



January 2018

Area Delimited by County Of Cherokee

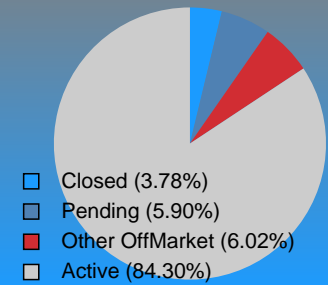


MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	39	32	-17.95%
Pending Listings	55	50	-9.09%
New Listings	131	141	7.63%
Average List Price	124,526	134,291	7.84%
Average Sale Price	118,740	126,272	6.34%
Average Percent of List Price to Selling Price	94.37%	93.11%	-1.33%
Average Days on Market to Sale	54.97	51.91	-5.58%
End of Month Inventory	693	714	3.03%
Months Supply of Inventory	14.26	13.75	-3.58%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of January 31, 2018 = **714**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **3.03%** to 714 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **13.75** MSI for this period.

Average Sale Price 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 **6.34%** in January 2018 to \$126,272 versus the previous year at \$118,740.

Average Days on Market Shortens

The average number of **51.91** days that homes spent on the market before selling decreased by 3.07 days or **5.58%** in January 2018 compared to last year's same month at **54.97** DOM.

Sales Success for January 2018 is Positive

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

There were 141 New Listings in January 2018, up **7.63%** from last year at 131. Furthermore, there were 32 Closed Listings this month versus last year at 39, a **-17.95%** decrease.

Closed versus Listed trends yielded a **22.7%** ratio, down from previous year's, January 2017, at **29.8%**, a **23.77%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

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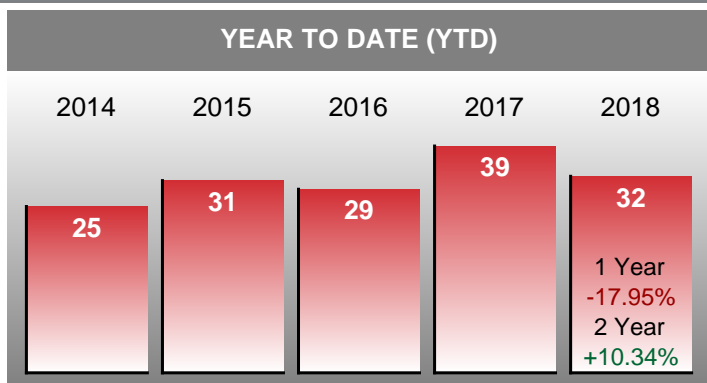
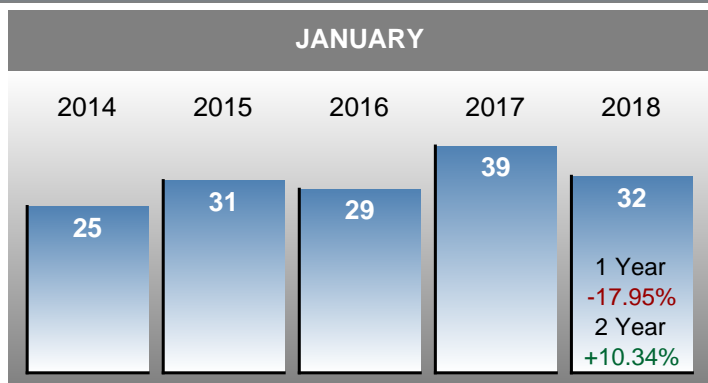
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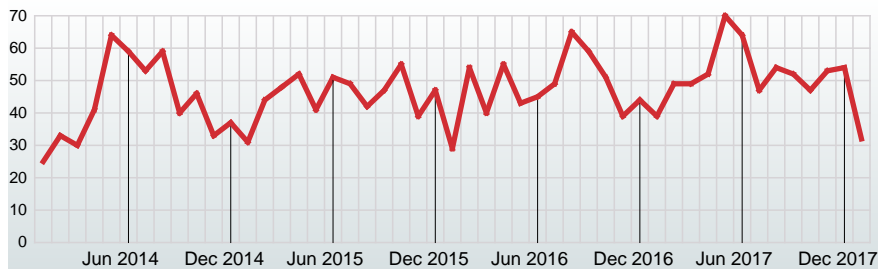


CLOSED LISTINGS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 31

3 MONTHS

High
May 2017 = 70
Low
Jan 2014 = 25
Closed Listings
this month at **32**,
above the 5 yr JAN
average of **31**

N O V	53
D E C	54 1.89%
J A N	32 -40.74%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	66.3	4	0	0	0
\$20,001 - \$30,000	4	12.50%	68.0	2	1	1	0
\$30,001 - \$60,000	4	12.50%	48.5	2	2	0	0
\$60,001 - \$120,000	8	25.00%	56.1	2	4	2	0
\$120,001 - \$210,000	3	9.38%	22.7	0	3	0	0
\$210,001 - \$240,000	5	15.63%	29.4	0	3	1	1
\$240,001 and up	4	12.50%	66.5	0	1	3	0
Total Closed Units	32			10	14	7	1
Total Closed Volume	4,040,710	100%	51.9	367.15K	1.86M	1.58M	235.00K
Average Closed Price	\$126,272			\$36,715	\$132,821	\$225,580	\$235,000

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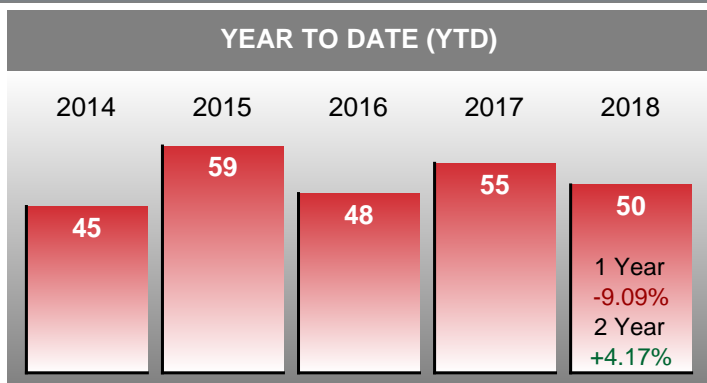
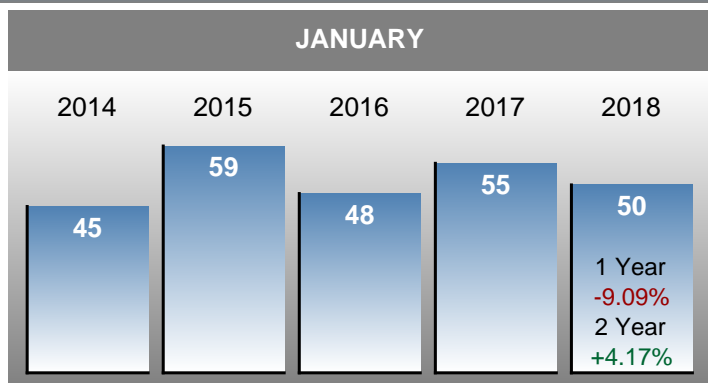
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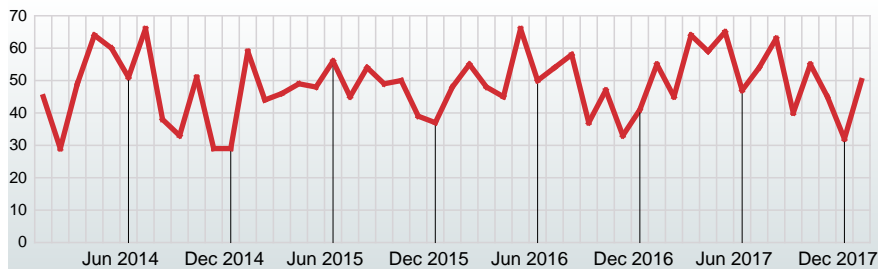


PENDING LISTINGS

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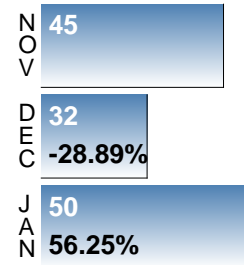
5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 51

3 MONTHS

High
May 2016 = 66
Low
Dec 2014 = 29
Pending Listings
this month at **50**,
below the 5 yr JAN
average of **51**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	12.00%	119.8	4	2	0	0
\$20,001 - \$30,000	5	10.00%	38.2	3	1	1	0
\$30,001 - \$60,000	6	12.00%	41.0	3	1	2	0
\$60,001 - \$140,000	14	28.00%	45.9	5	5	4	0
\$140,001 - \$180,000	7	14.00%	25.7	0	5	2	0
\$180,001 - \$240,000	5	10.00%	53.8	2	2	1	0
\$240,001 and up	7	14.00%	106.9	1	3	3	0
Total Pending Units	50			18	19	13	0
Total Pending Volume	5,841,715	100%	74.8	1.40M	2.57M	1.88M	0.00B
Average Listing Price	\$101,825			\$77,545	\$135,010	\$144,669	\$0

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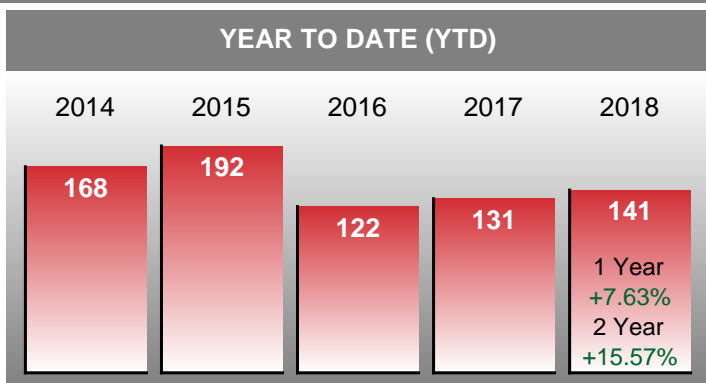
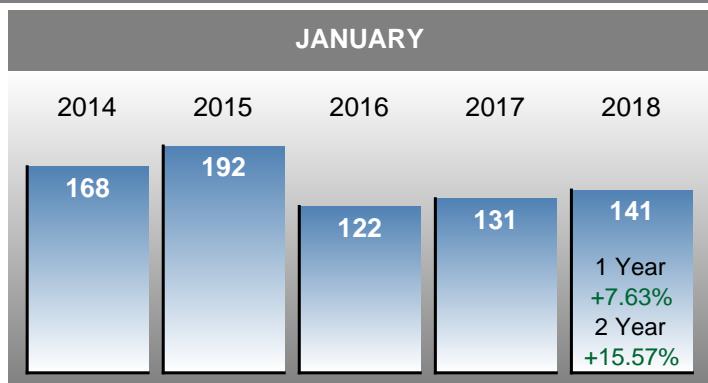
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NEW LISTINGS

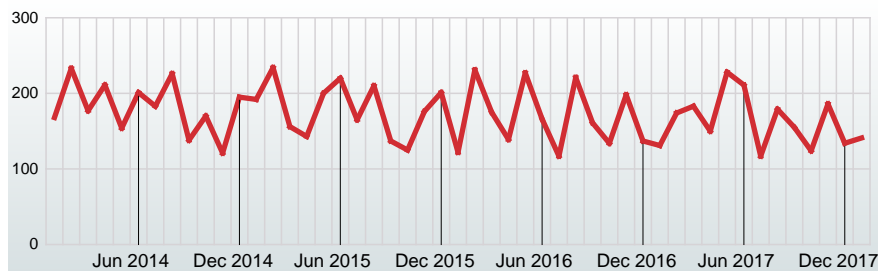
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 151

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **141**,
below the 5 yr JAN
average of **151**

NOV	186
DEC	134
JAN	141
-27.96%	
5.22%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	2.13%	3	0	0	0
\$10,001 - \$20,000	20	14.18%	20	0	0	0
\$20,001 - \$40,000	25	17.73%	24	1	0	0
\$40,001 - \$110,000	41	29.08%	22	14	4	1
\$110,001 - \$150,000	16	11.35%	5	8	3	0
\$150,001 - \$280,000	21	14.89%	3	9	8	1
\$280,001 and up	15	10.64%	2	4	6	3
Total New Listed Units	141		79	36	21	5
Total New Listed Volume	17,764,664	100%	5.46M	5.55M	5.25M	1.51M
Average New Listed Listing Price	\$89,900		\$69,151	\$154,103	\$249,943	\$301,040

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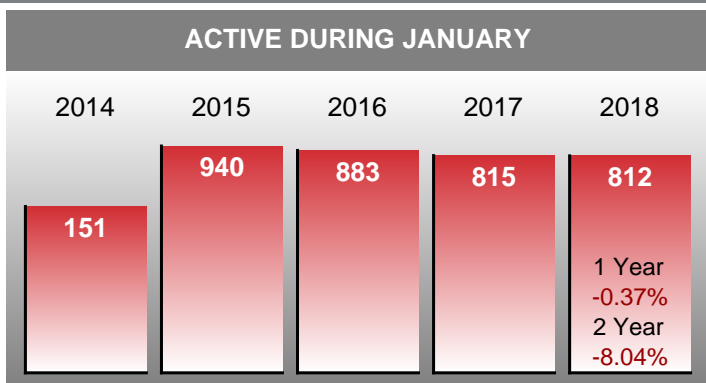
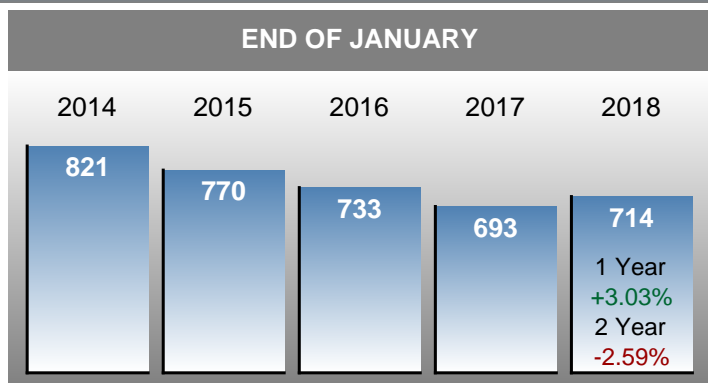
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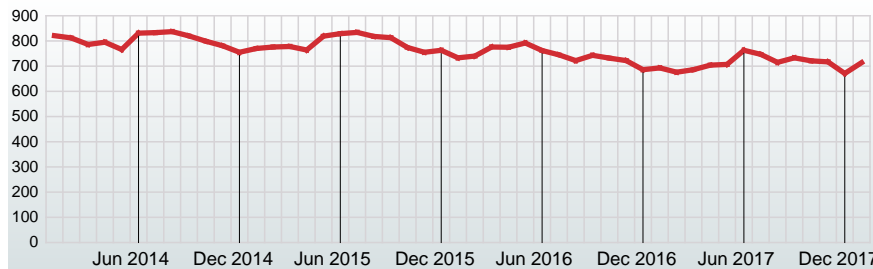


ACTIVE INVENTORY

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 746 **3 MONTHS**

High
Aug 2014 = 837
Low
Dec 2017 = 671
Inventory
this month at **714**,
below the 5 yr JAN
average of **746**

N O V	717
D E C	671 -6.42%
J A N	714 6.41%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	25	3.50%	139.9	25	0	0	0
\$10,001 - \$20,000	135	18.91%	101.6	134	1	0	0
\$20,001 - \$40,000	92	12.89%	88.3	85	7	0	0
\$40,001 - \$90,000	184	25.77%	91.8	153	26	4	1
\$90,001 - \$170,000	114	15.97%	94.1	45	55	11	3
\$170,001 - \$300,000	90	12.61%	92.1	22	46	20	2
\$300,001 and up	74	10.36%	105.1	33	14	18	9
Total Active Inventory by Units	714			497	149	53	15
Total Active Inventory by Volume	95,633,806	100%	96.7	48.78M	26.56M	15.68M	4.62M
Average Active Inventory Listing Price	\$133,941			\$98,150	\$178,256	\$295,788	\$307,753

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January 2018

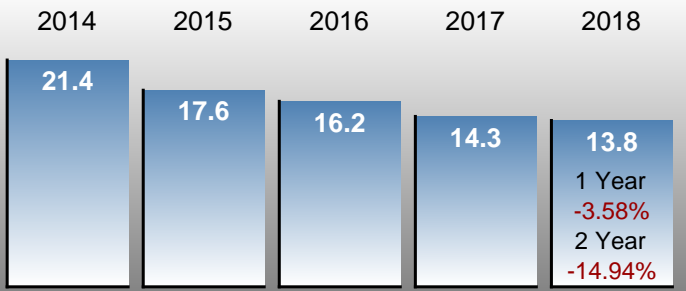
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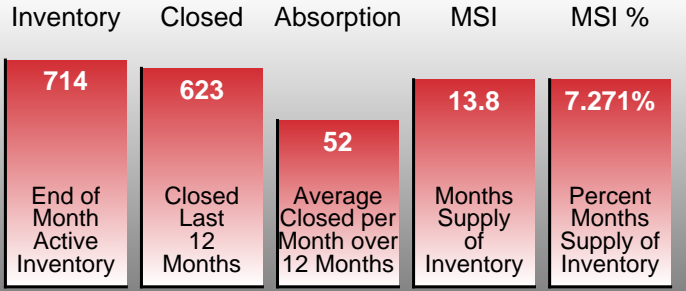
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JANUARY



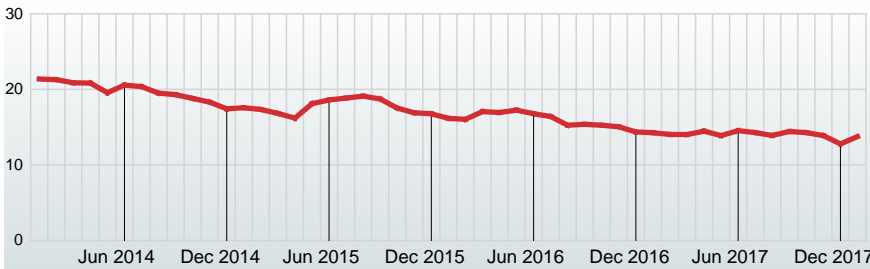
INDICATORS FOR JANUARY 2018



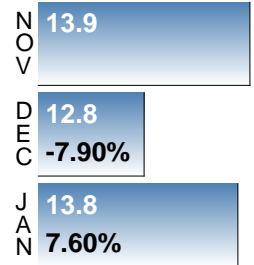
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 16.6

3 MONTHS



High
Jan 2014 = 21.4
Low
Dec 2017 = 12.8
Months Supply
this month at **13.8**,
below the 5 yr JAN
average of **16.6**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	25	3.50%	21.4	21.4	0.0	0.0	0.0
\$10,001 - \$20,000	135	18.91%	41.5	47.3	2.4	0.0	0.0
\$20,001 - \$40,000	92	12.89%	17.0	26.2	4.2	0.0	0.0
\$40,001 - \$90,000	184	25.77%	13.2	23.8	4.0	4.4	12.0
\$90,001 - \$170,000	114	15.97%	7.0	15.4	4.9	5.5	0.0
\$170,001 - \$300,000	90	12.61%	9.6	24.0	8.1	8.9	4.0
\$300,001 and up	74	10.36%	28.6	66.0	33.6	16.6	15.4
Market Supply of Inventory (MSI)	13.8	100%	13.8	27.6	5.7	7.9	12.9
Total Active Inventory by Units	714			497	149	53	15

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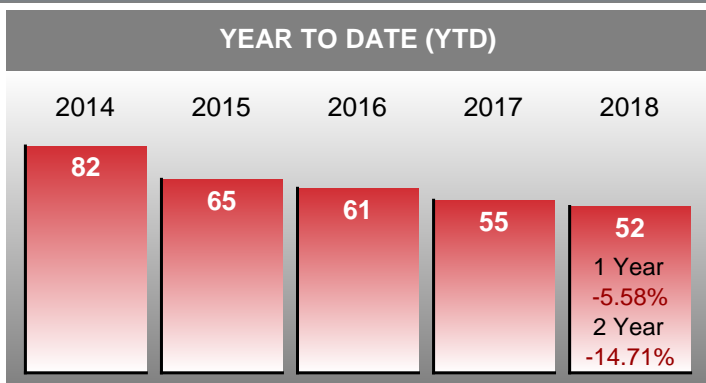
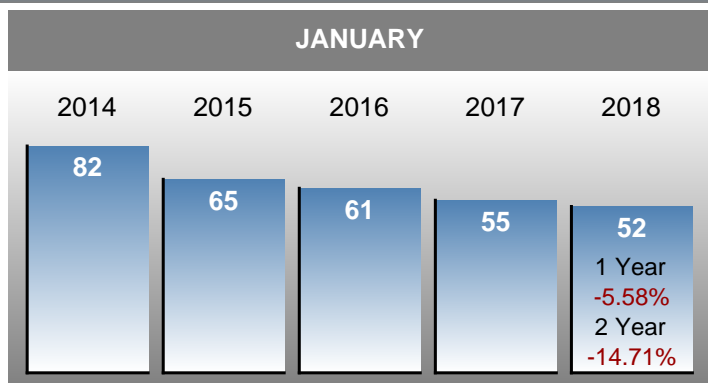
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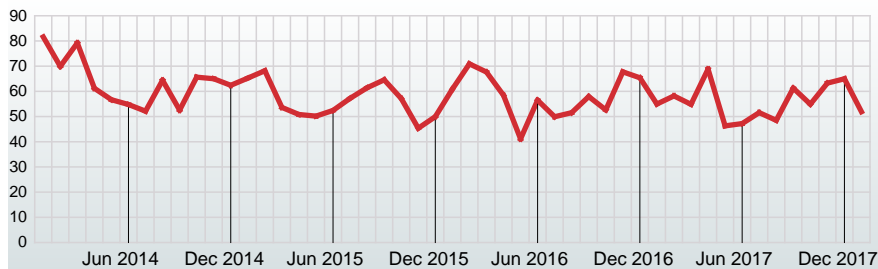


AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 63 **3 MONTHS**

High
Jan 2014 = 82

Low
May 2016 = 41

Average Days on Market this month at **52**, below the 5 yr JAN average of **63**

NOV	63
DEC	65
2.71%	
JAN	52
-20.12%	

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	66.3	66.3	0.0	0.0	0.0
\$20,001 \$30,000	4	12.50%	68.0	73.0	113.0	13.0	0.0
\$30,001 \$60,000	4	12.50%	48.5	67.0	30.0	0.0	0.0
\$60,001 \$120,000	8	25.00%	56.1	42.0	67.3	48.0	0.0
\$120,001 \$210,000	3	9.38%	22.7	0.0	22.7	0.0	0.0
\$210,001 \$240,000	5	15.63%	29.4	0.0	20.3	77.0	9.0
\$240,001 and up	4	12.50%	66.5	0.0	26.0	80.0	0.0
Average Closed DOM			51.9	62.9	42.6	60.9	9.0
Total Closed Units		100%	51.9	10	14	7	1
Total Closed Volume			4,040,710	367.15K	1.86M	1.58M	235.00K

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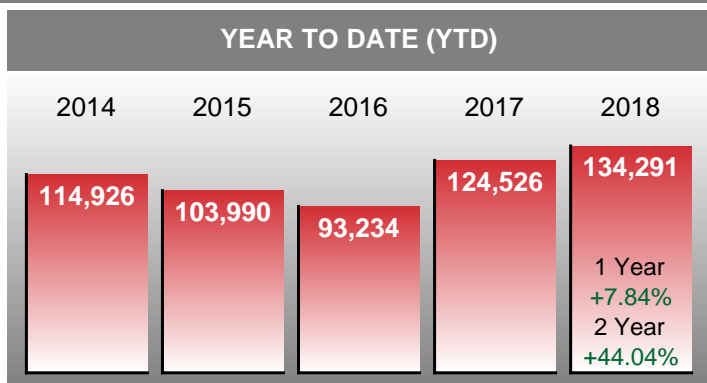
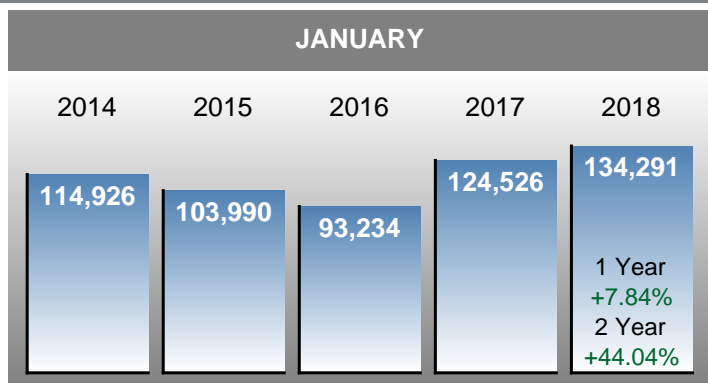
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AVERAGE LIST PRICE AT CLOSING

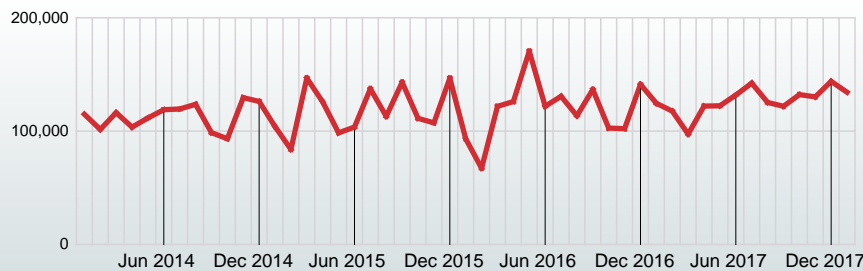
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 114,194

3 MONTHS



High
 May 2016 = 170,479
Low
 Feb 2016 = 67,320
Average List Price
 this month at **134,291**,
 above the 5 yr JAN
 average of **114,194**

NOV	130,215
DEC	143,892
JAN	134,291
	10.50%
	-6.67%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	9.38%	11,242	14,156	0	0	0
\$20,001 \$30,000	4	12.50%	26,575	32,500	27,500	25,900	0
\$30,001 \$60,000	6	18.75%	46,033	45,700	44,950	0	0
\$60,001 \$120,000	7	21.88%	99,514	104,900	85,575	104,900	0
\$120,001 \$210,000	3	9.38%	162,933	0	161,133	0	0
\$210,001 \$240,000	3	9.38%	219,300	0	239,267	220,000	259,900
\$240,001 and up	6	18.75%	339,633	0	329,000	389,667	0
Average List Price			134,291	42,283	142,136	232,100	259,900
Total Closed Units		100%	134,291	10	14	7	1
Total Closed Volume			4,297,325	422.83K	1.99M	1.62M	259.90K

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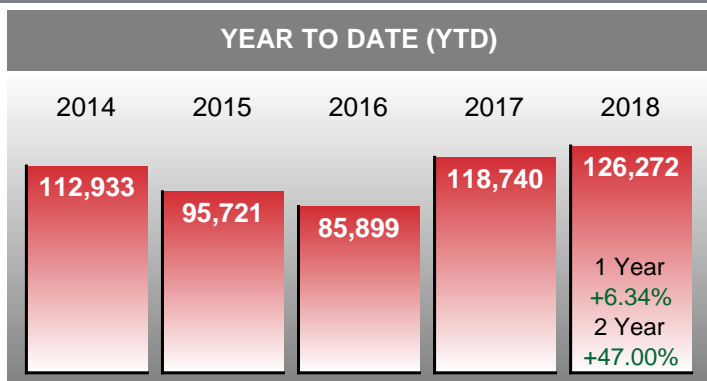
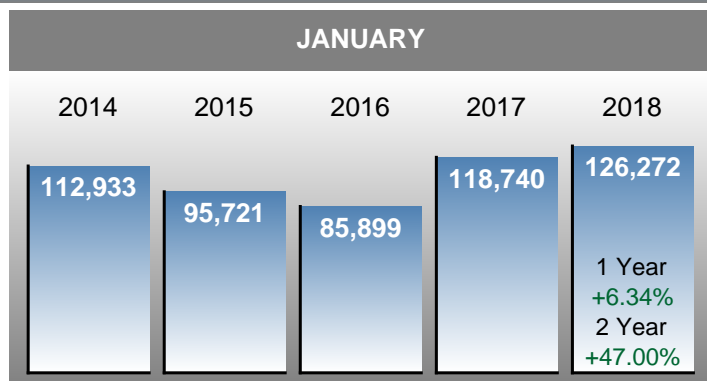
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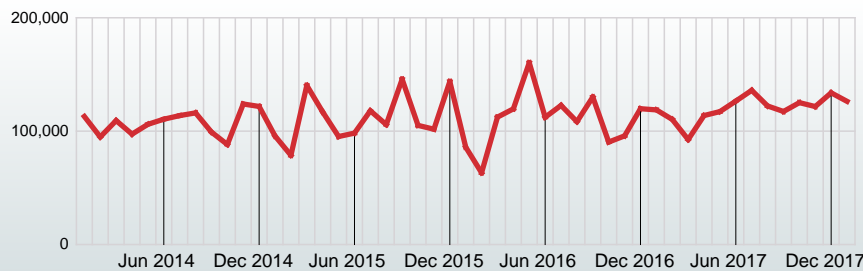
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 107,913 **3 MONTHS**



High
May 2016 = 160,360
Low
Feb 2016 = 63,298
Average Sold Price
this month at **126,272**,
above the 5 yr JAN
average of **107,913**

NOV	121,683
DEC	133,808
9.96%	
JAN	126,272
-5.63%	

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	12,063	12,063	0	0	0
\$20,001 - \$30,000	4	12.50%	27,753	28,500	27,500	26,510	0
\$30,001 - \$60,000	4	12.50%	41,650	42,250	41,050	0	0
\$60,001 - \$120,000	8	25.00%	87,475	88,700	80,625	99,950	0
\$120,001 - \$210,000	3	9.38%	158,133	0	158,133	0	0
\$210,001 - \$240,000	5	15.63%	220,400	0	217,667	214,000	235,000
\$240,001 and up	4	12.50%	359,663	0	300,000	379,550	0
Average Sold Price			126,272	36,715	132,821	225,580	235,000
Total Closed Units		100%	126,272	10	14	7	1
Total Closed Volume			4,040,710	367.15K	1.86M	1.58M	235.00K

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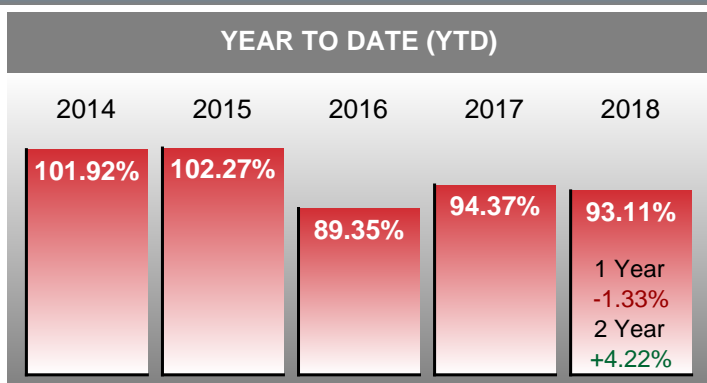
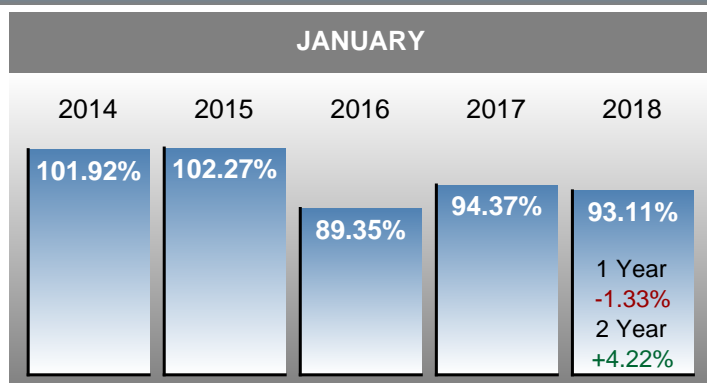
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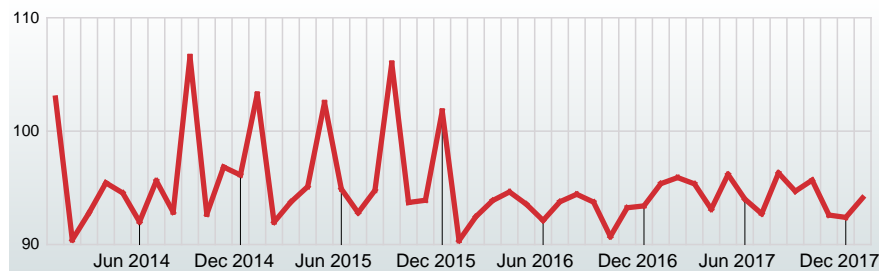


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 96.20% **3 MONTHS**

High
 Sep 2014 = 105.58%
Low
 Jan 2016 = 89.35%
 Average Sold/List Ratio
 this month at **93.11%**,
 below the 5 yr JAN
 average of **96.20%**

NOV	91.60%
DEC	91.39%
JAN	93.11%
	1.89%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	12.50%	84.03%	84.03%	0.00%	0.00%	0.00%
\$20,001 \$30,000	4	12.50%	94.52%	87.86%	100.00%	102.36%	0.00%
\$30,001 \$60,000	4	12.50%	93.11%	93.84%	92.39%	0.00%	0.00%
\$60,001 \$120,000	8	25.00%	93.46%	87.03%	95.46%	95.87%	0.00%
\$120,001 \$210,000	3	9.38%	98.81%	0.00%	98.81%	0.00%	0.00%
\$210,001 \$240,000	5	15.63%	92.91%	0.00%	92.29%	97.27%	90.42%
\$240,001 and up	4	12.50%	96.10%	0.00%	91.19%	97.74%	0.00%
Average Sold/List Ratio			93.10%	87.36%	95.08%	97.80%	90.42%
Total Closed Units		100%	93.10%	10	14	7	1
Total Closed Volume				367.15K	1.86M	1.58M	235.00K

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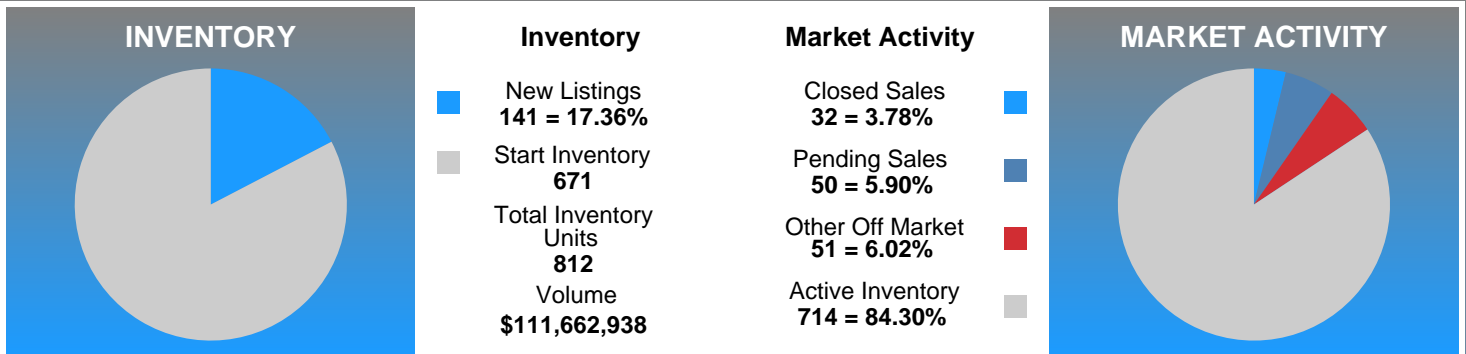
January 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

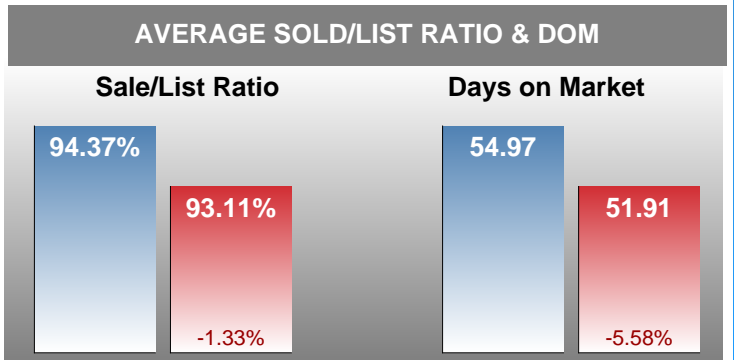
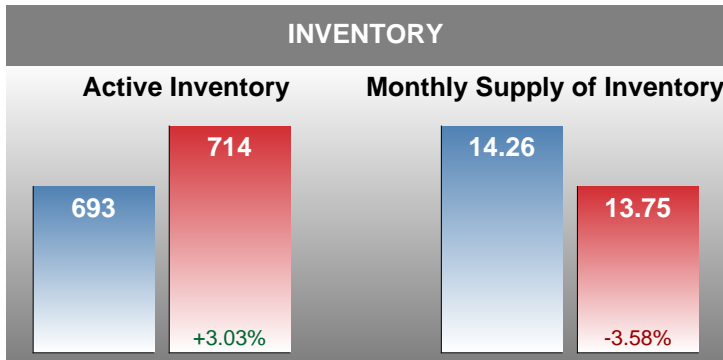
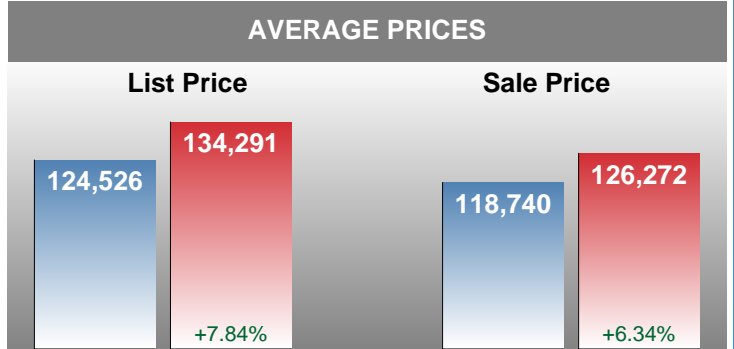
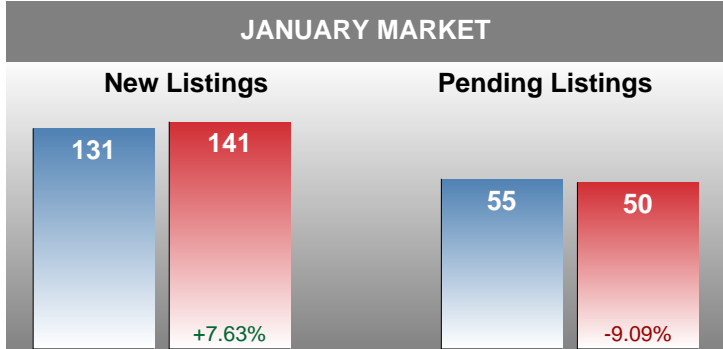


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	39	32	-17.95%	39	32	-17.95%
Pending Sales	55	50	-9.09%	55	50	-9.09%
New Listings	131	141	7.63%	131	141	7.63%
Average List Price	124,526	134,291	7.84%	124,526	134,291	7.84%
Average Sale Price	118,740	126,272	6.34%	118,740	126,272	6.34%
Average Percent of Selling Price to List Price	94.37%	93.11%	-1.33%	94.37%	93.11%	-1.33%
Average Days on Market to Sale	54.97	51.91	-5.58%	54.97	51.91	-5.58%
Monthly Inventory	693	714	3.03%	693	714	3.03%
Months Supply of Inventory	14.26	13.75	-3.58%	14.26	13.75	-3.58%

Absorption: Last 12 months, an Average of 52 Sales/Month

Inventory on January 31, 2018 = 714

2017 2018



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Contact: Greater Tulsa Association of REALTORS

Phone: 918-663-7500

Email: helpdesk@tulsarealtors.com