



# December 2016

Area Delimited by County Of Cherokee

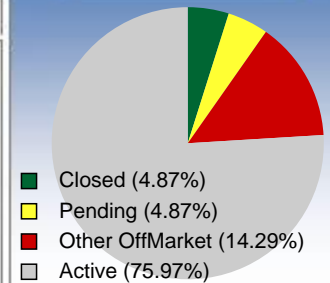


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of December 31, 2016 = **686**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	47	44	-6.38%
Pending Listings	38	44	15.79%
New Listings	201	137	-31.84%
Average List Price	146,681	141,215	-3.73%
Average Sale Price	143,746	119,775	-16.68%
Average Percent of List Price to Selling Price	100.77%	92.41%	-8.30%
Average Days on Market to Sale	49.96	65.39	30.88%
End of Month Inventory	762	686	-9.97%
Months Supply of Inventory	16.75	14.37	-14.22%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 11, 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 December 2016 decreased **9.97%** to 686 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **14.37** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **16.68%** in December 2016 to \$119,775 versus the previous year at \$143,746.

### Average Days on Market Lengthens

The average number of **65.39** days that homes spent on the market before selling increased by 15.43 days or **30.88%** in December 2016 compared to last year's same month at **49.96** DOM.

### Sales Success for December 2016 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 137 New Listings in December 2016, down **31.84%** from last year at 201. Furthermore, there were 44 Closed Listings this month versus last year at 47, a **-6.38%** decrease.

Closed versus Listed trends yielded a **32.1%** ratio, up from last year's December 2016 at **23.4%**, a **37.35%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## December 2016

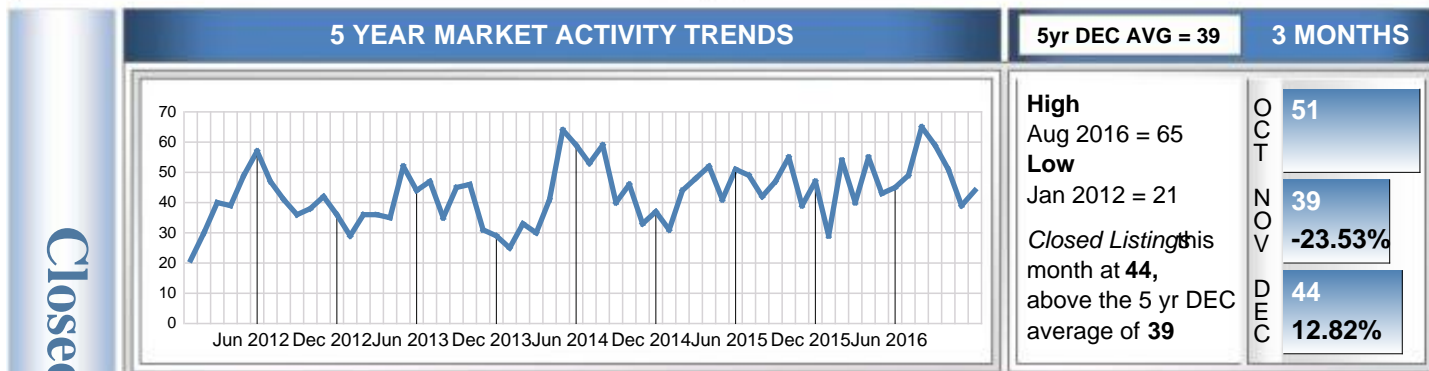
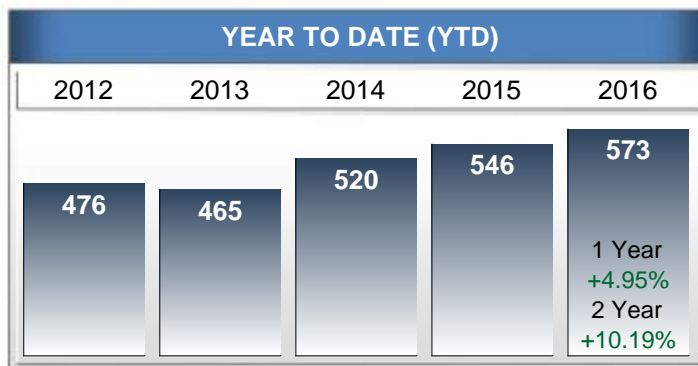
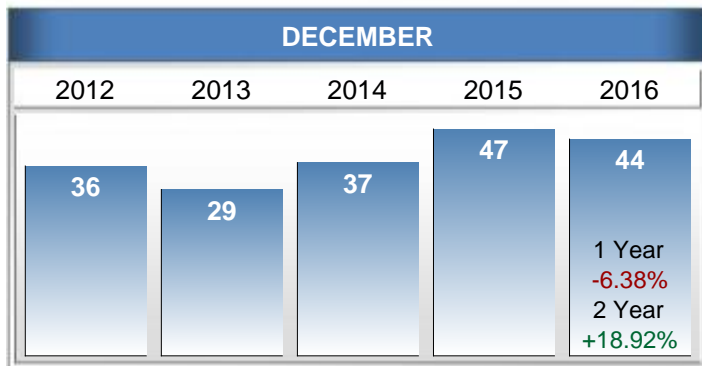
Closed Sales as of Jan 11, 2017



### Closed Listings

Report Produced on: Jan 11, 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+
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 \$40,000	9	20.45%	58.0	6	2	1	0
\$40,001 \$60,000	7	15.91%	65.6	4	2	1	0
\$60,001 \$100,000	12	27.27%	61.9	3	6	3	0
\$100,001 \$150,000	6	13.64%	51.8	3	3	0	0
\$150,001 \$250,000	5	11.36%	54.4	0	5	0	0
\$250,001 and up	5	11.36%	114.0	3	1	1	0
Total Closed Units: 44				65.4	19	19	6
Total Closed Volume: 5,270,115					2.34M	2.34M	586.90K
Average Closed Price: \$119,775					\$123,132	\$123,353	\$97,817
							0.00B
							\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

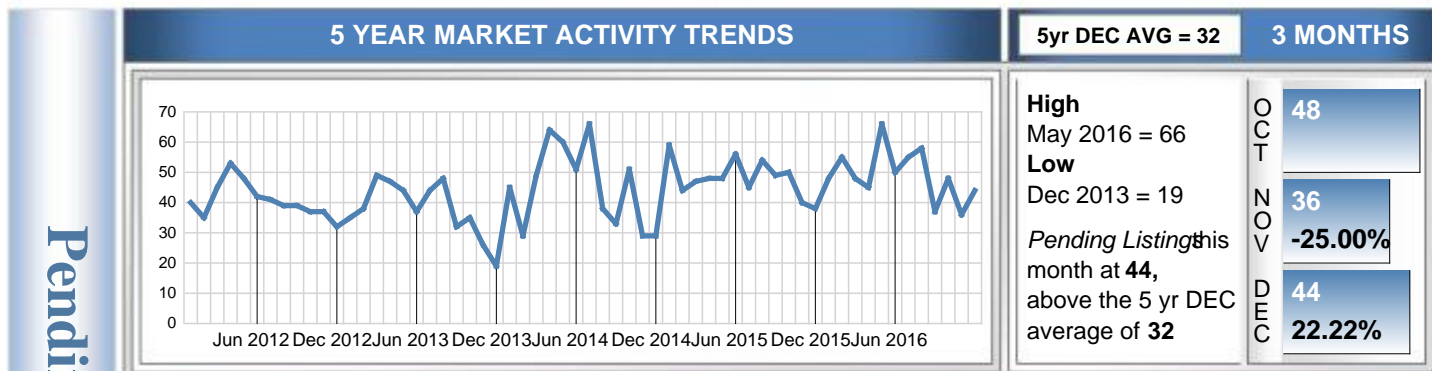
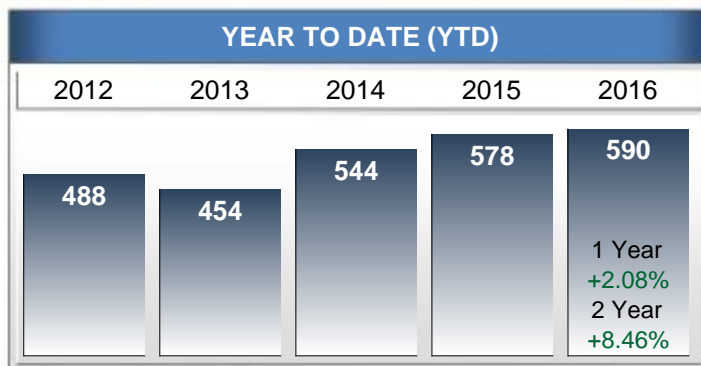
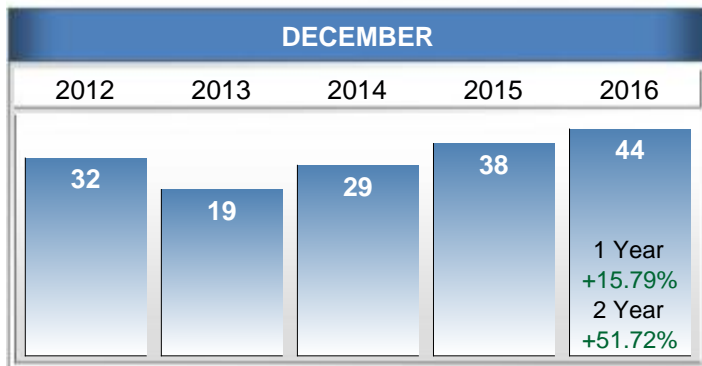
Pending Listings as of Jan 11, 2017



### Pending Listings

Report Produced on: Jan 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	5	11.36%	52.0	2	2	1	0	
\$40,001 \$50,000	4	9.09%	30.0	2	2	0	0	
\$50,001 \$80,000	7	15.91%	66.7	2	4	1	0	
\$80,001 \$130,000	11	25.00%	68.0	2	9	0	0	
\$130,001 \$170,000	7	15.91%	81.0	2	4	1	0	
\$170,001 \$200,000	6	13.64%	75.7	0	5	1	0	
\$200,001 and up	4	9.09%	59.3	2	1	1	0	
Total Pending Units: 44				43.8	12	27	5	
Total Pending Volume: 5,092,099					1.17M	3.09M	828.90K	0.00B
Average Listing Price: \$59,300					\$97,592	\$114,522	\$165,780	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

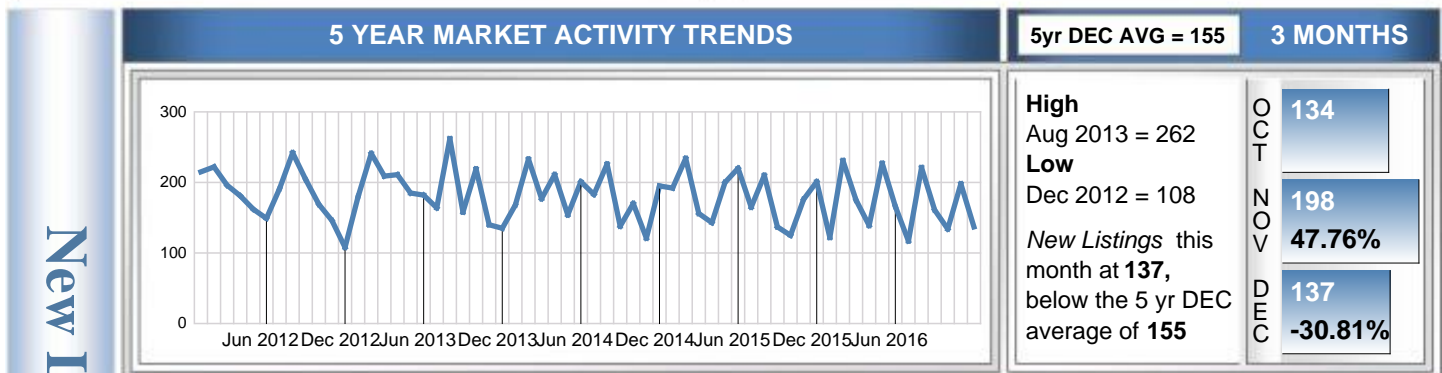
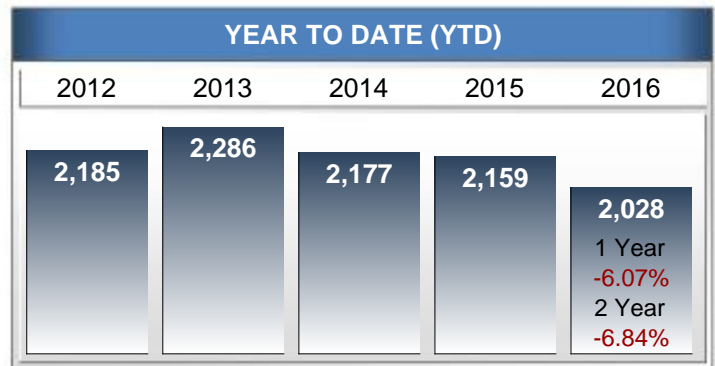
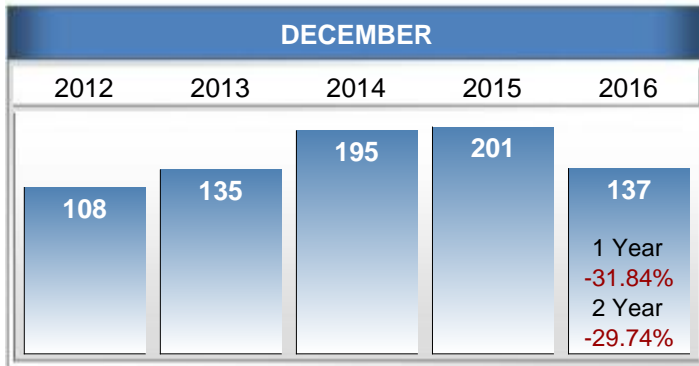
New Listings as of Jan 11, 2017



### New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Cherokee



#### 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	5	3.65%	5	0	0	0	
\$10,001 - \$20,000	18	13.14%	16	2	0	0	
\$20,001 - \$30,000	27	19.71%	24	3	0	0	
\$30,001 - \$100,000	33	24.09%	22	9	2	0	
\$100,001 - \$170,000	22	16.06%	4	15	3	0	
\$170,001 - \$400,000	18	13.14%	6	8	3	1	
\$400,001 and up	14	10.22%	10	0	3	1	
Total New Listed Units:			137	87	37	11	2
Total New Listed Volume:			19,386,666	9.85M	4.84M	4.04M	650.90K
Average New Listed Listing Price:			\$0	\$113,235	\$130,922	\$367,291	\$325,450

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

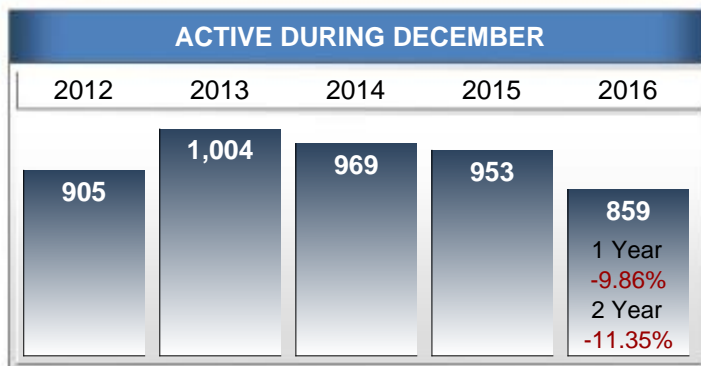
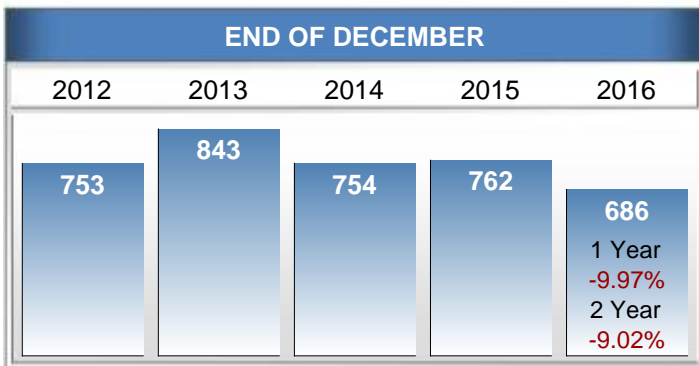
Active Inventory as of Jan 11, 2017



### Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Cherokee



Active Inventory

Ready to Buy or Sell Real Estate?  
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**5yr DEC AVG = 760**      **3 MONTHS**

**High**  
Oct 2013 = 887

**Low**  
Dec 2016 = 686

*Inventory* this month at **686**, below the 5 yr DEC average of **760**

OCT	734
NOV	723
DEC	686
	-5.12%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	28	4.08%	87.9	28	0	0	0
\$10,001 - \$20,000	97	14.14%	95.9	96	1	0	0
\$20,001 - \$50,000	127	18.51%	74.2	115	9	3	0
\$50,001 - \$90,000	177	25.80%	82.7	142	29	6	0
\$90,001 - \$150,000	99	14.43%	77.1	44	48	5	2
\$150,001 - \$310,000	89	12.97%	86.7	25	46	15	3
\$310,001 and up	69	10.06%	83.7	28	22	15	4
Total Active Inventory by Units:		686	83.0	478	155	44	9
Total Active Inventory by Volume:		84,882,721		41.19M	28.35M	12.50M	2.84M
Average Active Inventory Listing Price:		\$123,736		\$86,169	\$182,894	\$284,152	\$315,833





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2016

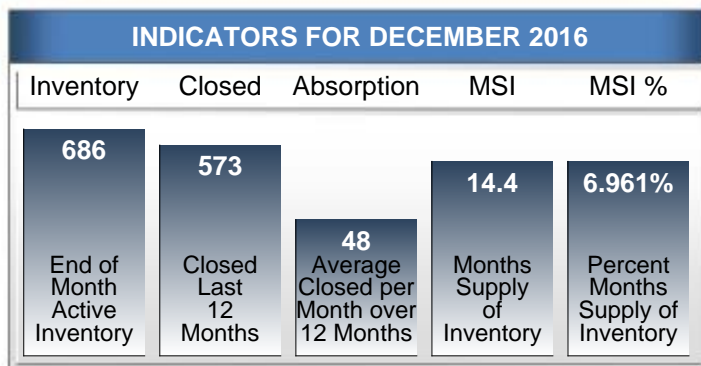
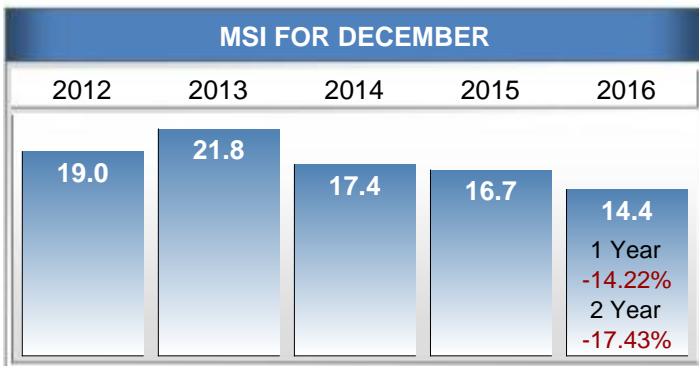
Active Inventory as of Jan 11, 2017



### Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Cherokee



Months Supply

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5yr DEC AVG = 17.9	3 MONTHS
<b>High</b> Sep 2012 = 22.5	<b>OCT</b> 15.3
<b>Low</b> Dec 2016 = 14.4	<b>NOV</b> 15.1
Months Supply this month at <b>14.4</b> , below the 5 yr DEC average of <b>17.9</b>	<b>DEC</b> <b>-4.62%</b>

#### 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	28	4.08%	22.4	24.0	0.0	0.0	0.0
\$10,001 \$20,000	97	14.14%	19.1	20.9	4.0	0.0	0.0
\$20,001 \$50,000	127	18.51%	16.7	27.1	3.2	7.2	0.0
\$50,001 \$90,000	177	25.80%	18.2	38.7	6.0	5.1	0.0
\$90,001 \$150,000	99	14.43%	7.3	22.0	4.5	6.7	12.0
\$150,001 \$310,000	89	12.97%	10.0	18.8	9.2	6.9	7.2
\$310,001 and up	69	10.06%	41.4	42.0	44.0	60.0	16.0
MSI:			14.4	27.1	6.4	8.8	9.0
Total Active Inventory:			686	478	155	44	9



# Monthly Inventory Analysis

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## December 2016

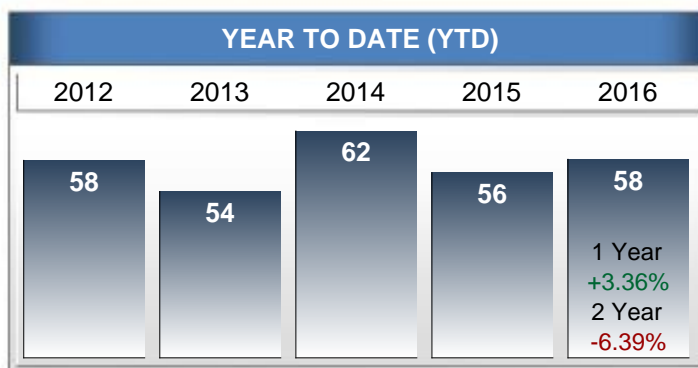
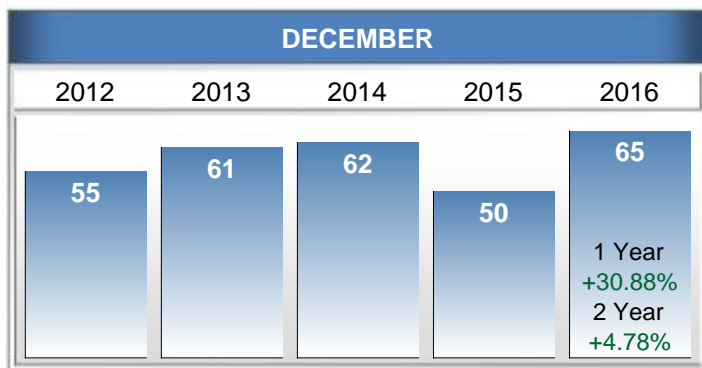
Closed Sales as of Jan 11, 2017



### Average Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by County Of Cherokee



Average Days on Market

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**5yr DEC AVG = 59**      **3 MONTHS**

**High**  
Jan 2014 = 82

**Low**  
Feb 2013 = 36

Average DOM this month at **65**, above the 5 yr DEC average of **59**

OCT	53
NOV	68
DEC	65
<b>28.67%</b>	
<b>-3.48%</b>	

#### 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+
\$10,000 and less	0			0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 \$40,000	9			20.45%	58.0	50.3	24.0	172.0	0.0
\$40,001 \$60,000	7			15.91%	65.6	68.8	39.5	105.0	0.0
\$60,001 \$100,000	12			27.27%	61.9	71.0	76.8	23.0	0.0
\$100,001 \$150,000	6			13.64%	51.8	41.7	62.0	0.0	0.0
\$150,001 \$250,000	5			11.36%	54.4	0.0	54.4	0.0	0.0
\$250,001 and up	5			11.36%	114.0	132.0	117.0	57.0	0.0
Average Closed DOM:	65.4					69.0	61.2	67.2	0.0
Total Closed Units:	44					19	19	6	0.0
Total Closed Volume:	5,270,115					2.34M	2.34M	586.90K	0.00B



# Monthly Inventory Analysis

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## December 2016

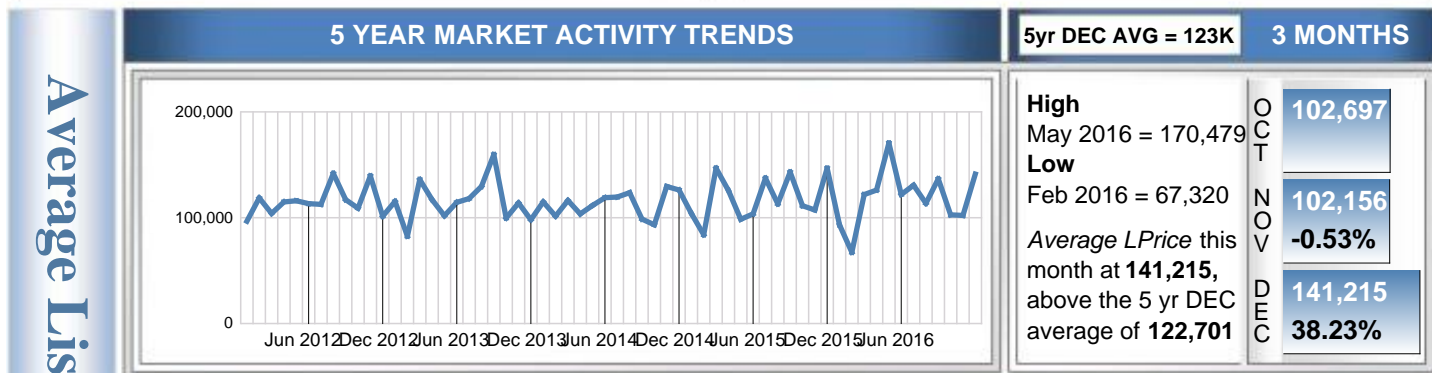
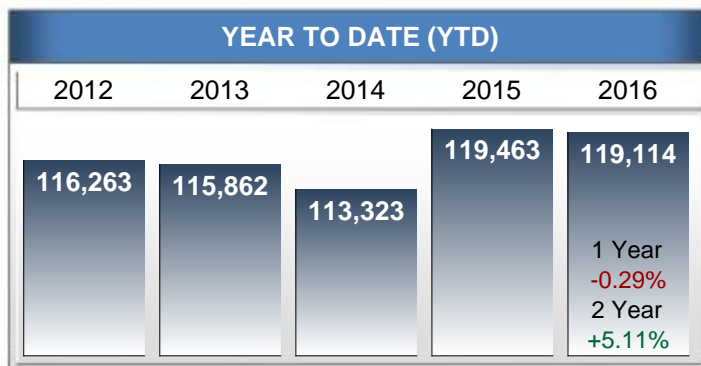
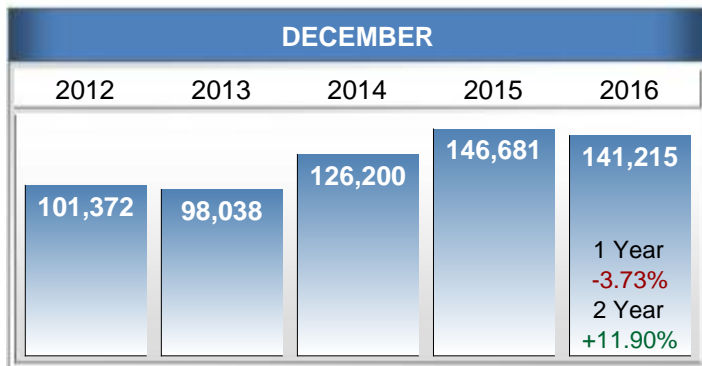
Closed Sales as of Jan 11, 2017



### Average List Price at Closing

Report Produced on: Jan 11, 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+
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 \$40,000	9	20.45%	24,844	23,750	37,000	15,000	0
\$40,001 \$60,000	6	13.64%	55,767	58,450	57,700	40,000	0
\$60,001 \$100,000	12	27.27%	84,845	82,632	88,983	92,947	0
\$100,001 \$150,000	7	15.91%	126,814	128,967	131,933	0	0
\$150,001 \$250,000	5	11.36%	185,340	0	185,340	0	0
\$250,001 and up	5	11.36%	564,548	734,280	360,000	259,900	0
Average List Price:	\$141,215			\$169,154	\$126,621	\$98,957	\$0
Total Closed Units:	44			19	19	6	
Total List Volume:	6,213,475			3.21M	2.41M	593.74K	0.00B





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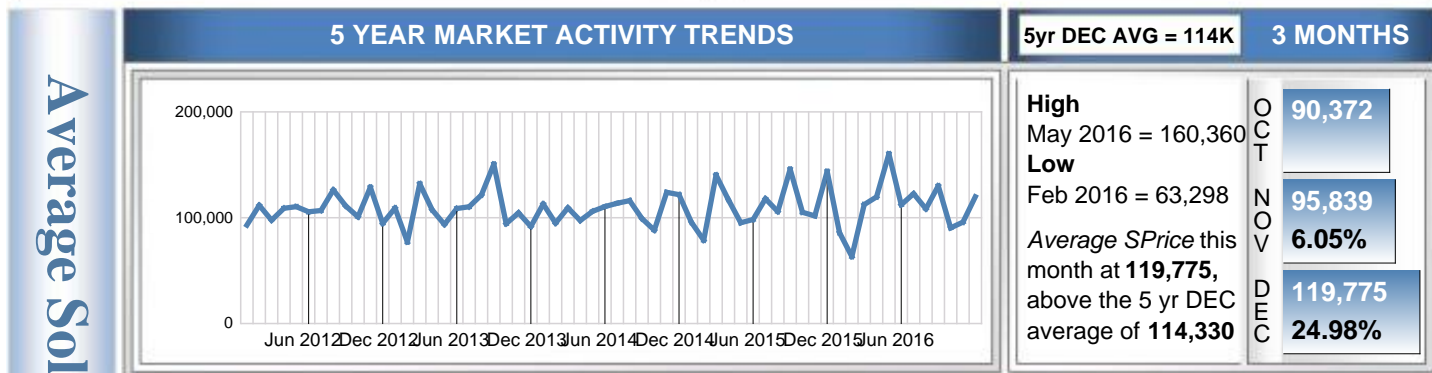
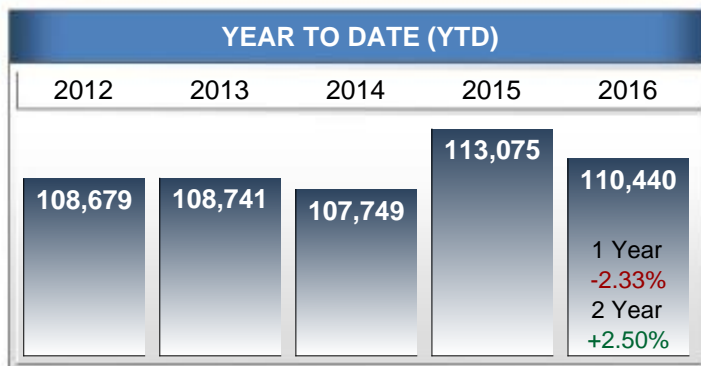
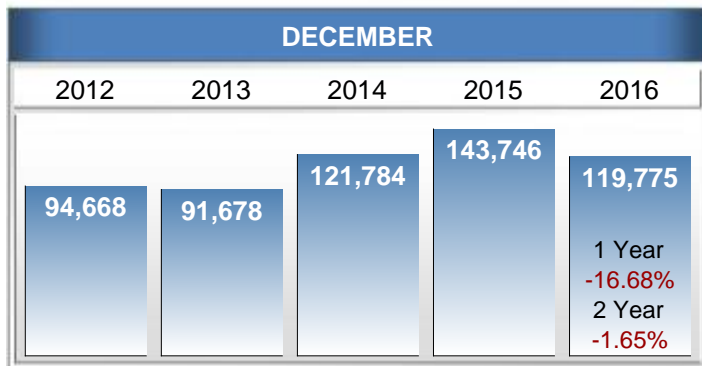
Closed Sales as of Jan 11, 2017



### Average Sold Price at Closing

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Average Sold Price

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Contact an experienced REALTOR

#### 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+
\$10,000 and less	0		0.00%	0	0	0	0	0
\$10,001 \$40,000	9		20.45%	21,556	19,083	32,250	15,000	0
\$40,001 \$60,000	7		15.91%	50,302	49,779	53,750	45,500	0
\$60,001 \$100,000	12		27.27%	86,033	81,967	86,667	88,833	0
\$100,001 \$150,000	6		13.64%	129,150	126,667	131,633	0	0
\$150,001 \$250,000	5		11.36%	181,760	0	181,760	0	0
\$250,001 and up	5		11.36%	401,580	466,667	348,000	259,900	0
Average Closed Price:	\$119,775				\$123,132	\$123,353	\$97,817	\$0
Total Closed Units:	44				19	19	6	
Total Closed Volume:	5,270,115				2.34M	2.34M	586.90K	0.00B



# Monthly Inventory Analysis

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## December 2016

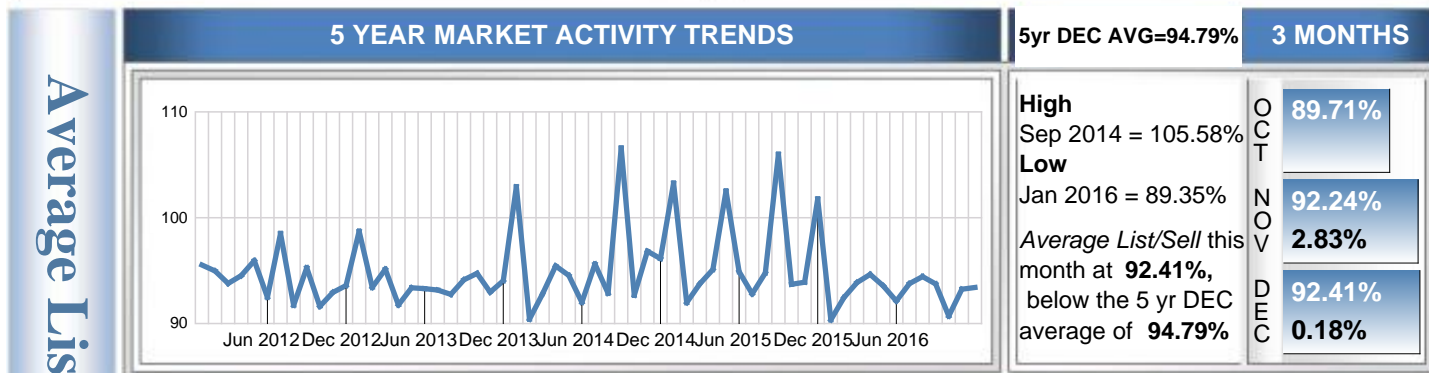
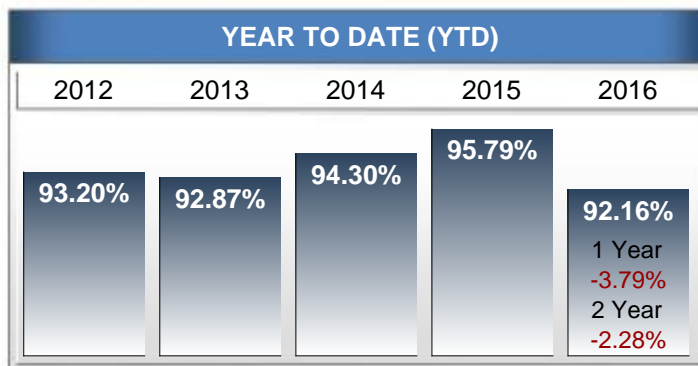
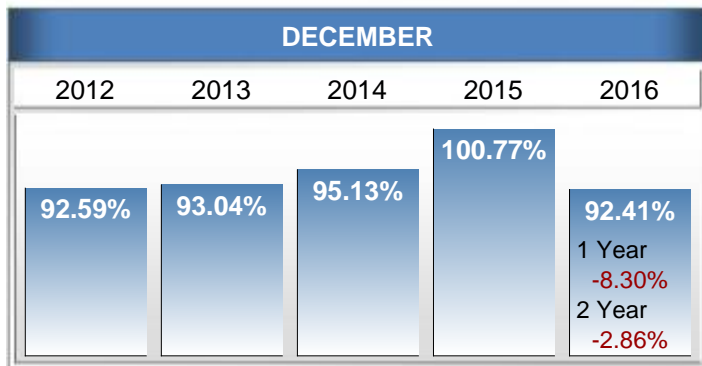
Closed Sales as of Jan 11, 2017



### Average Percent of List Price to Selling Price

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#### 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+
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$40,000	9	20.45%	86.62%	83.93%	87.97%	100.00%	0.00%
\$40,001 \$60,000	7	15.91%	91.51%	85.26%	92.90%	113.75%	0.00%
\$60,001 \$100,000	12	27.27%	97.72%	99.36%	97.79%	95.94%	0.00%
\$100,001 \$150,000	6	13.64%	99.08%	98.64%	99.52%	0.00%	0.00%
\$150,001 \$250,000	5	11.36%	98.26%	0.00%	98.26%	0.00%	0.00%
\$250,001 and up	5	11.36%	77.47%	63.55%	96.67%	100.00%	0.00%
Average List/Sell Ratio: 92.40%				85.75%	96.58%	100.26%	0.00%
Total Closed Units: 44				19	19	6	
Total Closed Volume: 5,270,115				2.34M	2.34M	586.90K	0.00B



# Monthly Inventory Analysis

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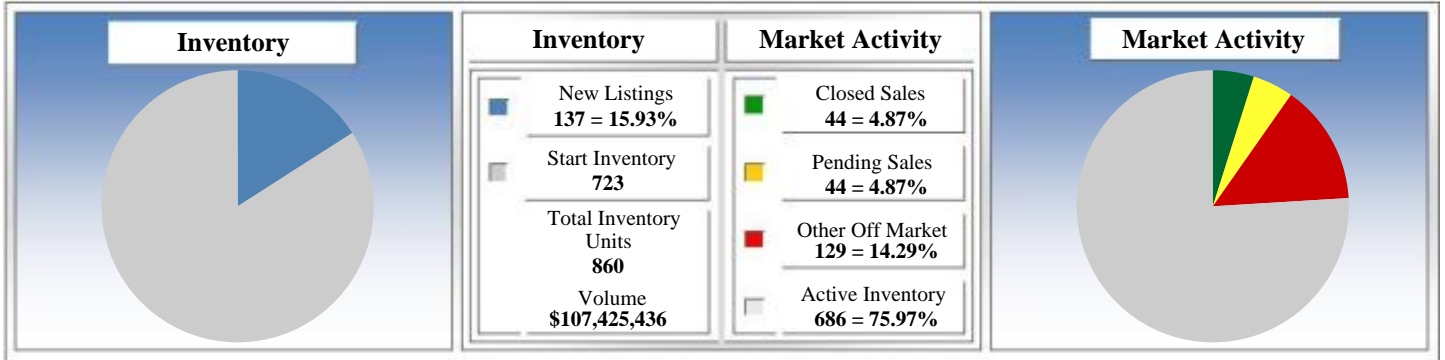
Inventory as of Jan 11, 2017



### Market Summary

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Area Delimited by County Of Cherokee



**Absorption:** Last 12 months, an Average of 48 Sales/Month

**Active Inventory** as of December 31, 2016 = 686

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	47	44	-6.38%	546	573	4.95%
Pending Sales	38	44	15.79%	578	590	2.08%
New Listings	201	137	-31.84%	2,159	2,028	-6.07%
Average List Price	146,681	141,215	-3.73%	119,463	119,114	-0.29%
Average Sale Price	143,746	119,775	-16.68%	113,075	110,440	-2.33%
Average Percent of List Price to Selling Price	100.77%	92.41%	-8.30%	95.79%	92.16%	-3.79%
Average Days on Market to Sale	49.96	65.39	30.88%	56.14	58.02	3.36%
Monthly Inventory	762	686	-9.97%	762	686	-9.97%
Months Supply of Inventory	16.75	14.37	-14.22%	16.75	14.37	-14.22%

