



# August 2016

Area Delimited by County Of Cherokee

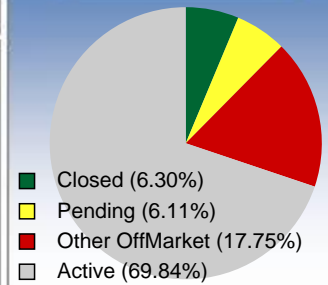


**Absorption:** Last 12 months, an Average of **47** Sales/Month

**Active Inventory** as of August 31, 2016 = **720**

	AUGUST		
	2015	2016	+/- %
Closed Listings	42	65	54.76%
Pending Listings	54	63	16.67%
New Listings	210	221	5.24%
Median List Price	94,945	105,900	11.54%
Median Sale Price	87,450	101,000	15.49%
Median Percent of List Price to Selling Price	95.35%	95.53%	0.19%
Median Days on Market to Sale	44.00	38.00	-13.64%
End of Month Inventory	817	720	-11.87%
Months Supply of Inventory	19.07	15.21	-20.25%

## Market Activity



Report Produced on: Sep 12, 2016

# 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 August 2016 decreased **11.87%** to 720 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **15.21** 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 **15.49%** in August 2016 to \$101,000 versus the previous year at \$87,450.

### Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 6.00 days or **13.64%** in August 2016 compared to last year's same month at **44.00** DOM.

### Sales Success for August 2016 is Positive

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

There were 221 New Listings in August 2016, up **5.24%** from last year at 210. Furthermore, there were 65 Closed Listings this month versus last year at 42, a **54.76%** increase.

Closed versus Listed trends yielded a **29.4%** ratio, up from last year's August 2016 at **20.0%**, a **47.06%** 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

<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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

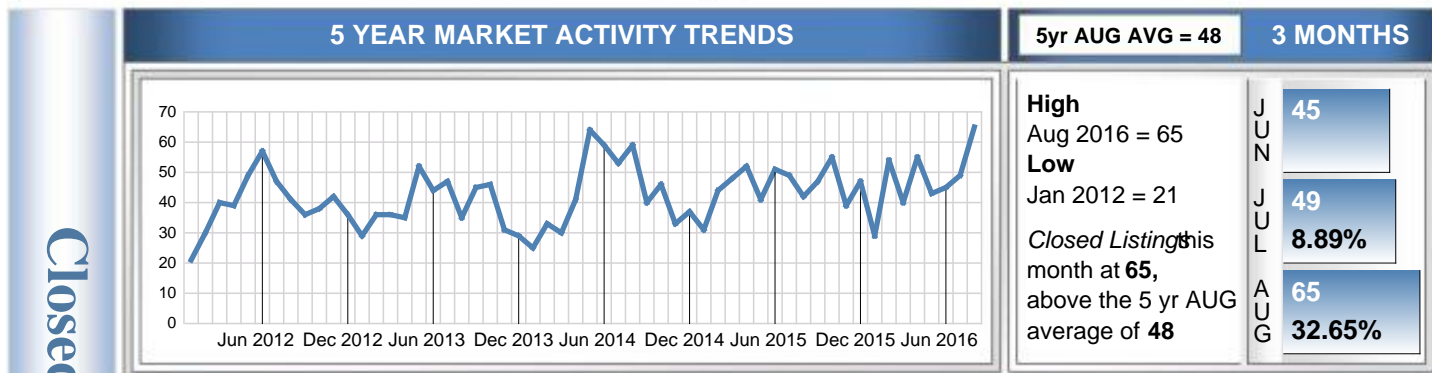
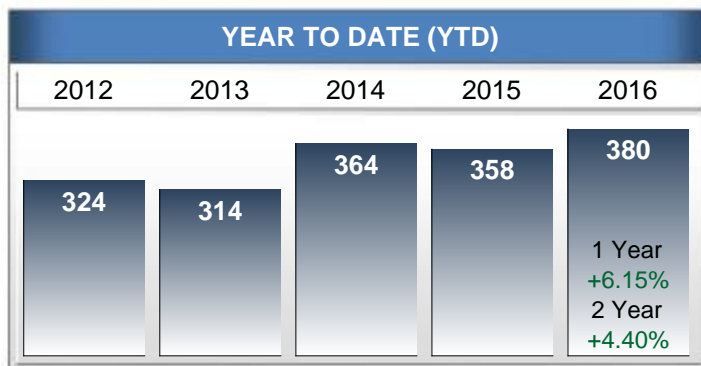
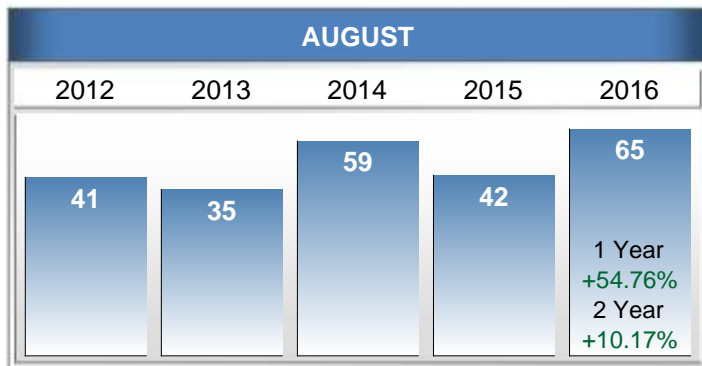
Closed Sales as of Sep 12, 2016



### Closed Listings

Report Produced on: Sep 12, 2016

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+
\$30,000 and less	6	9.23%	32.0	3	3	0	0
\$30,001 - \$50,000	7	10.77%	69.0	5	2	0	0
\$50,001 - \$70,000	9	13.85%	45.0	5	4	0	0
\$70,001 - \$120,000	20	30.77%	55.5	7	9	3	1
\$120,001 - \$150,000	8	12.31%	33.0	0	7	1	0
\$150,001 - \$200,000	8	12.31%	36.5	0	6	2	0
\$200,001 and up	7	10.77%	15.0	0	5	2	0
<b>Total Closed Units:</b>	<b>65</b>		<b>38.0</b>	<b>20</b>	<b>36</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>7,044,189</b>			<b>1.25M</b>	<b>4.47M</b>	<b>1.25M</b>	<b>77.50K</b>
<b>Median Closed Price:</b>	<b>\$101,000</b>			<b>\$63,250</b>	<b>\$121,000</b>	<b>\$146,250</b>	<b>\$77,500</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

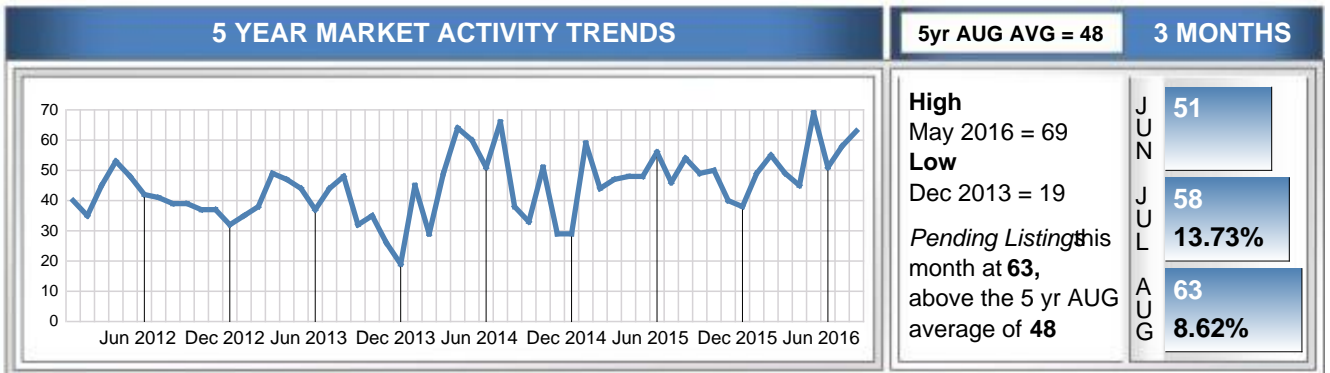
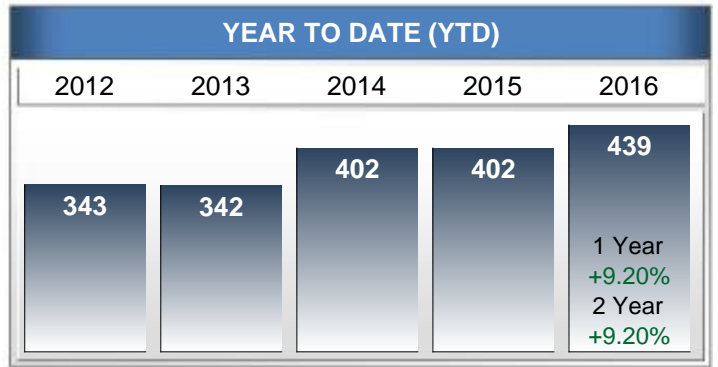
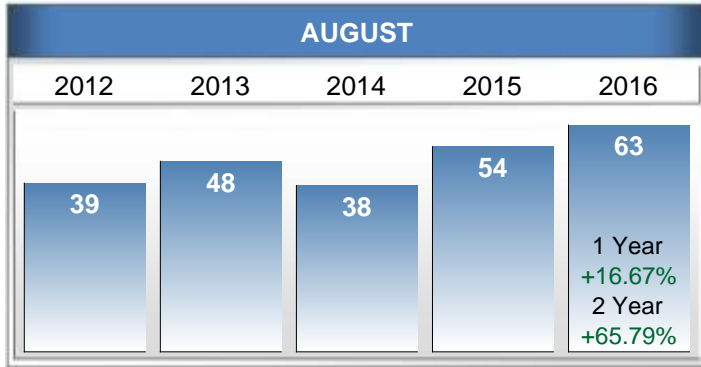
Pending Listings as of Sep 12, 2016



### Pending Listings

Report Produced on: Sep 12, 2016

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	6	9.52%	99.5	3	1	2	0		
\$20,001 \$40,000	7	11.11%	25.0	6	1	0	0		
\$40,001 \$60,000	8	12.70%	77.5	3	5	0	0		
\$60,001 \$120,000	14	22.22%	36.5	2	8	4	0		
\$120,001 \$190,000	13	20.63%	13.0	1	10	2	0		
\$190,001 \$360,000	9	14.29%	37.0	3	5	1	0		
\$360,001 and up	6	9.52%	106.5	3	0	2	1		
Total Pending Units:				63	46.0	21	30	11	1
Total Pending Volume:				8,601,149		2.78M	3.54M	1.90M	375.00K
Median Listing Price:				\$110,900		\$55,000	\$121,950	\$119,900	\$375,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

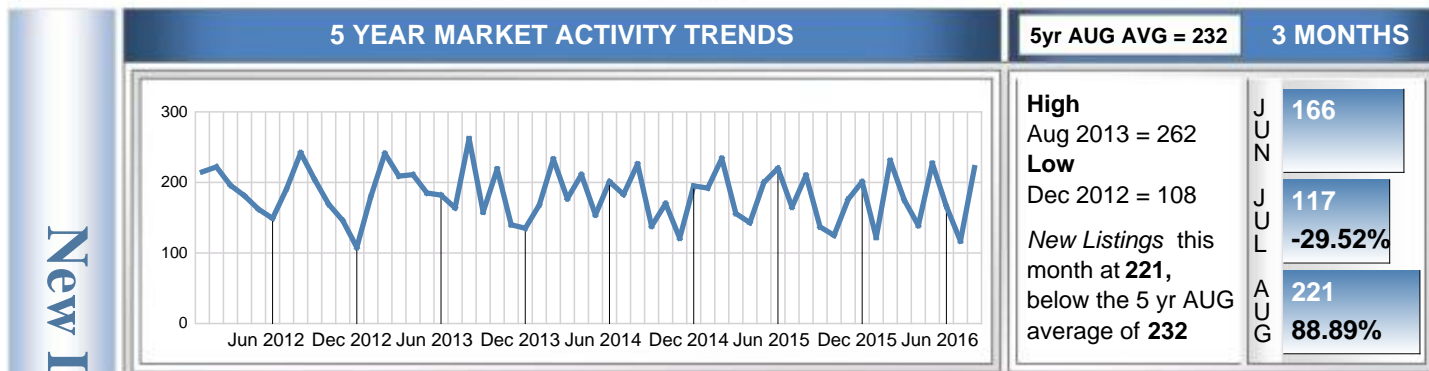
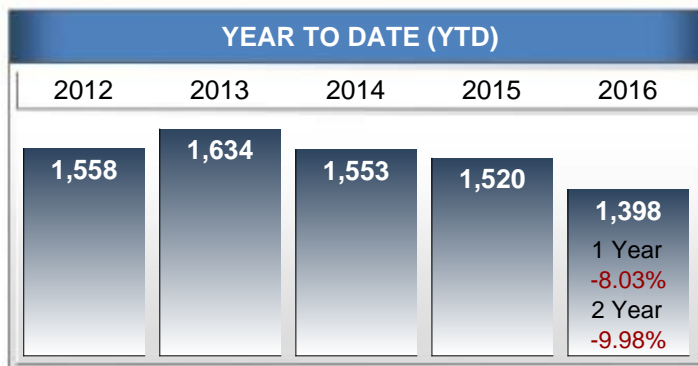
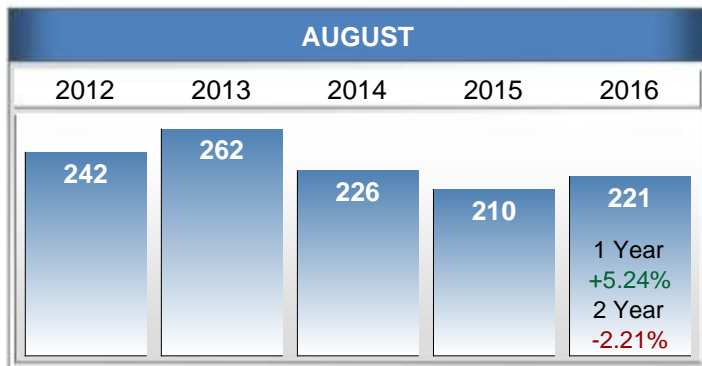
New Listings as of Sep 12, 2016



### New Listings

Report Produced on: Sep 12, 2016

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	2	0.90%	2	0	0	0
\$10,001 - \$20,000	46	20.81%	45	1	0	0
\$20,001 - \$40,000	24	10.86%	22	1	1	0
\$40,001 - \$80,000	64	28.96%	55	8	1	0
\$80,001 - \$140,000	30	13.57%	10	17	2	1
\$140,001 - \$260,000	32	14.48%	6	22	4	0
\$260,001 and up	23	10.41%	6	8	4	5
<b>Total New Listed Units:</b>	<b>221</b>		<b>146</b>	<b>57</b>	<b>12</b>	<b>6</b>
<b>Total New Listed Volume:</b>	<b>25,718,359</b>		<b>9.87M</b>	<b>10.88M</b>	<b>2.63M</b>	<b>2.33M</b>
<b>Median New Listed Listing Price:</b>	<b>\$59,900</b>		<b>\$45,000</b>	<b>\$145,000</b>	<b>\$179,950</b>	<b>\$357,450</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

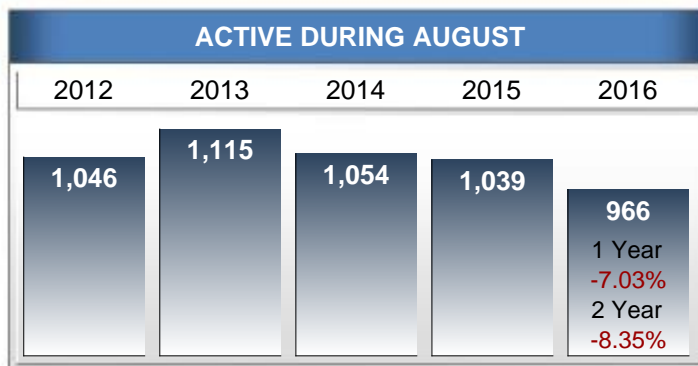
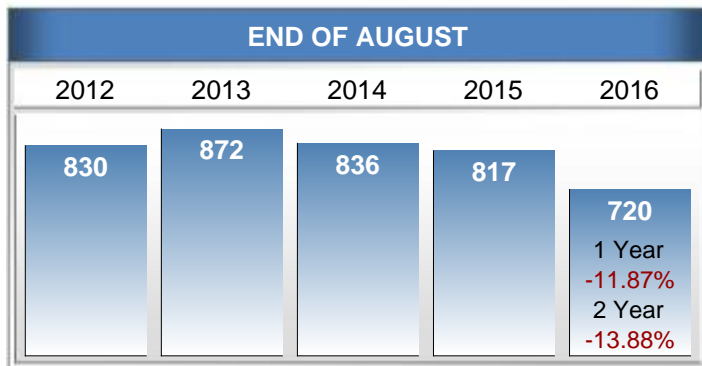
Active Inventory as of Sep 12, 2016



### Active Inventory

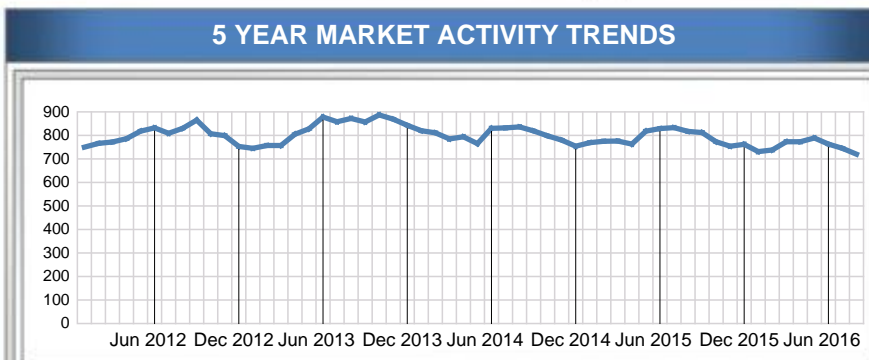
Report Produced on: Sep 12, 2016

Area Delimited by County Of Cherokee



Active Inventory

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**5yr AUG AVG = 815**      **3 MONTHS**

**High**  
Oct 2013 = 887

**Low**  
Aug 2016 = 720

*Inventory* this month at **720**, below the 5 yr AUG average of **815**

JUN	763
JUL	745
AUG	720

**-2.36%**  
**-3.36%**

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	16	2.22%	127.0	16	0	0	0		
\$10,001 - \$20,000	92	12.78%	33.0	91	1	0	0		
\$20,001 - \$50,000	132	18.33%	70.0	118	13	1	0		
\$50,001 - \$90,000	200	27.78%	88.5	156	36	7	1		
\$90,001 - \$150,000	116	16.11%	80.5	41	68	6	1		
\$150,001 - \$280,000	88	12.22%	77.5	27	45	13	3		
\$280,001 and up	76	10.56%	83.0	29	25	13	9		
Total Active Inventory by Units:				720	82.0	478	188	40	14
Total Active Inventory by Volume:				93,182,695		44.69M	31.63M	11.67M	5.19M
Median Active Inventory Listing Price:				\$69,900		\$55,000	\$133,450	\$176,450	\$346,450





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

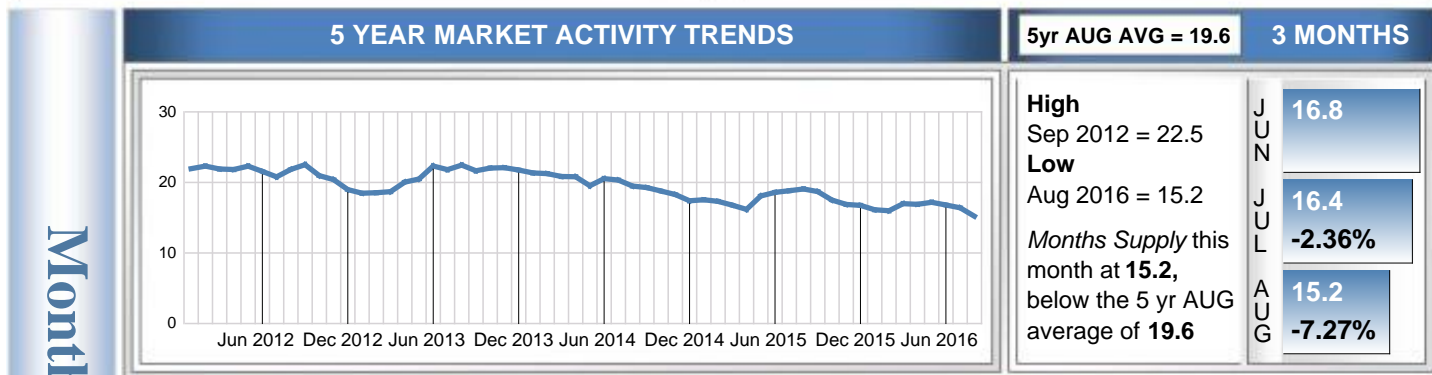
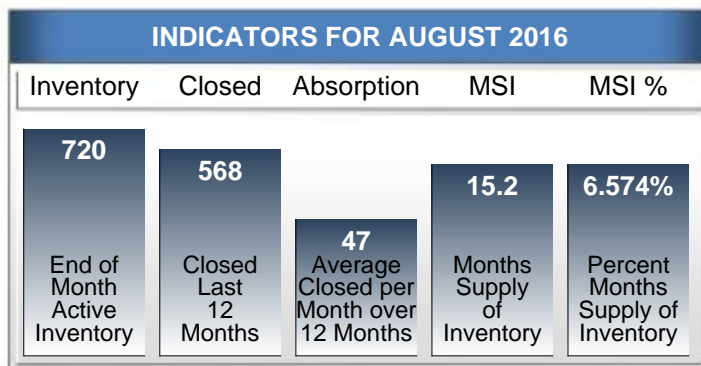
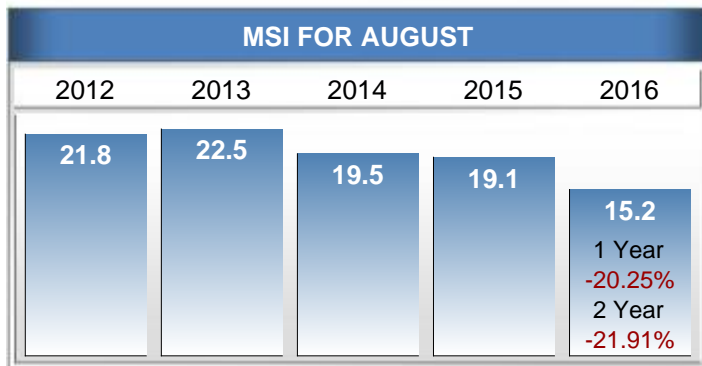
Active Inventory as of Sep 12, 2016



### Months Supply of Inventory

Report Produced on: Sep 12, 2016

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	16	2.22%	24.0	27.4	0.0	0.0	0.0
\$10,001 \$20,000	92	12.78%	20.8	23.7	2.0	0.0	0.0
\$20,001 \$50,000	132	18.33%	17.4	27.2	4.3	4.0	0.0
\$50,001 \$90,000	200	27.78%	21.1	53.5	6.4	7.6	12.0
\$90,001 \$150,000	116	16.11%	8.4	18.9	6.7	4.2	6.0
\$150,001 \$280,000	88	12.22%	10.0	21.6	9.2	5.8	7.2
\$280,001 and up	76	10.56%	30.4	58.0	30.0	17.3	21.6
MSI:			15.2	30.7	7.5	7.1	12.9
Total Active Inventory:			720	478	188	40	14



# Monthly Inventory Analysis

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## August 2016

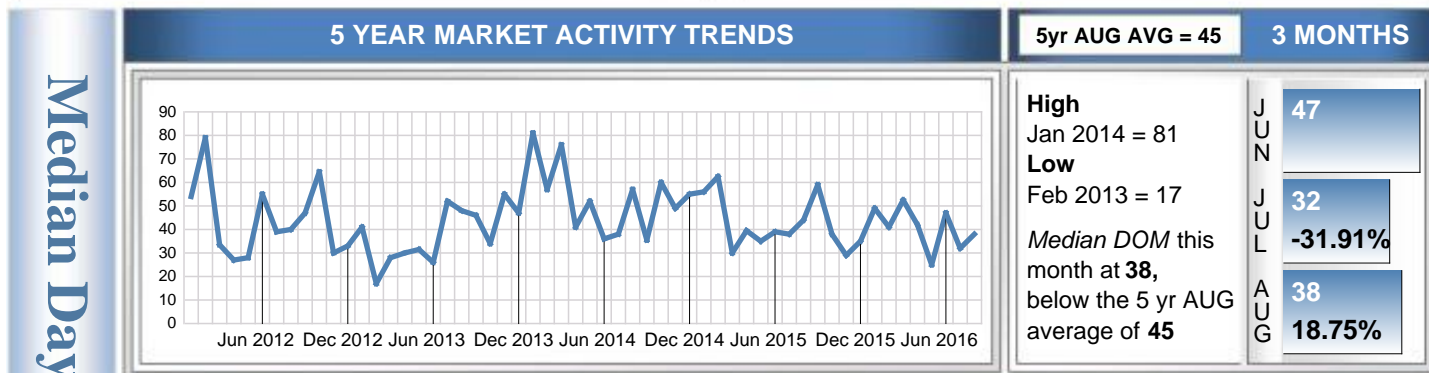
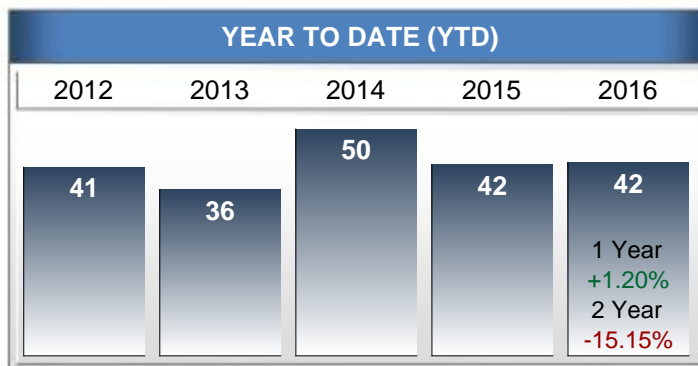
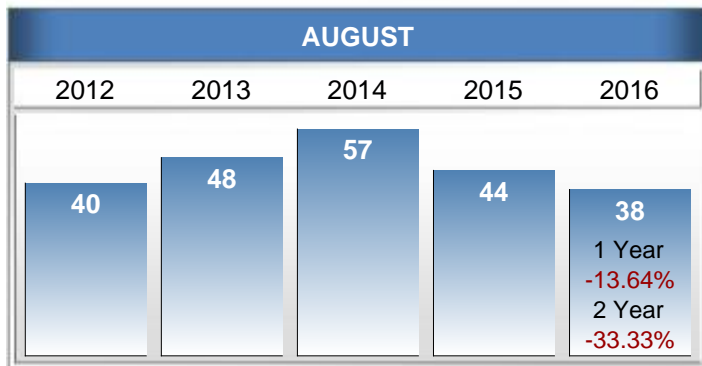
Closed Sales as of Sep 12, 2016



### Median Days on Market to Sale

Report Produced on: Sep 12, 2016

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+
\$30,000 and less	6	9.23%	32.0	27.0	37.0	0.0	0.0
\$30,001 \$50,000	7	10.77%	69.0	18.0	94.5	0.0	0.0
\$50,001 \$70,000	9	13.85%	45.0	45.0	41.5	0.0	0.0
\$70,001 \$120,000	20	30.77%	55.5	40.0	53.0	138.0	38.0
\$120,001 \$150,000	8	12.31%	33.0	0.0	49.0	17.0	0.0
\$150,001 \$200,000	8	12.31%	36.5	0.0	37.0	21.5	0.0
\$200,001 and up	7	10.77%	15.0	0.0	15.0	88.5	0.0
Median Closed DOM:	38.0			38.0	37.5	81.5	38.0
Total Closed Units:	65			20	36	8	1
Total Closed Volume:	7,044,189			1.25M	4.47M	1.25M	77.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

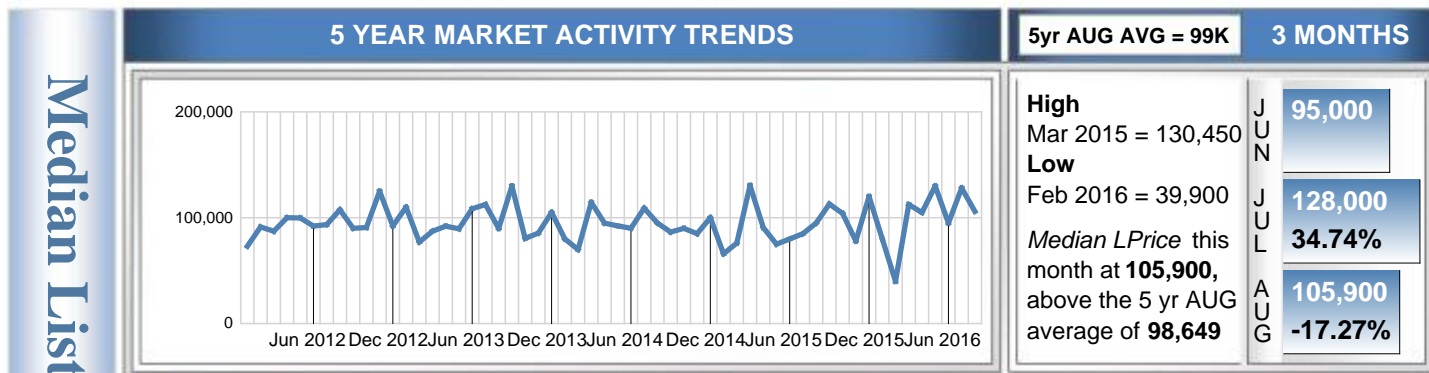
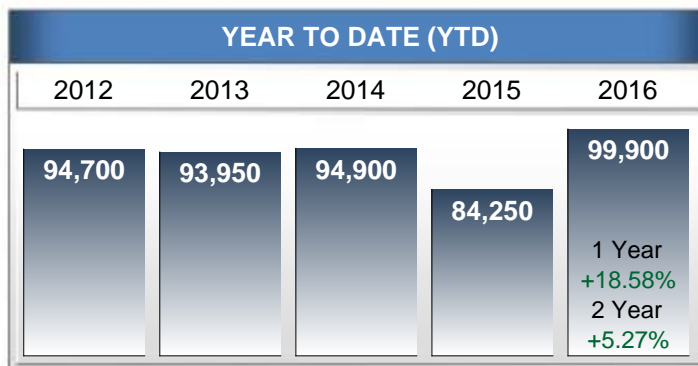
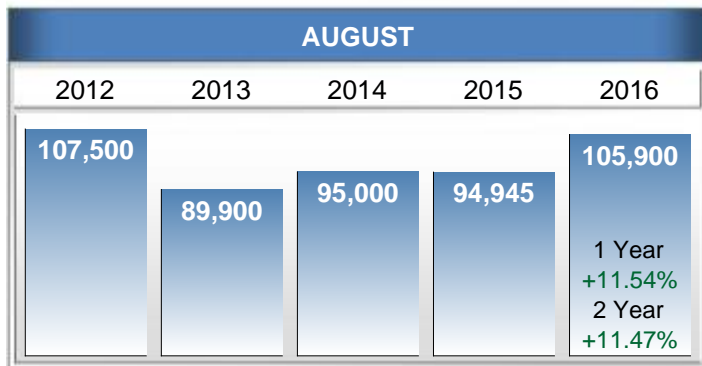
Closed Sales as of Sep 12, 2016



### Median List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$30,000 and less	5		7.69%	26,220	28,000	23,060	0	0
\$30,001 - \$50,000	6		9.23%	41,950	45,950	31,900	0	0
\$50,001 - \$70,000	8		12.31%	66,200	68,250	62,400	0	0
\$70,001 - \$120,000	20		30.77%	90,300	83,750	95,500	119,900	79,900
\$120,001 - \$150,000	11		16.92%	134,900	121,400	134,900	138,700	0
\$150,001 - \$200,000	8		12.31%	179,900	0	179,900	169,200	0
\$200,001 and up	7		10.77%	240,000	0	229,995	242,450	0
Median List Price:		\$105,900			\$69,450	\$126,400	\$148,600	\$79,900
Total Closed Units:		65			20	36	8	1
Total List Volume:		7,382,515			1.36M	4.65M	1.29M	79.90K





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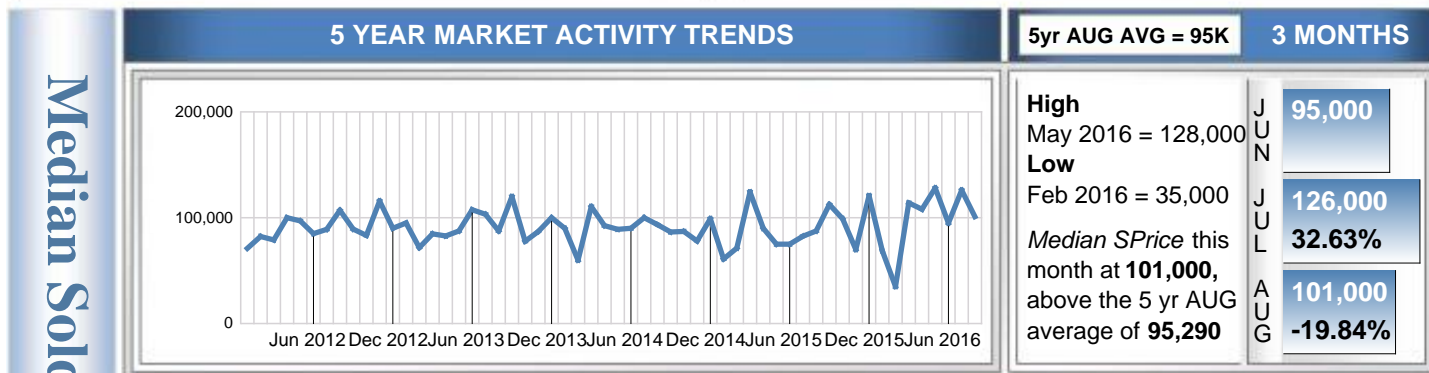
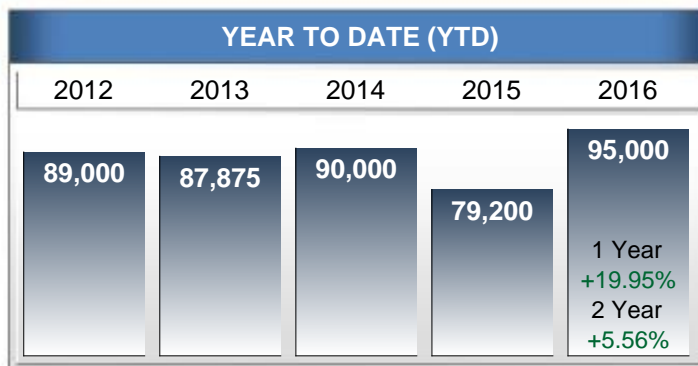
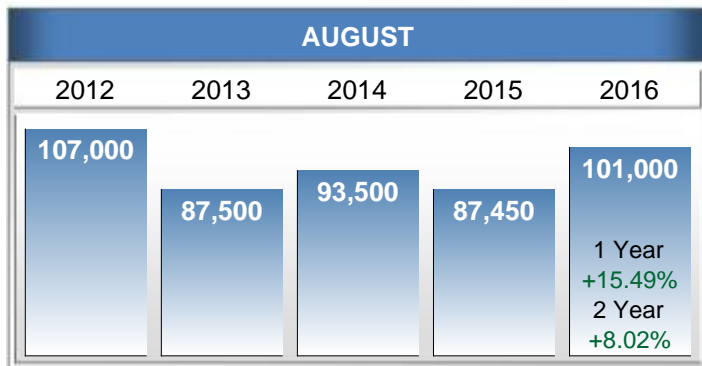
Closed Sales as of Sep 12, 2016



### Median Sold Price at Closing

Report Produced on: Sep 12, 2016

Area Delimited by County Of Cherokee



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+
\$30,000 and less	6	9.23%	20,000	20,000	20,000	0	0
\$30,001 - \$50,000	7	10.77%	40,000	40,000	37,870	0	0
\$50,001 - \$70,000	9	13.85%	62,000	66,500	62,000	0	0
\$70,001 - \$120,000	20	30.77%	98,000	101,000	95,000	115,000	77,500
\$120,001 - \$150,000	8	12.31%	129,950	0	129,900	134,000	0
\$150,001 - \$200,000	8	12.31%	176,500	0	178,950	166,750	0
\$200,001 and up	7	10.77%	230,000	0	221,000	235,000	0
Median Closed Price:	\$101,000			\$63,250	\$121,000	\$146,250	\$77,500
Total Closed Units:	65			20	36	8	1
Total Closed Volume:	7,044,189			1.25M	4.47M	1.25M	77.50K



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## August 2016

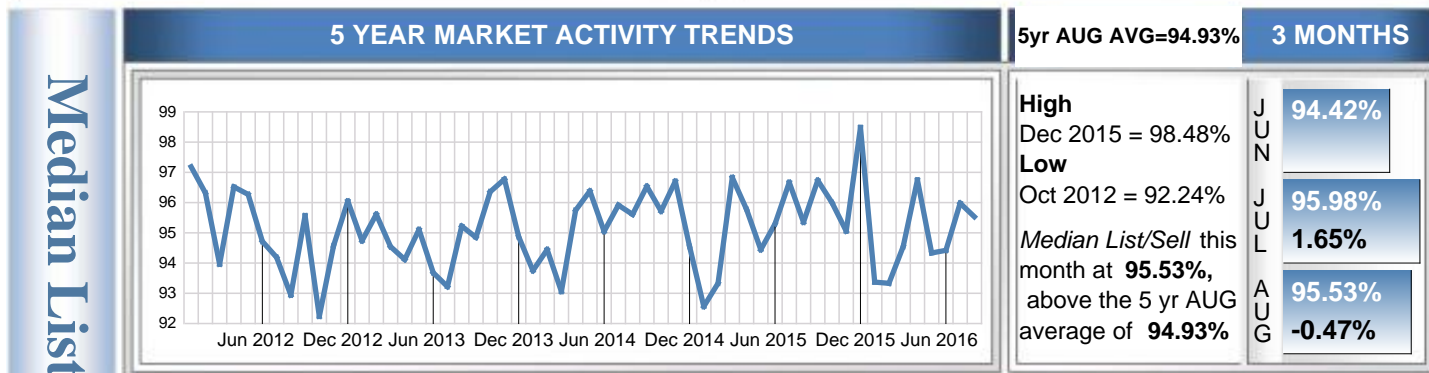
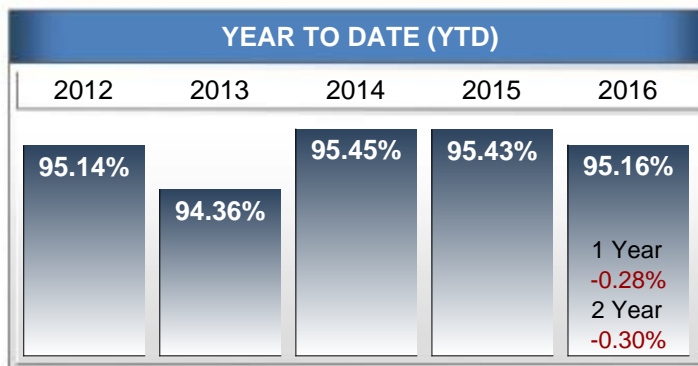
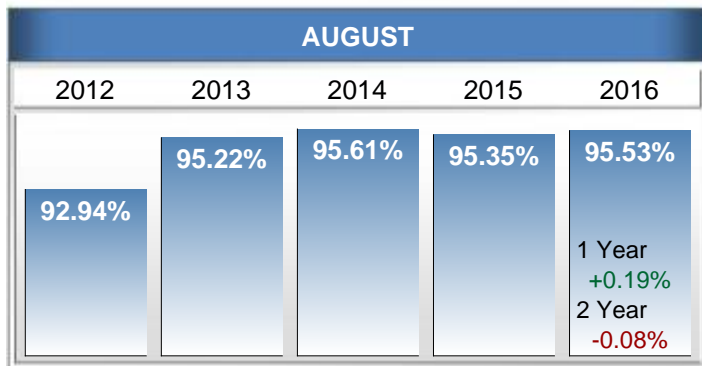
Closed Sales as of Sep 12, 2016



### 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+
\$30,000 and less	6	9.23%	79.94%	83.61%	76.28%	0.00%	0.00%
\$30,001 \$50,000	7	10.77%	89.74%	89.74%	94.28%	0.00%	0.00%
\$50,001 \$70,000	9	13.85%	91.65%	88.89%	92.56%	0.00%	0.00%
\$70,001 \$120,000	20	30.77%	95.64%	95.37%	95.00%	95.91%	97.00%
\$120,001 \$150,000	8	12.31%	97.29%	0.00%	97.57%	96.61%	0.00%
\$150,001 \$200,000	8	12.31%	98.64%	0.00%	98.64%	98.64%	0.00%
\$200,001 and up	7	10.77%	96.60%	0.00%	96.60%	96.92%	0.00%
Median List/Sell Ratio:	95.53%			93.75%	95.86%	96.94%	97.00%
Total Closed Units:	65			20	36	8	1
Total Closed Volume:	7,044,189			1.25M	4.47M	1.25M	77.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

Inventory as of Sep 12, 2016



### Market Summary

Report Produced on: Sep 12, 2016

Area Delimited by County Of Cherokee



**Absorption:** Last 12 months, an Average of 47 Sales/Month

**Active Inventory** as of August 31, 2016 = 720

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	42	65	54.76%	358	380	6.15%
Pending Sales	54	63	16.67%	402	439	9.20%
New Listings	210	221	5.24%	1,520	1,398	-8.03%
Median List Price	94,945	105,900	11.54%	84,250	99,900	18.58%
Median Sale Price	87,450	101,000	15.49%	79,200	95,000	19.95%
Median Percent of List Price to Selling Price	95.35%	95.53%	0.19%	95.43%	95.16%	-0.28%
Median Days on Market to Sale	44.00	38.00	-13.64%	41.50	42.00	1.20%
Monthly Inventory	817	720	-11.87%	817	720	-11.87%
Months Supply of Inventory	19.07	15.21	-20.25%	19.07	15.21	-20.25%

