



# August 2017

Area Delimited by County Of Cherokee

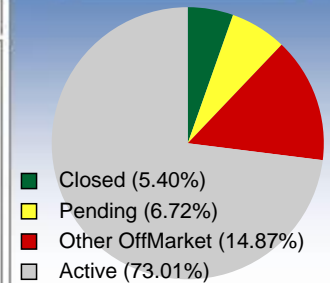


**Absorption:** Last 12 months, an Average of **51** Sales/Month

**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%
Median List Price	105,900	111,900	5.67%
Median Sale Price	101,000	103,000	1.98%
Median Percent of List Price to Selling Price	95.53%	96.47%	0.98%
Median Days on Market to Sale	38.00	33.00	-13.16%
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.

### 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 **1.98%** in August 2017 to \$103,000 versus the previous year at \$101,000.

### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 5.00 days or **13.16%** in August 2017 compared to last year's same month at **38.00** DOM.

### Sales Success for August 2017 is Positive

Overall, with Median 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.

## 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 2017

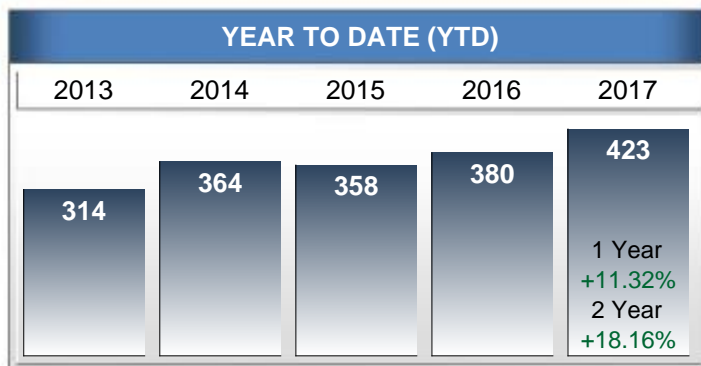
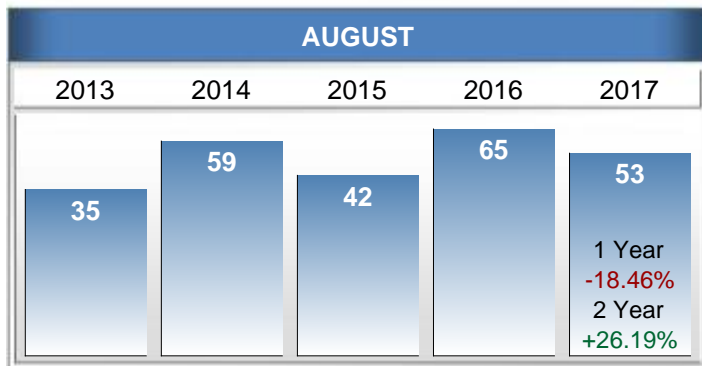
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



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



**5yr AUG AVG = 51**      **3 MONTHS**

**High**  
May 2017 = 70

**Low**  
Jan 2014 = 25

Closed Listing this month at **53**, above the 5 yr AUG average of **51**

JUN	64
JUL	47
AUG	53
<b>-26.56%</b>	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	9.43%	19.0	5	0	0	0
\$20,001 - \$40,000	3	5.66%	77.0	2	1	0	0
\$40,001 - \$80,000	10	18.87%	28.0	7	3	0	0
\$80,001 - \$120,000	14	26.42%	34.0	3	10	1	0
\$120,001 - \$150,000	10	18.87%	36.5	0	9	1	0
\$150,001 - \$210,000	5	9.43%	19.0	0	4	1	0
\$210,001 and up	6	11.32%	42.0	1	3	1	1
<b>Total Closed Units:</b>	<b>53</b>		<b>33.0</b>	<b>18</b>	<b>30</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>6,233,090</b>			<b>1.05M</b>	<b>4.16M</b>	<b>678.90K</b>	<b>337.50K</b>
<b>Median Closed Price:</b>	<b>\$103,000</b>			<b>\$44,250</b>	<b>\$122,076</b>	<b>\$166,950</b>	<b>\$337,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

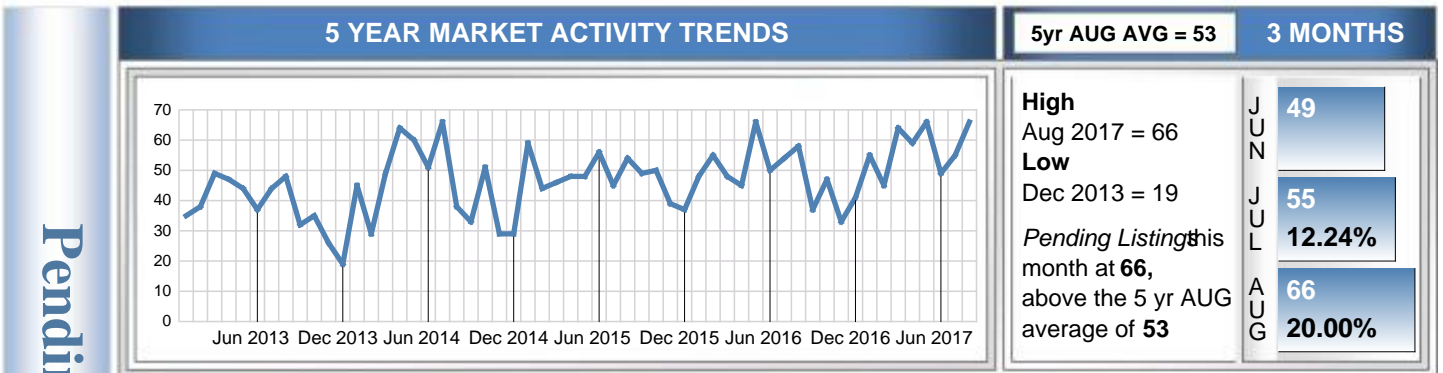
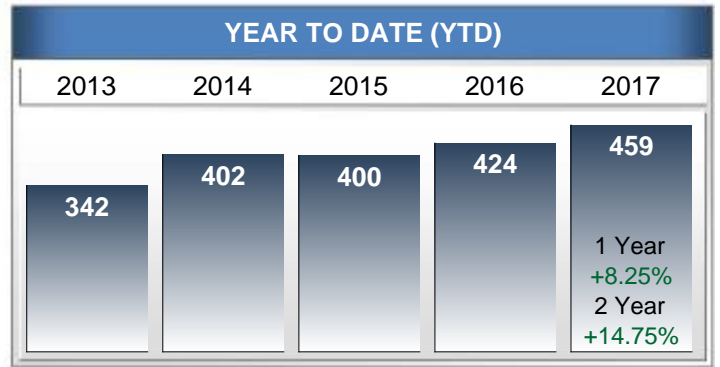
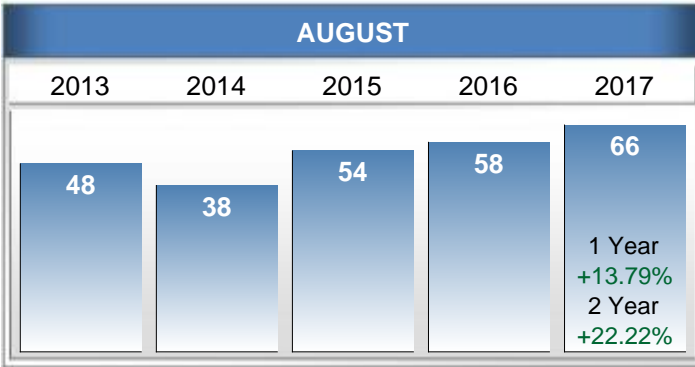
Pending Listings as of Sep 12, 2017



### Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Pending Listings

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

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	9.09%	73.5	6	0	0	0
\$30,001 - \$40,000	6	9.09%	67.5	5	0	1	0
\$40,001 - \$60,000	9	13.64%	34.0	6	3	0	0
\$60,001 - \$110,000	20	30.30%	53.0	5	14	1	0
\$110,001 - \$160,000	6	9.09%	96.0	1	4	1	0
\$160,001 - \$240,000	12	18.18%	48.5	1	9	1	1
\$240,001 and up	7	10.61%	65.0	2	4	0	1
Total Pending Units: 66				62.5			
Total Pending Volume: 7,971,718				26    34    4    2			
Median Listing Price: \$74,900				1.83M    5.11M    432.70K    597.50K			
				\$46,000    \$109,950    \$112,400    \$298,750			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

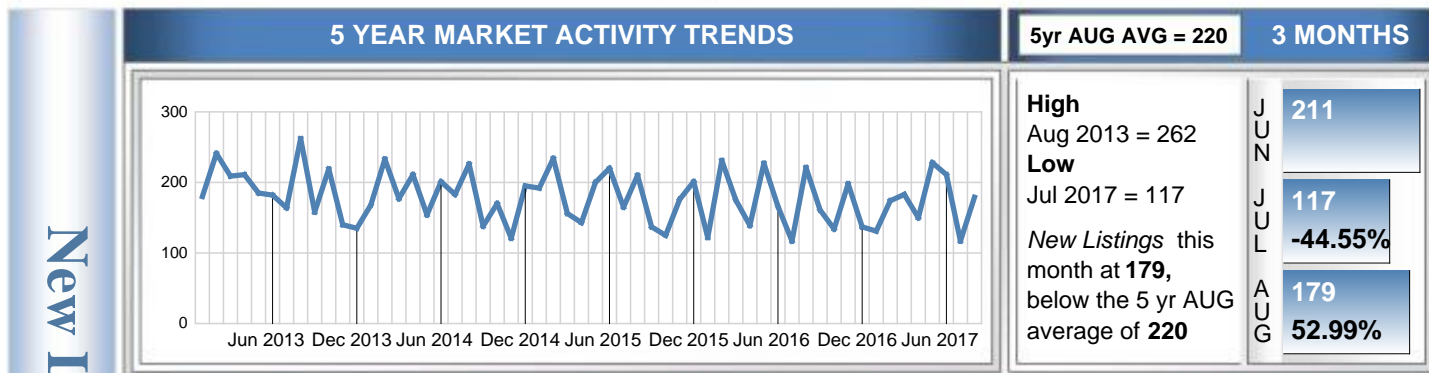
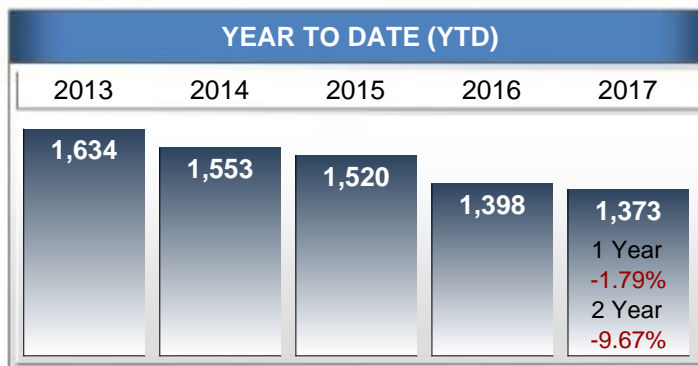
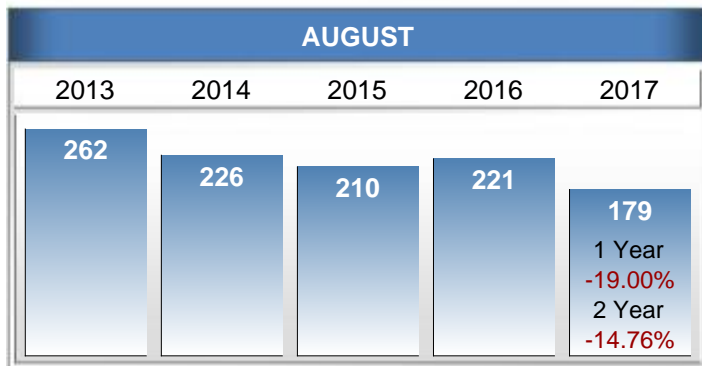
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



New Listings

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

#### 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	3	1.68%	3	0	0	0	
\$10,001 - \$10,000	0	0.00%	0	0	0	0	
\$10,001 - \$40,000	63	35.20%	62	1	0	0	
\$40,001 - \$90,000	41	22.91%	32	9	0	0	
\$90,001 - \$170,000	31	17.32%	7	20	2	2	
\$170,001 - \$250,000	21	11.73%	7	10	3	1	
\$250,001 and up	20	11.17%	4	7	7	2	
Total New Listed Units:			115	47	12	5	
Total New Listed Volume:			23,734,483	10.10M	8.90M	3.19M	1.55M
Median New Listed Listing Price:			\$68,500	\$39,900	\$149,900	\$256,950	\$187,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

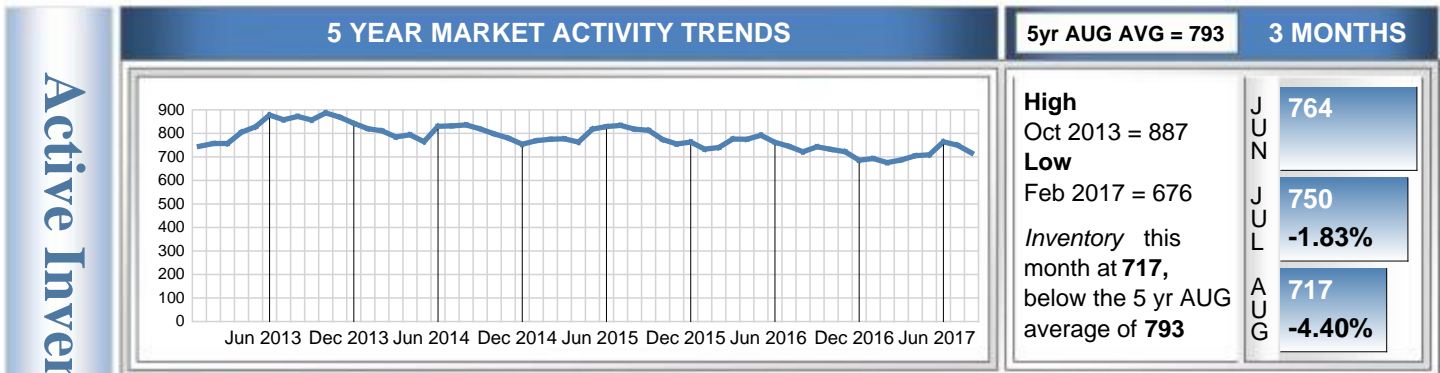
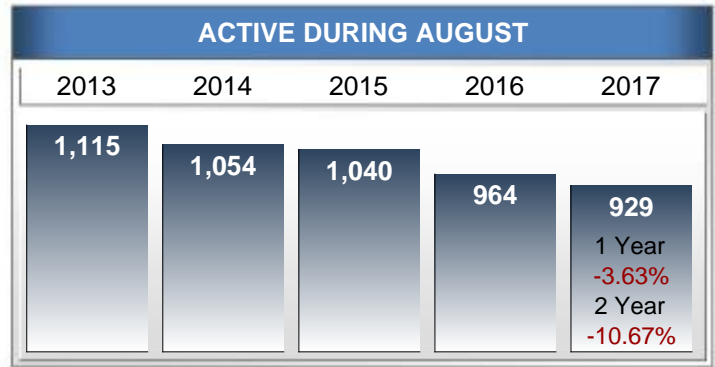
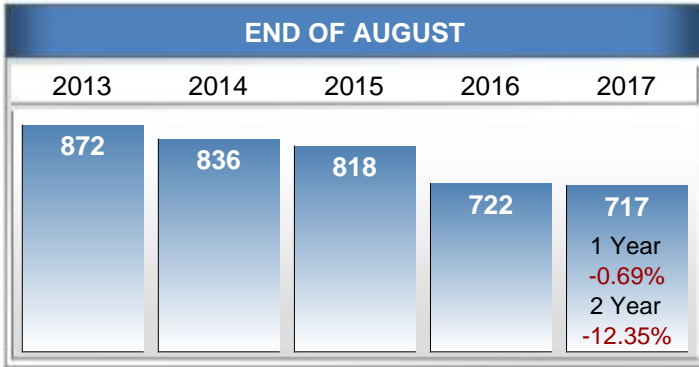
Active Inventory as of Sep 12, 2017



### Active Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Active Inventory

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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	25	3.49%	111.0	25	0	0	0		
\$10,001 - \$20,000	123	17.15%	84.0	122	1	0	0		
\$20,001 - \$50,000	104	14.50%	83.0	96	8	0	0		
\$50,001 - \$100,000	188	26.22%	106.0	152	31	5	0		
\$100,001 - \$170,000	113	15.76%	91.0	38	60	12	3		
\$170,001 - \$320,000	87	12.13%	80.0	22	40	23	2		
\$320,001 and up	77	10.74%	82.0	33	15	22	7		
Total Active Inventory by Units:				717	86.0	488	155	62	12
Total Active Inventory by Volume:				108,593,973		52.30M	27.83M	24.04M	4.41M
Median Active Inventory Listing Price:				\$69,900		\$51,508	\$143,900	\$259,900	\$384,900





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

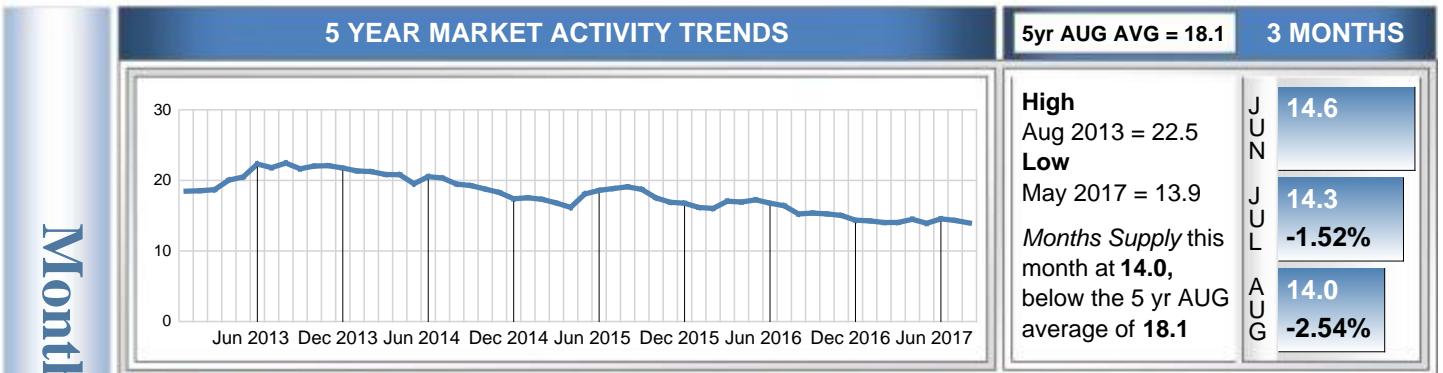
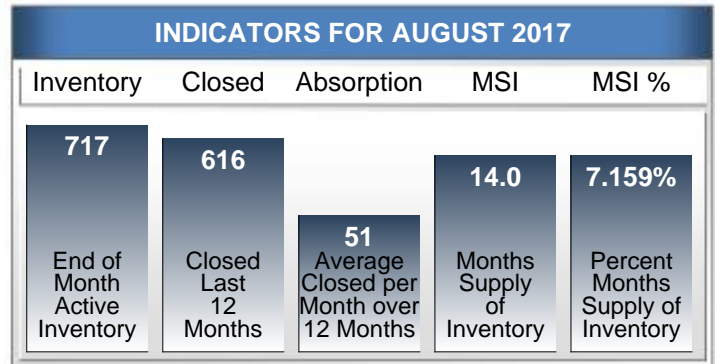
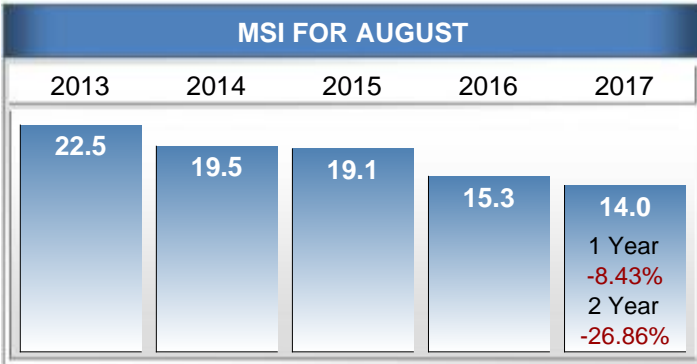
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Months Supply

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

#### 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

Data from the Greater Tulsa Association of REALTORS®

## August 2017

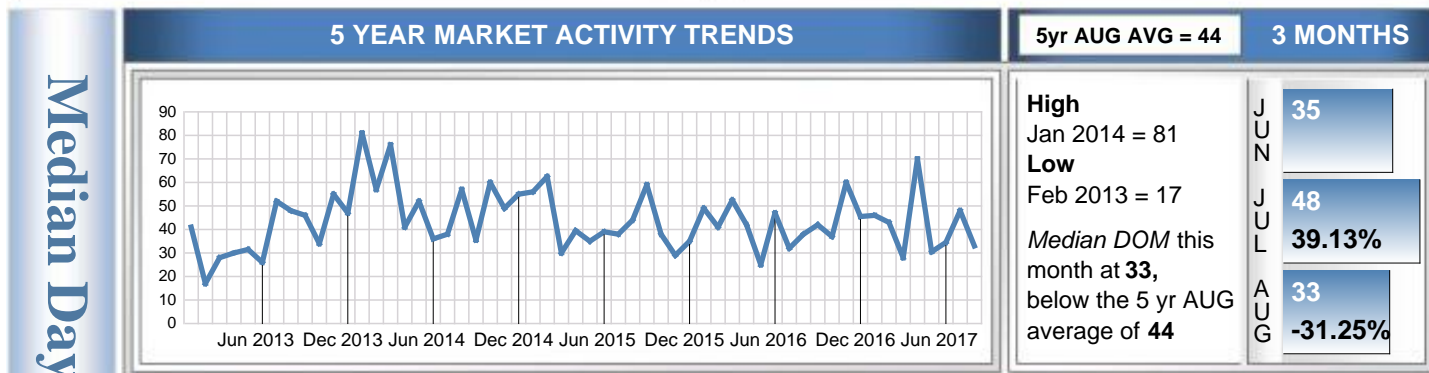
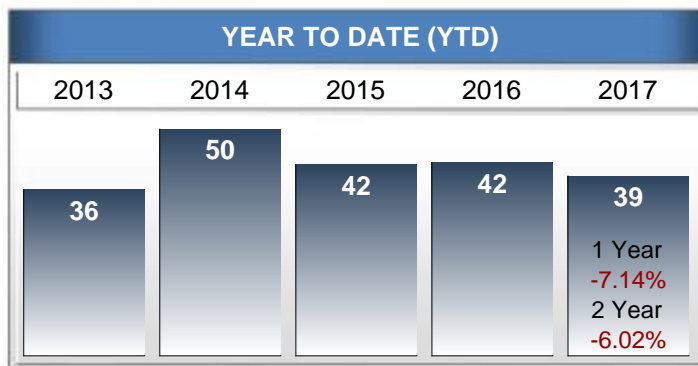
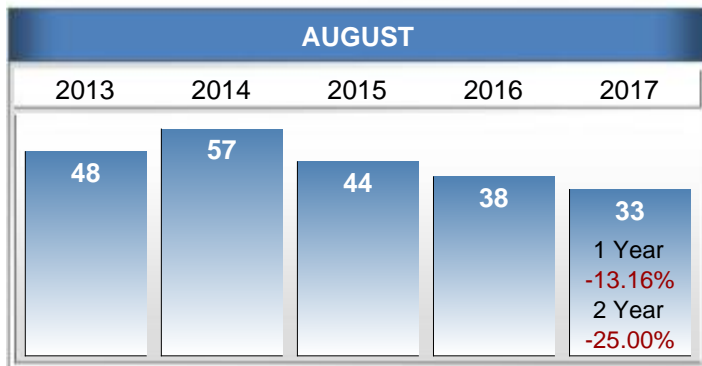
Closed Sales as of Sep 12, 2017



### Median Days on Market to Sale

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Median Days on Market

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

#### 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+
\$20,000 and less	5			9.43%	19.0	19.0	0.0	0.0	0.0
\$20,001 \$40,000	3			5.66%	77.0	80.5	77.0	0.0	0.0
\$40,001 \$80,000	10			18.87%	28.0	25.0	56.0	0.0	0.0
\$80,001 \$120,000	14			26.42%	34.0	3.0	34.0	70.0	0.0
\$120,001 \$150,000	10			18.87%	36.5	0.0	40.0	5.0	0.0
\$150,001 \$210,000	5			9.43%	19.0	0.0	26.5	9.0	0.0
\$210,001 and up	6			11.32%	42.0	139.0	36.0	48.0	24.0
Median Closed DOM:	33.0					23.5	38.0	28.5	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

Data from the Greater Tulsa Association of REALTORS®

## August 2017

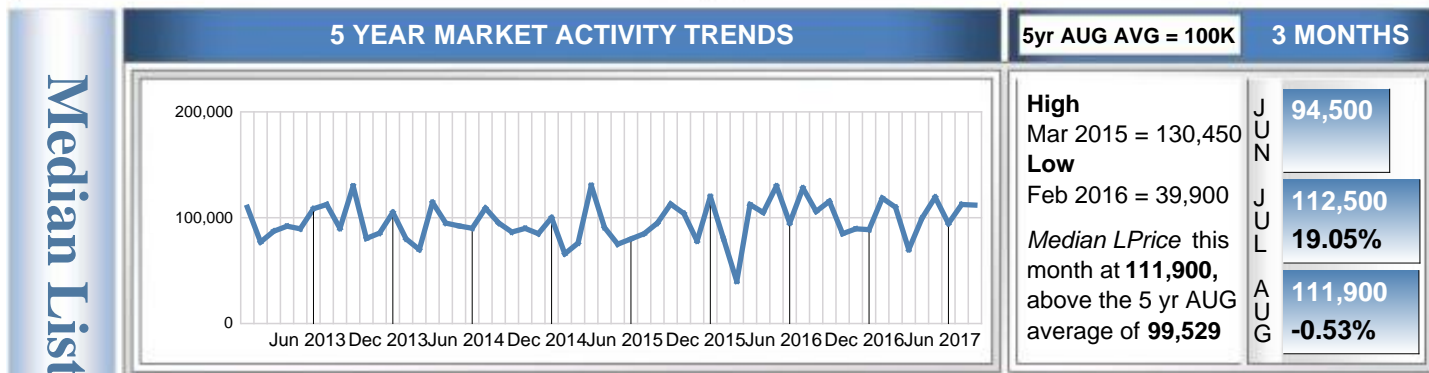
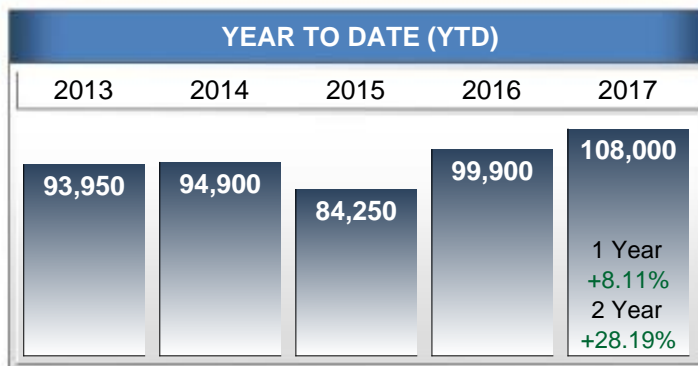
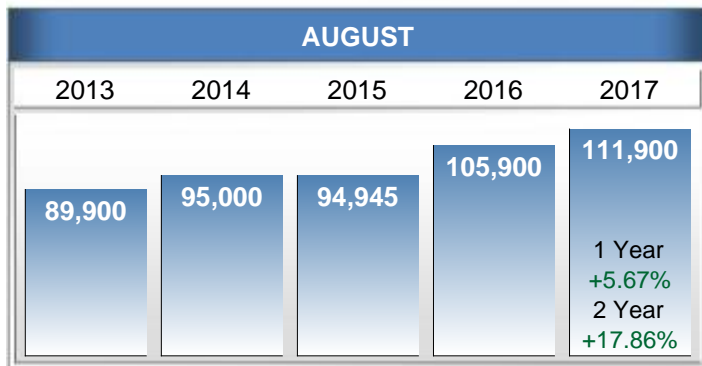
Closed Sales as of Sep 12, 2017



### Median List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Median List Price

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

#### 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+
\$20,000 and less	2		3.77%	6,250	6,250	0	0	0
\$20,001 - \$40,000	6		11.32%	27,250	25,000	29,500	0	0
\$40,001 - \$80,000	9		16.98%	46,800	46,400	59,900	0	0
\$80,001 - \$120,000	14		26.42%	104,000	108,870	104,000	0	0
\$120,001 - \$150,000	9		16.98%	139,500	0	135,900	139,700	0
\$150,001 - \$210,000	6		11.32%	169,700	0	165,900	189,900	0
\$210,001 and up	7		13.21%	253,000	249,900	273,500	232,500	339,900
Median List Price:		\$111,900			\$45,450	\$127,450	\$164,900	\$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

Data from the Greater Tulsa Association of REALTORS®

## August 2017

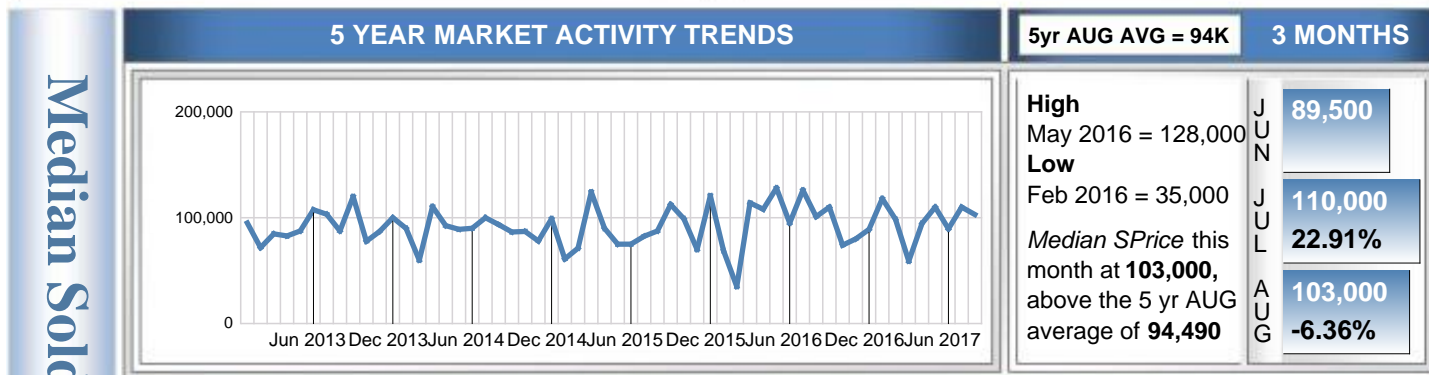
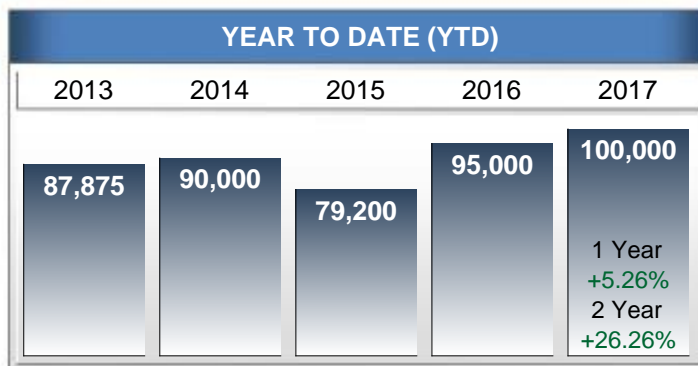
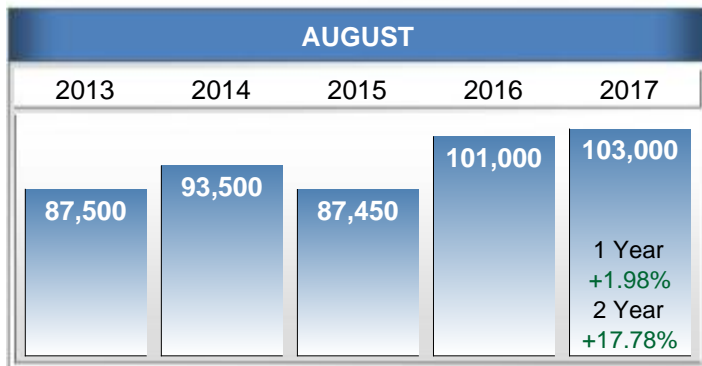
Closed Sales as of Sep 12, 2017



### Median Sold Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Median Sold Price

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

#### 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+
\$20,000 and less	5	9.43%	16,500	16,500	0	0	0
\$20,001 - \$40,000	3	5.66%	30,000	31,000	27,500	0	0
\$40,001 - \$80,000	10	18.87%	51,900	46,800	57,000	0	0
\$80,001 - \$120,000	14	26.42%	100,000	100,000	100,000	120,000	0
\$120,001 - \$150,000	10	18.87%	135,000	0	135,000	145,500	0
\$150,001 - \$210,000	5	9.43%	171,500	0	166,750	188,400	0
\$210,001 and up	6	11.32%	269,000	217,500	285,000	225,000	337,500
Median Closed Price:	\$103,000			\$44,250	\$122,076	\$166,950	\$337,500
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

Data from the Greater Tulsa Association of REALTORS®

## August 2017

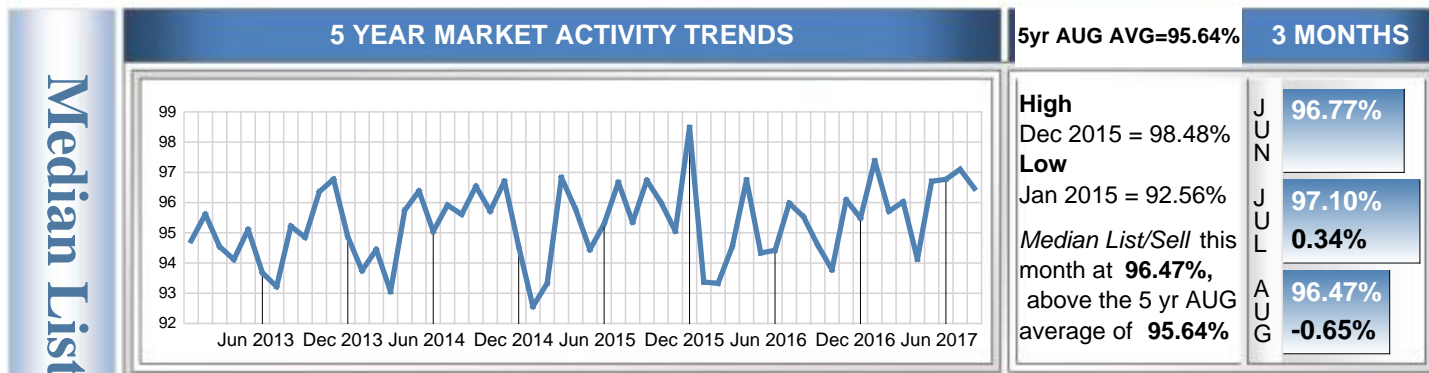
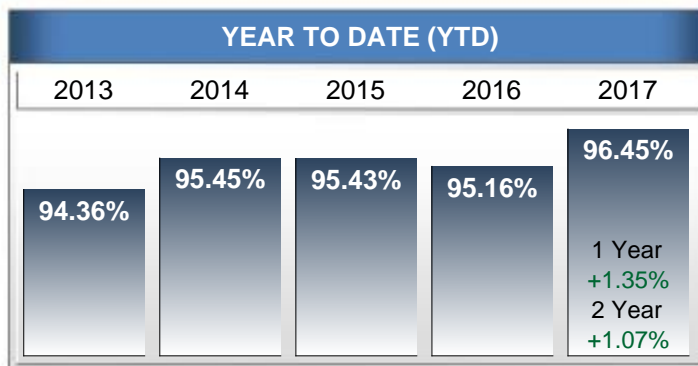
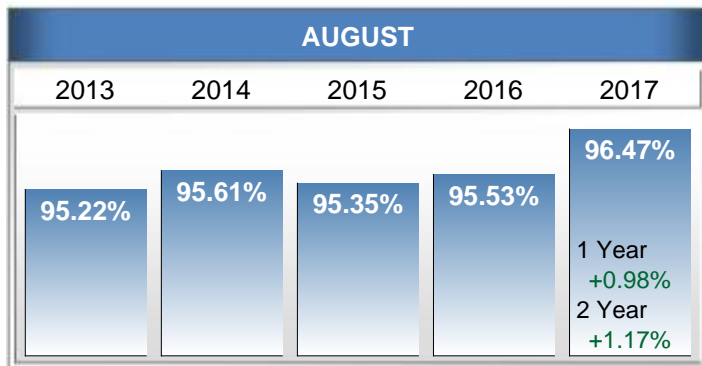
Closed Sales as of Sep 12, 2017



### Median Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

Area Delimited by County Of Cherokee



Median List/Sell Price

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

#### 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+
\$20,000 and less	5	9.43%	80.00%	80.00%	0.00%	0.00%	0.00%
\$20,001 \$40,000	3	5.66%	85.71%	83.88%	93.22%	0.00%	0.00%
\$40,001 \$80,000	10	18.87%	97.35%	97.83%	95.16%	0.00%	0.00%
\$80,001 \$120,000	14	26.42%	95.69%	100.00%	95.69%	86.02%	0.00%
\$120,001 \$150,000	10	18.87%	97.03%	0.00%	96.23%	104.00%	0.00%
\$150,001 \$210,000	5	9.43%	97.65%	0.00%	96.97%	99.21%	0.00%
\$210,001 and up	6	11.32%	98.12%	87.03%	100.00%	96.77%	99.29%
Median List/Sell Ratio:	96.47%			95.22%	96.26%	97.99%	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

Data from the Greater Tulsa Association of REALTORS®

## August 2017

Inventory as of Sep 12, 2017



### Market Summary

Report Produced on: Sep 12, 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			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%
Median List Price	105,900	111,900	5.67%	99,900	108,000	8.11%
Median Sale Price	101,000	103,000	1.98%	95,000	100,000	5.26%
Median Percent of List Price to Selling Price	95.53%	96.47%	0.98%	95.16%	96.45%	1.35%
Median Days on Market to Sale	38.00	33.00	-13.16%	42.00	39.00	-7.14%
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%

