



August 2016

Area Delimited by County Of Cherokee

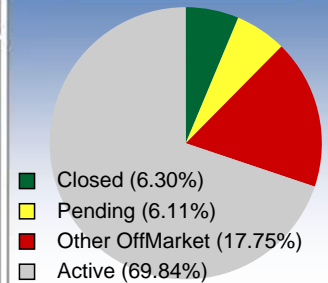


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of August 31, 2016 = **720**

	AUGUST		
	2015	2016	+/- %
Closed Listings	42	65	54.76%
Pending Listings	54	63	16.67%
New Listings	210	221	5.24%
Average List Price	113,083	113,577	0.44%
Average Sale Price	105,798	108,372	2.43%
Average Percent of List Price to Selling Price	93.78%	93.43%	-0.37%
Average Days on Market to Sale	61.43	51.54	-16.10%
End of Month Inventory	817	720	-11.87%
Months Supply of Inventory	19.07	15.21	-20.25%

Market Activity



Report Produced on: Sep 12, 2016

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 August 2016 decreased **11.87%** to 720 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **15.21** 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 **2.43%** in August 2016 to \$108,372 versus the previous year at \$105,798.

Average Days on Market Shortens

The average number of **51.54** days that homes spent on the market before selling decreased by 9.89 days or **16.10%** in August 2016 compared to last year's same month at **61.43** DOM.

Sales Success for August 2016 is Positive

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

There were 221 New Listings in August 2016, up **5.24%** from last year at 210. Furthermore, there were 65 Closed Listings this month versus last year at 42, a **54.76%** increase.

Closed versus Listed trends yielded a **29.4%** ratio, up from last year's August 2016 at **20.0%**, a **47.06%** upswing. 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

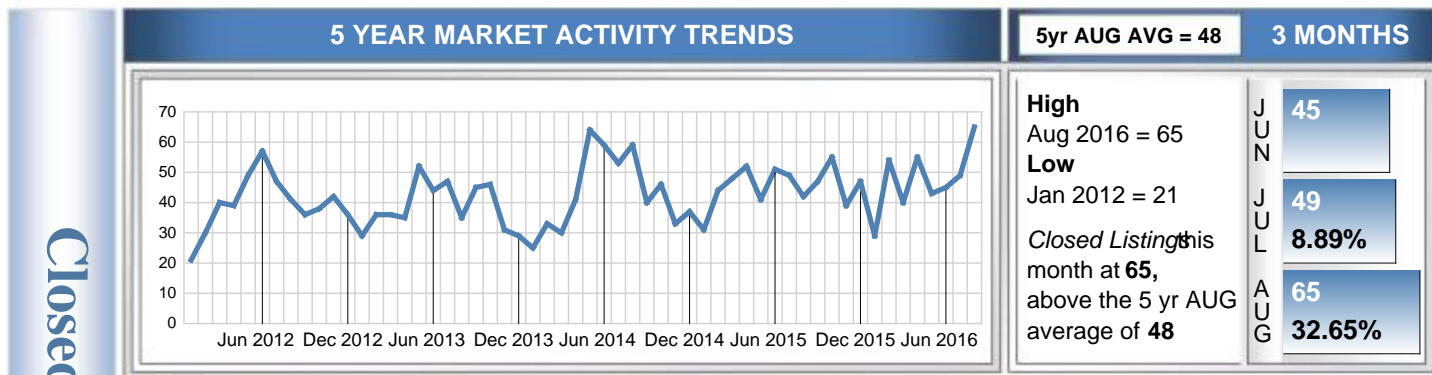
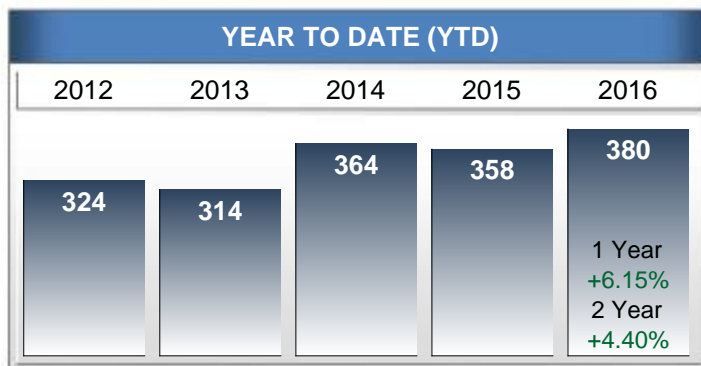
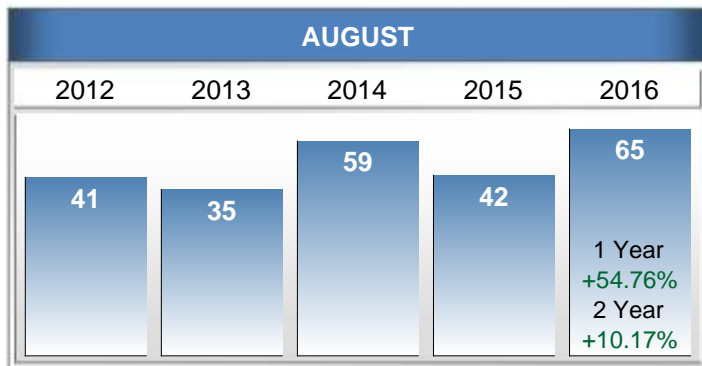
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 12, 2016

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+
\$30,000 and less	6	9.23%	49.5	3	3	0	0
\$30,001 - \$50,000	7	10.77%	51.0	5	2	0	0
\$50,001 - \$70,000	9	13.85%	41.4	5	4	0	0
\$70,001 - \$120,000	20	30.77%	64.2	7	9	3	1
\$120,001 - \$150,000	8	12.31%	49.1	0	7	1	0
\$150,001 - \$200,000	8	12.31%	47.3	0	6	2	0
\$200,001 and up	7	10.77%	38.4	0	5	2	0
Total Closed Units:	65		51.5	20	36	8	1
Total Closed Volume:	7,044,189			1.25M	4.47M	1.25M	77.50K
Average Closed Price:	\$108,372			\$62,418	\$124,176	\$156,000	\$77,500



Monthly Inventory Analysis

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August 2016

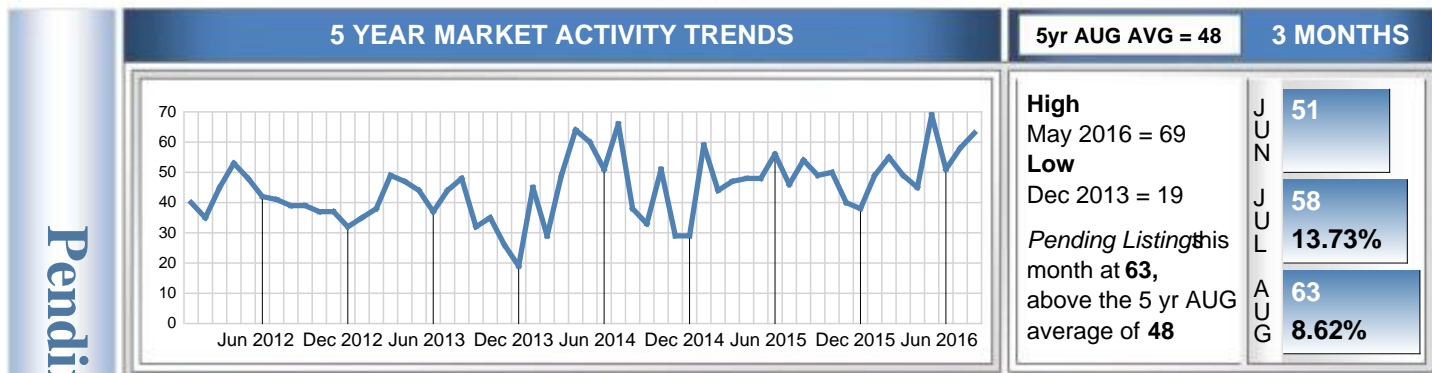
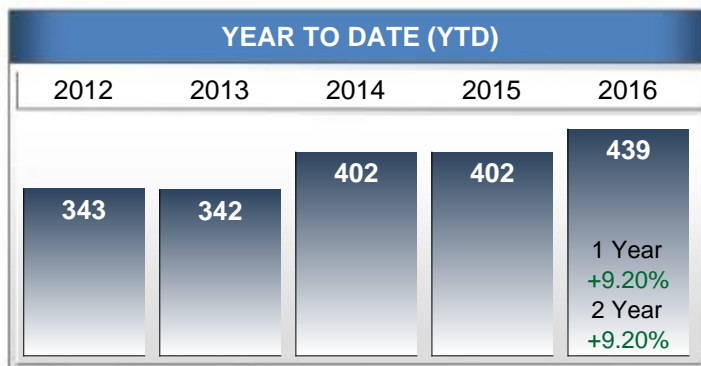
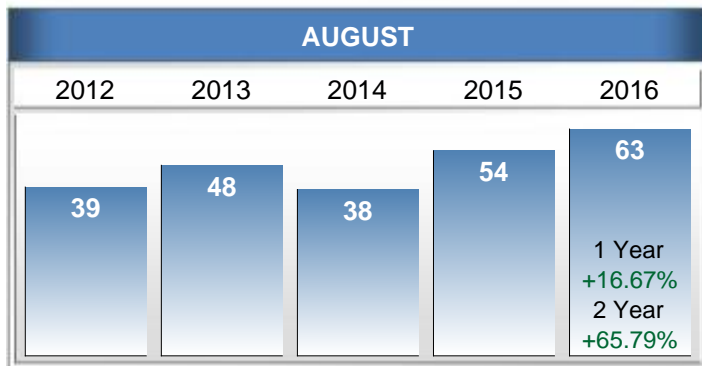
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 2016

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%	103.5	3	1	2	0
\$20,001 \$40,000	7	11.11%	52.7	6	1	0	0
\$40,001 \$60,000	8	12.70%	85.1	3	5	0	0
\$60,001 \$120,000	14	22.22%	63.5	2	8	4	0
\$120,001 \$190,000	13	20.63%	35.8	1	10	2	0
\$190,001 \$360,000	9	14.29%	57.3	3	5	1	0
\$360,001 and up	6	9.52%	93.7	3	0	2	1
Total Pending Units: 63				78.3			
Total Pending Volume: 8,601,149				2.78M 3.54M 1.90M 375.00K			
Average Listing Price: \$81,617				\$132,388 \$118,153 \$172,854 \$375,000			



Monthly Inventory Analysis

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August 2016

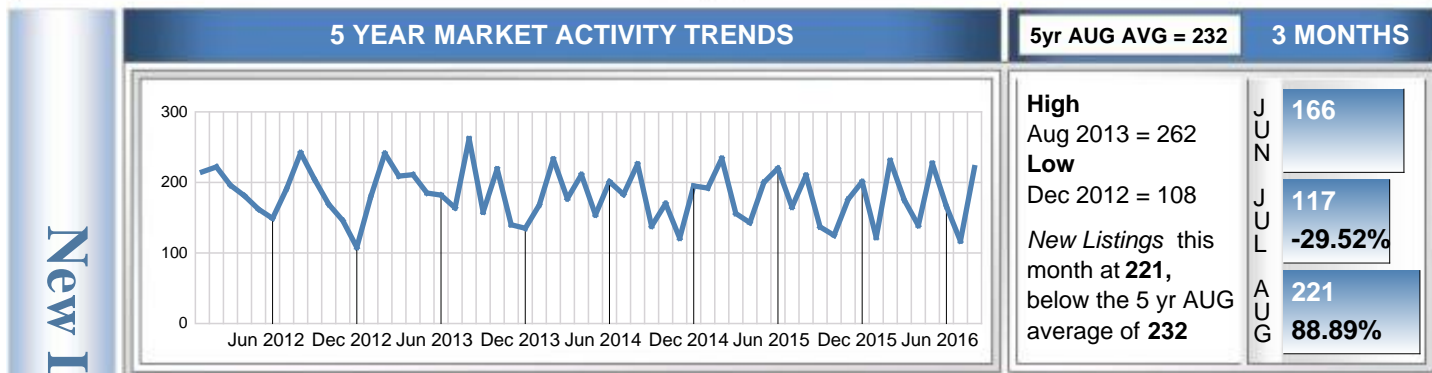
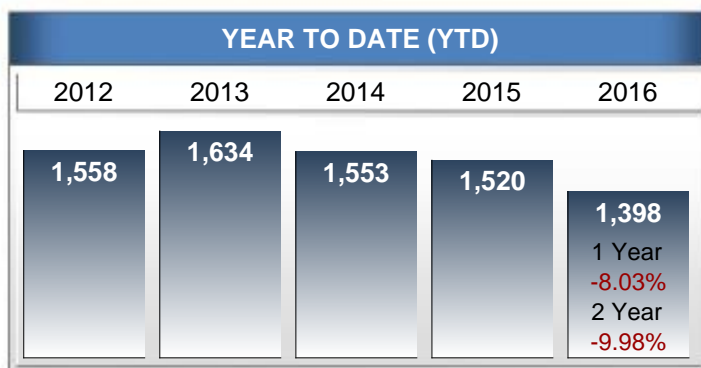
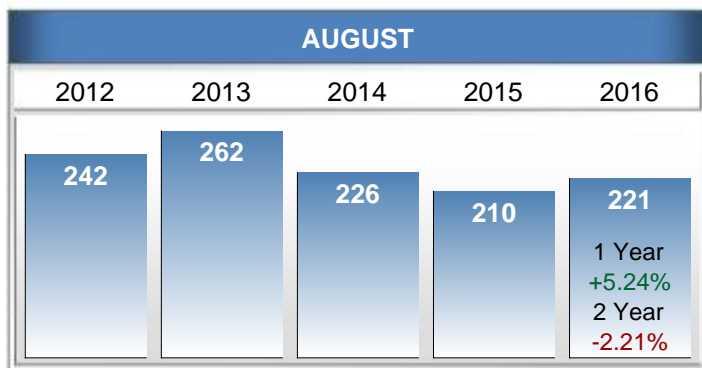
New Listings as of Sep 12, 2016



New Listings

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	2	0.90%	2	0	0	0
\$10,001 - \$20,000	46	20.81%	45	1	0	0
\$20,001 - \$40,000	24	10.86%	22	1	1	0
\$40,001 - \$80,000	64	28.96%	55	8	1	0
\$80,001 - \$140,000	30	13.57%	10	17	2	1
\$140,001 - \$260,000	32	14.48%	6	22	4	0
\$260,001 and up	23	10.41%	6	8	4	5
Total New Listed Units:			146	57	12	6
Total New Listed Volume:			9.87M	10.88M	2.63M	2.33M
Average New Listed Listing Price:			\$67,636	\$190,943	\$218,767	\$389,083



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

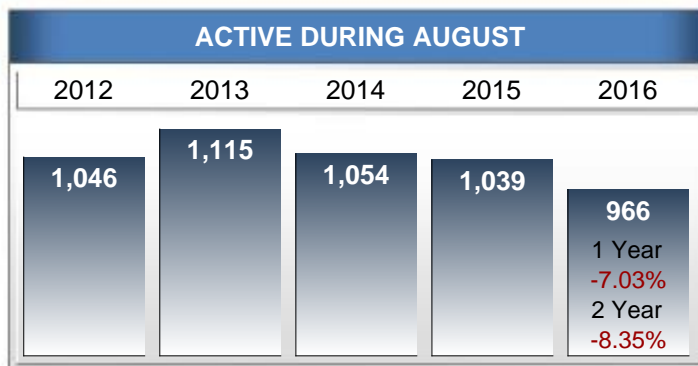
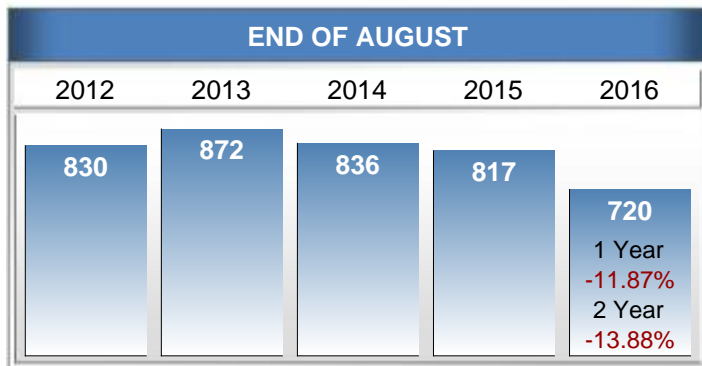
Active Inventory as of Sep 12, 2016



Active Inventory

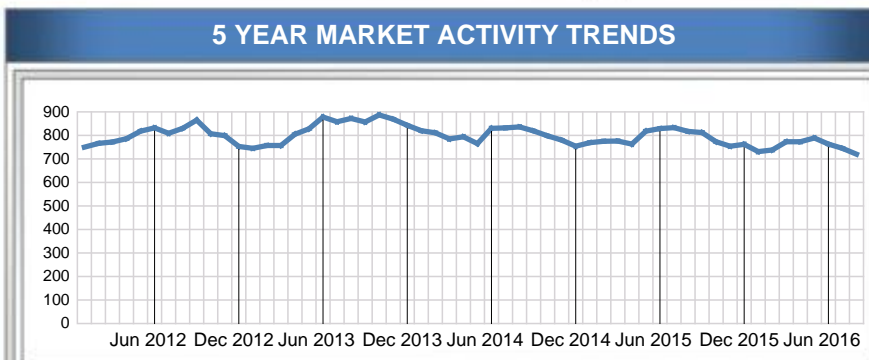
Report Produced on: Sep 12, 2016

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Active Inventory

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5yr AUG AVG = 815 **3 MONTHS**

High
Oct 2013 = 887

Low
Aug 2016 = 720

Inventory this month at **720**, below the 5 yr AUG average of **815**

JUN	763
JUL	745
AUG	720
-2.36%	
-3.36%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	16	2.22%	113.9	16	0	0	0		
\$10,001 - \$20,000	92	12.78%	64.2	91	1	0	0		
\$20,001 - \$50,000	132	18.33%	75.2	118	13	1	0		
\$50,001 - \$90,000	200	27.78%	78.3	156	36	7	1		
\$90,001 - \$150,000	116	16.11%	84.3	41	68	6	1		
\$150,001 - \$280,000	88	12.22%	81.5	27	45	13	3		
\$280,001 and up	76	10.56%	89.5	29	25	13	9		
Total Active Inventory by Units:				720	79.3	478	188	40	14
Total Active Inventory by Volume:				93,182,695		44.69M	31.63M	11.67M	5.19M
Average Active Inventory Listing Price:				\$129,420		\$93,489	\$168,265	\$291,776	\$370,714



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

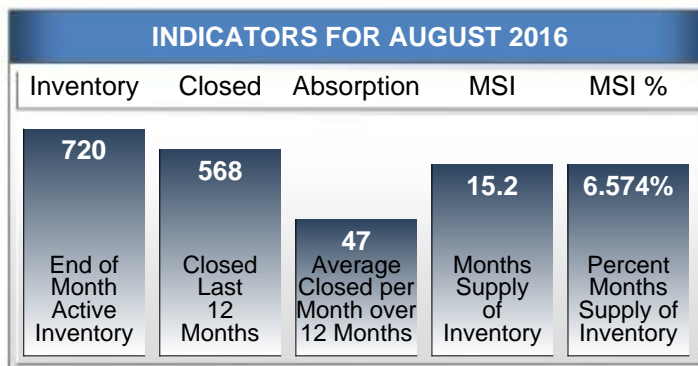
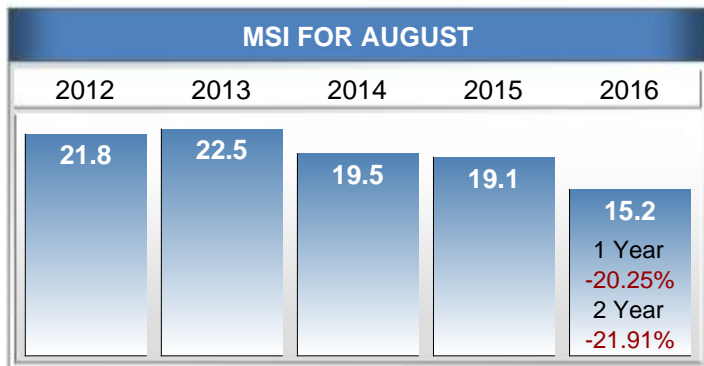
Active Inventory as of Sep 12, 2016



Months Supply of Inventory

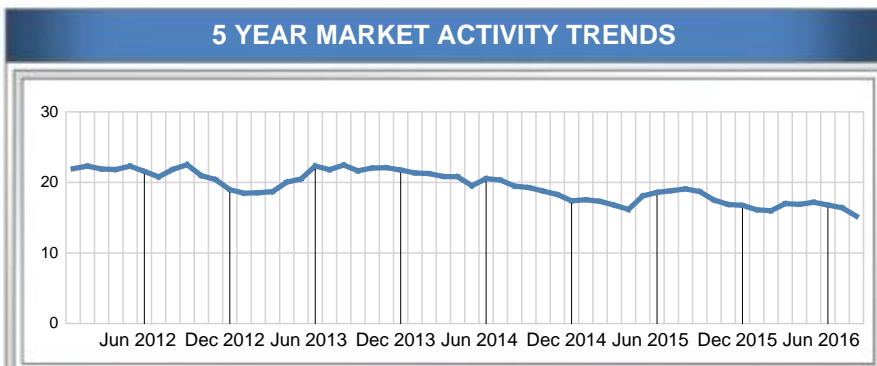
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Months Supply

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5yr AUG AVG = 19.6		3 MONTHS	
High	Sep 2012 = 22.5	JUN	16.8
Low	Aug 2016 = 15.2	JUL	16.4
<i>Months Supply</i> this month at 15.2 , below the 5 yr AUG average of 19.6		AUG	15.2
			-2.36%
			-7.27%

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	16	2.22%	24.0	27.4	0.0	0.0	0.0		
\$10,001 \$20,000	92	12.78%	20.8	23.7	2.0	0.0	0.0		
\$20,001 \$50,000	132	18.33%	17.4	27.2	4.3	4.0	0.0		
\$50,001 \$90,000	200	27.78%	21.1	53.5	6.4	7.6	12.0		
\$90,001 \$150,000	116	16.11%	8.4	18.9	6.7	4.2	6.0		
\$150,001 \$280,000	88	12.22%	10.0	21.6	9.2	5.8	7.2		
\$280,001 and up	76	10.56%	30.4	58.0	30.0	17.3	21.6		
MSI:	15.2			30.7	7.5	7.1	12.9		
Total Active Inventory:	720			478	188	40	14		



Monthly Inventory Analysis

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August 2016

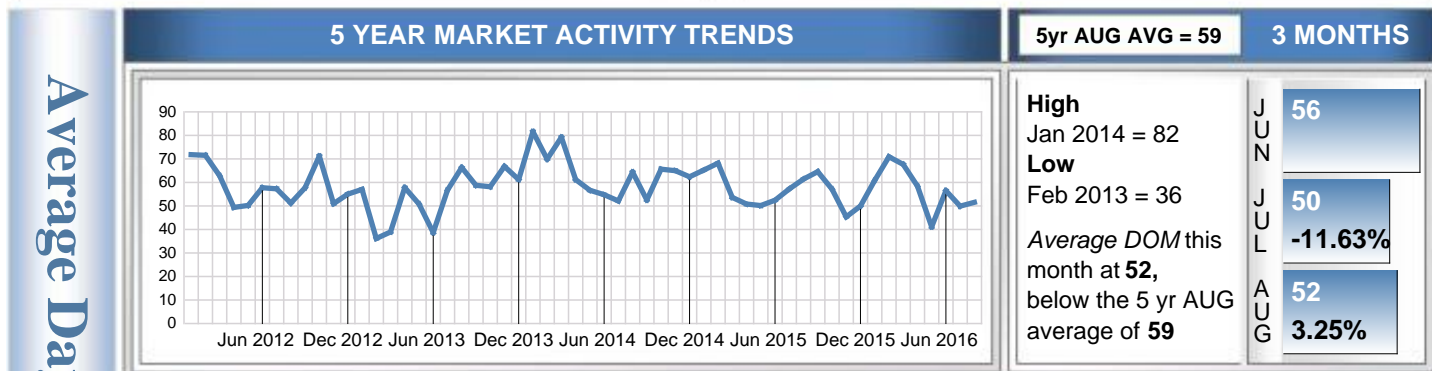
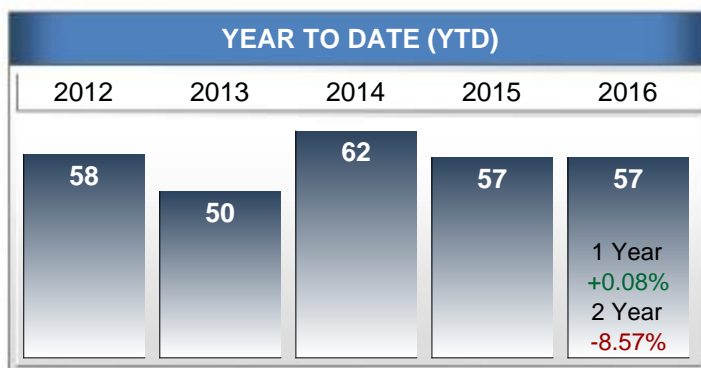
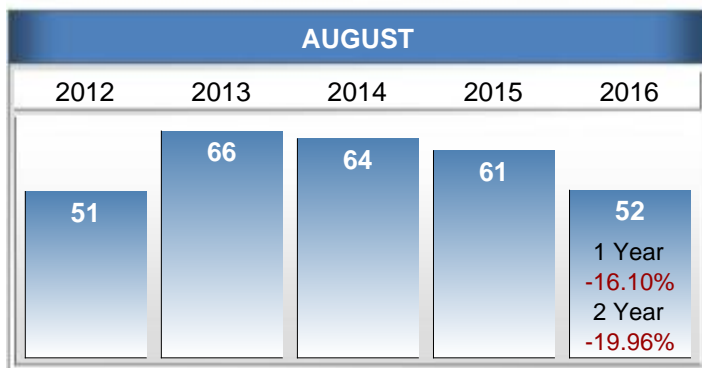
Closed Sales as of Sep 12, 2016



Average Days on Market to Sale

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Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	6	9.23%	49.5	67.3	31.7	0.0	0.0
\$30,001 \$50,000	7	10.77%	51.0	33.6	94.5	0.0	0.0
\$50,001 \$70,000	9	13.85%	41.4	43.6	38.8	0.0	0.0
\$70,001 \$120,000	20	30.77%	64.2	44.6	54.1	148.7	38.0
\$120,001 \$150,000	8	12.31%	49.1	0.0	53.7	17.0	0.0
\$150,001 \$200,000	8	12.31%	47.3	0.0	55.8	21.5	0.0
\$200,001 and up	7	10.77%	38.4	0.0	18.4	88.5	0.0
Average Closed DOM: 51.5				45.0	48.0	85.4	38.0
Total Closed Units: 65				20	36	8	1
Total Closed Volume: 7,044,189				1.25M	4.47M	1.25M	77.50K



Monthly Inventory Analysis

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August 2016

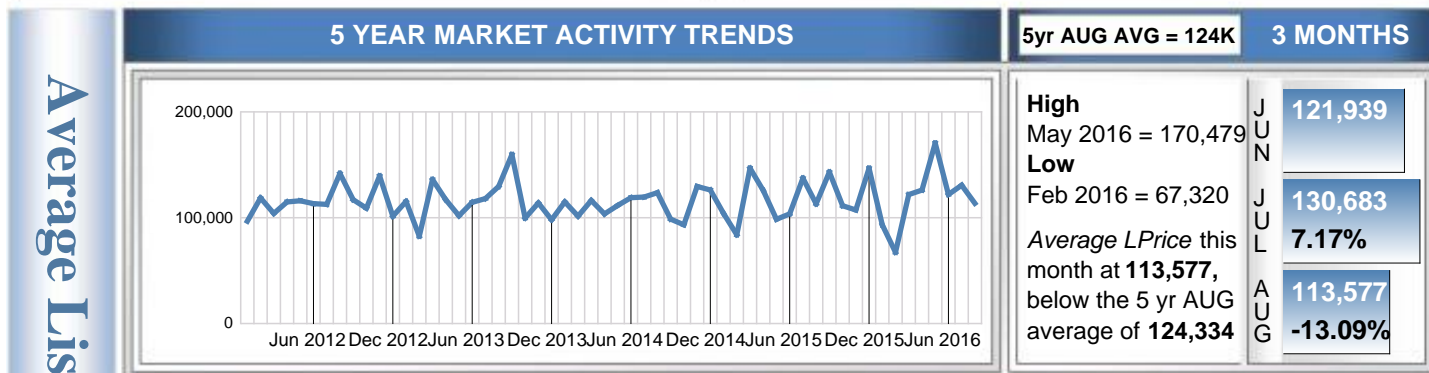
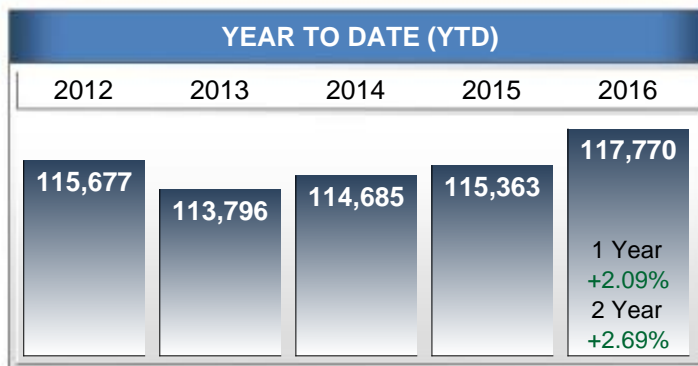
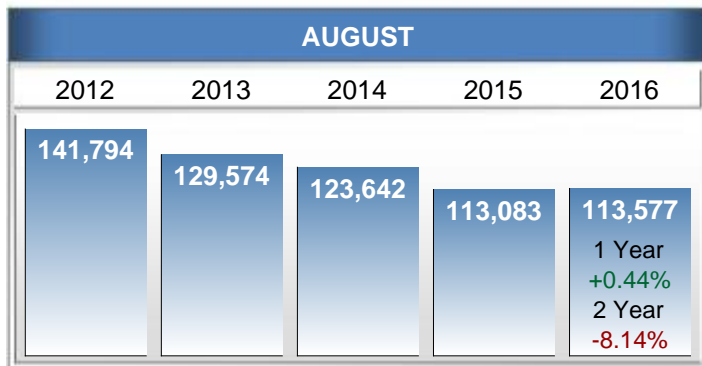
Closed Sales as of Sep 12, 2016



Average List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$30,000 and less	5	7.69%	21,304	20,133	26,207	0	0
\$30,001 - \$50,000	6	9.23%	40,783	48,180	41,650	0	0
\$50,001 - \$70,000	8	12.31%	64,138	71,780	67,400	0	0
\$70,001 - \$120,000	20	30.77%	95,010	100,243	105,300	108,267	79,900
\$120,001 - \$150,000	11	16.92%	133,545	0	136,371	138,700	0
\$150,001 - \$200,000	8	12.31%	176,938	0	178,583	169,200	0
\$200,001 and up	7	10.77%	247,642	0	249,719	242,450	0
Average List Price:	\$113,577			\$68,095	\$129,275	\$160,850	\$79,900
Total Closed Units:	65			20	36	8	1
Total List Volume:	7,382,515			1.36M	4.65M	1.29M	79.90K



Monthly Inventory Analysis

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August 2016

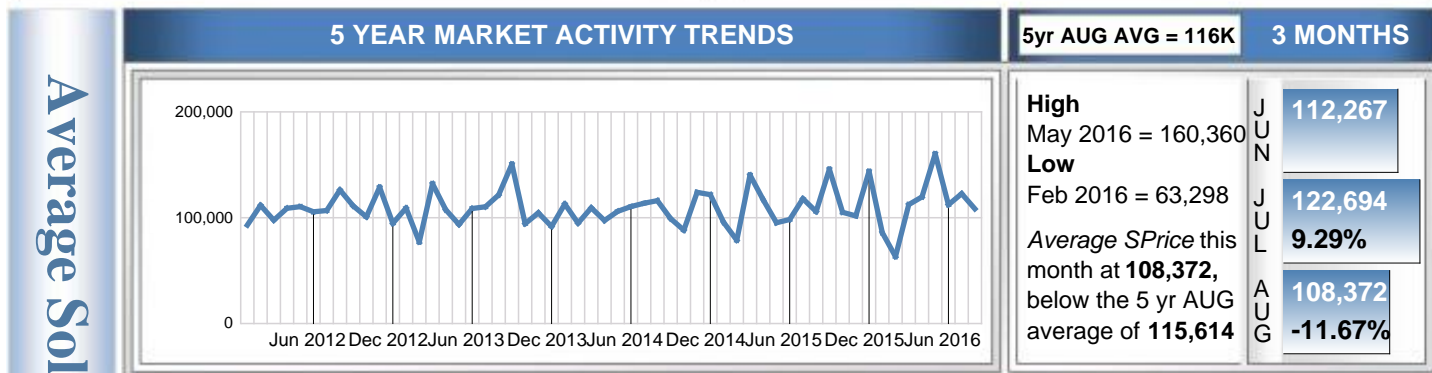
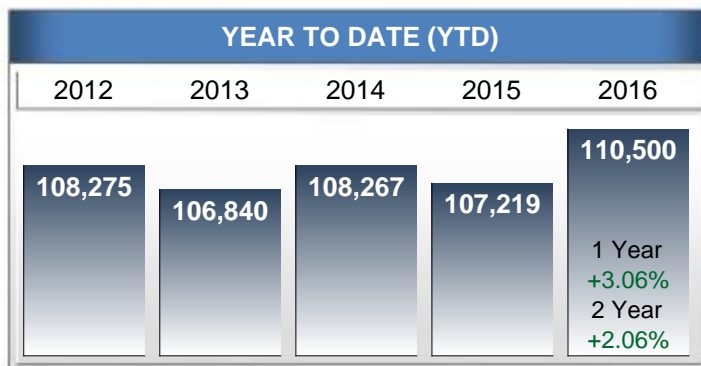
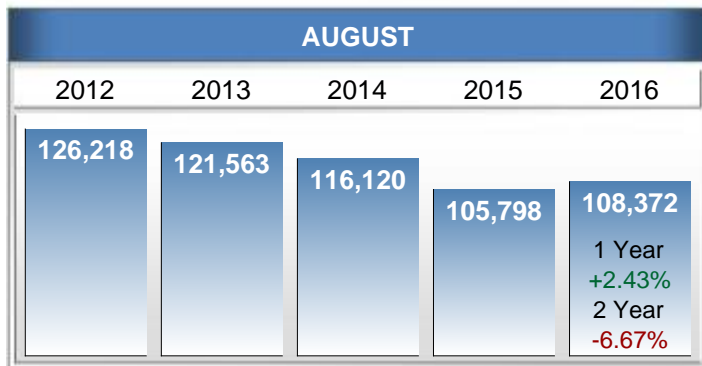
Closed Sales as of Sep 12, 2016



Average Sold Price at Closing

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Area Delimited by County Of Cherokee



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+
\$30,000 and less	6		9.23%	17,142	16,117	18,167	0	0
\$30,001 \$50,000	7		10.77%	39,891	40,700	37,870	0	0
\$50,001 \$70,000	9		13.85%	63,767	65,000	62,225	0	0
\$70,001 \$120,000	20		30.77%	97,715	95,929	99,422	103,500	77,500
\$120,001 \$150,000	8		12.31%	132,650	0	132,457	134,000	0
\$150,001 \$200,000	8		12.31%	173,975	0	176,383	166,750	0
\$200,001 and up	7		10.77%	240,129	0	242,180	235,000	0
Average Closed Price:	\$108,372				\$62,418	\$124,176	\$156,000	\$77,500
Total Closed Units:	65				20	36	8	1
Total Closed Volume:	7,044,189				1.25M	4.47M	1.25M	77.50K



Monthly Inventory Analysis

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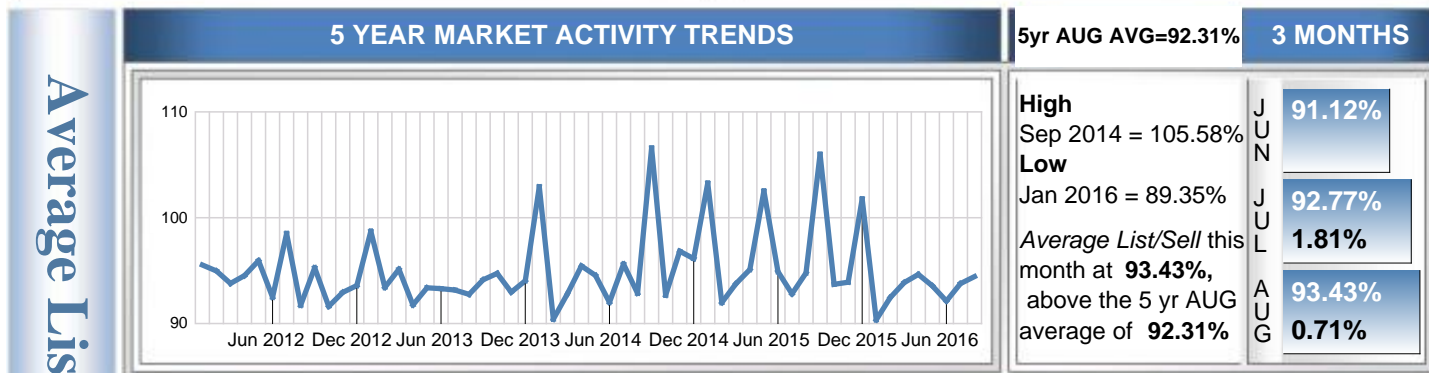
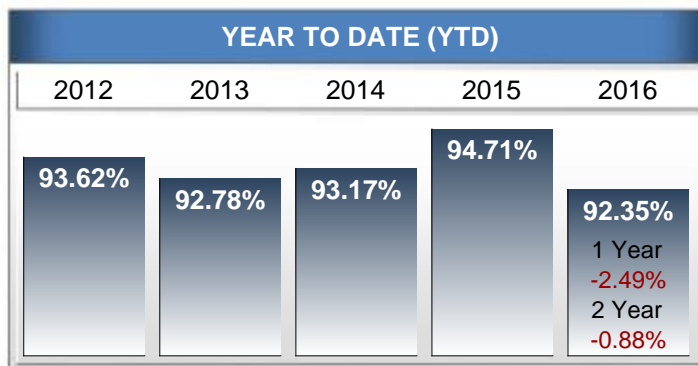
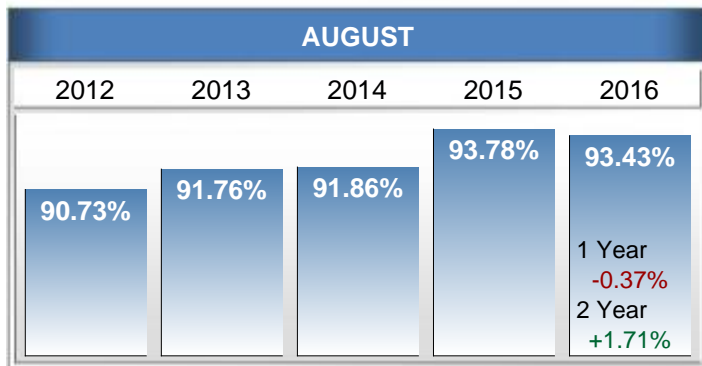
Closed Sales as of Sep 12, 2016



Average Percent of List Price to Selling Price

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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+	
\$30,000 and less	6	9.23%	80.69%	96.35%	65.03%	0.00%	0.00%	
\$30,001 \$50,000	7	10.77%	87.93%	85.38%	94.28%	0.00%	0.00%	
\$50,001 \$70,000	9	13.85%	91.34%	90.55%	92.34%	0.00%	0.00%	
\$70,001 \$120,000	20	30.77%	95.25%	95.71%	94.71%	95.23%	97.00%	
\$120,001 \$150,000	8	12.31%	97.10%	0.00%	97.17%	96.61%	0.00%	
\$150,001 \$200,000	8	12.31%	98.96%	0.00%	99.07%	98.64%	0.00%	
\$200,001 and up	7	10.77%	96.87%	0.00%	96.85%	96.92%	0.00%	
Average List/Sell Ratio:				93.40%	91.93%	93.45%	96.67%	97.00%
Total Closed Units:				65	20	36	8	1
Total Closed Volume:				7,044,189	1.25M	4.47M	1.25M	77.50K

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Monthly Inventory Analysis

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August 2016

Inventory as of Sep 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of 47 Sales/Month

Active Inventory as of August 31, 2016 = 720

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	42	65	54.76%	358	380	6.15%
Pending Sales	54	63	16.67%	402	439	9.20%
New Listings	210	221	5.24%	1,520	1,398	-8.03%
Average List Price	113,083	113,577	0.44%	115,363	117,770	2.09%
Average Sale Price	105,798	108,372	2.43%	107,219	110,500	3.06%
Average Percent of List Price to Selling Price	93.78%	93.43%	-0.37%	94.71%	92.35%	-2.49%
Average Days on Market to Sale	61.43	51.54	-16.10%	56.85	56.90	0.08%
Monthly Inventory	817	720	-11.87%	817	720	-11.87%
Months Supply of Inventory	19.07	15.21	-20.25%	19.07	15.21	-20.25%

