



# February 2017

Area Delimited by County Of Cherokee

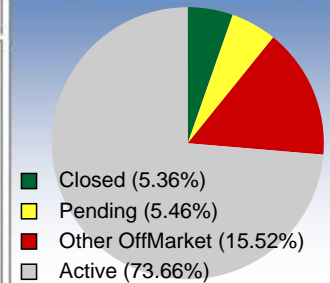


**Absorption:** Last 12 months, an Average of **49** Sales/Month

**Active Inventory** as of February 28, 2017 = **674**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	49	49	0.00%
Pending Listings	51	50	-1.96%
New Listings	212	174	-17.92%
Average List Price	63,073	117,658	86.54%
Average Sale Price	59,211	110,333	86.34%
Average Percent of List Price to Selling Price	91.41%	94.91%	3.83%
Average Days on Market to Sale	70.43	58.18	-17.39%
End of Month Inventory	725	674	-7.03%
Months Supply of Inventory	15.85	13.90	-12.31%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 decreased **7.03%** to 674 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 **13.90** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **86.34%** in February 2017 to \$110,333 versus the previous year at \$59,211.

### Average Days on Market Shortens

The average number of **58.18** days that homes spent on the market before selling decreased by 12.24 days or **17.39%** in February 2017 compared to last year's same month at **70.43** DOM.

### Sales Success for February 2017 is Positive

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

There were 174 New Listings in February 2017, down **17.92%** from last year at 212. Furthermore, there were 49 Closed Listings this month versus last year at 49, a **0.00%** decrease.

Closed versus Listed trends yielded a **28.2%** ratio, up from last year's February 2017 at **23.1%**, a **21.84%** 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®

## February 2017

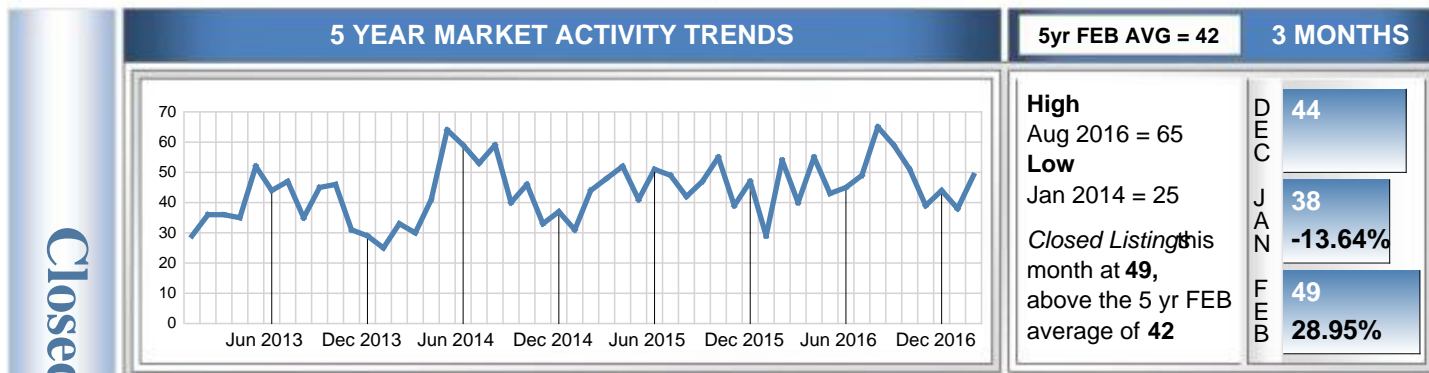
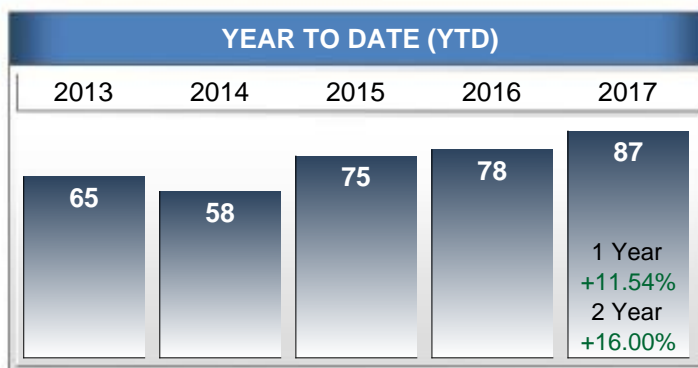
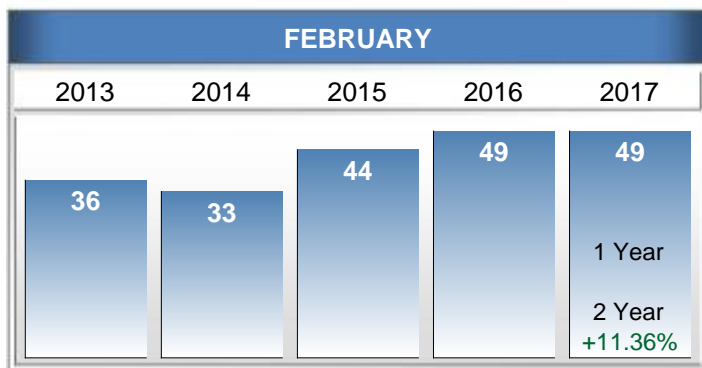
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 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	3	6.12%	12.3	1	2	0	0
\$20,001 \$30,000	4	8.16%	79.3	1	3	0	0
\$30,001 \$50,000	10	20.41%	35.8	4	5	1	0
\$50,001 \$110,000	13	26.53%	76.5	7	5	1	0
\$110,001 \$160,000	7	14.29%	51.6	1	5	1	0
\$160,001 \$250,000	7	14.29%	51.3	3	3	1	0
\$250,001 and up	5	10.20%	85.0	0	4	1	0
<b>Total Closed Units:</b>	<b>49</b>		<b>58.2</b>	<b>17</b>	<b>27</b>	<b>5</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,406,328</b>			<b>1.51M</b>	<b>3.07M</b>	<b>825.40K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$110,333</b>			<b>\$89,085</b>	<b>\$113,573</b>	<b>\$165,080</b>	<b>\$0</b>

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

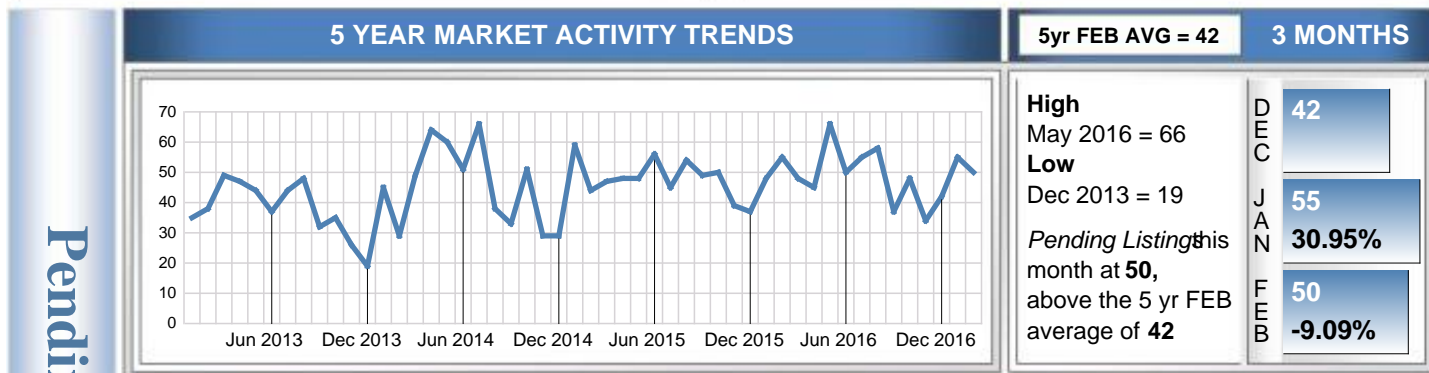
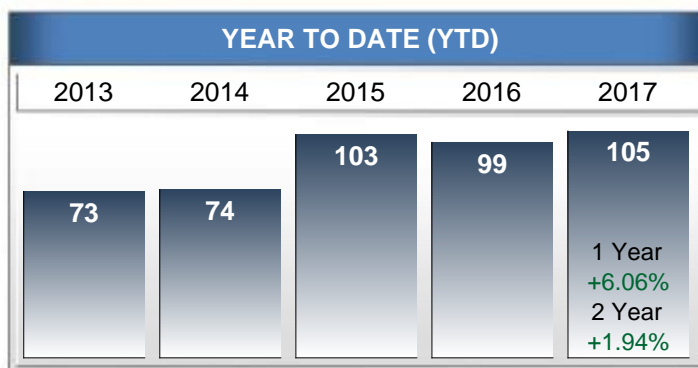
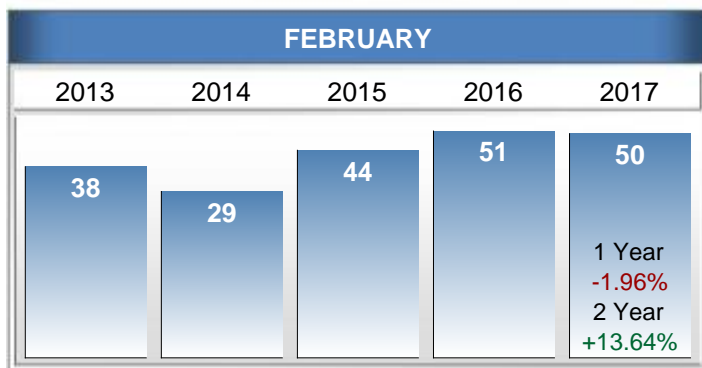
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	6	12.00%	7.8	4	2	0	0	
\$30,001 \$40,000	5	10.00%	90.8	2	3	0	0	
\$40,001 \$50,000	2	4.00%	86.0	2	0	0	0	
\$50,001 \$120,000	20	40.00%	82.7	7	10	2	1	
\$120,001 \$140,000	5	10.00%	52.0	1	3	1	0	
\$140,001 \$250,000	9	18.00%	46.2	4	3	2	0	
\$250,001 and up	3	6.00%	24.0	1	0	2	0	
Total Pending Units: 50				43.8	21	21	7	1
Total Pending Volume: 5,755,425					2.06M	1.88M	1.70M	109.90K
Average Listing Price: \$60,946					\$98,283	\$89,646	\$242,714	\$109,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

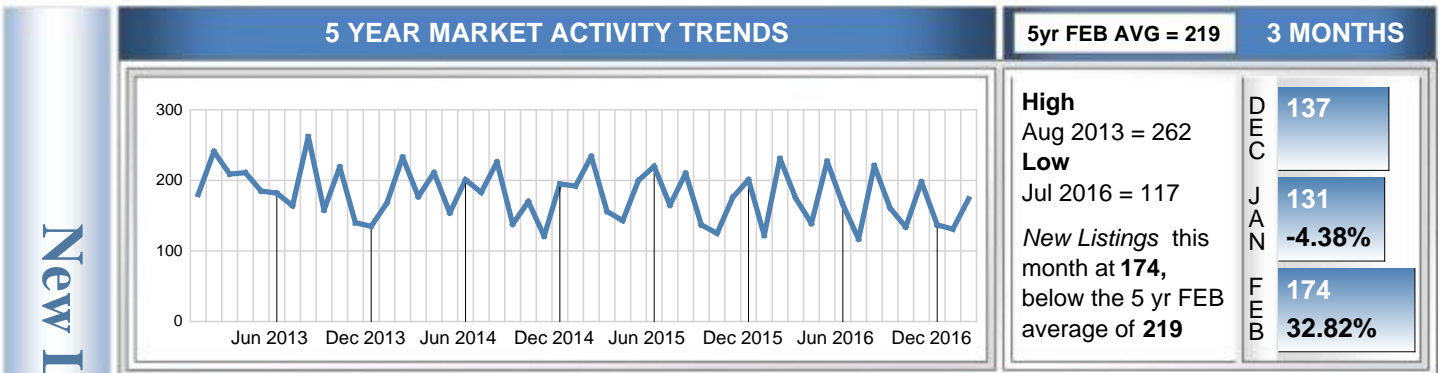
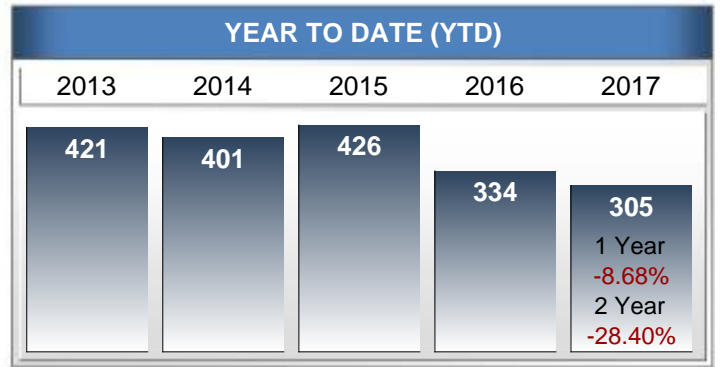
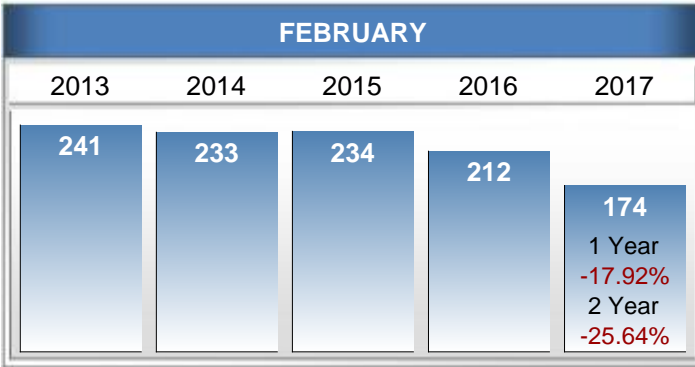
New Listings as of Mar 13, 2017



### New Listings

Report Produced on: Mar 13, 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	6	3.45%	5	1	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	54	31.03%	52	2	0	0
\$30,001 - \$90,000	46	26.44%	39	7	0	0
\$90,001 - \$140,000	25	14.37%	5	18	1	1
\$140,001 - \$240,000	25	14.37%	4	13	7	1
\$240,001 and up	18	10.34%	3	6	6	3
Total New Listed Units:			108	47	14	5
Total New Listed Volume:			6.11M	7.39M	6.39M	1.51M
Average New Listed Listing Price:			\$56,614	\$157,305	\$456,557	\$301,740



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

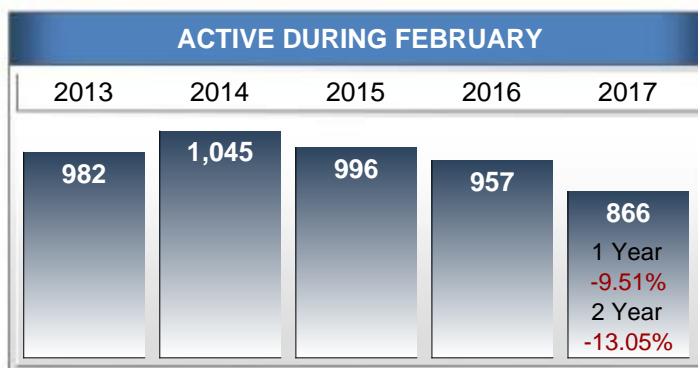
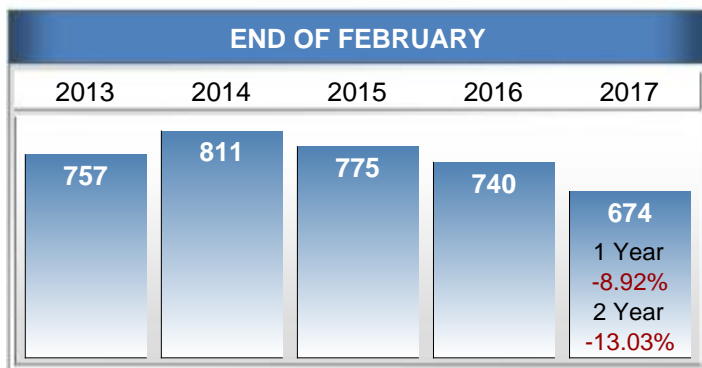
Active Inventory as of Mar 13, 2017



### Active Inventory

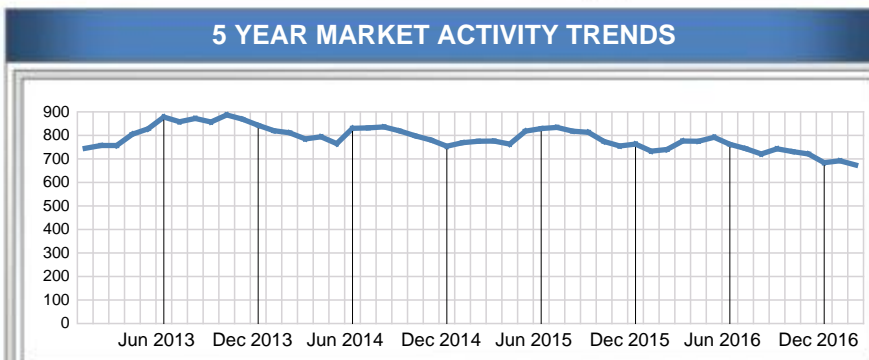
Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Active Inventory

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



**5yr FEB AVG = 751**      **3 MONTHS**

**High**  
Oct 2013 = 887

**Low**  
Feb 2017 = 674

*Inventory* this month at **674**, below the 5 yr FEB average of **751**

DEC	684
JAN	692
FEB	674
1.17%	
-2.60%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	30	4.45%	95.0	30	0	0	0	
\$10,001 - \$20,000	98	14.54%	61.1	97	1	0	0	
\$20,001 - \$50,000	112	16.62%	85.0	100	10	2	0	
\$50,001 - \$90,000	172	25.52%	84.5	137	31	4	0	
\$90,001 - \$160,000	108	16.02%	81.0	41	56	9	2	
\$160,001 - \$290,000	83	12.31%	82.6	20	43	17	3	
\$290,001 and up	71	10.53%	99.1	26	20	20	5	
Total Active Inventory by Units:			674	82.4	451	161	52	10
Total Active Inventory by Volume:			88,365,978		38.34M	27.63M	19.18M	3.22M
Average Active Inventory Listing Price:			\$131,107		\$85,001	\$171,619	\$368,798	\$322,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

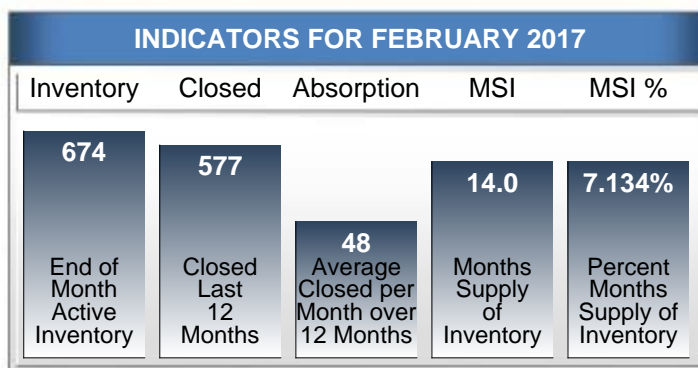
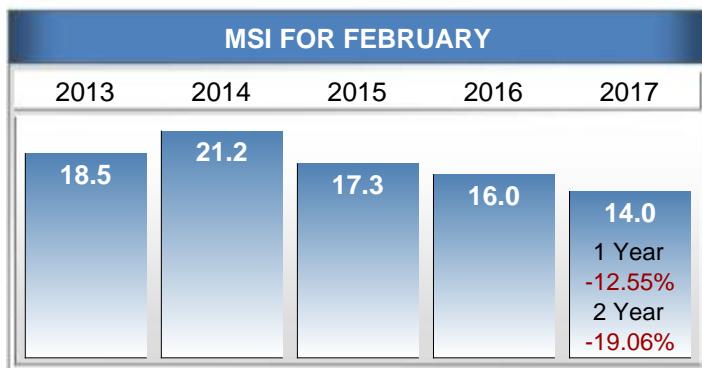
Active Inventory as of Mar 13, 2017



### Months Supply of Inventory

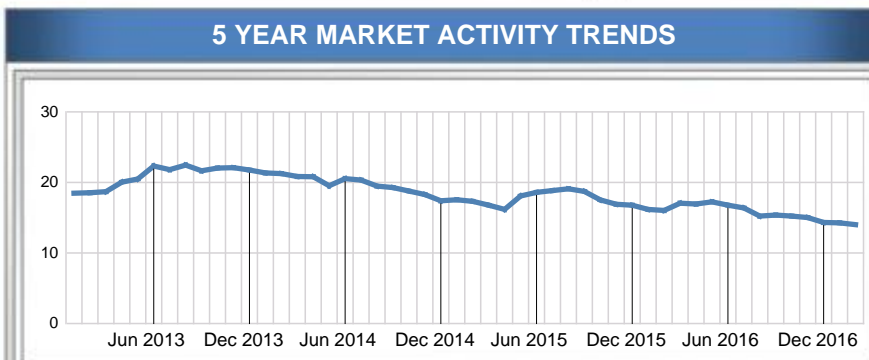
Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Months Supply

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



**5yr FEB AVG = 17.4**     **3 MONTHS**

**High**  
Aug 2013 = 22.5

**Low**  
Feb 2017 = 14.0

Months Supply this month at **14.0**, below the 5 yr FEB average of **17.4**

D E C	14.3
J A N	14.3
F E B	14.0
	-0.39%
	-1.76%

#### 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	30	4.45%	25.7	27.7	0.0	0.0	0.0	
\$10,001 \$20,000	98	14.54%	30.2	37.5	2.4	0.0	0.0	
\$20,001 \$50,000	112	16.62%	14.3	24.0	3.2	4.8	0.0	
\$50,001 \$90,000	172	25.52%	17.3	35.7	6.4	3.4	0.0	
\$90,001 \$160,000	108	16.02%	7.0	16.4	4.8	8.3	24.0	
\$160,001 \$290,000	83	12.31%	9.9	17.1	8.9	8.5	7.2	
\$290,001 and up	71	10.53%	34.1	34.7	26.7	60.0	20.0	
MSI:			14.0		28.0	6.2	9.9	10.9
Total Active Inventory:			674		451	161	52	10



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

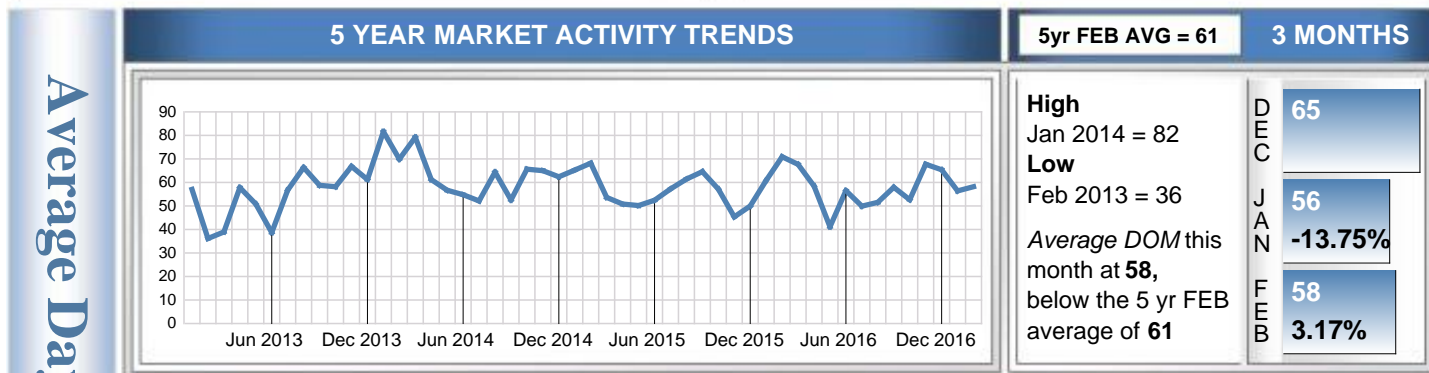
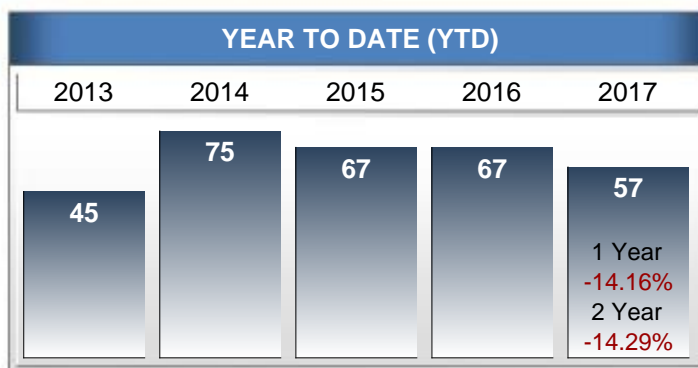
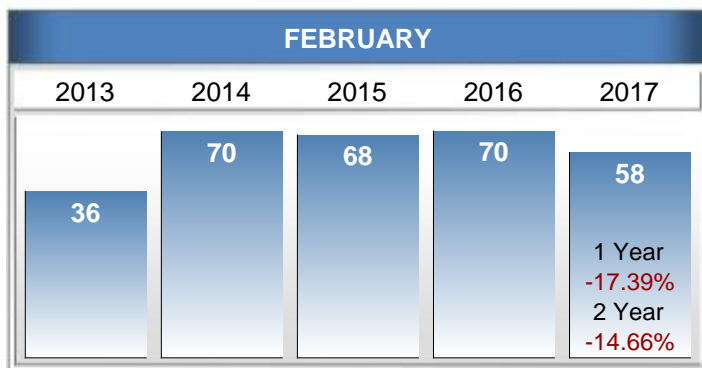
Closed Sales as of Mar 13, 2017



### Average Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Average Days on Market

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

#### 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	3	6.12%	12.3	1.0	18.0	0.0	0.0
\$20,001 \$30,000	4	8.16%	79.3	6.0	103.7	0.0	0.0
\$30,001 \$50,000	10	20.41%	35.8	41.0	34.8	20.0	0.0
\$50,001 \$110,000	13	26.53%	76.5	74.7	83.4	54.0	0.0
\$110,001 \$160,000	7	14.29%	51.6	76.0	56.4	3.0	0.0
\$160,001 \$250,000	7	14.29%	51.3	59.7	59.7	1.0	0.0
\$250,001 and up	5	10.20%	85.0	0.0	96.5	39.0	0.0
Average Closed DOM: 58.2				55.8	66.1	23.4	0.0
Total Closed Units: 49				17	27	5	
Total Closed Volume: 5,406,328				1.51M	3.07M	825.40K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

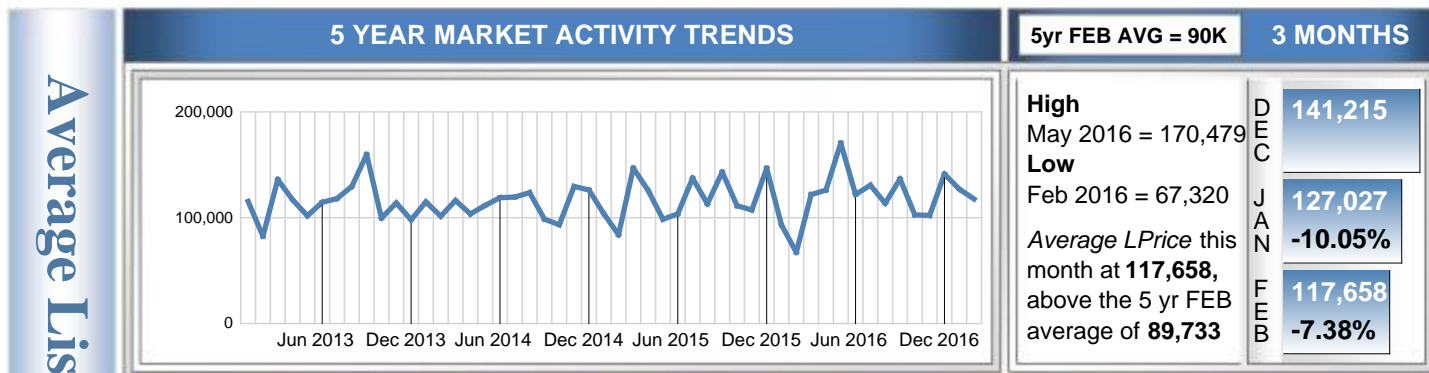
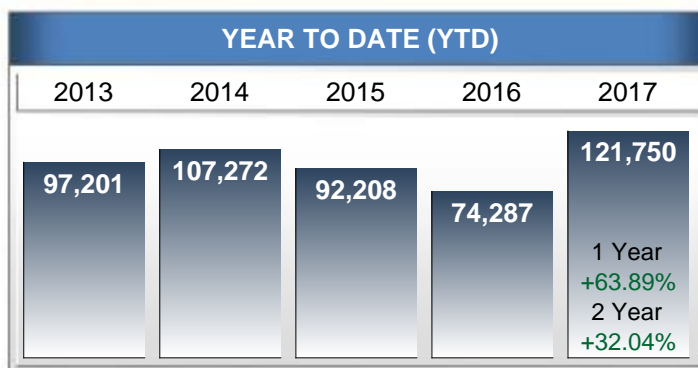
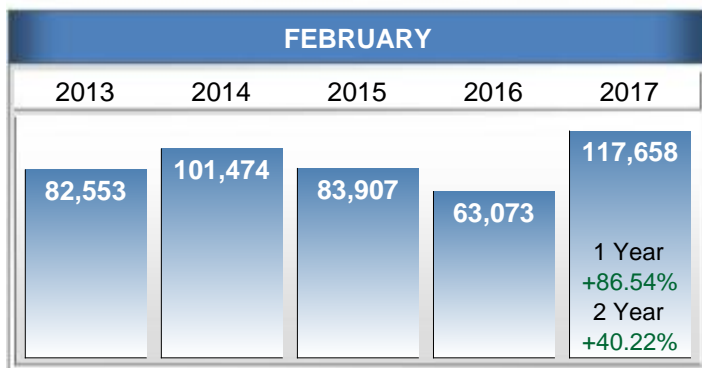
Closed Sales as of Mar 13, 2017



### Average List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Average List Price

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

#### 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		8.16%	12,075	5,900	11,200	0	0
\$20,001 \$30,000	2		4.08%	26,200	39,900	28,667	0	0
\$30,001 \$50,000	8		16.33%	39,300	43,350	41,635	39,000	0
\$50,001 \$110,000	11		22.45%	74,220	97,186	98,890	109,900	0
\$110,001 \$160,000	12		24.49%	136,200	135,000	142,320	159,900	0
\$160,001 \$250,000	6		12.24%	189,067	217,333	183,133	185,000	0
\$250,001 and up	6		12.24%	294,150	0	290,725	350,000	0
Average List Price:		\$117,658			\$99,206	\$119,812	\$168,760	\$0
Total Closed Units:		49			17	27	5	
Total List Volume:		5,765,225			1.69M	3.23M	843.80K	0.00B





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

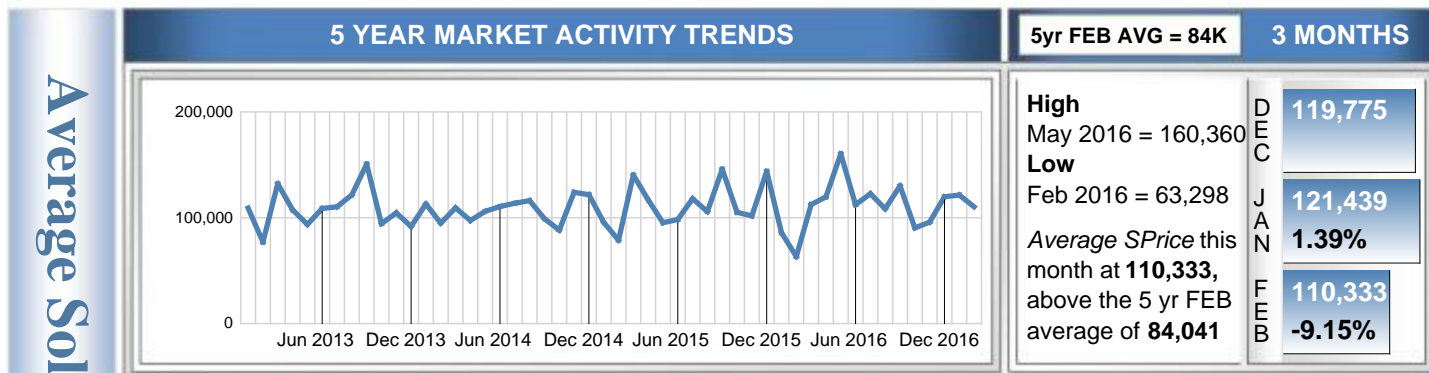
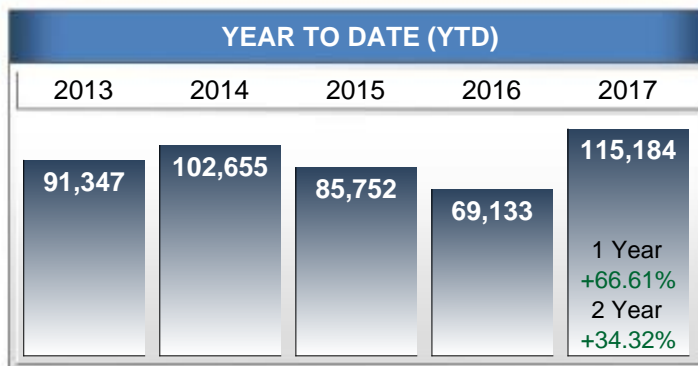
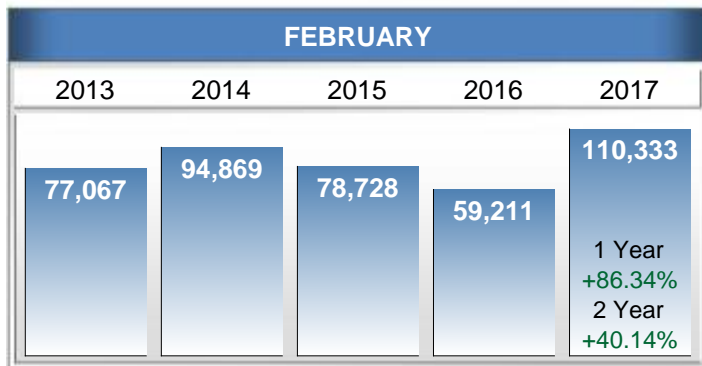
Closed Sales as of Mar 13, 2017



### Average Sold Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Average Sold Price

Ready to Buy or Sell Real Estate?  
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+	
\$20,000 and less	3		6.12%	12,767	5,900	16,200	0	0	
\$20,001 \$30,000	4		8.16%	23,213	22,850	23,333	0	0	
\$30,001 \$50,000	10		20.41%	37,953	37,750	37,405	41,500	0	
\$50,001 \$110,000	13		26.53%	87,046	81,857	90,919	104,000	0	
\$110,001 \$160,000	7		14.29%	142,229	135,000	140,141	159,900	0	
\$160,001 \$250,000	7		14.29%	192,100	208,900	177,667	185,000	0	
\$250,001 and up	5		10.20%	284,750	0	272,188	335,000	0	
Average Closed Price:					\$110,333	\$89,085	\$113,573	\$165,080	\$0
Total Closed Units:					49	17	27	5	
Total Closed Volume:					5,406,328	1.51M	3.07M	825.40K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

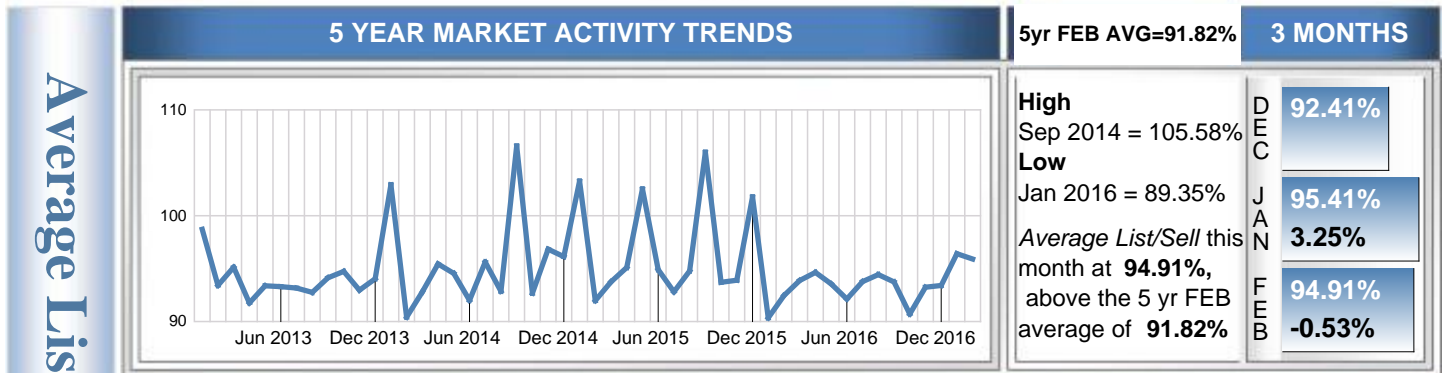
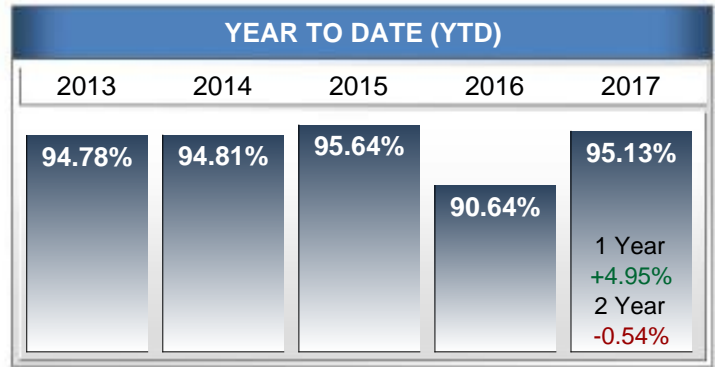
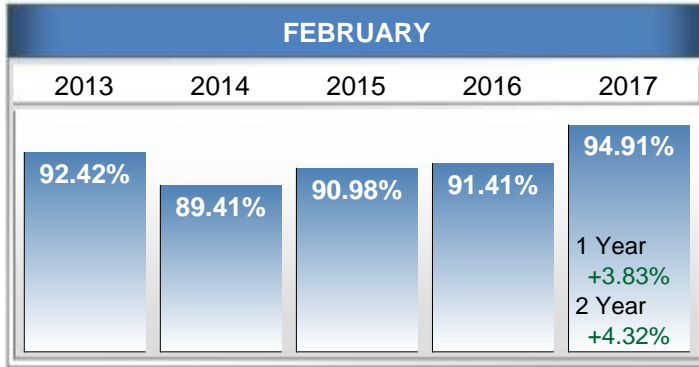
Closed Sales as of Mar 13, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



#### 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	3	6.12%	128.85%	100.00%	143.27%	0.00%	0.00%	
\$20,001 \$30,000	4	8.16%	79.27%	57.27%	86.60%	0.00%	0.00%	
\$30,001 \$50,000	10	20.41%	93.50%	88.71%	94.74%	106.41%	0.00%	
\$50,001 \$110,000	13	26.53%	89.88%	87.34%	92.49%	94.63%	0.00%	
\$110,001 \$160,000	7	14.29%	99.08%	100.00%	98.72%	100.00%	0.00%	
\$160,001 \$250,000	7	14.29%	97.04%	96.07%	97.02%	100.00%	0.00%	
\$250,001 and up	5	10.20%	94.09%	0.00%	93.69%	95.71%	0.00%	
Average List/Sell Ratio:				94.90%	88.92%	97.85%	99.35%	0.00%
Total Closed Units:				49	17	27	5	
Total Closed Volume:				5,406,328	1.51M	3.07M	825.40K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

Inventory as of Mar 13, 2017



### Market Summary

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



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

**Active Inventory** as of February 28, 2017 = 674

	FEBRUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	49	49	0.00%	78	87	11.54%
Pending Sales	51	50	-1.96%	99	105	6.06%
New Listings	212	174	-17.92%	334	305	-8.68%
Average List Price	63,073	117,658	86.54%	74,287	121,750	63.89%
Average Sale Price	59,211	110,333	86.34%	69,133	115,184	66.61%
Average Percent of List Price to Selling Price	91.41%	94.91%	3.83%	90.64%	95.13%	4.95%
Average Days on Market to Sale	70.43	58.18	-17.39%	66.87	57.40	-14.16%
Monthly Inventory	725	674	-7.03%	725	674	-7.03%
Months Supply of Inventory	15.85	13.90	-12.31%	15.85	13.90	-12.31%

