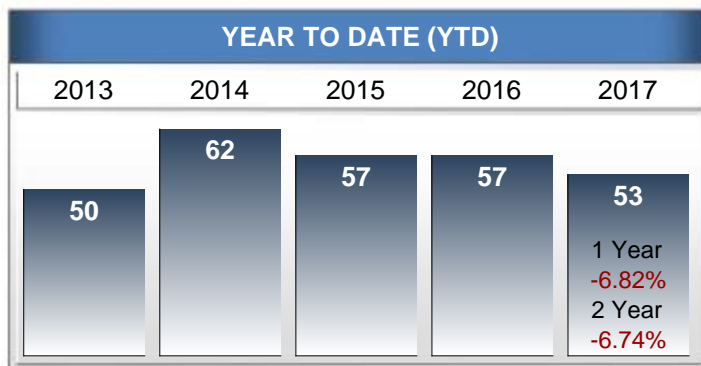
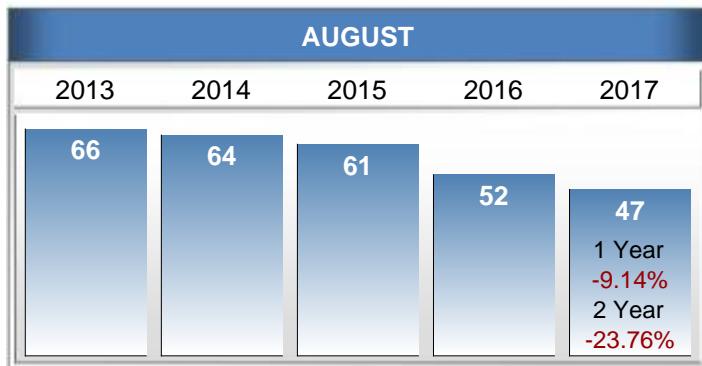
Closed Sales as of Sep 12, 2017



Average Days on Market to Sale

Report Produced on: Sep 12, 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+
\$20,000 and less	5	9.43%	27.0	27.0	0.0	0.0	0.0
\$20,001 \$40,000	3	5.66%	79.3	80.5	77.0	0.0	0.0
\$40,001 \$80,000	10	18.87%	46.9	41.4	59.7	0.0	0.0
\$80,001 \$120,000	14	26.42%	47.6	30.3	50.5	70.0	0.0
\$120,001 \$150,000	10	18.87%	45.5	0.0	50.0	5.0	0.0
\$150,001 \$210,000	5	9.43%	28.0	0.0	32.8	9.0	0.0
\$210,001 and up	6	11.32%	63.2	139.0	56.0	48.0	24.0
Average Closed DOM: 46.8				45.3	50.3	33.0	24.0
Total Closed Units: 53				18	30	4	1
Total Closed Volume: 6,233,090				1.05M	4.16M	678.90K	337.50K



Monthly Inventory Analysis

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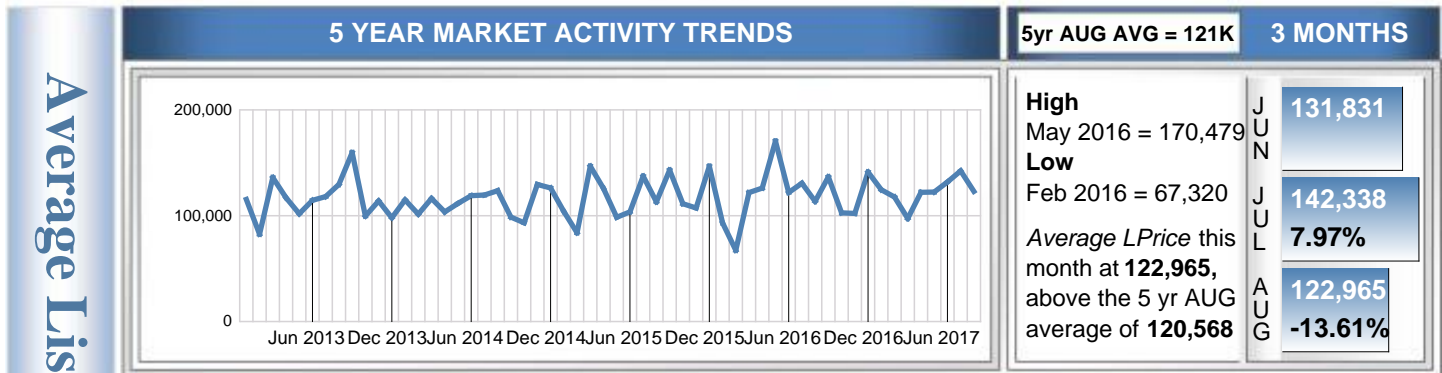
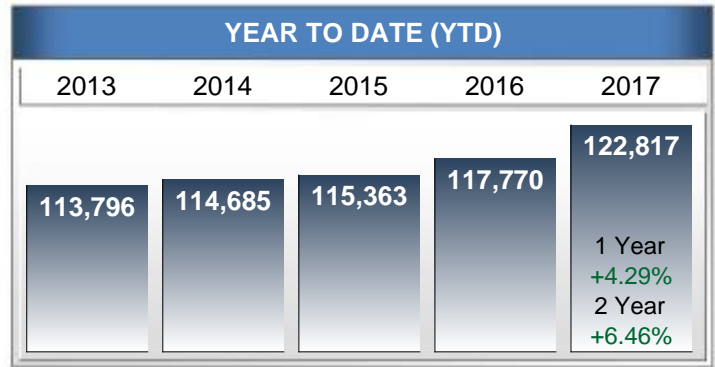
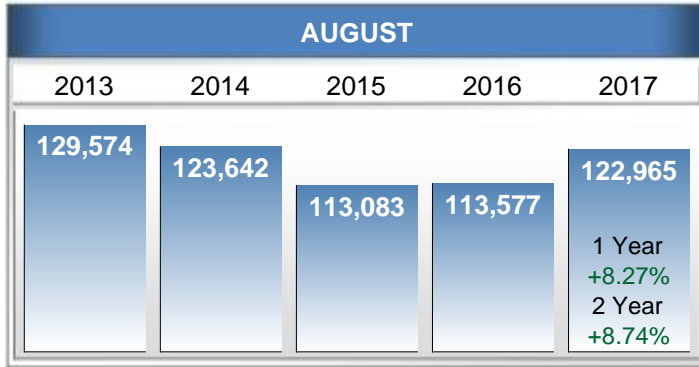
Closed Sales as of Sep 12, 2017



Average List Price at Closing

Report Produced on: Sep 12, 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+
\$20,000 and less	2	3.77%	6,250	17,000	0	0	0
\$20,001 - \$40,000	6	11.32%	29,333	37,000	29,500	0	0
\$40,001 - \$80,000	9	16.98%	55,078	56,671	60,667	0	0
\$80,001 - \$120,000	14	26.42%	103,981	112,247	103,600	139,500	0
\$120,001 - \$150,000	9	16.98%	138,556	0	146,711	139,900	0
\$150,001 - \$210,000	6	11.32%	173,500	0	179,550	189,900	0
\$210,001 and up	7	13.21%	298,457	249,900	349,000	232,500	339,900
Average List Price:	\$122,965			\$63,463	\$144,437	\$175,450	\$339,900
Total Closed Units:	53			18	30	4	1
Total List Volume:	6,517,140			1.14M	4.33M	701.80K	339.90K



Monthly Inventory Analysis

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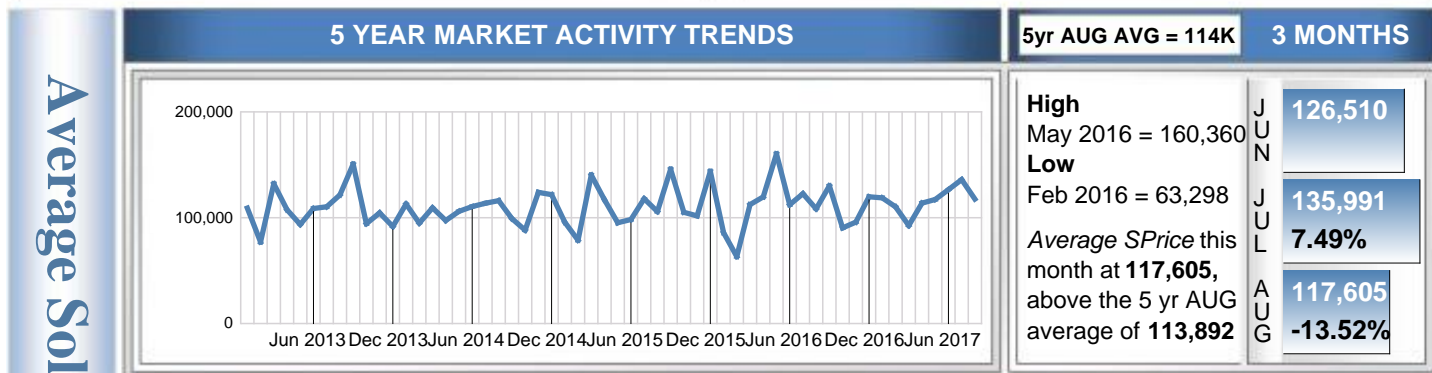
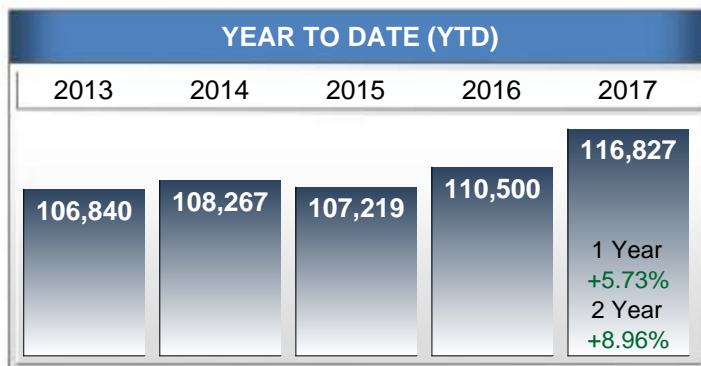
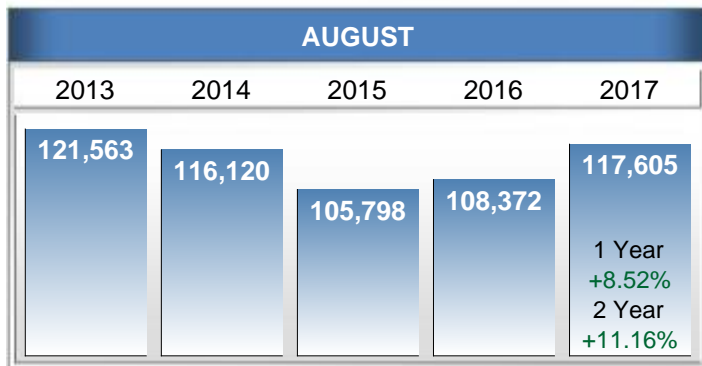
Closed Sales as of Sep 12, 2017



Average Sold Price at Closing

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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+
\$20,000 and less	5	9.43%	13,350	13,350	0	0	0
\$20,001 - \$40,000	3	5.66%	29,833	31,000	27,500	0	0
\$40,001 - \$80,000	10	18.87%	56,189	55,614	57,530	0	0
\$80,001 - \$120,000	14	26.42%	102,386	106,333	99,440	120,000	0
\$120,001 - \$150,000	10	18.87%	134,965	0	133,795	145,500	0
\$150,001 - \$210,000	5	9.43%	176,780	0	173,875	188,400	0
\$210,001 and up	6	11.32%	308,000	217,500	356,000	225,000	337,500
Average Closed Price:	\$117,605			\$58,586	\$138,738	\$169,725	\$337,500
Total Closed Units:	53			18	30	4	1
Total Closed Volume:	6,233,090			1.05M	4.16M	678.90K	337.50K



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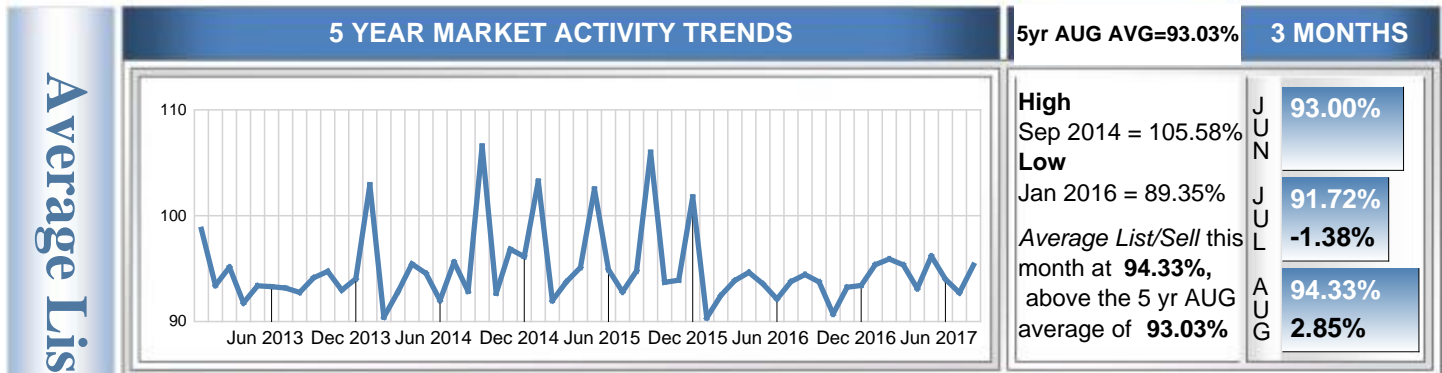
Closed Sales as of Sep 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

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+
\$20,000 and less	5	9.43%	85.07%	85.07%	0.00%	0.00%	0.00%
\$20,001 \$40,000	3	5.66%	87.00%	83.88%	93.22%	0.00%	0.00%
\$40,001 \$80,000	10	18.87%	97.45%	98.25%	95.60%	0.00%	0.00%
\$80,001 \$120,000	14	26.42%	95.15%	94.98%	96.12%	86.02%	0.00%
\$120,001 \$150,000	10	18.87%	93.36%	0.00%	92.18%	104.00%	0.00%
\$150,001 \$210,000	5	9.43%	97.41%	0.00%	96.96%	99.21%	0.00%
\$210,001 and up	6	11.32%	97.67%	87.03%	100.98%	96.77%	99.29%
Average List/Sell Ratio: 94.30%				91.82%	95.38%	96.50%	99.29%
Total Closed Units: 53				18	30	4	1
Total Closed Volume: 6,233,090				1.05M	4.16M	678.90K	337.50K



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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

Active Inventory as of August 31, 2017 = 717

	AUGUST			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	65	53	-18.46%	380	423	11.32%
Pending Sales	58	66	13.79%	424	459	8.25%
New Listings	221	179	-19.00%	1,398	1,373	-1.79%
Average List Price	113,577	122,965	8.27%	117,770	122,817	4.29%
Average Sale Price	108,372	117,605	8.52%	110,500	116,827	5.73%
Average Percent of List Price to Selling Price	93.43%	94.33%	0.96%	92.35%	93.78%	1.54%
Average Days on Market to Sale	51.54	46.83	-9.14%	56.90	53.02	-6.82%
Monthly Inventory	722	717	-0.69%	722	717	-0.69%
Months Supply of Inventory	15.25	13.97	-8.43%	15.25	13.97	-8.43%

