



September 2016

Area Delimited by County Of Cherokee

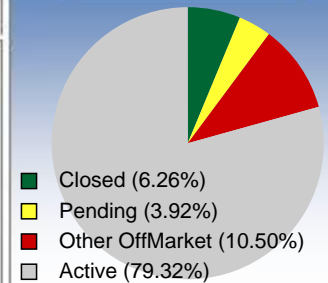


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of September 30, 2016 = **748**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	47	59	25.53%
Pending Listings	49	37	-24.49%
New Listings	137	161	17.52%
Median List Price	112,900	115,500	2.30%
Median Sale Price	112,500	110,000	-2.22%
Median Percent of List Price to Selling Price	96.73%	94.59%	-2.21%
Median Days on Market to Sale	59.00	42.00	-28.81%
End of Month Inventory	812	748	-7.88%
Months Supply of Inventory	18.70	15.48	-17.25%

Market Activity



Report Produced on: Oct 11, 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 September 2016 decreased **7.88%** to 748 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **15.48** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.22%** in September 2016 to \$110,000 versus the previous year at \$112,500.

Median Days on Market Shortens

The median number of **42.00** days that homes spent on the market before selling decreased by 17.00 days or **28.81%** in September 2016 compared to last year's same month at **59.00** DOM.

Sales Success for September 2016 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 161 New Listings in September 2016, up **17.52%** from last year at 137. Furthermore, there were 59 Closed Listings this month versus last year at 47, a **25.53%** increase.

Closed versus Listed trends yielded a **36.6%** ratio, up from last year's September 2016 at **34.3%**, a **6.82%** 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

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September 2016

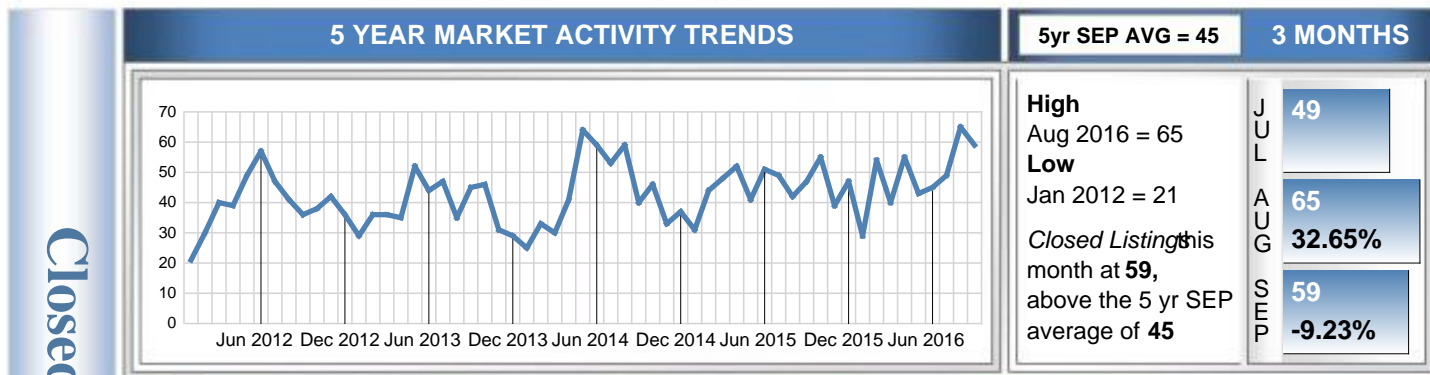
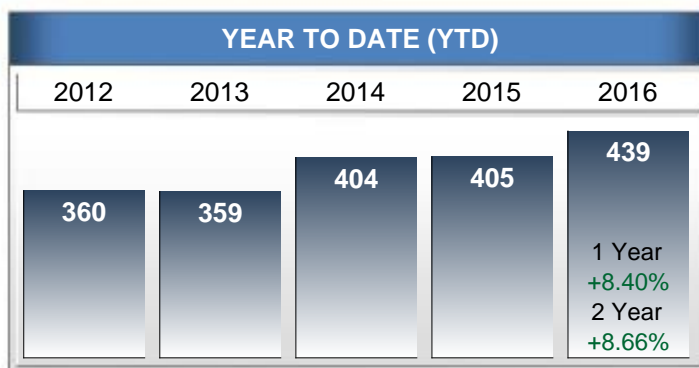
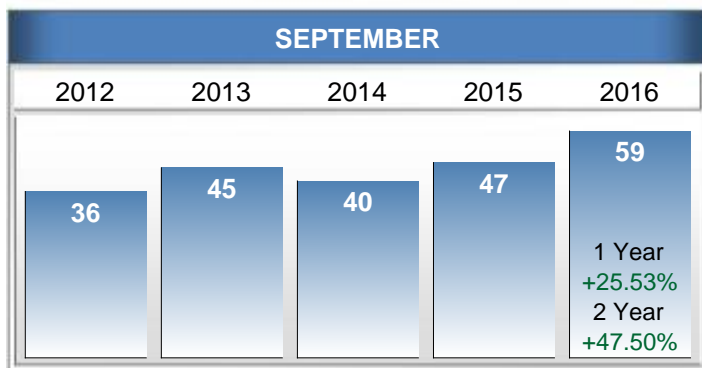
Closed Sales as of Oct 11, 2016



Report Produced on: Oct 11, 2016

Closed Listings

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	8.47%	75.0	5	0	0	0
\$20,001 - \$40,000	6	10.17%	55.0	2	4	0	0
\$40,001 - \$80,000	9	15.25%	34.0	3	5	1	0
\$80,001 - \$130,000	14	23.73%	45.5	5	7	2	0
\$130,001 - \$180,000	10	16.95%	40.0	0	10	0	0
\$180,001 - \$290,000	10	16.95%	56.5	1	3	6	0
\$290,001 and up	5	8.47%	85.0	2	1	1	1
Total Closed Units:	59		42.0	18	30	10	1
Total Closed Volume:	7,675,230			1.63M	3.59M	2.11M	346.40K
Median Closed Price:	\$110,000			\$52,250	\$122,000	\$230,950	\$346,400



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

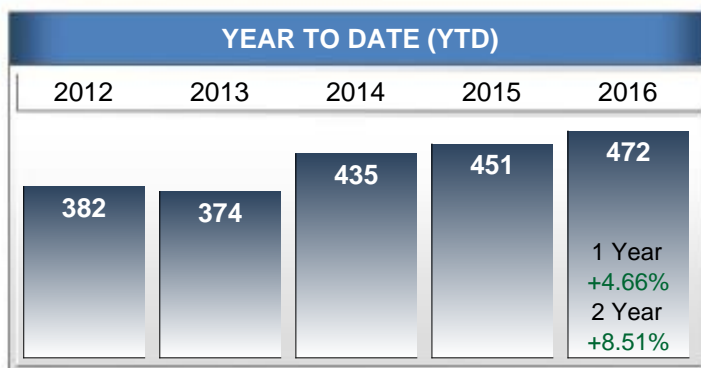
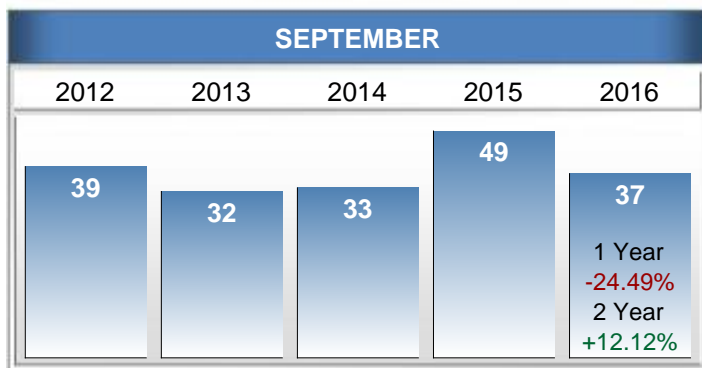
Pending Listings as of Oct 11, 2016



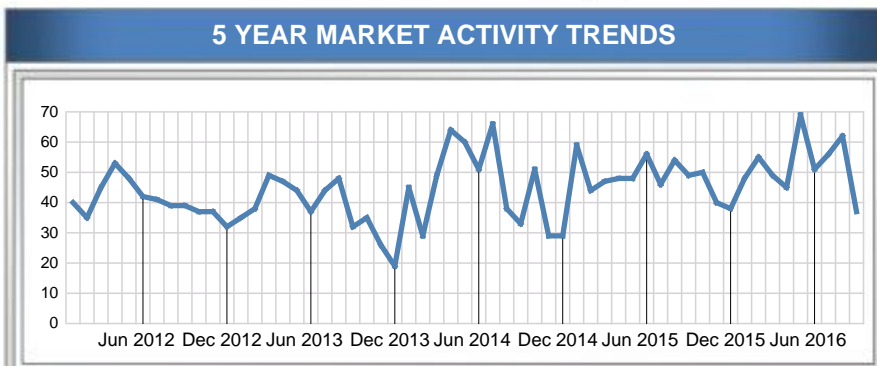
Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Pending Listings
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5yr SEP AVG = 38	3 MONTHS										
High May 2016 = 69 Low Dec 2013 = 19 <i>Pending Listings</i> this month at 37 , below the 5 yr SEP average of 38	<table border="1"> <tr> <td>JUL</td> <td>56</td> </tr> <tr> <td>AUG</td> <td>62</td> </tr> <tr> <td>SEP</td> <td>37</td> </tr> <tr> <td colspan="2">10.71%</td> </tr> <tr> <td colspan="2">-40.32%</td> </tr> </table>	JUL	56	AUG	62	SEP	37	10.71%		-40.32%	
JUL	56										
AUG	62										
SEP	37										
10.71%											
-40.32%											

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	8.11%	37.0	3	0	0	0
\$20,001 - \$60,000	4	10.81%	43.5	3	1	0	0
\$60,001 - \$80,000	4	10.81%	80.5	1	2	1	0
\$80,001 - \$110,000	8	21.62%	46.0	2	4	2	0
\$110,001 - \$140,000	8	21.62%	77.0	0	8	0	0
\$140,001 - \$190,000	6	16.22%	40.0	0	4	2	0
\$190,001 and up	4	10.81%	79.5	1	2	0	1
Total Pending Units:	37		54.0	10	21	5	1
Total Pending Volume:	4,546,200			926.20K	2.81M	619.60K	194.90K
Median Listing Price:	\$109,900			\$27,250	\$114,900	\$109,900	\$194,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

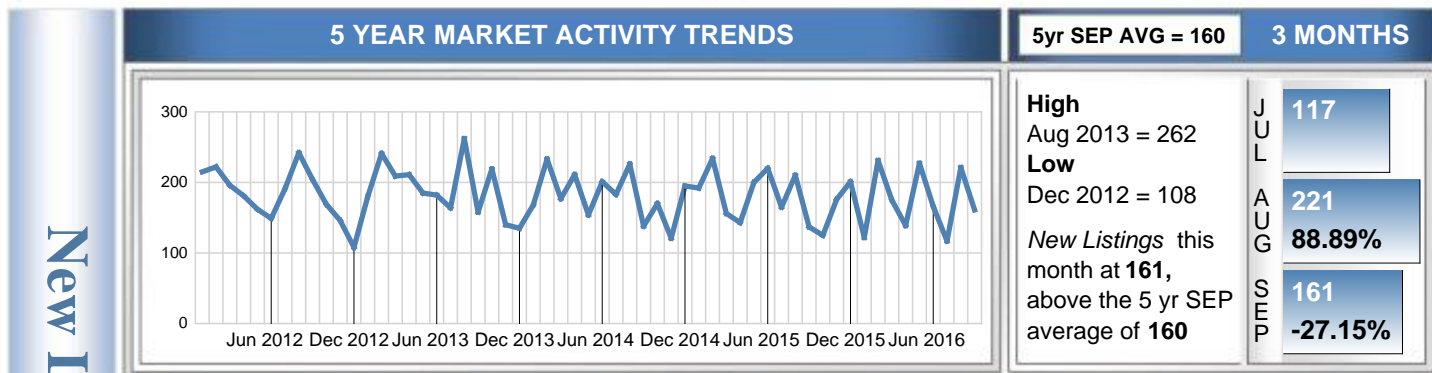
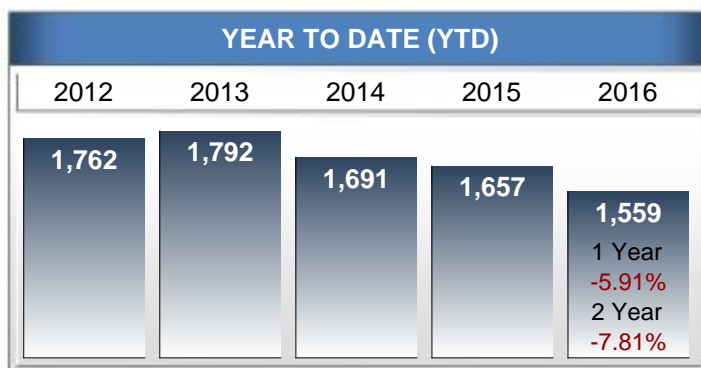
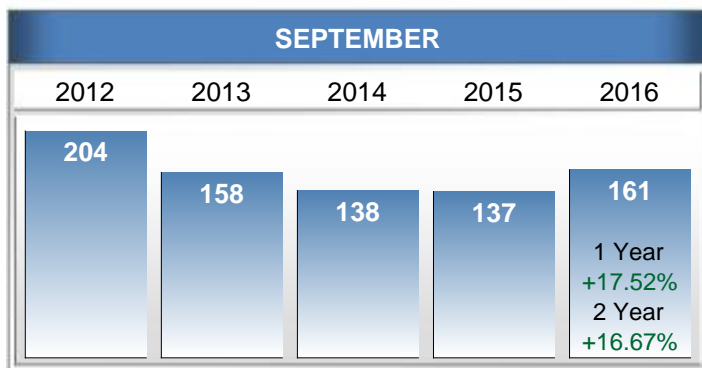
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 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	10	6.21%	10	0	0	0	
\$10,001 \$20,000	26	16.15%	26	0	0	0	
\$20,001 \$40,000	23	14.29%	23	0	0	0	
\$40,001 \$120,000	41	25.47%	27	11	3	0	
\$120,001 \$160,000	21	13.04%	5	16	0	0	
\$160,001 \$260,000	22	13.66%	5	14	3	0	
\$260,001 and up	18	11.18%	5	8	5	0	
Total New Listed Units:			101	49	11		
Total New Listed Volume:			19,412,185	7.58M	9.30M	2.53M	0.00B
Median New Listed Listing Price:			\$87,900	\$25,900	\$152,200	\$237,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

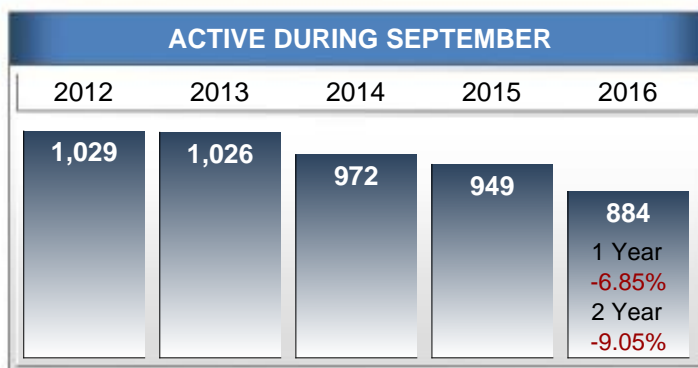
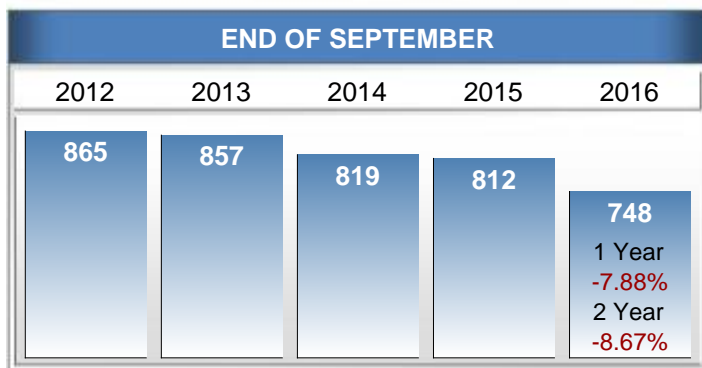
Active Inventory as of Oct 11, 2016



Active Inventory

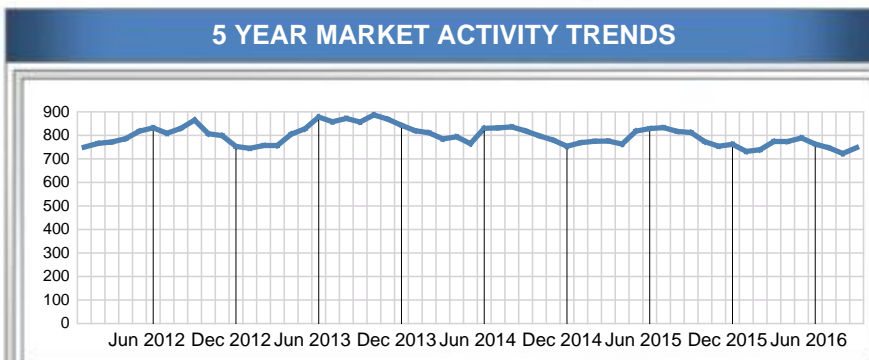
Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Active Inventory

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5yr SEP AVG = 820 **3 MONTHS**

High
Oct 2013 = 887

Low
Aug 2016 = 723

Inventory this month at **748**, below the 5 yr SEP average of **820**

JUL	747
AUG	723
SEP	748
-3.21%	
3.46%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	19	2.54%	56.0	19	0	0	0		
\$10,001 - \$20,000	101	13.50%	38.0	100	1	0	0		
\$20,001 - \$50,000	139	18.58%	80.0	126	12	1	0		
\$50,001 - \$90,000	201	26.87%	109.0	161	32	7	1		
\$90,001 - \$150,000	113	15.11%	76.0	46	62	4	1		
\$150,001 - \$280,000	95	12.70%	62.0	27	52	15	1		
\$280,001 and up	80	10.70%	93.0	29	25	17	9		
Total Active Inventory by Units:				748	73.0	508	184	44	12
Total Active Inventory by Volume:				95,096,664		45.27M	32.12M	12.87M	4.84M
Median Active Inventory Listing Price:				\$69,900		\$54,900	\$138,825	\$214,700	\$417,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

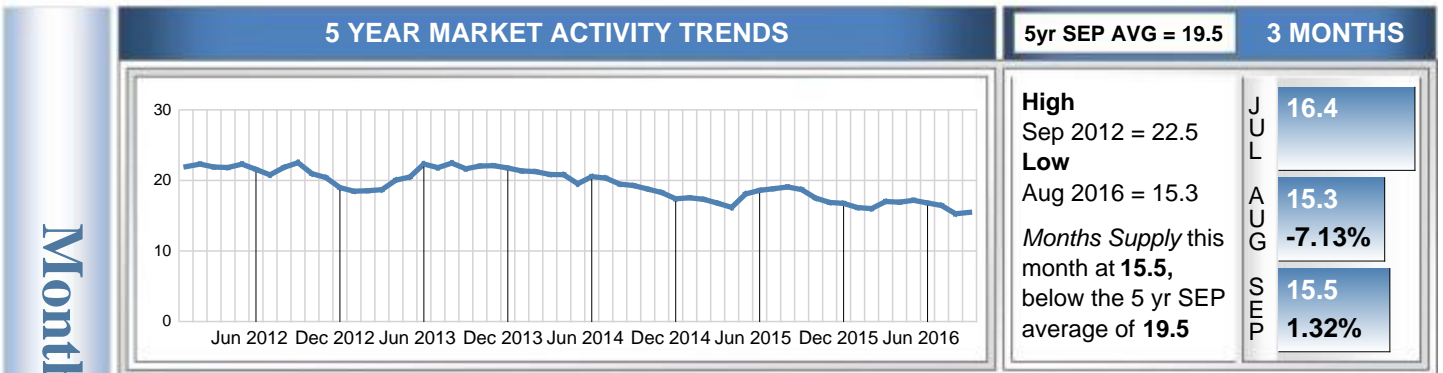
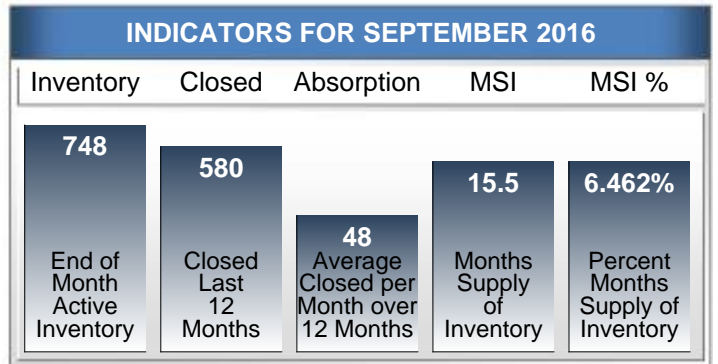
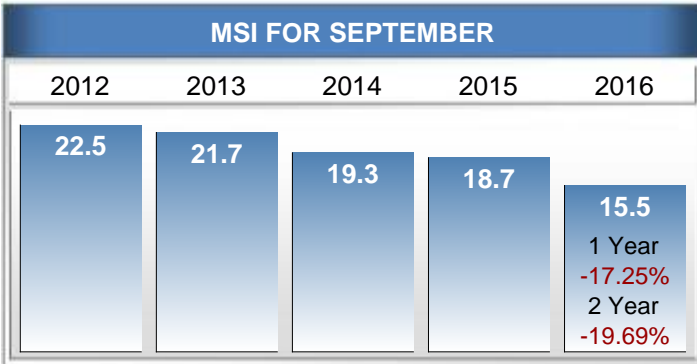
Active Inventory as of Oct 11, 2016



Months Supply of Inventory

Report Produced on: Oct 11, 2016

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	19	2.54%	25.3	28.5	0.0	0.0	0.0
\$10,001 \$20,000	101	13.50%	21.6	24.5	2.0	0.0	0.0
\$20,001 \$50,000	139	18.58%	17.7	29.1	3.7	4.0	0.0
\$50,001 \$90,000	201	26.87%	21.2	55.2	6.0	6.0	12.0
\$90,001 \$150,000	113	15.11%	8.0	22.1	5.9	3.2	6.0
\$150,001 \$280,000	95	12.70%	10.7	23.1	9.9	7.2	2.4
\$280,001 and up	80	10.70%	31.0	58.0	33.3	18.5	21.6
MSI:			15.5	32.3	7.1	7.7	11.1
Total Active Inventory:			748	508	184	44	12



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

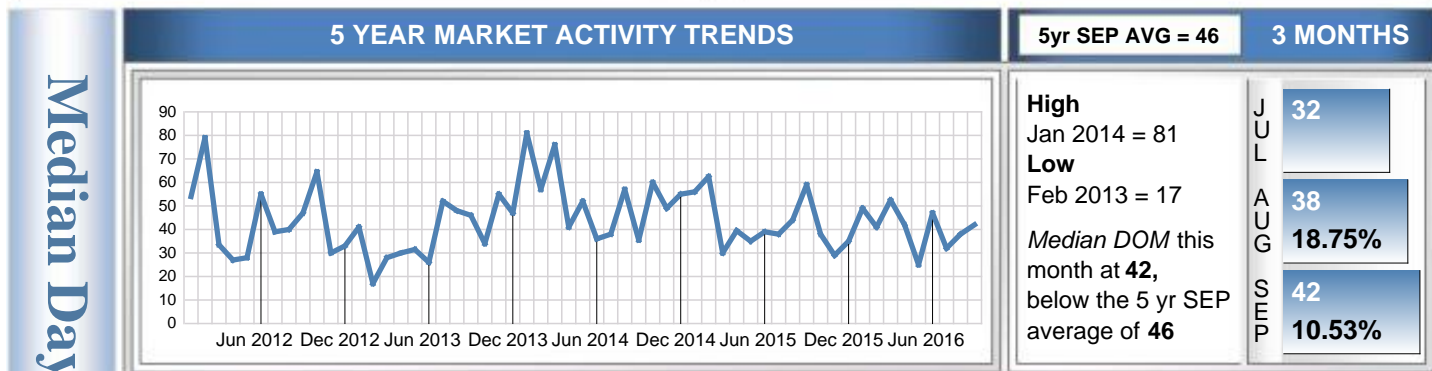
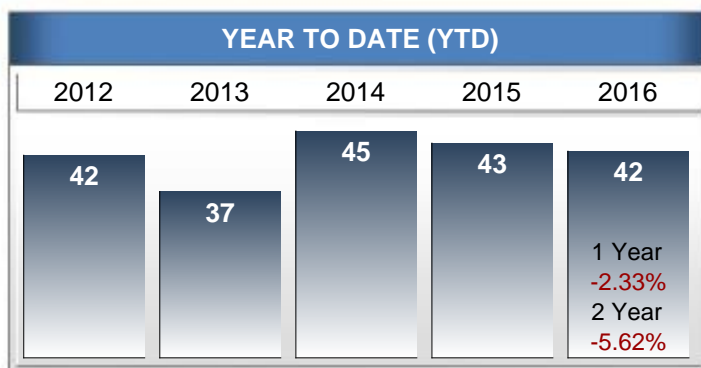
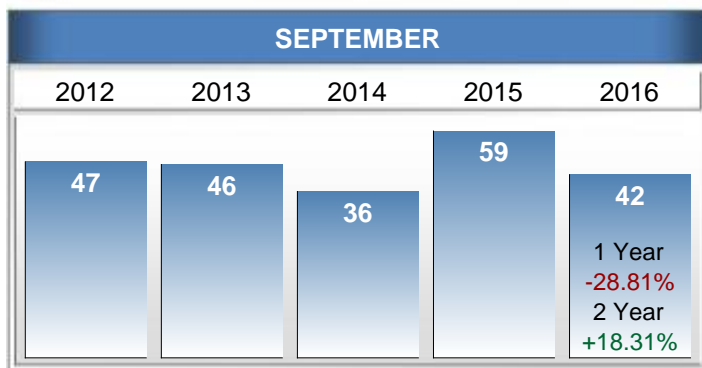
Closed Sales as of Oct 11, 2016



Median Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Median Days on Market

Ready to Buy or Sell Real Estate?
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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			8.47%	75.0	75.0	0.0	0.0	0.0
\$20,001 \$40,000	6			10.17%	55.0	70.5	45.0	0.0	0.0
\$40,001 \$80,000	9			15.25%	34.0	4.0	34.0	35.0	0.0
\$80,001 \$130,000	14			23.73%	45.5	39.0	52.0	61.5	0.0
\$130,001 \$180,000	10			16.95%	40.0	0.0	40.0	0.0	0.0
\$180,001 \$290,000	10			16.95%	56.5	150.0	73.0	30.0	0.0
\$290,001 and up	5			8.47%	85.0	4.0	85.0	156.0	175.0
Median Closed DOM:	42.0					42.0	42.0	39.0	175.0
Total Closed Units:	59					18	30	10	1
Total Closed Volume:	7,675,230					1.63M	3.59M	2.11M	346.40K



Monthly Inventory Analysis

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September 2016

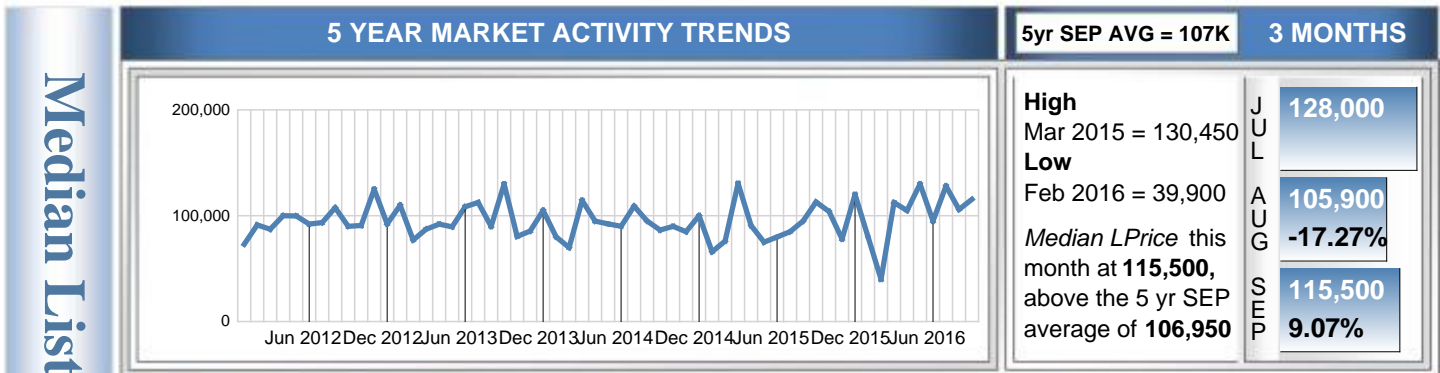
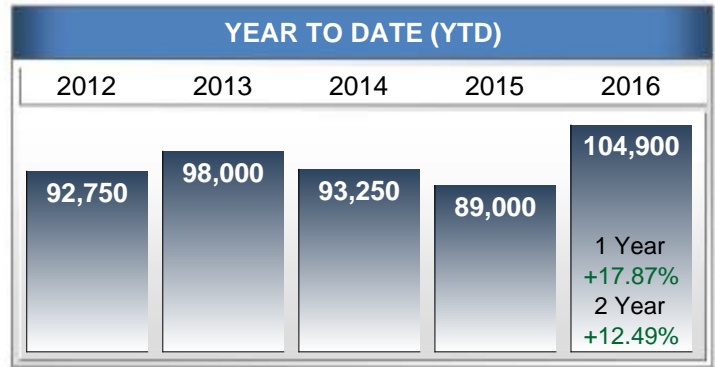
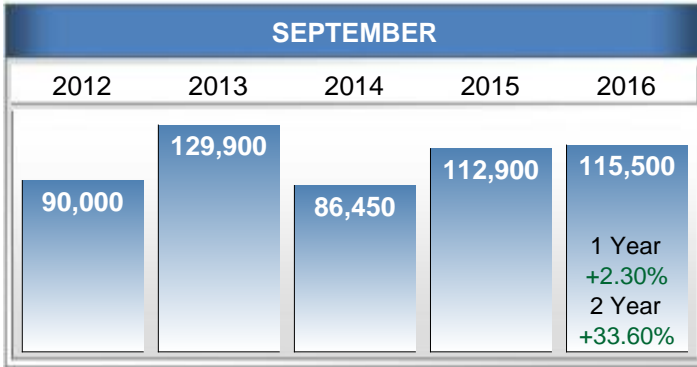
Closed Sales as of Oct 11, 2016



Median List Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Median List Price

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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	4		6.78%	16,450	16,450	0	0	0
\$20,001 \$40,000	5		8.47%	32,500	29,900	36,250	0	0
\$40,001 \$80,000	10		16.95%	52,300	45,000	52,300	74,000	0
\$80,001 \$130,000	15		25.42%	97,500	97,500	114,950	94,700	0
\$130,001 \$180,000	10		16.95%	149,400	0	149,400	0	0
\$180,001 \$290,000	10		16.95%	233,400	209,900	232,450	254,900	0
\$290,001 and up	5		8.47%	375,000	379,950	0	349,950	375,000
Median List Price:		\$115,500			\$57,450	\$127,000	\$233,400	\$375,000
Total Closed Units:		59			18	30	10	1
Total List Volume:		8,064,499			1.80M	3.72M	2.17M	375.00K



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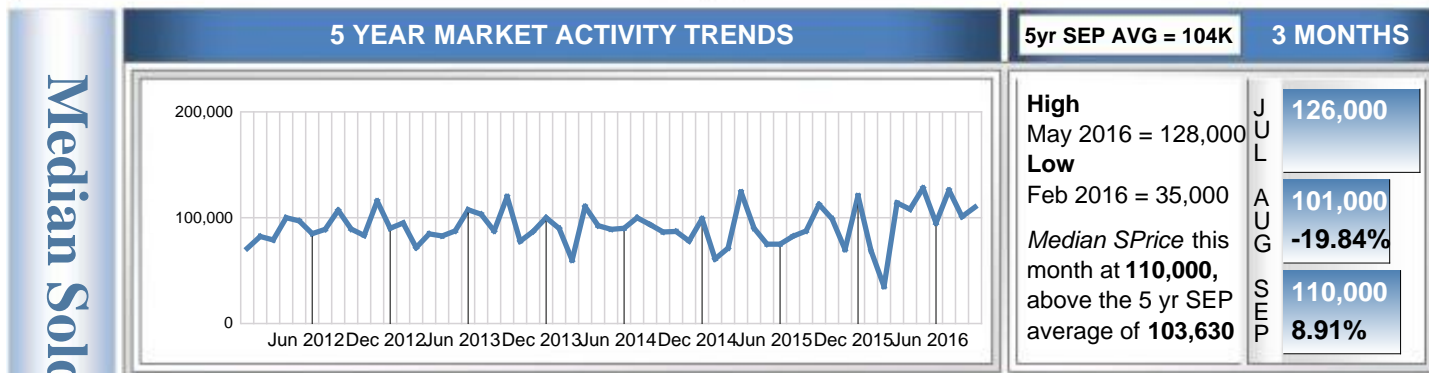
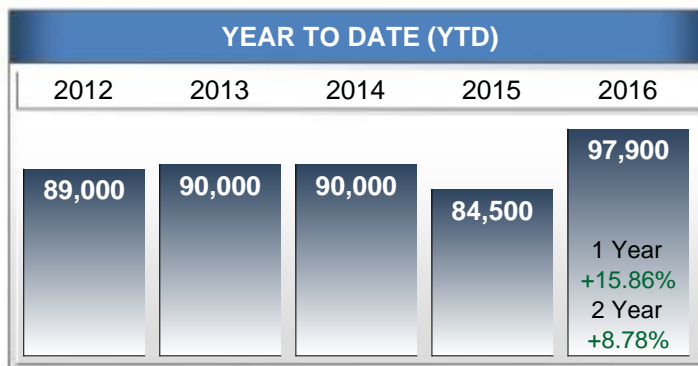
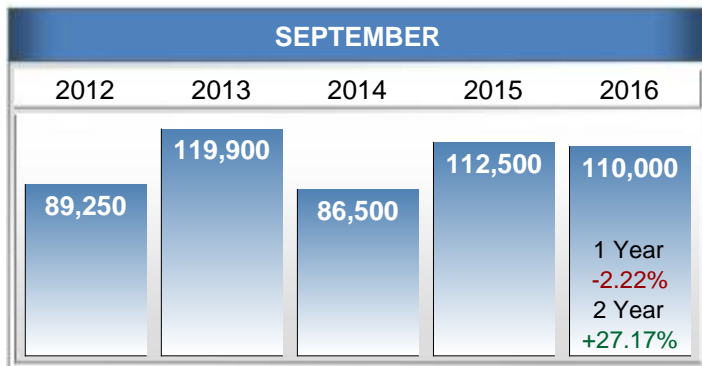
Closed Sales as of Oct 11, 2016



Median Sold Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5		8.47%	15,000	15,000	0	0	0
\$20,001 \$40,000	6		10.17%	36,000	32,250	36,000	0	0
\$40,001 \$80,000	9		15.25%	55,200	44,500	55,200	70,000	0
\$80,001 \$130,000	14		23.73%	102,325	94,650	110,000	85,450	0
\$130,001 \$180,000	10		16.95%	143,950	0	143,950	0	0
\$180,001 \$290,000	10		16.95%	231,200	188,500	207,500	258,850	0
\$290,001 and up	5		8.47%	346,400	335,000	300,000	389,400	346,400
Median Closed Price:	\$110,000				\$52,250	\$122,000	\$230,950	\$346,400
Total Closed Units:	59				18	30	10	1
Total Closed Volume:	7,675,230				1.63M	3.59M	2.11M	346.40K



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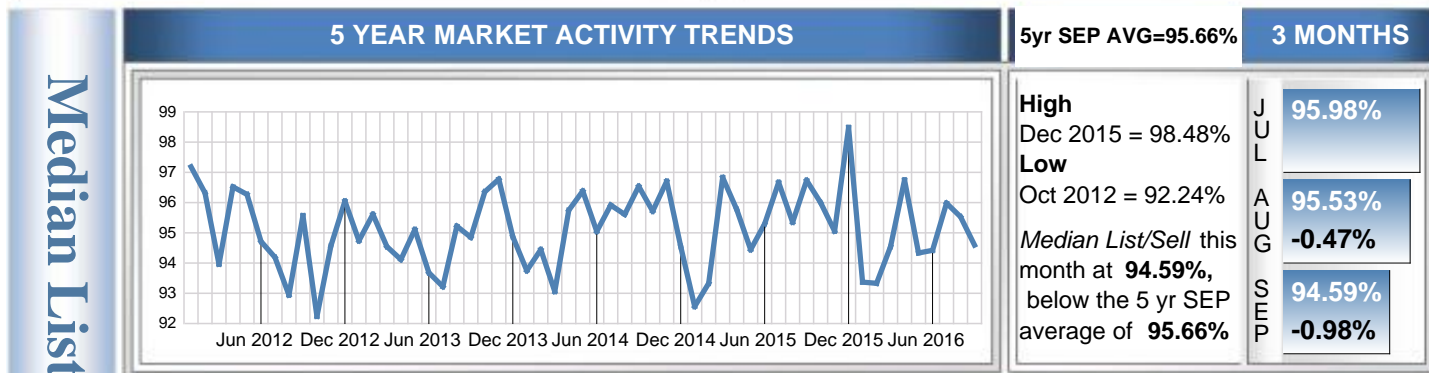
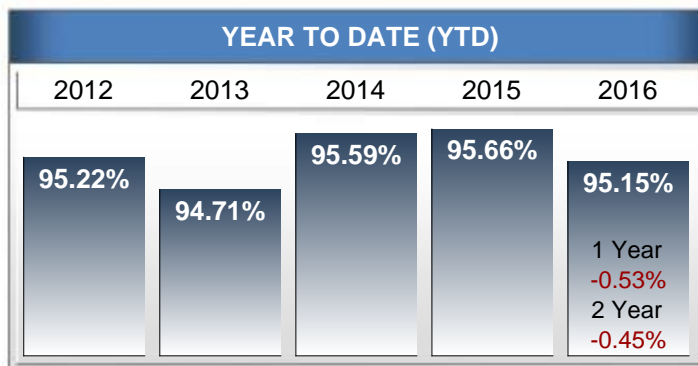
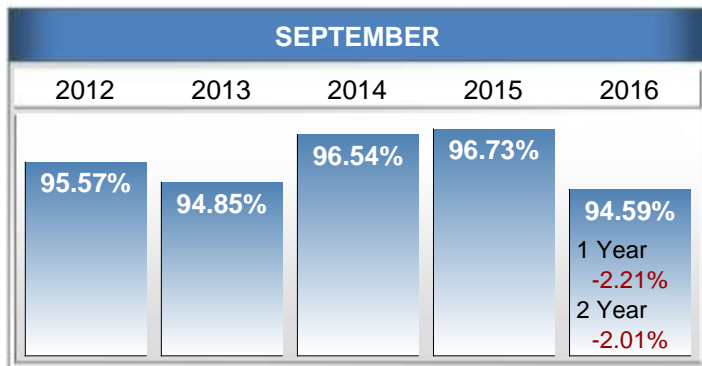
Closed Sales as of Oct 11, 2016



Median Percent of List Price to Selling Price

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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	8.47%	75.38%	75.38%	0.00%	0.00%	0.00%
\$20,001 \$40,000	6	10.17%	90.15%	92.03%	83.04%	0.00%	0.00%
\$40,001 \$80,000	9	15.25%	92.00%	92.22%	91.18%	94.59%	0.00%
\$80,001 \$130,000	14	23.73%	96.07%	97.08%	96.90%	90.23%	0.00%
\$130,001 \$180,000	10	16.95%	96.95%	0.00%	96.95%	0.00%	0.00%
\$180,001 \$290,000	10	16.95%	97.19%	89.80%	93.10%	98.06%	0.00%
\$290,001 and up	5	8.47%	92.37%	88.14%	115.43%	97.35%	92.37%
Median List/Sell Ratio:	94.59%			91.26%	95.61%	97.02%	92.37%
Total Closed Units:	59			18	30	10	1
Total Closed Volume:	7,675,230			1.63M	3.59M	2.11M	346.40K



Monthly Inventory Analysis

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September 2016

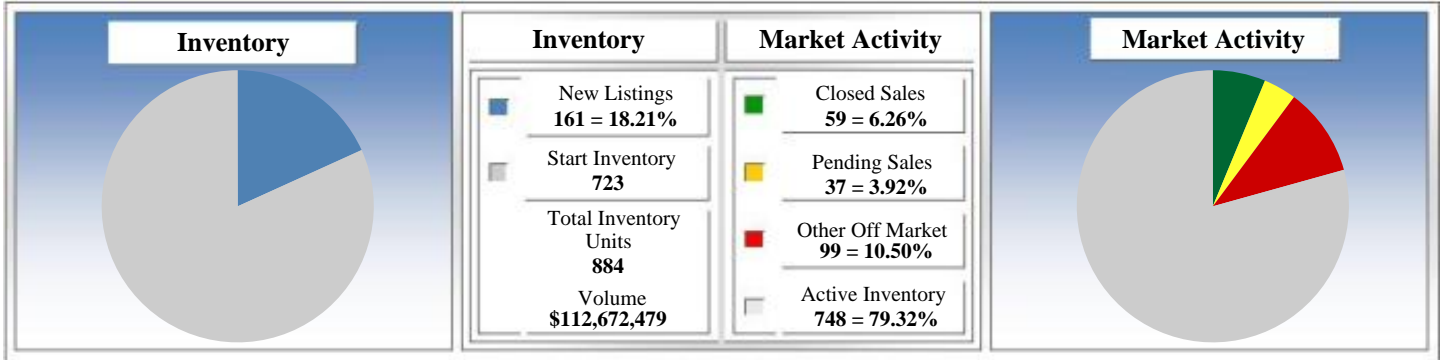
Inventory as of Oct 11, 2016



Market Summary

Report Produced on: Oct 11, 2016

Area Delimited by County Of Cherokee



Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of September 30, 2016 = 748

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	47	59	25.53%	405	439	8.40%
Pending Sales	49	37	-24.49%	451	472	4.66%
New Listings	137	161	17.52%	1,657	1,559	-5.91%
Median List Price	112,900	115,500	2.30%	89,000	104,900	17.87%
Median Sale Price	112,500	110,000	-2.22%	84,500	97,900	15.86%
Median Percent of List Price to Selling Price	96.73%	94.59%	-2.21%	95.66%	95.15%	-0.53%
Median Days on Market to Sale	59.00	42.00	-28.81%	43.00	42.00	-2.33%
Monthly Inventory	812	748	-7.88%	812	748	-7.88%
Months Supply of Inventory	18.70	15.48	-17.25%	18.70	15.48	-17.25%

