



# April 2017

Area Delimited by County Of Cherokee

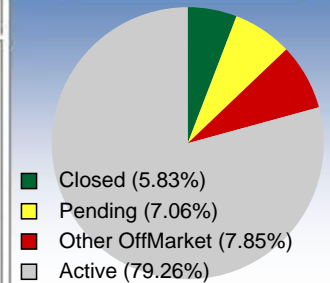


**Absorption:** Last 12 months, an Average of **49** Sales/Month

**Active Inventory** as of April 30, 2017 = **707**

	APRIL		
	2016	2017	+/- %
Closed Listings	55	52	-5.45%
Pending Listings	45	63	40.00%
New Listings	139	150	7.91%
Average List Price	126,095	122,081	-3.18%
Average Sale Price	119,666	113,766	-4.93%
Average Percent of List Price to Selling Price	93.64%	92.12%	-1.62%
Average Days on Market to Sale	58.45	68.83	17.74%
End of Month Inventory	775	707	-8.77%
Months Supply of Inventory	16.94	14.55	-14.09%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 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 April 2017 decreased **8.77%** to 707 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **14.55** 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 **4.93%** in April 2017 to \$113,766 versus the previous year at \$119,666.

### Average Days on Market Lengthens

The average number of **68.83** days that homes spent on the market before selling increased by 10.37 days or **17.74%** in April 2017 compared to last year's same month at **58.45** DOM.

### Sales Success for April 2017 is Positive

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

There were 150 New Listings in April 2017, up **7.91%** from last year at 139. Furthermore, there were 52 Closed Listings this month versus last year at 55, a **-5.45%** decrease.

Closed versus Listed trends yielded a **34.7%** ratio, down from last year's April 2017 at **39.6%**, a **12.39%** 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

<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®

## April 2017

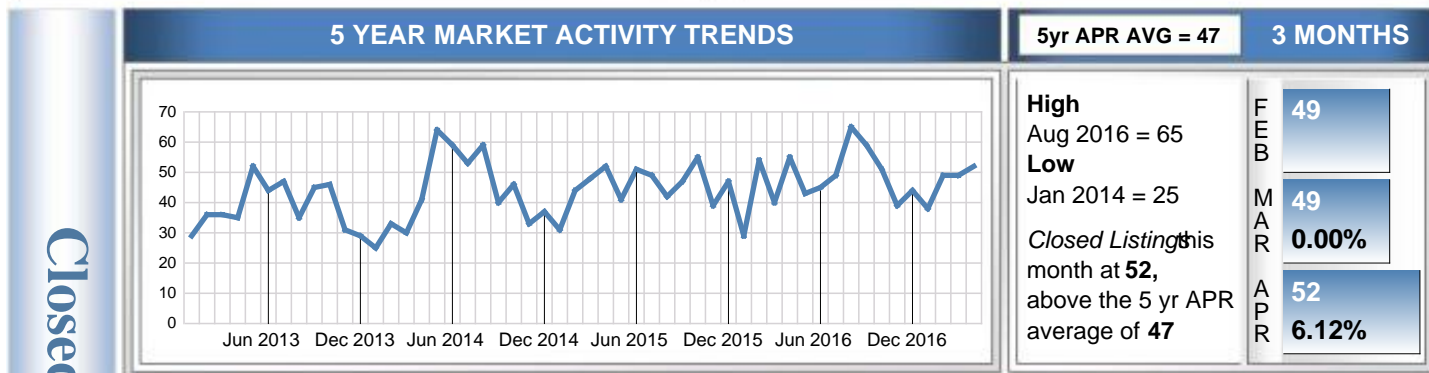
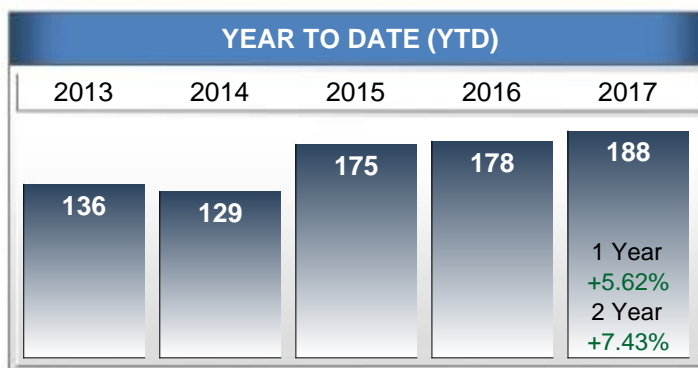
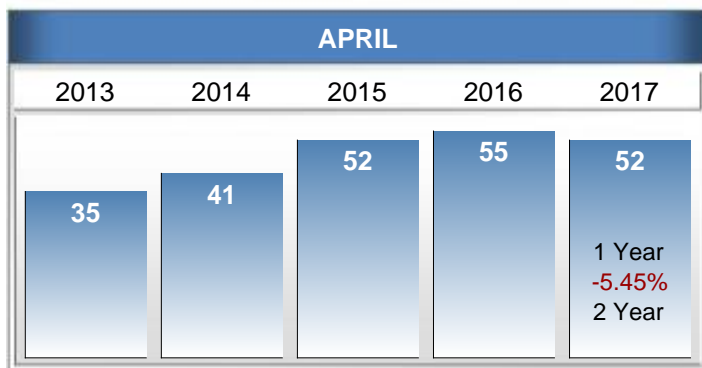
Closed Sales as of May 11, 2017



### Closed Listings

Report Produced on: May 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+
\$20,000 and less	5	9.62%	122.4	5	0	0	0
\$20,001 - \$40,000	5	9.62%	69.0	3	2	0	0
\$40,001 - \$70,000	9	17.31%	119.2	2	7	0	0
\$70,001 - \$120,000	12	23.08%	59.6	3	8	1	0
\$120,001 - \$160,000	10	19.23%	32.6	2	8	0	0
\$160,001 - \$190,000	4	7.69%	45.3	1	1	2	0
\$190,001 and up	7	13.46%	46.7	1	3	3	0
<b>Total Closed Units:</b>	<b>52</b>		<b>68.8</b>	<b>17</b>	<b>29</b>	<b>6</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,915,849</b>			<b>1.21M</b>	<b>3.23M</b>	<b>1.47M</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$113,766</b>			<b>\$71,429</b>	<b>\$111,324</b>	<b>\$245,523</b>	

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

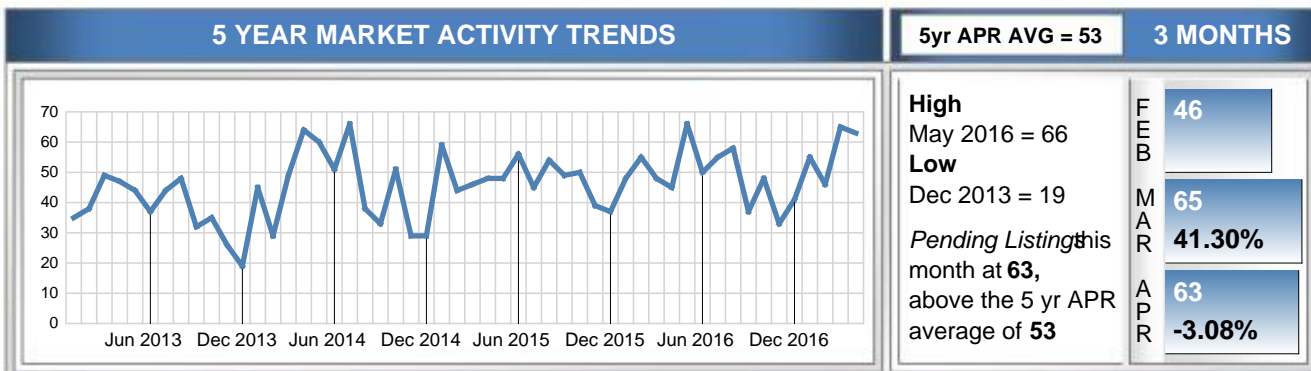
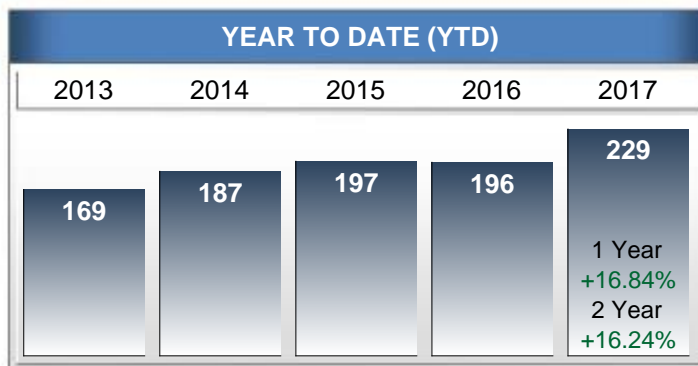
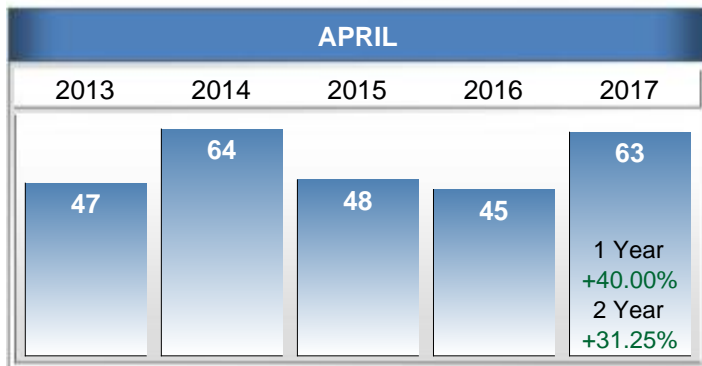
Pending Listings as of May 11, 2017



### Pending Listings

Report Produced on: May 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+	
\$20,000 and less	6	9.52%	63.2	5	1	0	0	
\$20,001 \$40,000	8	12.70%	76.3	7	1	0	0	
\$40,001 \$60,000	8	12.70%	63.5	7	1	0	0	
\$60,001 \$110,000	15	23.81%	41.7	9	5	1	0	
\$110,001 \$130,000	6	9.52%	37.0	5	1	0	0	
\$130,001 \$200,000	13	20.63%	39.2	1	10	1	1	
\$200,001 and up	7	11.11%	28.4	1	2	2	2	
Total Pending Units: 63				87.3	35	21	4	3
Total Pending Volume: 6,770,471					2.62M	2.75M	648.90K	747.90K
Average Listing Price: \$85,600					\$74,899	\$131,057	\$162,225	\$249,300



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

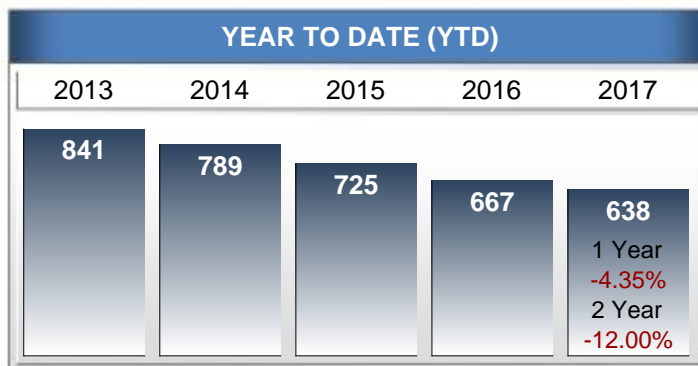
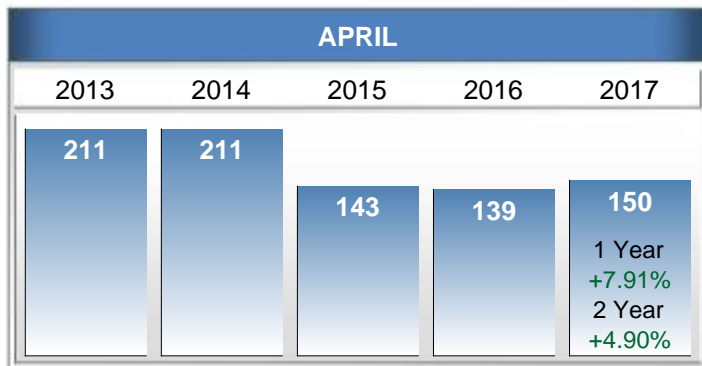
New Listings as of May 11, 2017



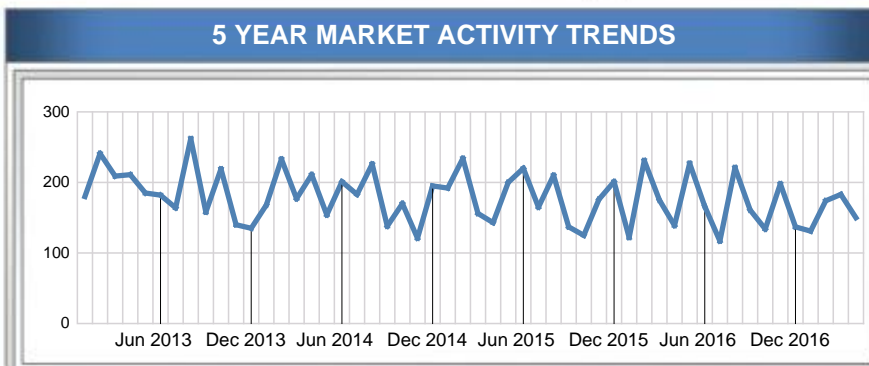
### New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



New Listings  
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**5yr APR AVG = 171**      **3 MONTHS**

**High**  
Aug 2013 = 262

**Low**  
Jul 2016 = 117

*New Listings* this month at **150**, below the 5 yr APR average of **171**

FEB	174
MAR	183
APR	150
<b>-18.03%</b>	

#### 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	1.33%	2	0	0	0
\$10,001 - \$40,000	30	20.00%	25	5	0	0
\$40,001 - \$70,000	20	13.33%	13	5	2	0
\$70,001 - \$120,000	39	26.00%	22	14	3	0
\$120,001 - \$180,000	25	16.67%	7	17	1	0
\$180,001 - \$310,000	19	12.67%	3	11	3	2
\$310,001 and up	15	10.00%	6	3	3	3
Total New Listed Units:			78	55	12	5
Total New Listed Volume:			8.90M	8.03M	2.34M	1.60M
Average New Listed Listing Price:			\$114,147	\$145,989	\$194,667	\$319,360



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

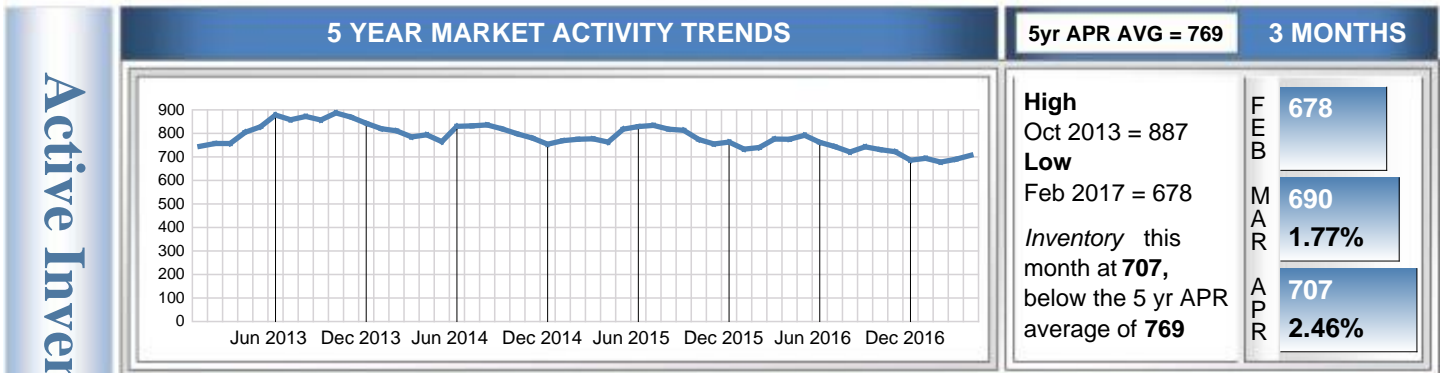
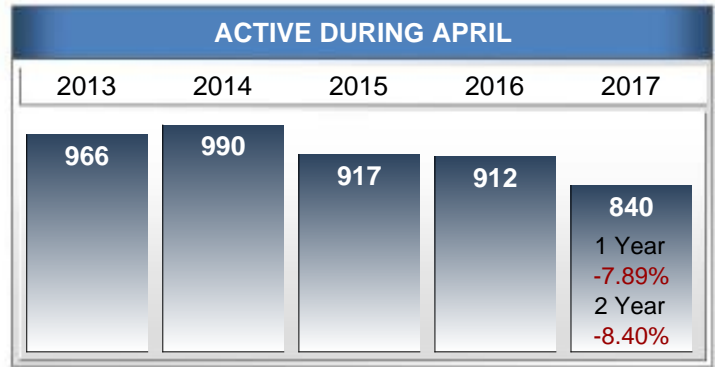
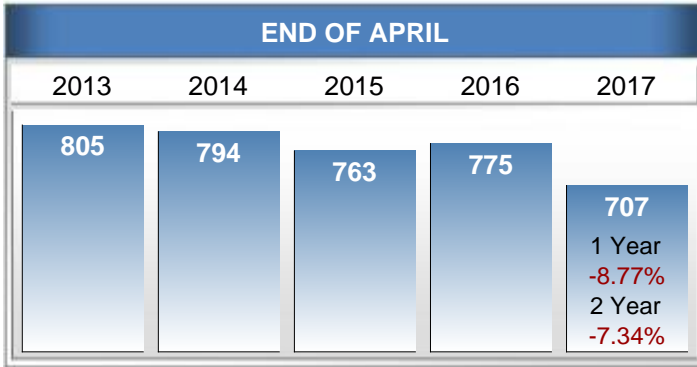
Active Inventory as of May 11, 2017



### Active Inventory

Report Produced on: May 11, 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	26	3.68%	92.3	26	0	0	0		
\$10,001 - \$20,000	100	14.14%	84.3	98	2	0	0		
\$20,001 - \$50,000	107	15.13%	89.8	94	12	1	0		
\$50,001 - \$110,000	214	30.27%	101.7	168	37	9	0		
\$110,001 - \$160,000	96	13.58%	65.8	27	56	10	3		
\$160,001 - \$290,000	89	12.59%	73.9	26	46	14	3		
\$290,001 and up	75	10.61%	91.1	30	19	19	7		
Total Active Inventory by Units:				707	87.6	469	172	53	13
Total Active Inventory by Volume:				100,668,583		48.30M	28.54M	19.41M	4.42M
Average Active Inventory Listing Price:				\$142,388		\$102,992	\$165,925	\$366,208	\$339,800





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

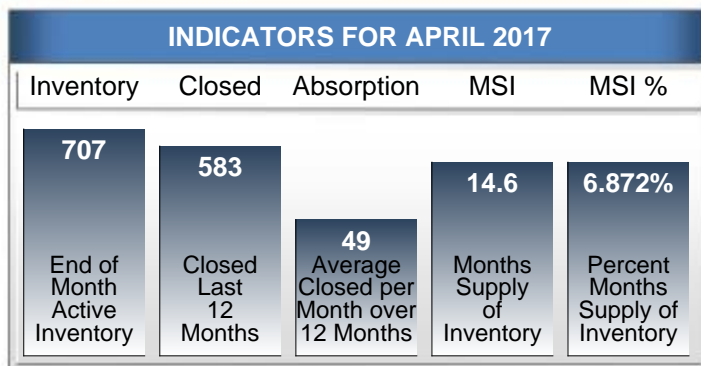
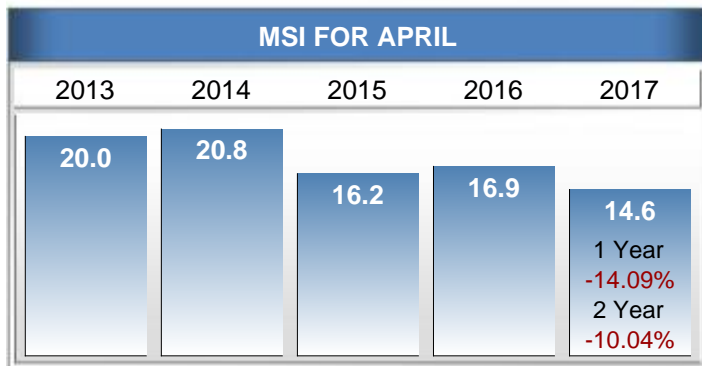
Active Inventory as of May 11, 2017



### Months Supply of Inventory

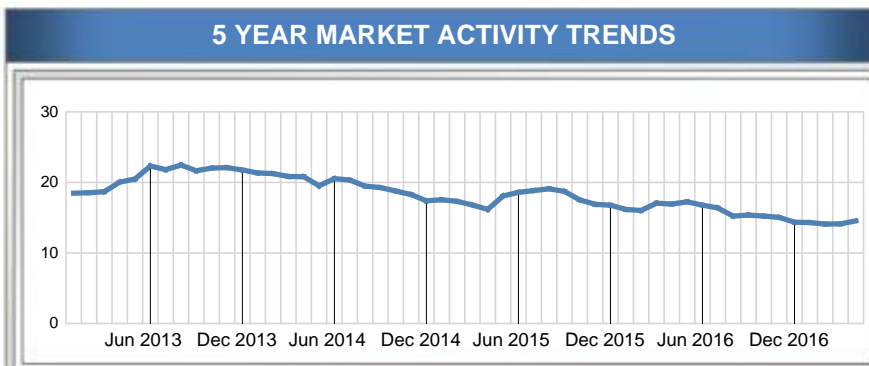
Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



Months Supply

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**5yr APR AVG = 17.7**     **3 MONTHS**

**High**  
Aug 2013 = 22.5

**Low**  
Feb 2017 = 14.1

Months Supply this month at **14.6**, below the 5 yr APR average of **17.7**

FEB	14.1
MAR	14.1
APR	14.6
APR	2.99%

#### 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	26	3.68%	24.0	26.0	0.0	0.0	0.0
\$10,001 \$20,000	100	14.14%	26.7	32.7	4.0	0.0	0.0
\$20,001 \$50,000	107	15.13%	12.8	21.7	3.7	1.5	0.0
\$50,001 \$110,000	214	30.27%	15.2	36.0	4.6	7.2	0.0
\$110,001 \$160,000	96	13.58%	8.7	20.3	6.3	13.3	36.0
\$160,001 \$290,000	89	12.59%	11.1	19.5	11.0	6.5	9.0
\$290,001 and up	75	10.61%	33.3	40.0	22.8	57.0	21.0
MSI:			14.6	28.6	6.7	9.8	13.0
Total Active Inventory:			707	469	172	53	13



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

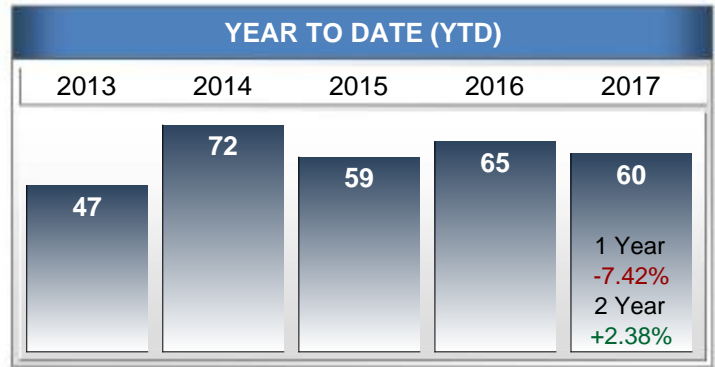
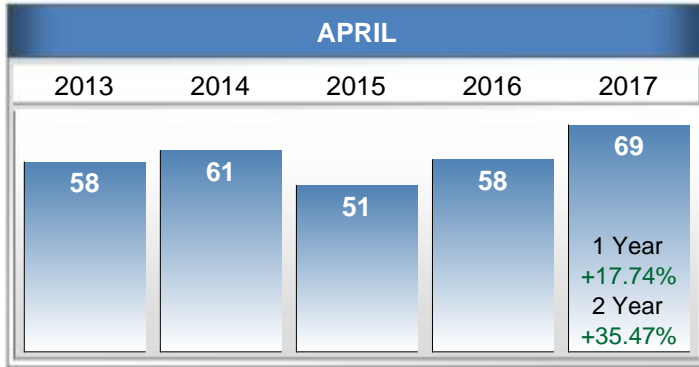
Closed Sales as of May 11, 2017



### Average Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Cherokee



Average Days on Market



#### 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	9.62%	122.4	122.4	0.0	0.0	0.0
\$20,001 \$40,000	5	9.62%	69.0	61.0	81.0	0.0	0.0
\$40,001 \$70,000	9	17.31%	119.2	86.5	128.6	0.0	0.0
\$70,001 \$120,000	12	23.08%	59.6	5.0	82.8	38.0	0.0
\$120,001 \$160,000	10	19.23%	32.6	4.0	39.8	0.0	0.0
\$160,001 \$190,000	4	7.69%	45.3	86.0	1.0	47.0	0.0
\$190,001 and up	7	13.46%	46.7	25.0	92.3	8.3	0.0
Average Closed DOM: 68.8				64.8	80.0	26.2	0.0
Total Closed Units: 52				17	29	6	0
Total Closed Volume: 5,915,849				1.21M	3.23M	1.47M	0.00B

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# Monthly Inventory Analysis

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## April 2017

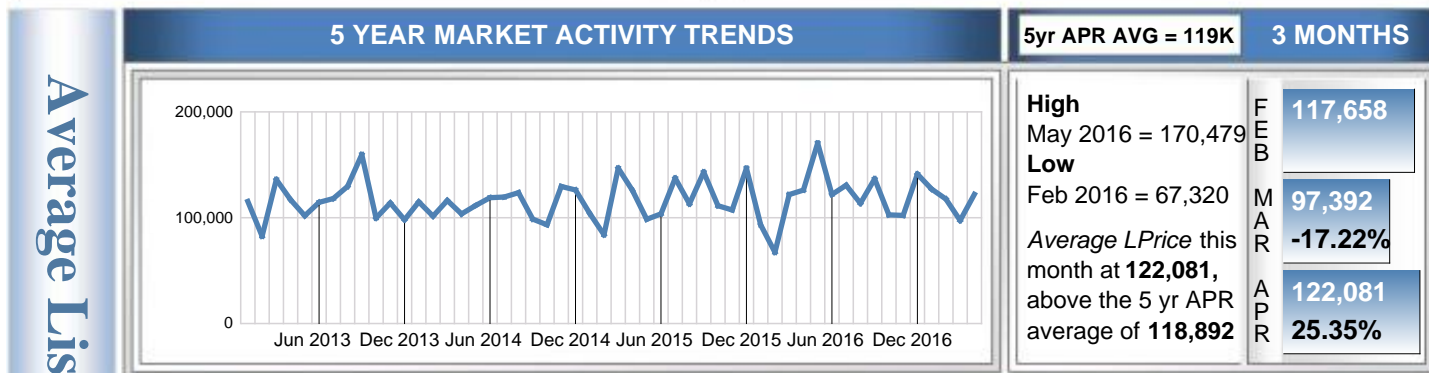
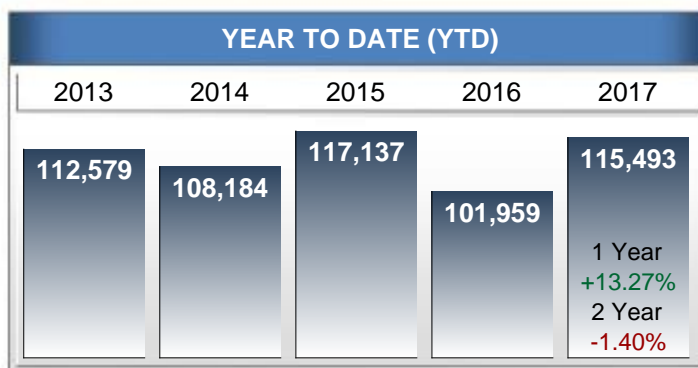
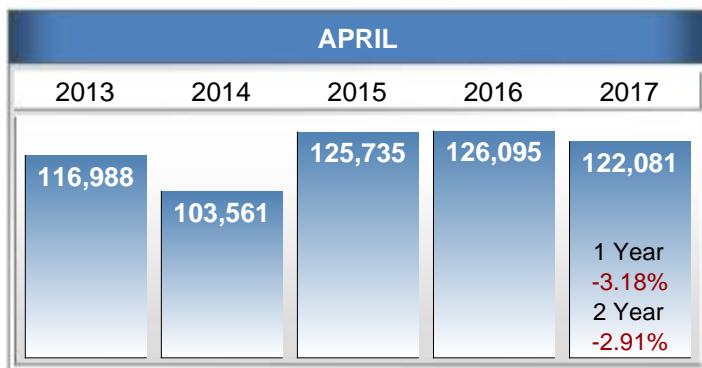
Closed Sales as of May 11, 2017



### Average List Price at Closing

Report Produced on: May 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+
\$20,000 and less	1	1.92%	15,000	27,940	0	0	0
\$20,001 \$40,000	6	11.54%	28,900	38,967	39,900	0	0
\$40,001 \$70,000	12	23.08%	60,017	68,900	62,057	0	0
\$70,001 \$120,000	13	25.00%	99,281	94,500	96,544	116,900	0
\$120,001 \$160,000	7	13.46%	137,343	135,950	142,350	0	0
\$160,001 \$190,000	6	11.54%	176,392	181,250	189,900	182,700	0
\$190,001 and up	7	13.46%	304,171	204,900	286,633	351,600	0
Average List Price:	\$122,081			\$78,585	\$119,833	\$256,183	\$0
Total Closed Units:	52			17	29	6	0
Total List Volume:	6,348,198			1.34M	3.48M	1.54M	0.00B





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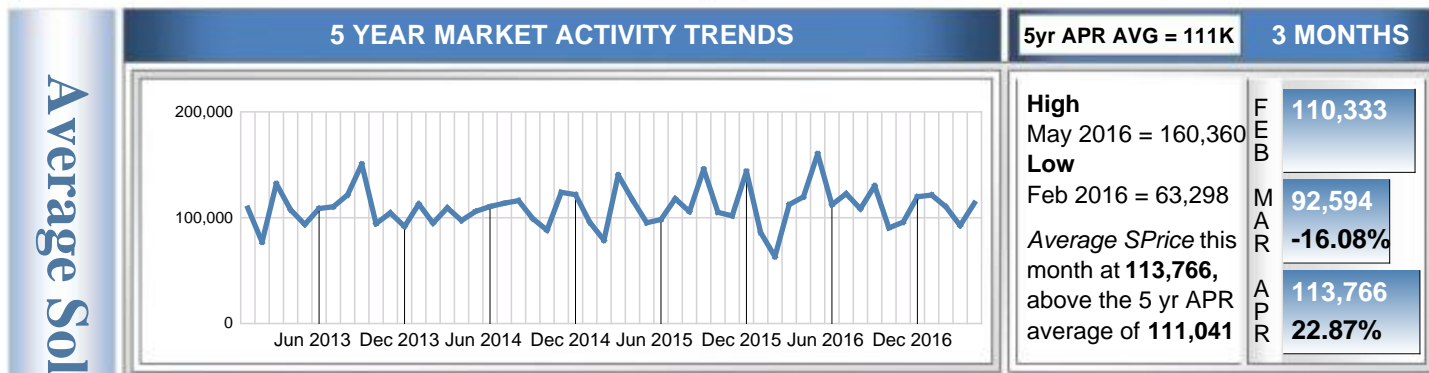
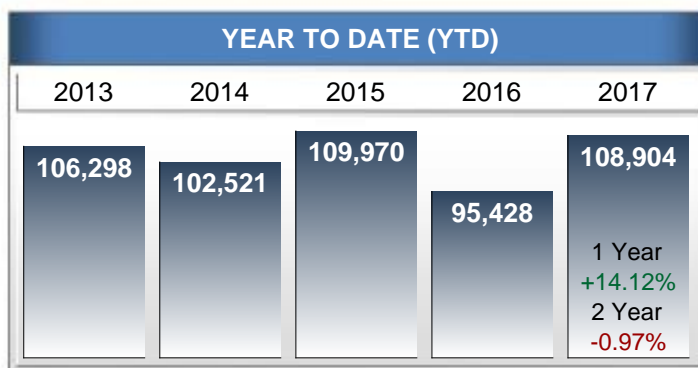
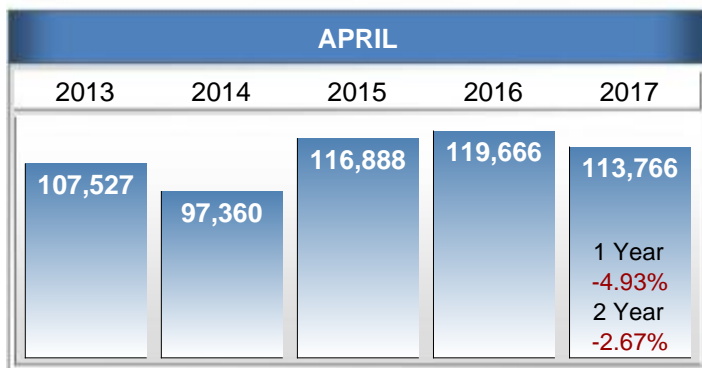
Closed Sales as of May 11, 2017



### Average Sold Price at Closing

Report Produced on: May 11, 2017

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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		9.62%	18,100	18,100	0	0	0
\$20,001 \$40,000	5		9.62%	33,400	31,133	36,800	0	0
\$40,001 \$70,000	9		17.31%	57,417	57,250	57,464	0	0
\$70,001 \$120,000	12		23.08%	93,858	88,167	93,350	115,000	0
\$120,001 \$160,000	10		19.23%	137,526	138,250	137,345	0	0
\$160,001 \$190,000	4		7.69%	176,725	170,000	185,000	175,950	0
\$190,001 and up	7		13.46%	276,163	204,900	240,667	335,413	0
Average Closed Price:	\$113,766				\$71,429	\$111,324	\$245,523	\$0
Total Closed Units:	52				17	29	6	
Total Closed Volume:	5,915,849				1.21M	3.23M	1.47M	0.00B



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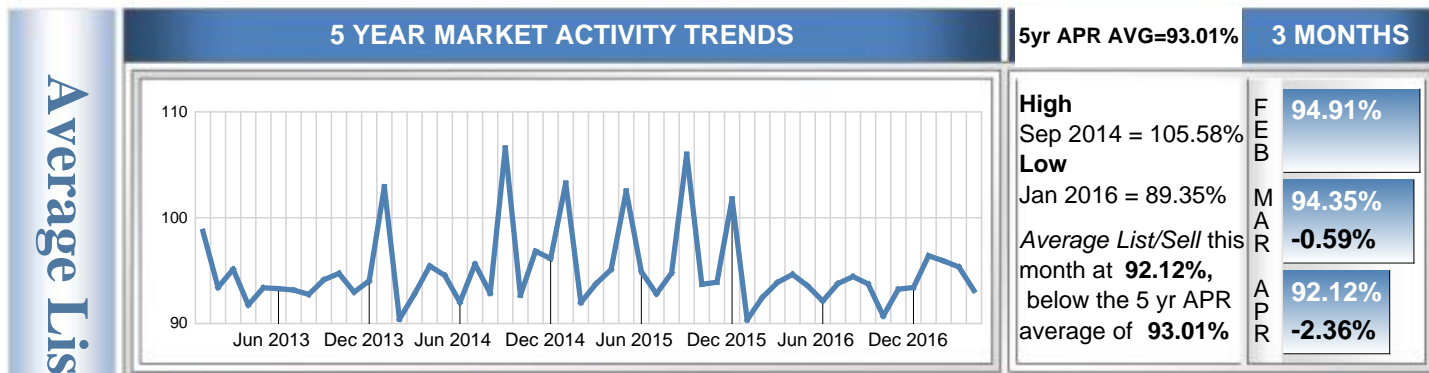
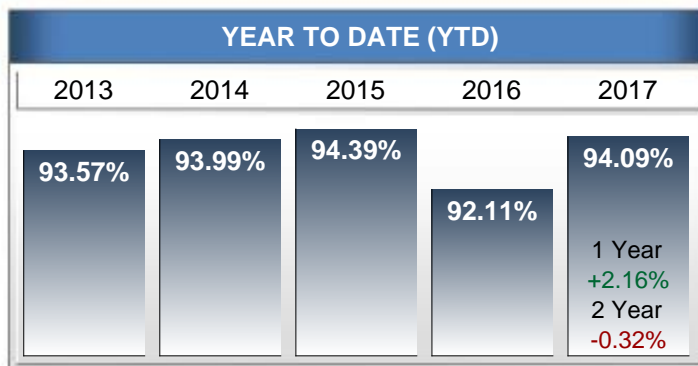
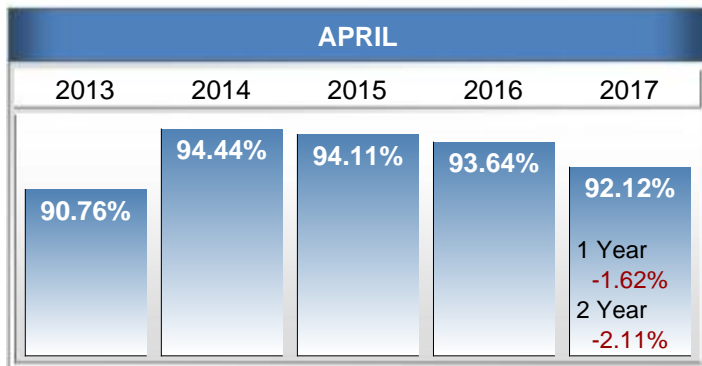
Closed Sales as of May 11, 2017



### Average Percent of List Price to Selling Price

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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	9.62%	75.56%	75.56%	0.00%	0.00%	0.00%
\$20,001 \$40,000	5	9.62%	87.16%	83.79%	92.23%	0.00%	0.00%
\$40,001 \$70,000	9	17.31%	90.23%	83.21%	92.24%	0.00%	0.00%
\$70,001 \$120,000	12	23.08%	95.89%	93.31%	96.55%	98.37%	0.00%
\$120,001 \$160,000	10	19.23%	97.81%	101.89%	96.79%	0.00%	0.00%
\$160,001 \$190,000	4	7.69%	96.09%	93.79%	97.42%	96.57%	0.00%
\$190,001 and up	7	13.46%	93.06%	100.00%	86.11%	97.69%	0.00%
Average List/Sell Ratio: 92.10%				86.65%	94.23%	97.43%	0.00%
Total Closed Units: 52				17	29	6	
Total Closed Volume: 5,915,849				1.21M	3.23M	1.47M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

Inventory as of May 11, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of 49 Sales/Month

**Active Inventory** as of April 30, 2017 = 707

	APRIL			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	55	52	-5.45%	178	188	5.62%
Pending Sales	45	63	40.00%	196	229	16.84%
New Listings	139	150	7.91%	667	638	-4.35%
Average List Price	126,095	122,081	-3.18%	101,959	115,493	13.27%
Average Sale Price	119,666	113,766	-4.93%	95,428	108,904	14.12%
Average Percent of List Price to Selling Price	93.64%	92.12%	-1.62%	92.11%	94.09%	2.16%
Average Days on Market to Sale	58.45	68.83	17.74%	64.70	59.90	-7.42%
Monthly Inventory	775	707	-8.77%	775	707	-8.77%
Months Supply of Inventory	16.94	14.55	-14.09%	16.94	14.55	-14.09%

