



September 2017

Area Delimited by County Of Cherokee

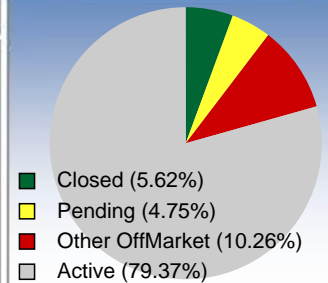


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of September 30, 2017 = **735**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	59	52	-11.86%
Pending Listings	37	44	18.92%
New Listings	161	155	-3.73%
Average List Price	136,686	121,923	-10.80%
Average Sale Price	130,089	117,334	-9.80%
Average Percent of List Price to Selling Price	92.74%	93.70%	1.04%
Average Days on Market to Sale	57.93	61.27	5.76%
End of Month Inventory	743	735	-1.08%
Months Supply of Inventory	15.37	14.46	-5.94%

Market Activity



Report Produced on: Oct 12, 2017

Monthly Inventory Analysis

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 2017 decreased **1.08%** to 735 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 **14.46** 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 **9.80%** in September 2017 to \$117,334 versus the previous year at \$130,089.

Average Days on Market Lengthens

The average number of **61.27** days that homes spent on the market before selling increased by 3.34 days or **5.76%** in September 2017 compared to last year's same month at **57.93** DOM.

Sales Success for September 2017 is Positive

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

There were 155 New Listings in September 2017, down **3.73%** from last year at 161. Furthermore, there were 52 Closed Listings this month versus last year at 59, a **-11.86%** decrease.

Closed versus Listed trends yielded a **33.5%** ratio, down from last year's September 2017 at **36.6%**, a **8.45%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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September 2017

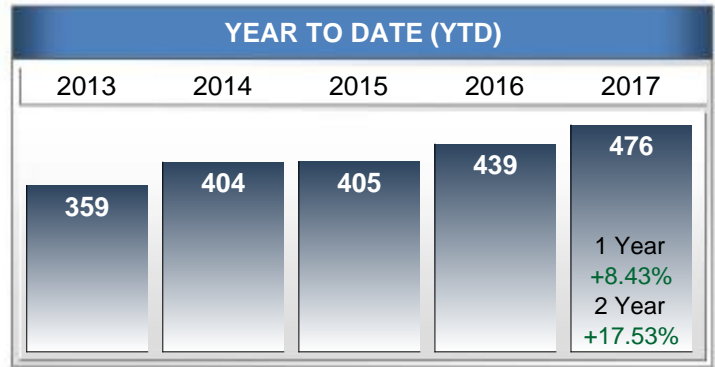
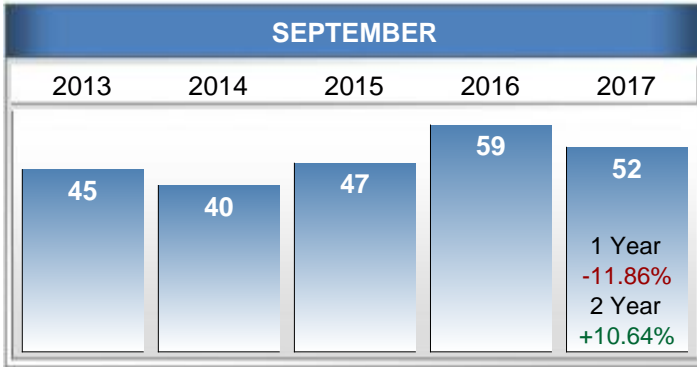
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

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	3	5.77%	95.0	3	0	0	0
\$20,001 - \$40,000	7	13.46%	41.3	6	1	0	0
\$40,001 - \$70,000	10	19.23%	58.1	6	3	1	0
\$70,001 - \$120,000	12	23.08%	74.0	4	8	0	0
\$120,001 - \$160,000	6	11.54%	70.5	1	4	1	0
\$160,001 - \$200,000	8	15.38%	52.6	1	7	0	0
\$200,001 and up	6	11.54%	49.8	0	2	2	2
Total Closed Units:	52		61.3	21	25	4	2
Total Closed Volume:	6,101,367			1.18M	3.17M	1.28M	471.50K
Average Closed Price:	\$117,334			\$56,121	\$126,740	\$320,707	\$235,750



Monthly Inventory Analysis

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September 2017

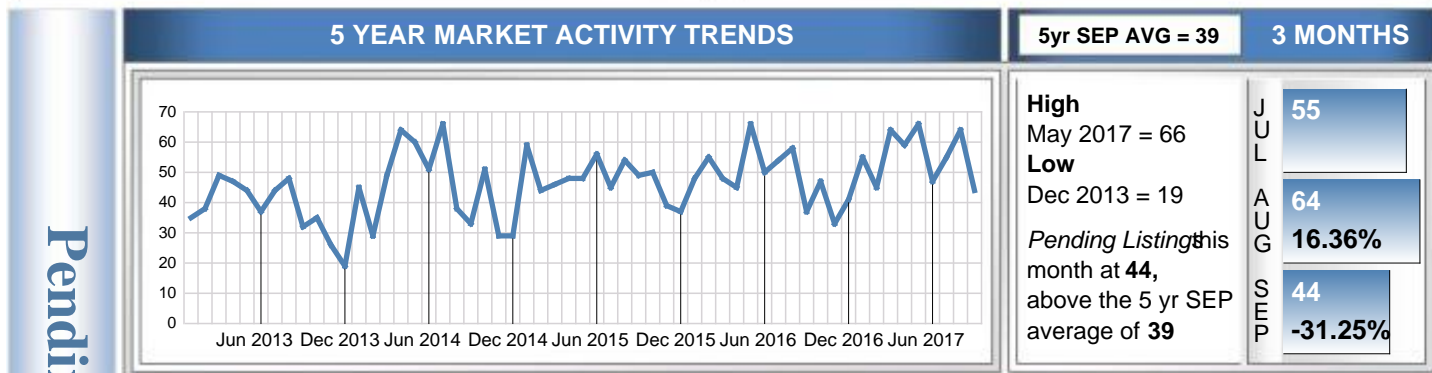
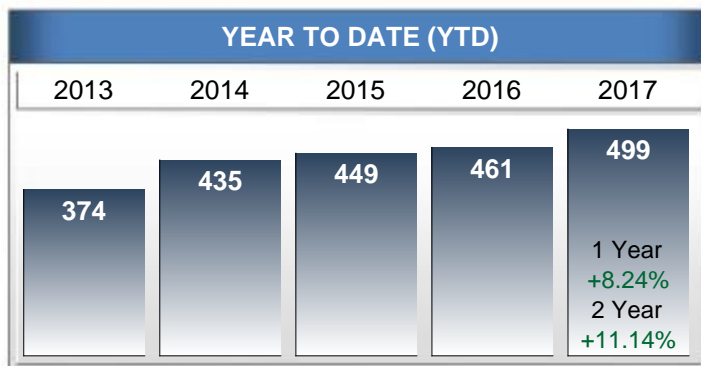
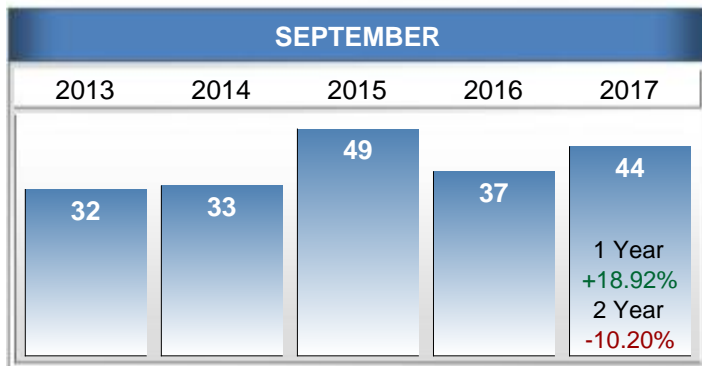
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Cherokee



Pending Listings
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 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+		
\$50,000 and less	4	9.09%	118.5	4	0	0	0		
\$50,001 - \$70,000	4	9.09%	77.3	4	0	0	0		
\$70,001 - \$90,000	6	13.64%	100.3	3	3	0	0		
\$90,001 - \$140,000	14	31.82%	61.9	2	9	3	0		
\$140,001 - \$150,000	6	13.64%	62.5	0	6	0	0		
\$150,001 - \$240,000	5	11.36%	28.2	1	3	1	0		
\$240,001 and up	5	11.36%	45.2	0	2	3	0		
Total Pending Units:				44	96.7	14	23	7	
Total Pending Volume:				5,547,895		956.85K	3.30M	1.29M	0.00B
Average Listing Price:				\$78,967		\$68,346	\$143,558	\$184,171	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

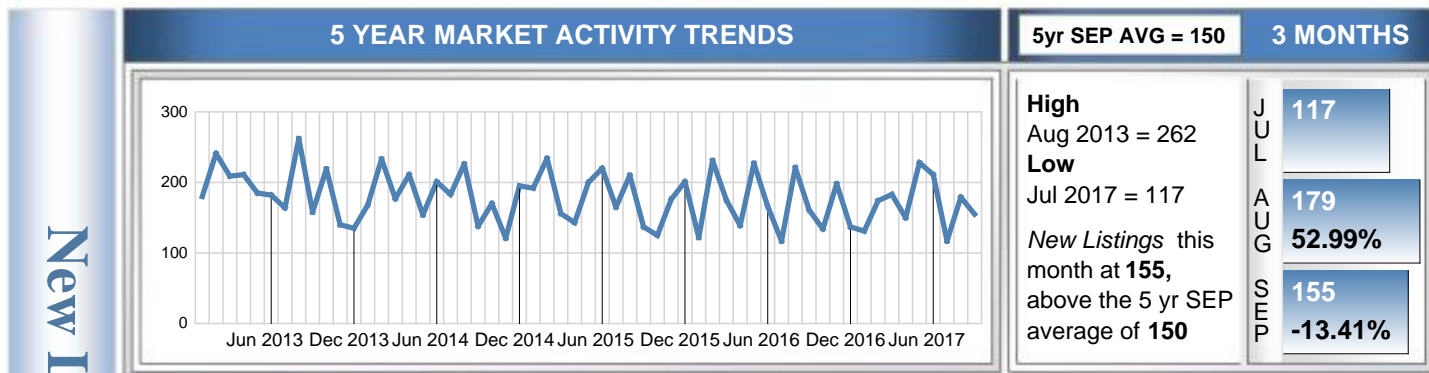
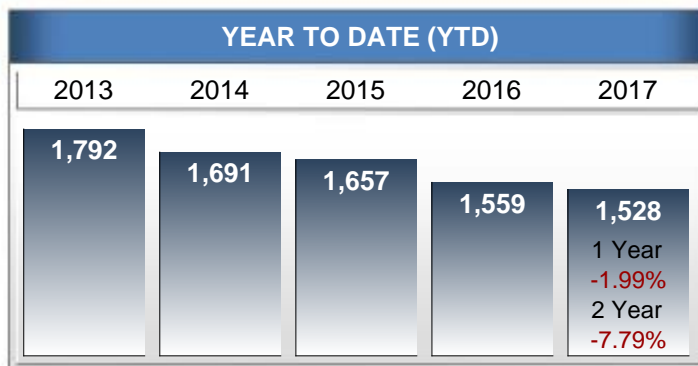
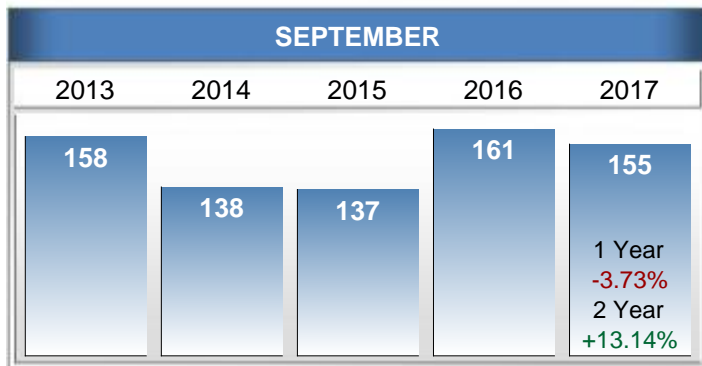
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 2017

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+	
\$20,000 and less	15	9.68%	15	0	0	0	
\$20,001 \$30,000	6	3.87%	6	0	0	0	
\$30,001 \$60,000	32	20.65%	30	2	0	0	
\$60,001 \$130,000	43	27.74%	28	9	6	0	
\$130,001 \$190,000	23	14.84%	4	16	3	0	
\$190,001 \$310,000	20	12.90%	1	10	9	0	
\$310,001 and up	16	10.32%	9	2	4	1	
Total New Listed Units:			155	93	39	22	1
Total New Listed Volume:			26,697,678	13.92M	6.81M	5.22M	749.90K
Average New Listed Listing Price:			\$0	\$149,634	\$174,556	\$237,459	\$749,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

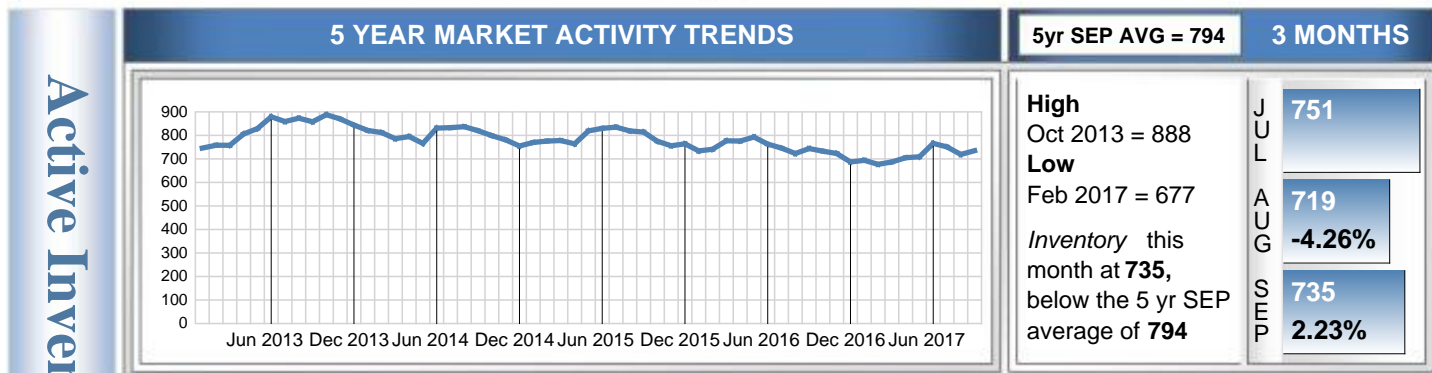
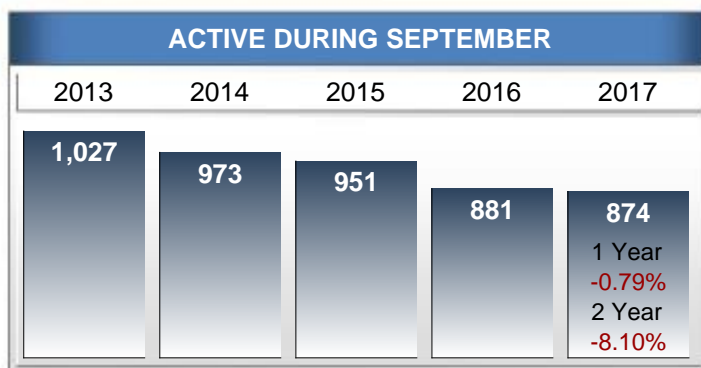
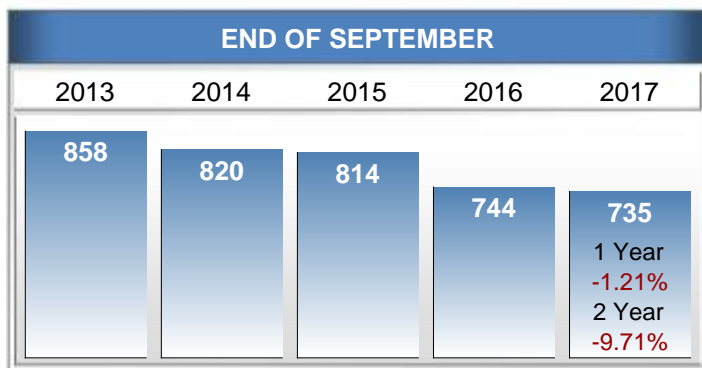
Active Inventory as of Oct 12, 2017



Active Inventory

Report Produced on: Oct 12, 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	24	3.27%	89.2	24	0	0	0
\$10,001 - \$20,000	126	17.14%	81.7	125	1	0	0
\$20,001 - \$50,000	118	16.05%	81.3	108	10	0	0
\$50,001 - \$100,000	192	26.12%	96.1	157	30	5	0
\$100,001 - \$170,000	109	14.83%	78.6	37	57	13	2
\$170,001 - \$320,000	87	11.84%	77.8	18	43	25	1
\$320,001 and up	79	10.75%	101.6	37	15	21	6
Total Active Inventory by Units:				506	156	64	9
Total Active Inventory by Volume:				53.80M	28.10M	23.48M	3.35M
Average Active Inventory Listing Price:				\$106,325	\$180,102	\$366,902	\$371,822



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

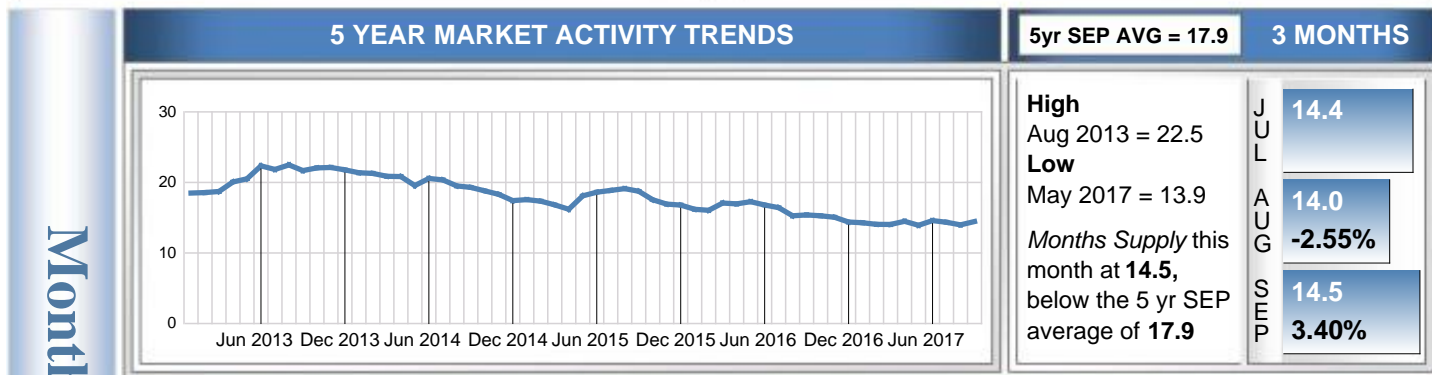
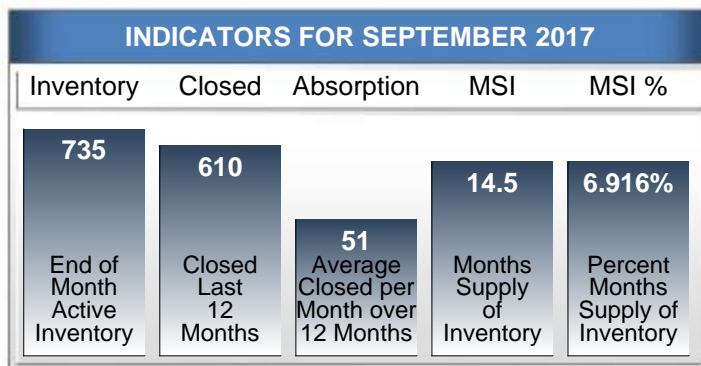
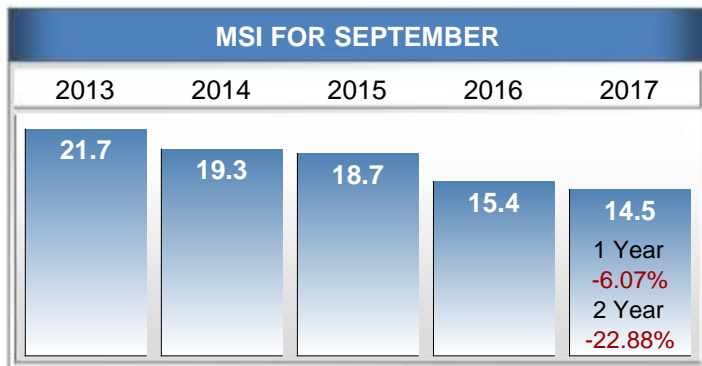
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

Report Produced on: Oct 12, 2017

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	24	3.27%	16.9	16.9	0.0	0.0	0.0
\$10,001 \$20,000	126	17.14%	30.9	35.7	2.4	0.0	0.0
\$20,001 \$50,000	118	16.05%	13.6	21.6	3.4	0.0	0.0
\$50,001 \$100,000	192	26.12%	15.2	31.4	4.6	4.6	0.0
\$100,001 \$170,000	109	14.83%	7.8	15.9	5.6	9.8	0.0
\$170,001 \$320,000	87	11.84%	10.5	18.0	9.4	12.0	1.7
\$320,001 and up	79	10.75%	43.1	49.3	45.0	42.0	24.0
MSI:			14.5	26.6	6.2	11.0	9.0
Total Active Inventory:			735	506	156	64	9



Monthly Inventory Analysis

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September 2017

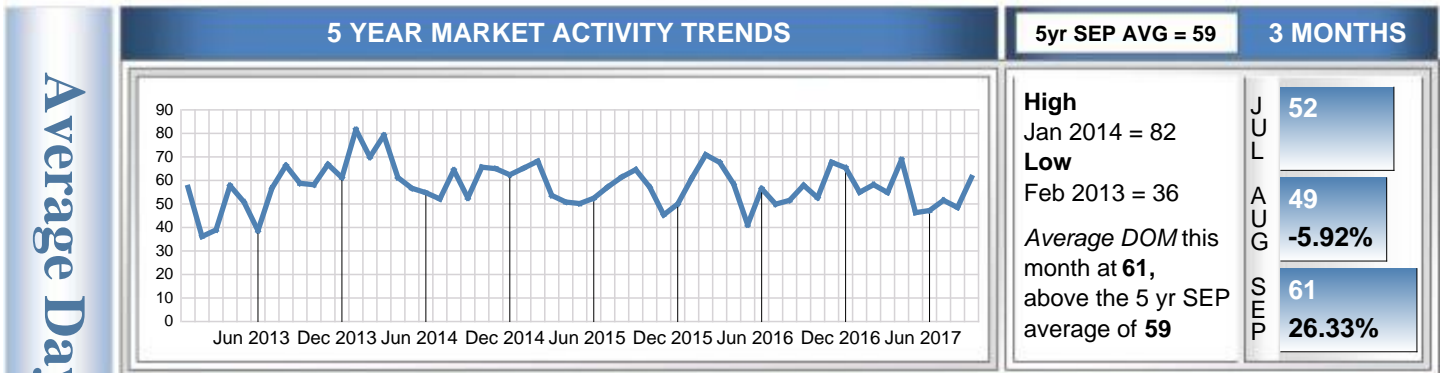
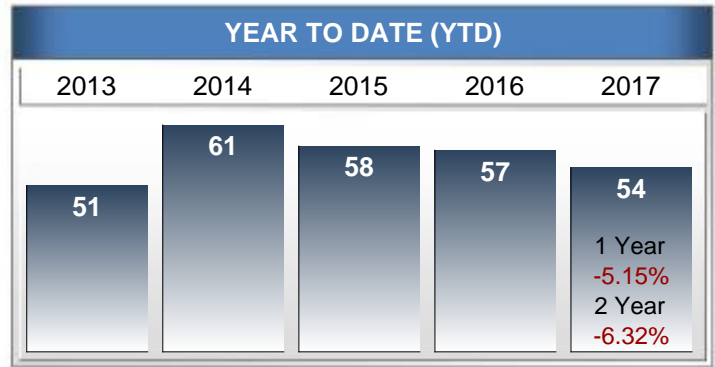
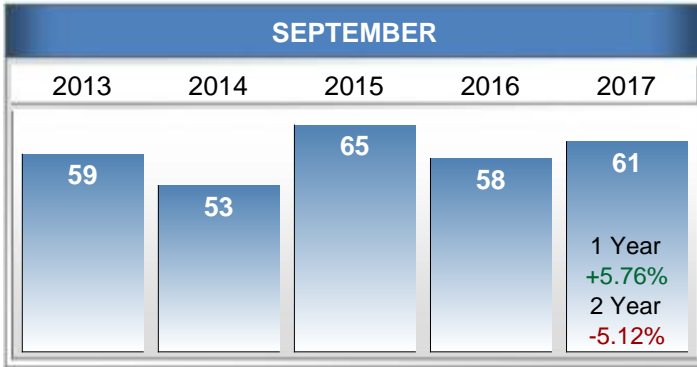
Closed Sales as of Oct 12, 2017



Average Days on Market to Sale

Report Produced on: Oct 12, 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	5.77%	95.0	95.0	0.0	0.0	0.0
\$20,001 \$40,000	7	13.46%	41.3	42.8	32.0	0.0	0.0
\$40,001 \$70,000	10	19.23%	58.1	75.0	28.7	45.0	0.0
\$70,001 \$120,000	12	23.08%	74.0	56.8	82.6	0.0	0.0
\$120,001 \$160,000	6	11.54%	70.5	38.0	93.3	12.0	0.0
\$160,001 \$200,000	8	15.38%	52.6	51.0	52.9	0.0	0.0
\$200,001 and up	6	11.54%	49.8	0.0	67.5	29.0	53.0
Average Closed DOM:				62.3	66.3	28.8	53.0
Total Closed Units:				21	25	4	2
Total Closed Volume:				1.18M	3.17M	1.28M	471.50K



Monthly Inventory Analysis

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September 2017

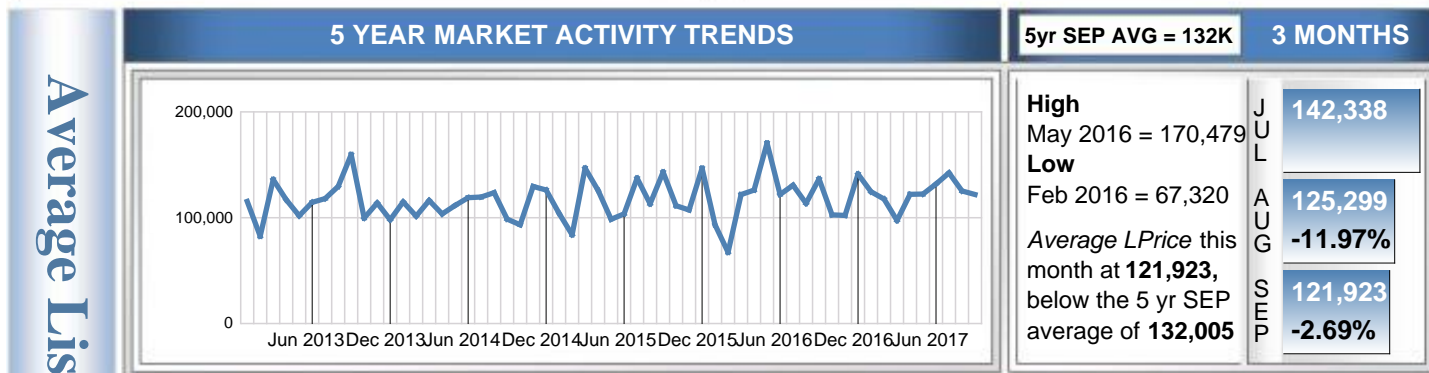
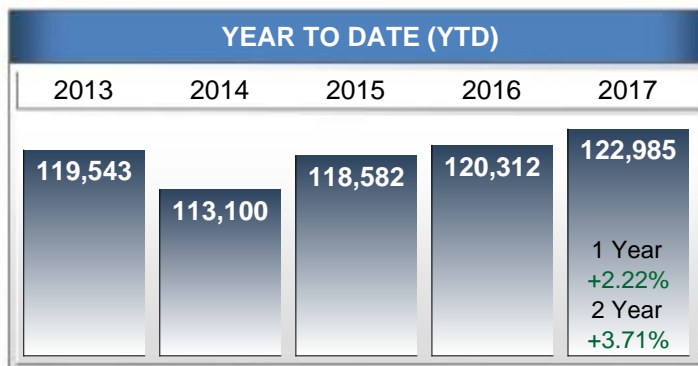
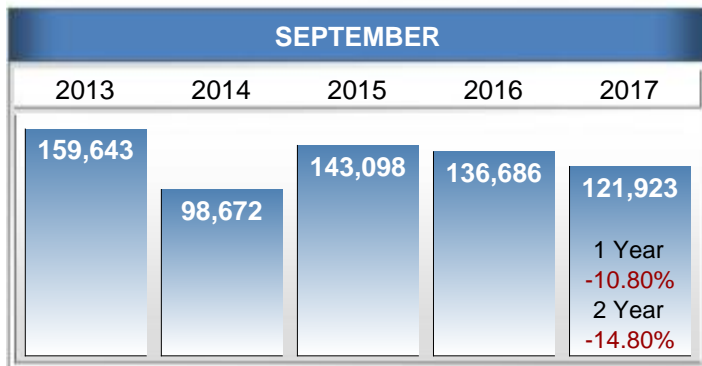
Closed Sales as of Oct 12, 2017



Average List Price at Closing

Report Produced on: Oct 12, 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	2	3.85%	15,750	18,833	0	0	0
\$20,001 \$40,000	7	13.46%	30,471	31,717	50,000	0	0
\$40,001 \$70,000	9	17.31%	53,839	53,525	68,667	56,800	0
\$70,001 \$120,000	12	23.08%	92,606	94,850	105,746	0	0
\$120,001 \$160,000	8	15.38%	136,250	138,000	139,900	126,900	0
\$160,001 \$200,000	9	17.31%	178,600	169,900	177,514	0	0
\$200,001 and up	5	9.62%	360,400	0	202,950	554,750	240,750
Average List Price:	\$121,923			\$59,774	\$132,403	\$323,300	\$240,750
Total Closed Units:	52			21	25	4	2
Total List Volume:	6,340,018			1.26M	3.31M	1.29M	481.50K



Monthly Inventory Analysis

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September 2017

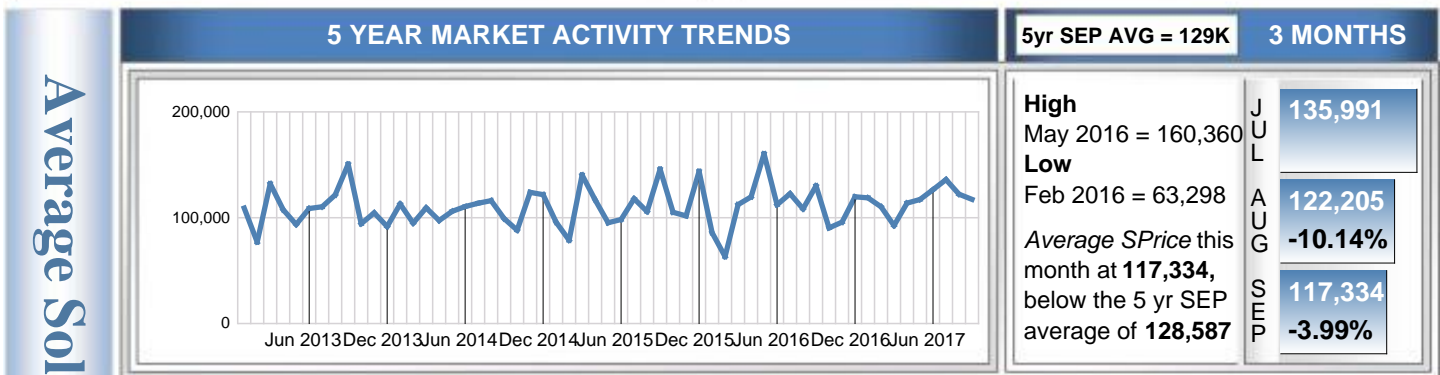
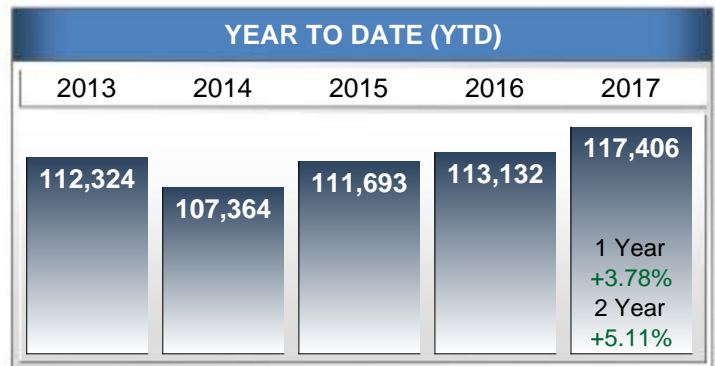
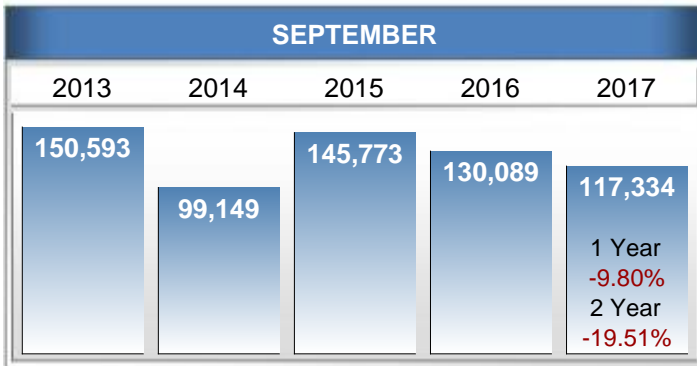
Closed Sales as of Oct 12, 2017



Average Sold Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Cherokee



Average Sold Price

Ready to Buy or Sell Real Estate?
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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	3	5.77%	12,667	12,667	0	0	0
\$20,001 \$40,000	7	13.46%	30,771	29,233	40,000	0	0
\$40,001 \$70,000	10	19.23%	56,053	50,625	64,667	62,777	0
\$70,001 \$120,000	12	23.08%	92,918	91,600	93,576	0	0
\$120,001 \$160,000	6	11.54%	134,030	130,000	136,819	126,900	0
\$160,001 \$200,000	8	15.38%	173,725	165,000	174,971	0	0
\$200,001 and up	6	11.54%	329,742	0	206,900	546,576	235,750
Average Closed Price:	\$117,334			\$56,121	\$126,740	\$320,707	\$235,750
Total Closed Units:	52			21	25	4	2
Total Closed Volume:	6,101,367			1.18M	3.17M	1.28M	471.50K



Monthly Inventory Analysis

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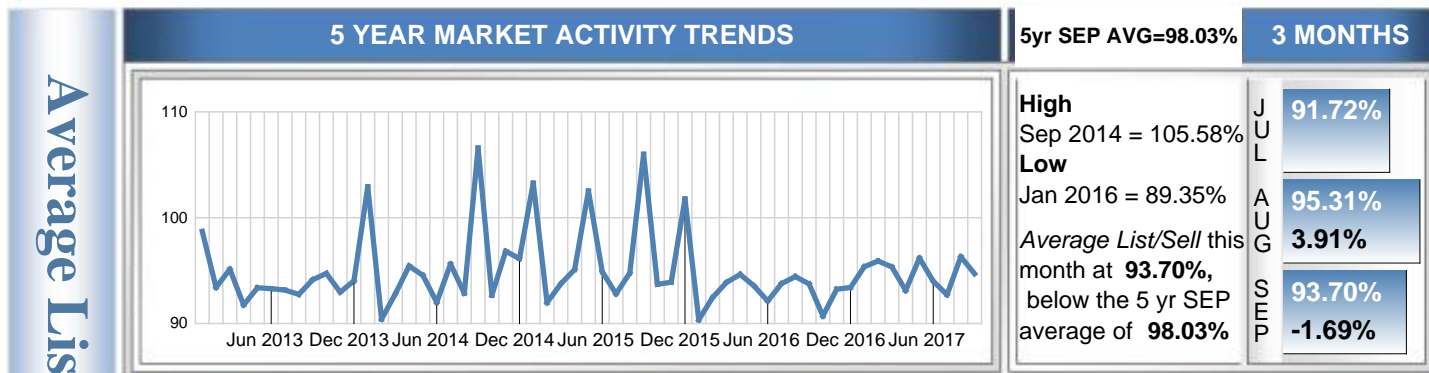
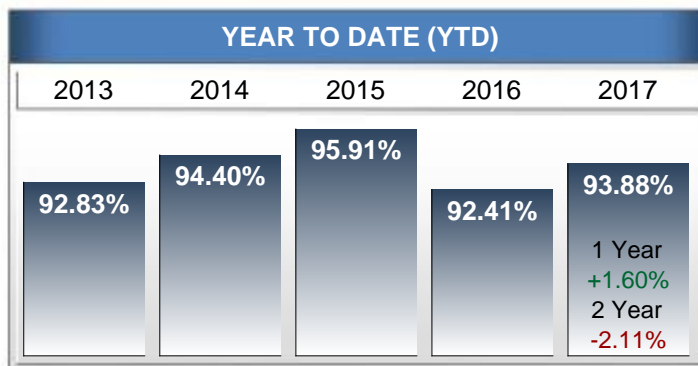
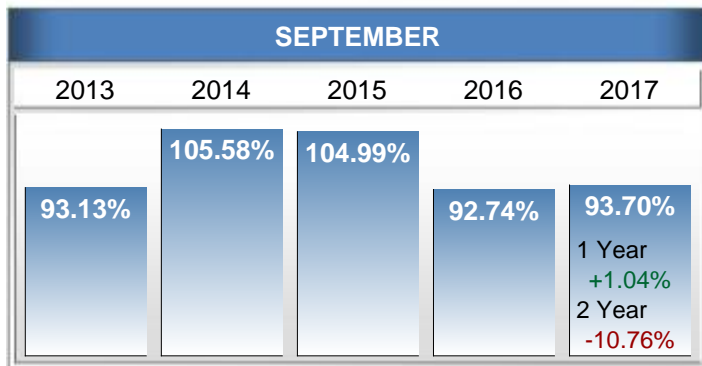
Closed Sales as of Oct 12, 2017



Average Percent of List Price to Selling Price

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Area Delimited by County Of Cherokee



Average List/Sell Price

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

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	5.77%	63.70%	63.70%	0.00%	0.00%	0.00%
\$20,001 \$40,000	7	13.46%	90.32%	92.04%	80.00%	0.00%	0.00%
\$40,001 \$70,000	10	19.23%	96.94%	95.81%	94.69%	110.52%	0.00%
\$70,001 \$120,000	12	23.08%	92.60%	97.42%	90.19%	0.00%	0.00%
\$120,001 \$160,000	6	11.54%	97.54%	94.20%	97.76%	100.00%	0.00%
\$160,001 \$200,000	8	15.38%	98.39%	97.12%	98.58%	0.00%	0.00%
\$200,001 and up	6	11.54%	99.35%	0.00%	102.03%	97.96%	98.07%
Average List/Sell Ratio:	93.70%			90.44%	94.83%	101.61%	98.07%
Total Closed Units:	52			21	25	4	2
Total Closed Volume:	6,101,367			1.18M	3.17M	1.28M	471.50K



Monthly Inventory Analysis

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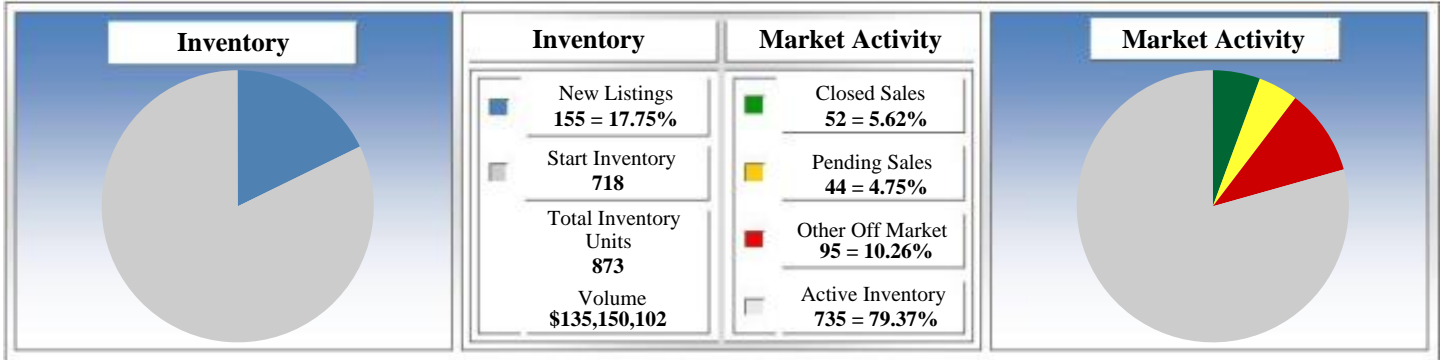
Inventory as of Oct 12, 2017



Market Summary

Report Produced on: Oct 12, 2017

Area Delimited by County Of Cherokee



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

Active Inventory as of September 30, 2017 = 735

	SEPTEMBER			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	59	52	-11.86%	439	476	8.43%
Pending Sales	37	44	18.92%	461	499	8.24%
New Listings	161	155	-3.73%	1,559	1,528	-1.99%
Average List Price	136,686	121,923	-10.80%	120,312	122,985	2.22%
Average Sale Price	130,089	117,334	-9.80%	113,132	117,406	3.78%
Average Percent of List Price to Selling Price	92.74%	93.70%	1.04%	92.41%	93.88%	1.60%
Average Days on Market to Sale	57.93	61.27	5.76%	57.04	54.10	-5.15%
Monthly Inventory	743	735	-1.08%	743	735	-1.08%
Months Supply of Inventory	15.37	14.46	-5.94%	15.37	14.46	-5.94%

