



# September 2016

Area Delimited by County Of Cherokee

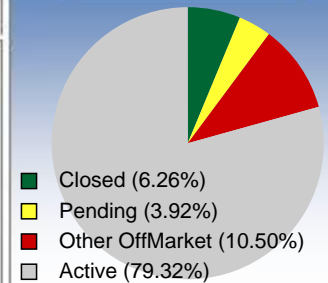


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of September 30, 2016 = **748**

	SEPTEMBER		
	2015	2016	+/-%
Closed Listings	47	59	25.53%
Pending Listings	49	37	-24.49%
New Listings	137	161	17.52%
Average List Price	143,098	136,686	-4.48%
Average Sale Price	145,773	130,089	-10.76%
Average Percent of List Price to Selling Price	104.99%	92.74%	-11.67%
Average Days on Market to Sale	64.57	57.93	-10.29%
End of Month Inventory	812	748	-7.88%
Months Supply of Inventory	18.70	15.48	-17.25%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 2016

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 September 2016 decreased **7.88%** to 748 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 **15.48** 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 **10.76%** in September 2016 to \$130,089 versus the previous year at \$145,773.

### Average Days on Market Shortens

The average number of **57.93** days that homes spent on the market before selling decreased by 6.64 days or **10.29%** in September 2016 compared to last year's same month at **64.57** DOM.

### Sales Success for September 2016 is Positive

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

There were 161 New Listings in September 2016, up **17.52%** from last year at 137. Furthermore, there were 59 Closed Listings this month versus last year at 47, a **25.53%** increase.

Closed versus Listed trends yielded a **36.6%** ratio, up from last year's September 2016 at **34.3%**, a **6.82%** 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®

## September 2016

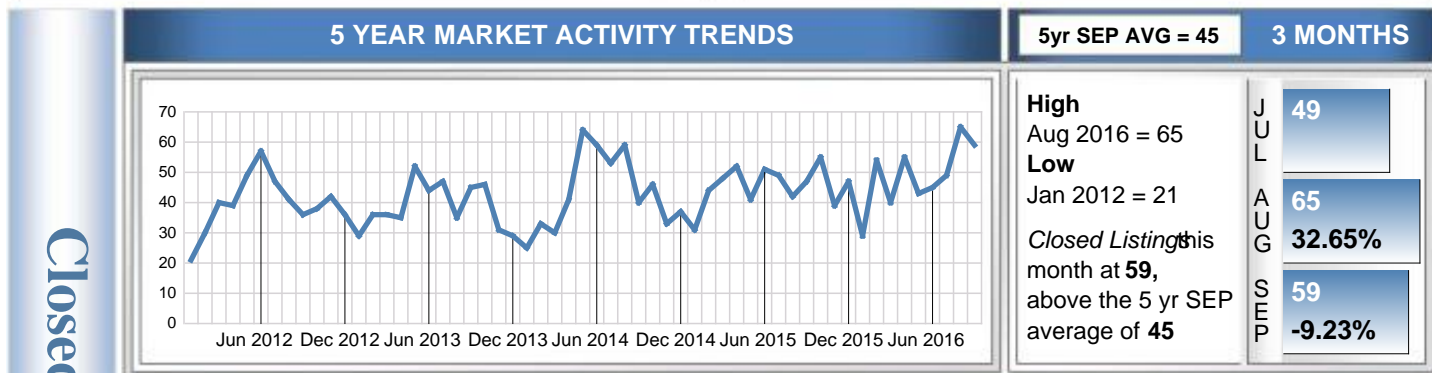
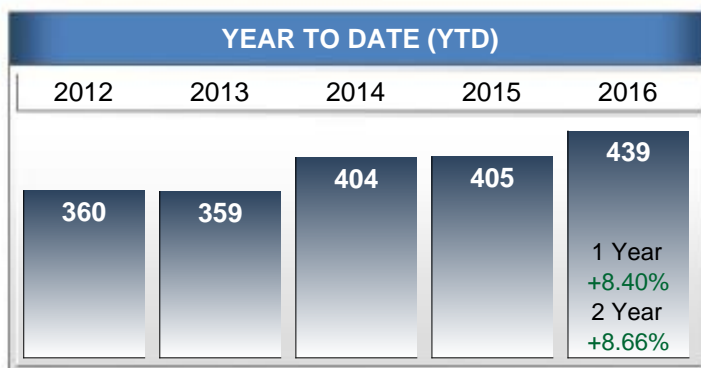
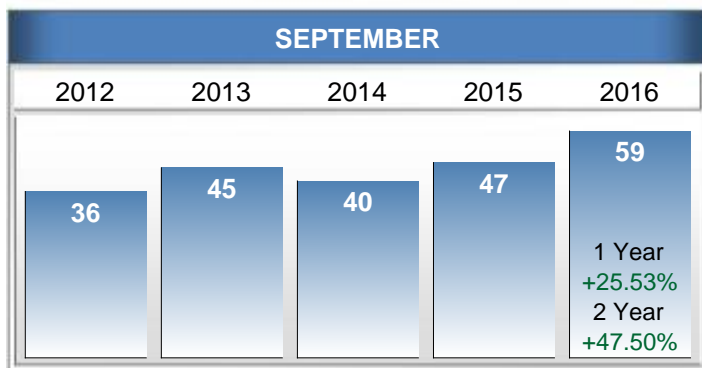
Closed Sales as of Oct 11, 2016



### Closed Listings

Report Produced on: Oct 11, 2016

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	8.47%	72.6	5	0	0	0
\$20,001 \$40,000	6	10.17%	56.5	2	4	0	0
\$40,001 \$80,000	9	15.25%	51.8	3	5	1	0
\$80,001 \$130,000	14	23.73%	46.1	5	7	2	0
\$130,001 \$180,000	10	16.95%	52.6	0	10	0	0
\$180,001 \$290,000	10	16.95%	65.5	1	3	6	0
\$290,001 and up	5	8.47%	84.8	2	1	1	1
<b>Total Closed Units:</b>	<b>59</b>		<b>57.9</b>	<b>18</b>	<b>30</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>7,675,230</b>			<b>1.63M</b>	<b>3.59M</b>	<b>2.11M</b>	<b>346.40K</b>
<b>Average Closed Price:</b>	<b>\$130,089</b>			<b>\$90,642</b>	<b>\$119,596</b>	<b>\$210,940</b>	<b>\$346,400</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

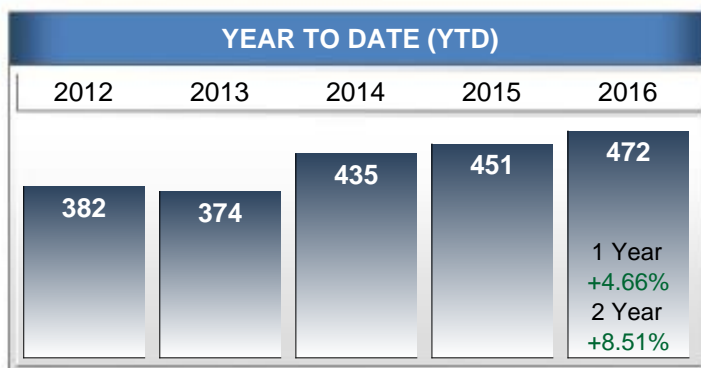
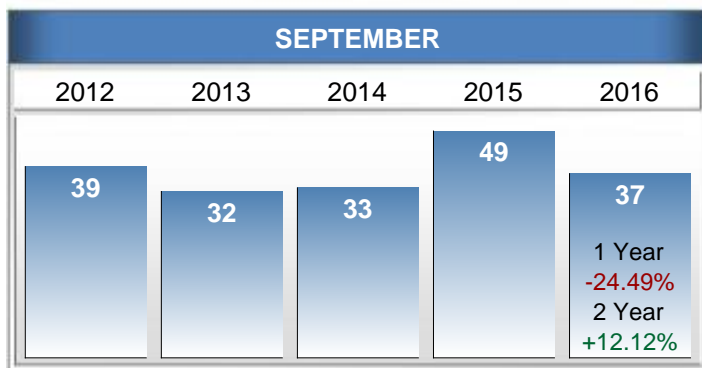
Pending Listings as of Oct 11, 2016



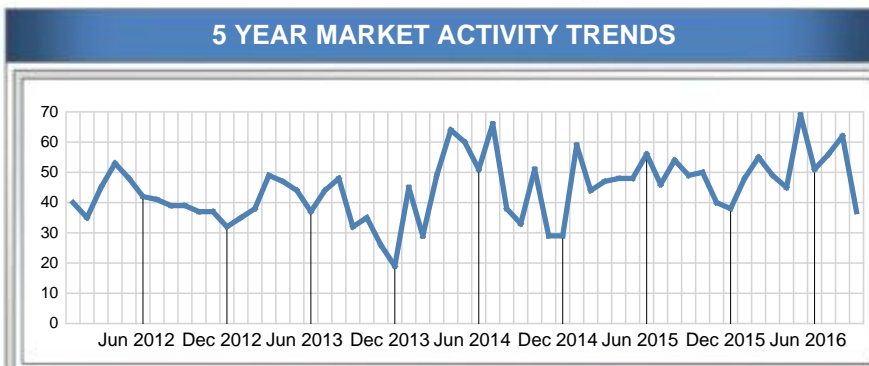
### Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



**Pending Listings**  
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**5yr SEP AVG = 38**      **3 MONTHS**

**High**  
May 2016 = 69

**Low**  
Dec 2013 = 19

*Pending Listing* this month at **37**, below the 5 yr SEP average of **38**

JUL	56
AUG	62
SEP	37
<b>10.71%</b>	
<b>-40.32%</b>	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	8.11%	25.3	3	0	0	0
\$20,001 - \$60,000	4	10.81%	57.8	3	1	0	0
\$60,001 - \$80,000	4	10.81%	82.5	1	2	1	0
\$80,001 - \$110,000	8	21.62%	55.9	2	4	2	0
\$110,001 - \$140,000	8	21.62%	72.5	0	8	0	0
\$140,001 - \$190,000	6	16.22%	56.0	0	4	2	0
\$190,001 and up	4	10.81%	81.8	1	2	0	1
<b>Total Pending Units:</b>	<b>37</b>		<b>19.0</b>	<b>10</b>	<b>21</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume:</b>	<b>4,546,200</b>			<b>926.20K</b>	<b>2.81M</b>	<b>619.60K</b>	<b>194.90K</b>
<b>Average Listing Price:</b>	<b>\$92,250</b>			<b>\$92,620</b>	<b>\$133,595</b>	<b>\$123,920</b>	<b>\$194,900</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

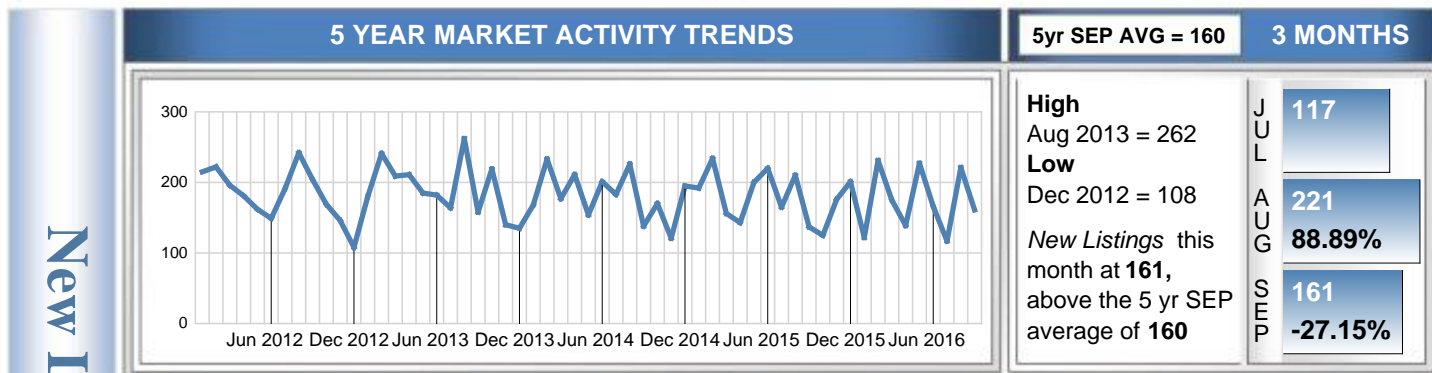
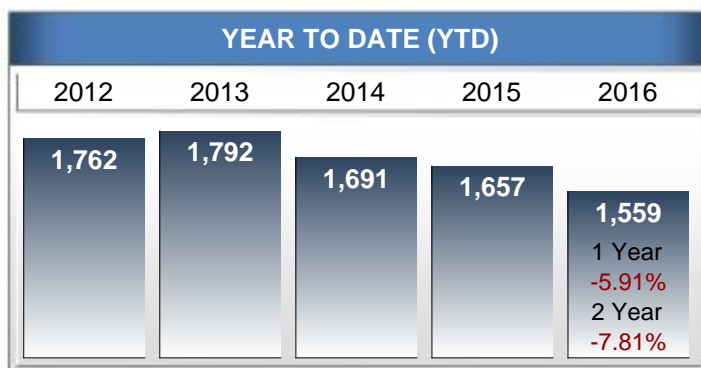
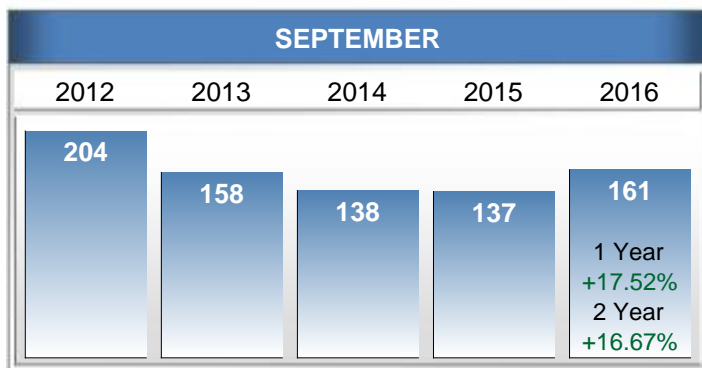
New Listings as of Oct 11, 2016



### New Listings

Report Produced on: Oct 11, 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	10	6.21%	10	0	0	0
\$10,001 \$20,000	26	16.15%	26	0	0	0
\$20,001 \$40,000	23	14.29%	23	0	0	0
\$40,001 \$120,000	41	25.47%	27	11	3	0
\$120,001 \$160,000	21	13.04%	5	16	0	0
\$160,001 \$260,000	22	13.66%	5	14	3	0
\$260,001 and up	18	11.18%	5	8	5	0
Total New Listed Units:			101	49	11	
Total New Listed Volume:			7.58M	9.30M	2.53M	0.00B
Average New Listed Listing Price:			\$75,079	\$189,831	\$229,772	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

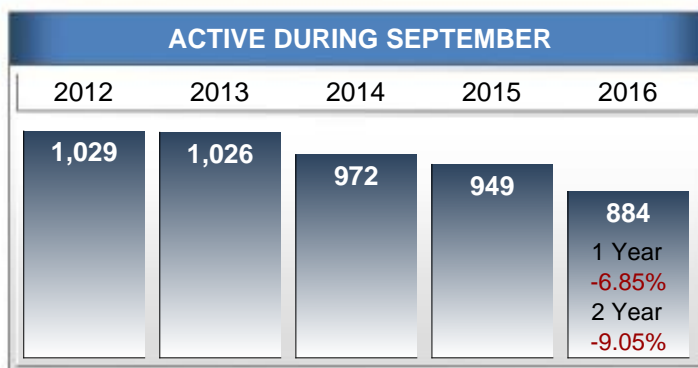
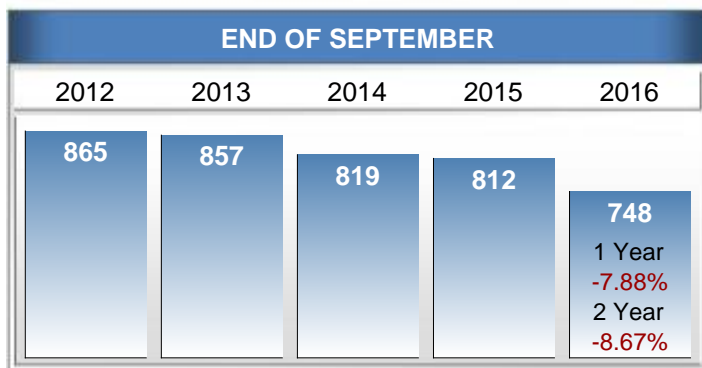
Active Inventory as of Oct 11, 2016



### Active Inventory

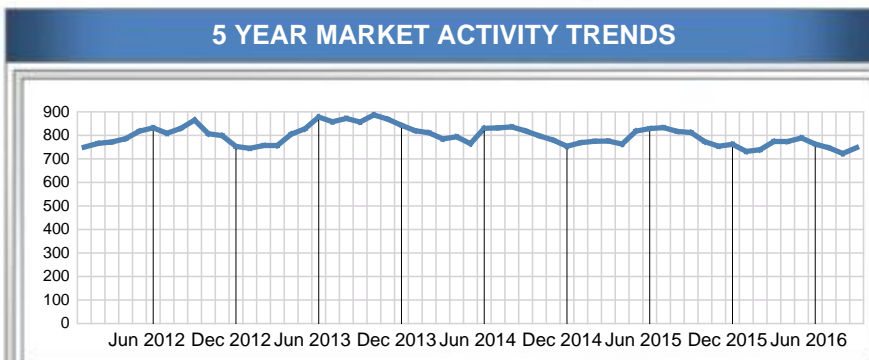
Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Active Inventory

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**5yr SEP AVG = 820**      **3 MONTHS**

**High**  
Oct 2013 = 887

**Low**  
Aug 2016 = 723

*Inventory* this month at **748**, below the 5 yr SEP average of **820**

JUL	747
AUG	723
SEP	748
	<b>3.46%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	19	2.54%	57.7	19	0	0	0
\$10,001 - \$20,000	101	13.50%	60.8	100	1	0	0
\$20,001 - \$50,000	139	18.58%	77.3	126	12	1	0
\$50,001 - \$90,000	201	26.87%	96.2	161	32	7	1
\$90,001 - \$150,000	113	15.11%	81.7	46	62	4	1
\$150,001 - \$280,000	95	12.70%	72.7	27	52	15	1
\$280,001 and up	80	10.70%	92.6	29	25	17	9
Total Active Inventory by Units:			748	508	184	44	12
Total Active Inventory by Volume:			95,096,664	45.27M	32.12M	12.87M	4.84M
Average Active Inventory Listing Price:			\$127,135	\$89,117	\$174,557	\$292,419	\$403,350





# Monthly Inventory Analysis

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## September 2016

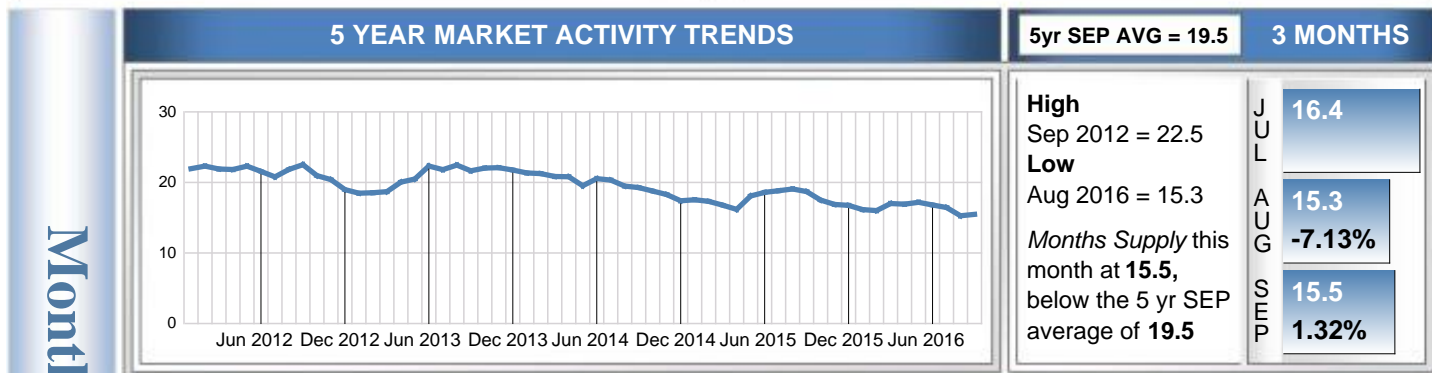
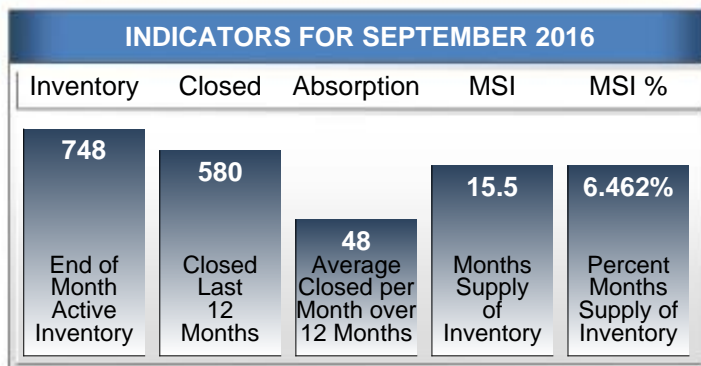
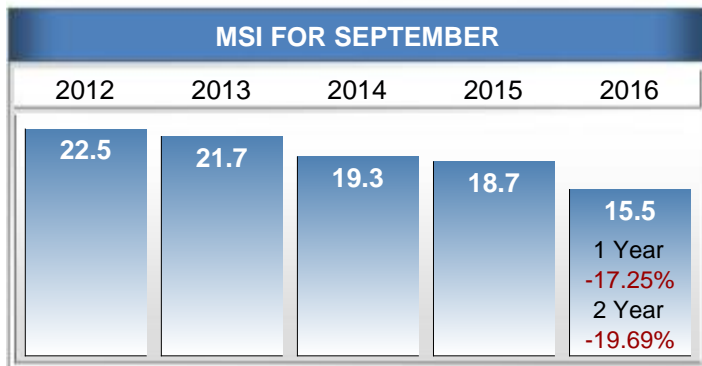
Active Inventory as of Oct 11, 2016



### Months Supply of Inventory

Report Produced on: Oct 11, 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	19	2.54%	25.3	28.5	0.0	0.0	0.0
\$10,001 \$20,000	101	13.50%	21.6	24.5	2.0	0.0	0.0
\$20,001 \$50,000	139	18.58%	17.7	29.1	3.7	4.0	0.0
\$50,001 \$90,000	201	26.87%	21.2	55.2	6.0	6.0	12.0
\$90,001 \$150,000	113	15.11%	8.0	22.1	5.9	3.2	6.0
\$150,001 \$280,000	95	12.70%	10.7	23.1	9.9	7.2	2.4
\$280,001 and up	80	10.70%	31.0	58.0	33.3	18.5	21.6
MSI:			15.5	32.3	7.1	7.7	11.1
Total Active Inventory:			748	508	184	44	12



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

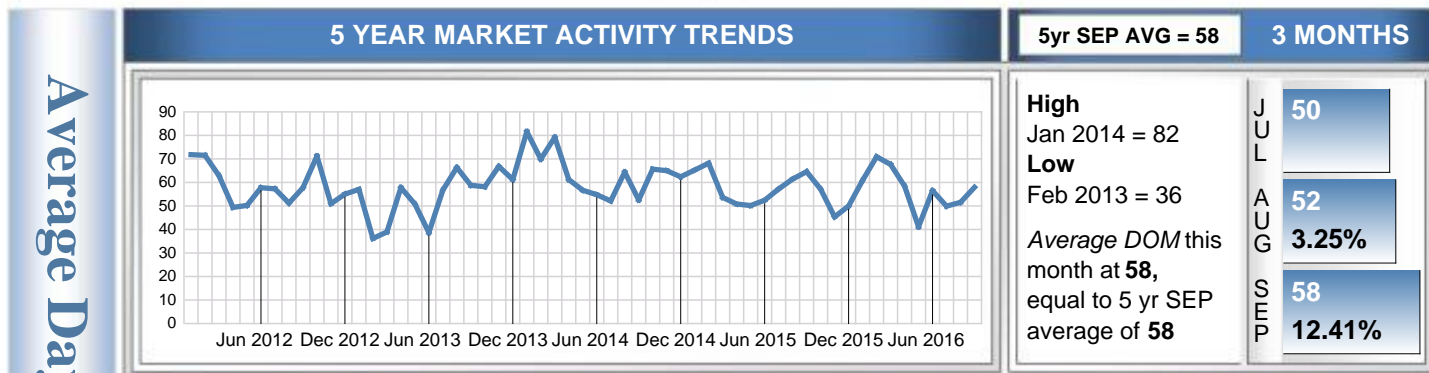
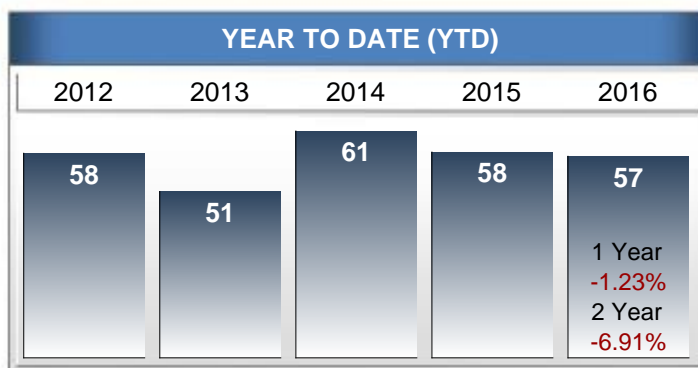
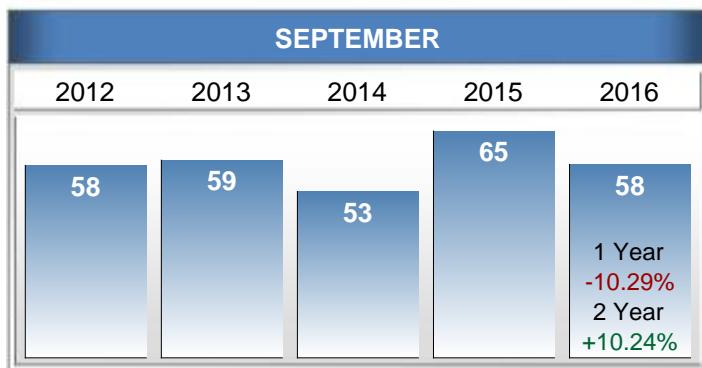
Closed Sales as of Oct 11, 2016



### Average Days on Market to Sale

Report Produced on: Oct 11, 2016

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	8.47%	72.6	72.6	0.0	0.0	0.0
\$20,001 - \$40,000	6	10.17%	56.5	70.5	49.5	0.0	0.0
\$40,001 - \$80,000	9	15.25%	51.8	29.7	68.4	35.0	0.0
\$80,001 - \$130,000	14	23.73%	46.1	40.2	45.9	61.5	0.0
\$130,001 - \$180,000	10	16.95%	52.6	0.0	52.6	0.0	0.0
\$180,001 - \$290,000	10	16.95%	65.5	150.0	71.3	48.5	0.0
\$290,001 and up	5	8.47%	84.8	4.0	85.0	156.0	175.0
Average Closed DOM: 57.9				52.9	56.2	60.5	175.0
Total Closed Units: 59				18	30	10	1
Total Closed Volume: 7,675,230				1.63M	3.59M	2.11M	346.40K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

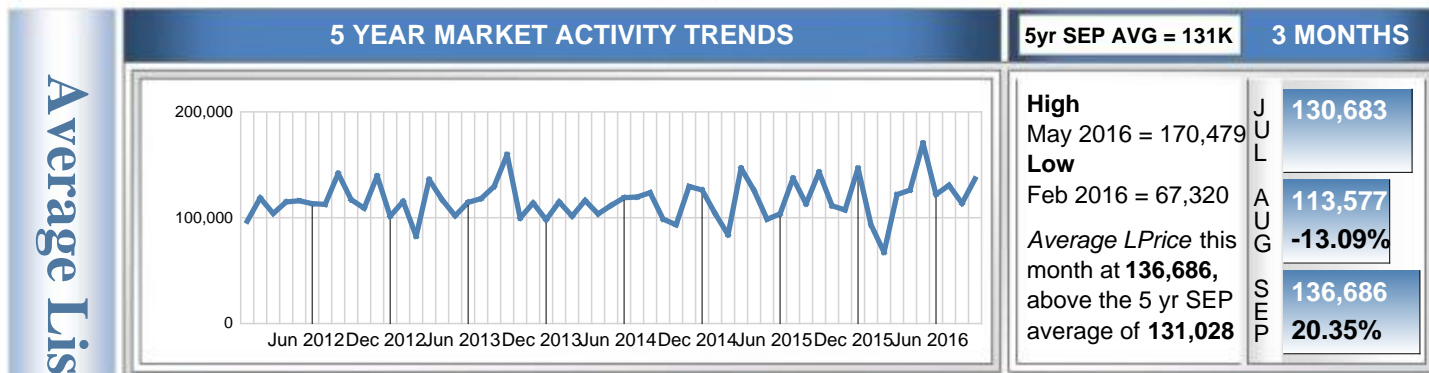
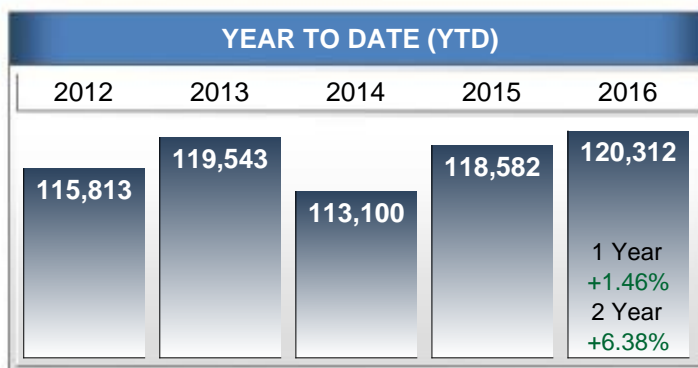
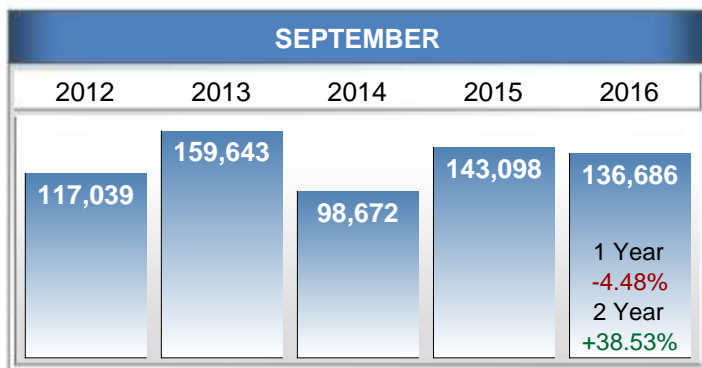
Closed Sales as of Oct 11, 2016



### Average List Price at Closing

Report Produced on: Oct 11, 2016

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	4		6.78%	16,200	18,940	0	0	0
\$20,001 - \$40,000	5		8.47%	34,460	34,950	42,125	0	0
\$40,001 - \$80,000	10		16.95%	55,890	53,133	62,900	74,000	0
\$80,001 - \$130,000	15		25.42%	104,273	101,400	111,814	94,700	0
\$130,001 - \$180,000	10		16.95%	150,030	0	150,030	0	0
\$180,001 - \$290,000	10		16.95%	236,930	209,900	231,633	250,750	0
\$290,001 and up	5		8.47%	366,960	379,950	259,900	399,999	375,000
Average List Price:		\$136,686			\$100,044	\$124,027	\$216,790	\$375,000
Total Closed Units:		59			18	30	10	1
Total List Volume:		8,064,499			1.80M	3.72M	2.17M	375.00K





# Monthly Inventory Analysis

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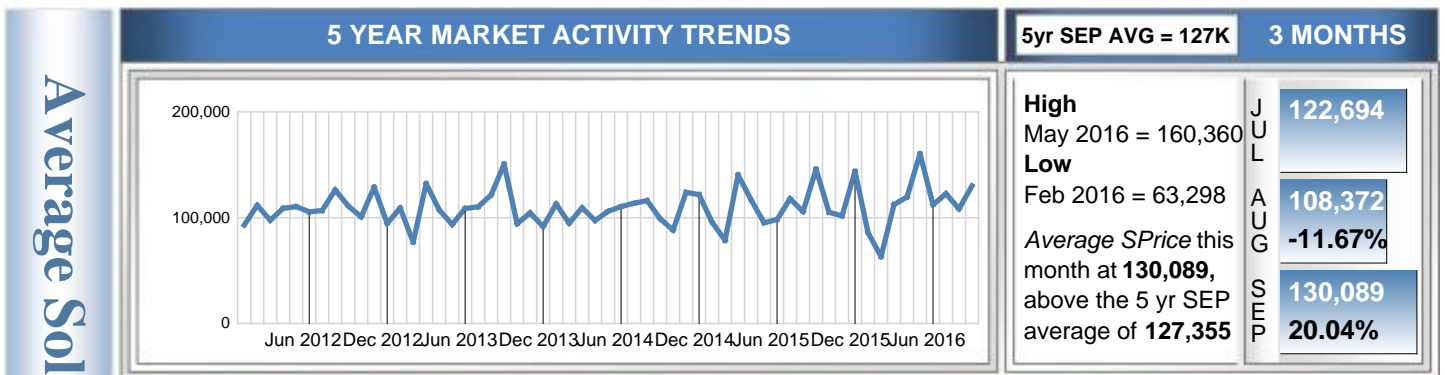
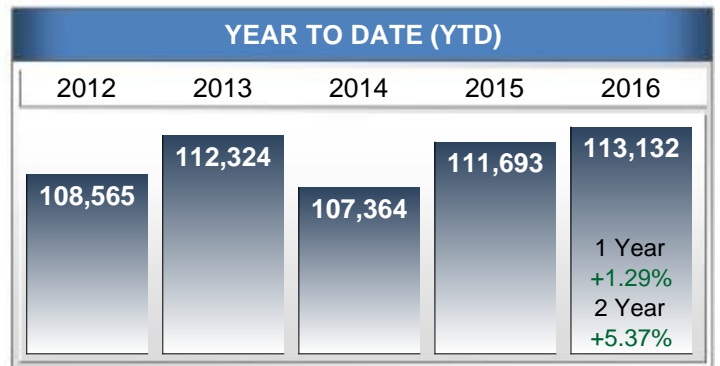
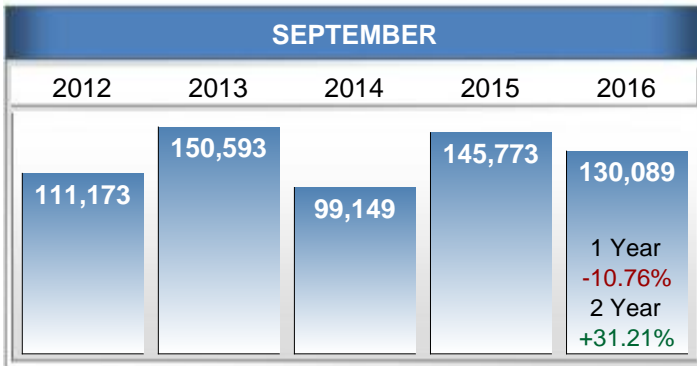
Closed Sales as of Oct 11, 2016



### Average Sold Price at Closing

Report Produced on: Oct 11, 2016

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	8.47%	13,600	13,600	0	0	0
\$20,001 \$40,000	6	10.17%	34,917	32,250	36,250	0	0
\$40,001 \$80,000	9	15.25%	55,192	48,667	56,146	70,000	0
\$80,001 \$130,000	14	23.73%	101,064	98,910	107,064	85,450	0
\$130,001 \$180,000	10	16.95%	145,020	0	145,020	0	0
\$180,001 \$290,000	10	16.95%	233,010	188,500	220,833	246,517	0
\$290,001 and up	5	8.47%	341,160	335,000	300,000	389,400	346,400
Average Closed Price:	\$130,089			\$90,642	\$119,596	\$210,940	\$346,400
Total Closed Units:	59			18	30	10	1
Total Closed Volume:	7,675,230			1.63M	3.59M	2.11M	346.40K



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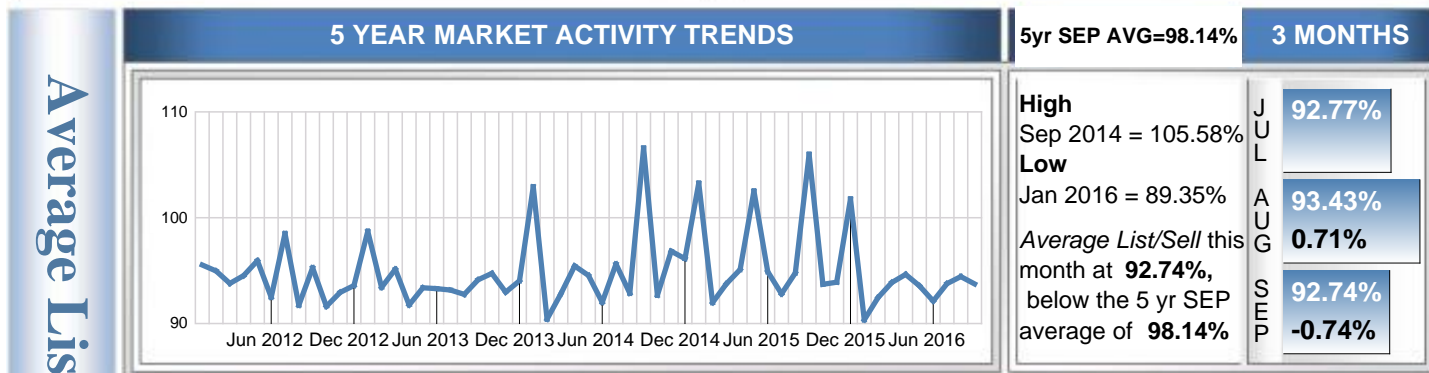
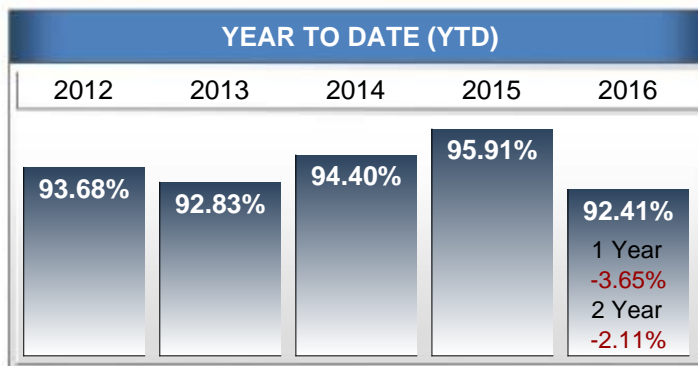
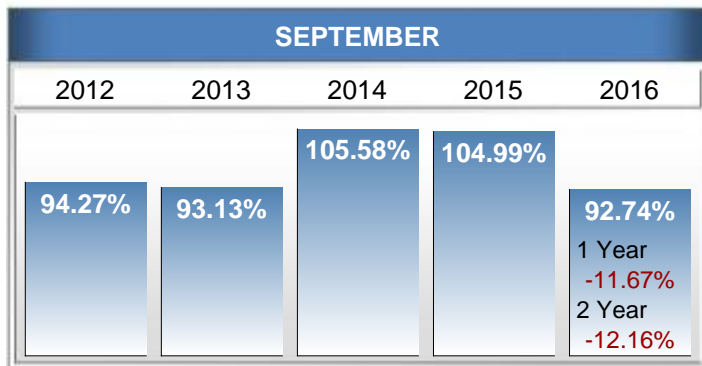
Closed Sales as of Oct 11, 2016



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Cherokee



Average List/Sell 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+
\$20,000 and less	5	8.47%	71.21%	71.21%	0.00%	0.00%	0.00%
\$20,001 \$40,000	6	10.17%	89.48%	92.03%	88.21%	0.00%	0.00%
\$40,001 \$80,000	9	15.25%	91.34%	92.69%	89.89%	94.59%	0.00%
\$80,001 \$130,000	14	23.73%	95.60%	97.42%	95.85%	90.23%	0.00%
\$130,001 \$180,000	10	16.95%	97.07%	0.00%	97.07%	0.00%	0.00%
\$180,001 \$290,000	10	16.95%	96.61%	89.80%	95.62%	98.23%	0.00%
\$290,001 and up	5	8.47%	96.28%	88.14%	115.43%	97.35%	92.37%
Average List/Sell Ratio:	92.70%			87.30%	94.88%	96.18%	92.37%
Total Closed Units:	59			18	30	10	1
Total Closed Volume:	7,675,230			1.63M	3.59M	2.11M	346.40K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

Inventory as of Oct 11, 2016



### Market Summary

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

**Active Inventory** as of September 30, 2016 = 748

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	47	59	25.53%	405	439	8.40%
Pending Sales	49	37	-24.49%	451	472	4.66%
New Listings	137	161	17.52%	1,657	1,559	-5.91%
Average List Price	143,098	136,686	-4.48%	118,582	120,312	1.46%
Average Sale Price	145,773	130,089	-10.76%	111,693	113,132	1.29%
Average Percent of List Price to Selling Price	104.99%	92.74%	-11.67%	95.91%	92.41%	-3.65%
Average Days on Market to Sale	64.57	57.93	-10.29%	57.75	57.04	-1.23%
Monthly Inventory	812	748	-7.88%	812	748	-7.88%
Months Supply of Inventory	18.70	15.48	-17.25%	18.70	15.48	-17.25%

