



February 2017

Area Delimited by County Of Cherokee

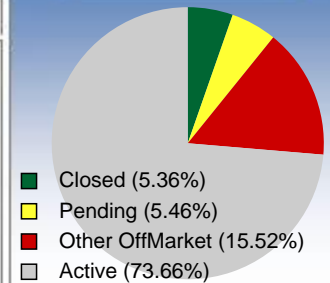


Absorption: Last 12 months, an Average of **49** Sales/Month

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%
Median List Price	36,000	109,900	205.28%
Median Sale Price	30,000	98,500	228.33%
Median Percent of List Price to Selling Price	93.33%	95.71%	2.56%
Median Days on Market to Sale	41.00	43.00	4.88%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **228.33%** in February 2017 to \$98,500 versus the previous year at \$30,000.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 2.00 days or **4.88%** in February 2017 compared to last year's same month at **41.00** DOM.

Sales Success for February 2017 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

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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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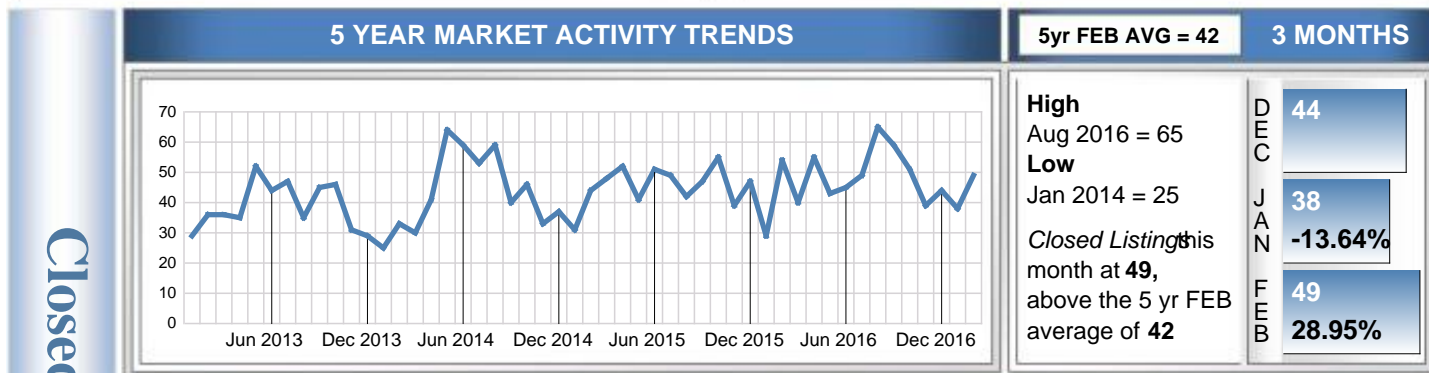
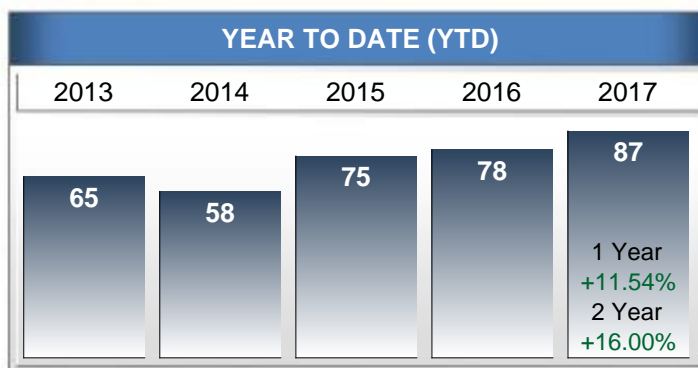
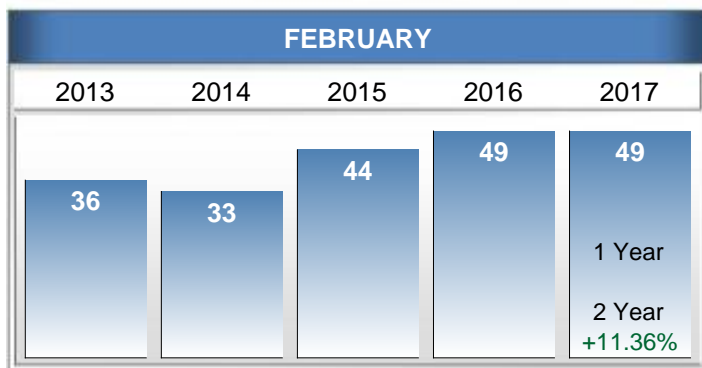
Closed Sales as of Mar 13, 2017



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.12%	13.0	1	2	0	0
\$20,001 \$30,000	4	8.16%	70.5	1	3	0	0
\$30,001 \$50,000	10	20.41%	17.0	4	5	1	0
\$50,001 \$110,000	13	26.53%	73.0	7	5	1	0
\$110,001 \$160,000	7	14.29%	40.0	1	5	1	0
\$160,001 \$250,000	7	14.29%	43.0	3	3	1	0
\$250,001 and up	5	10.20%	39.0	0	4	1	0
Total Closed Units:	49		43.0	17	27	5	0.00B
Total Closed Volume:	5,406,328			1.51M	3.07M	825.40K	\$0
Median Closed Price:	\$98,500			\$60,000	\$98,500	\$159,900	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

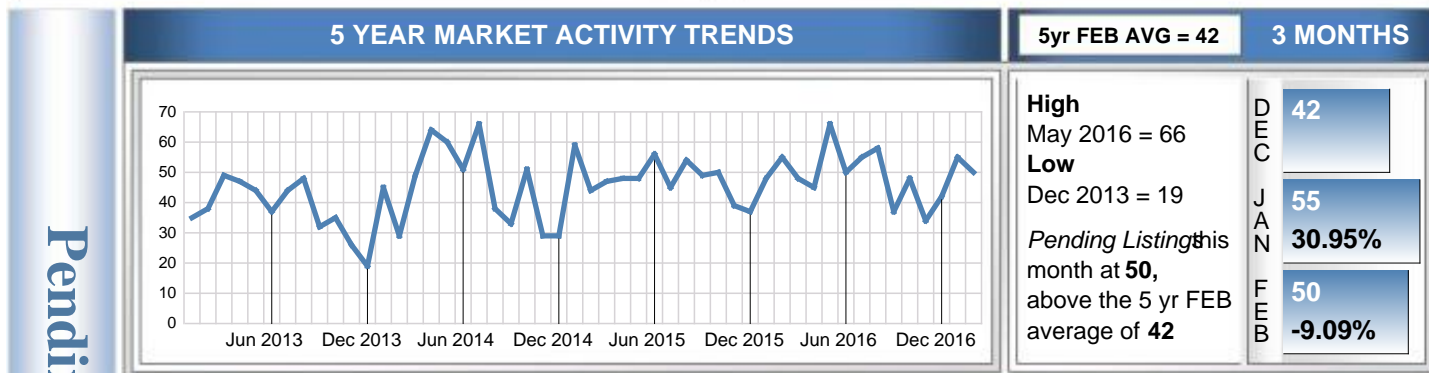
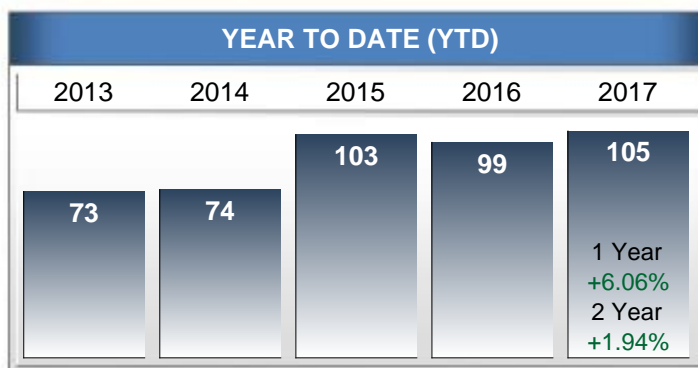
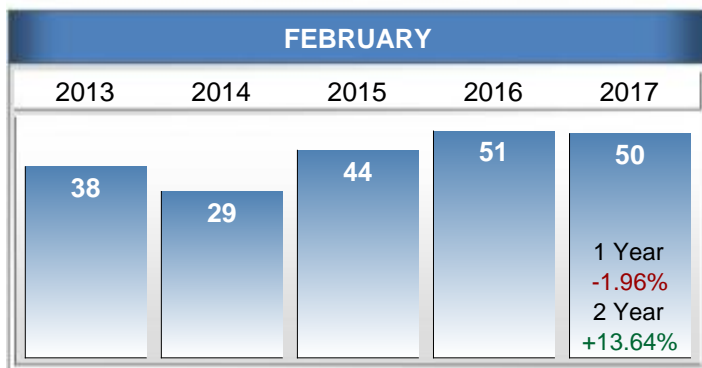
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	12.00%	7.0	4	2	0	0
\$30,001 \$40,000	5	10.00%	128.0	2	3	0	0
\$40,001 \$50,000	2	4.00%	86.0	2	0	0	0
\$50,001 \$120,000	20	40.00%	89.5	7	10	2	1
\$120,001 \$140,000	5	10.00%	9.0	1	3	1	0
\$140,001 \$250,000	9	18.00%	24.0	4	3	2	0
\$250,001 and up	3	6.00%	0.0	1	0	2	0
Total Pending Units: 50				35.0			
Total Pending Volume: 5,755,425				2.06M 1.88M 1.70M 109.90K			
Median Listing Price: \$85,750				\$59,900 \$82,500 \$189,900 \$109,900			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

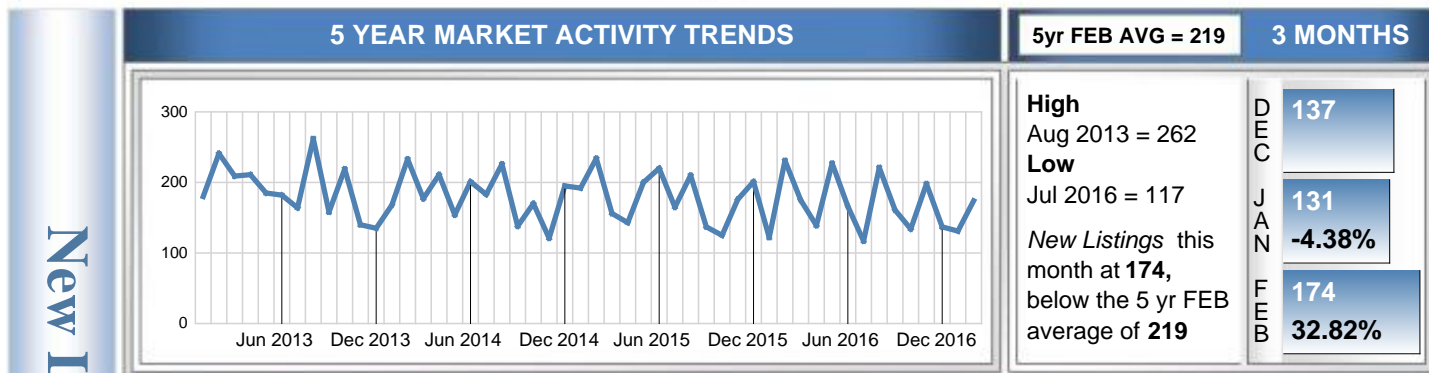
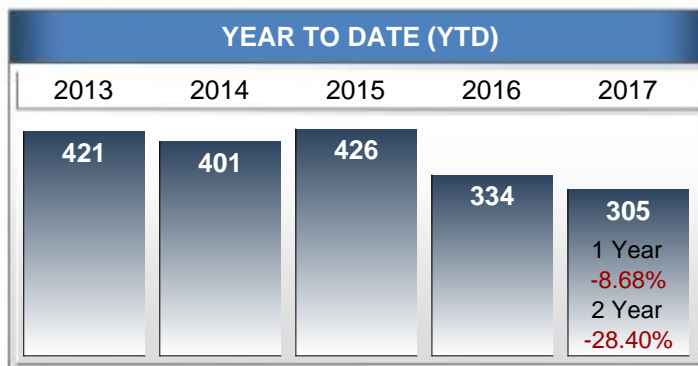
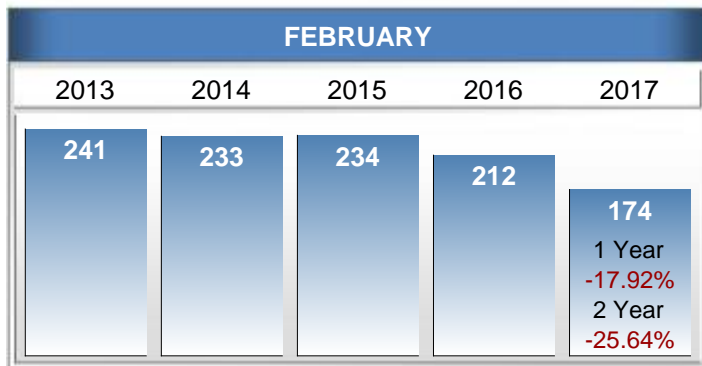
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



NEW LISTINGS & 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
Median New Listed Listing Price:			\$25,000	\$127,900	\$213,900	\$279,000

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

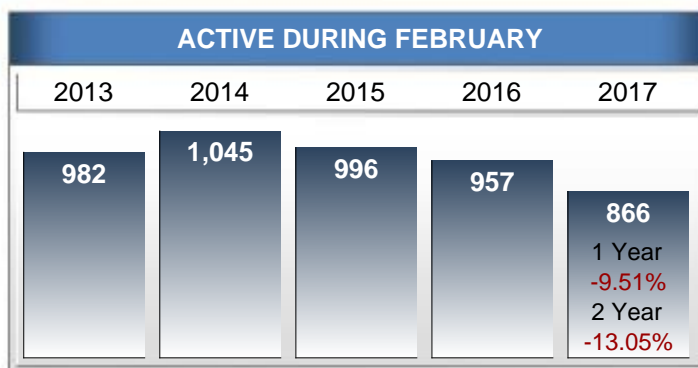
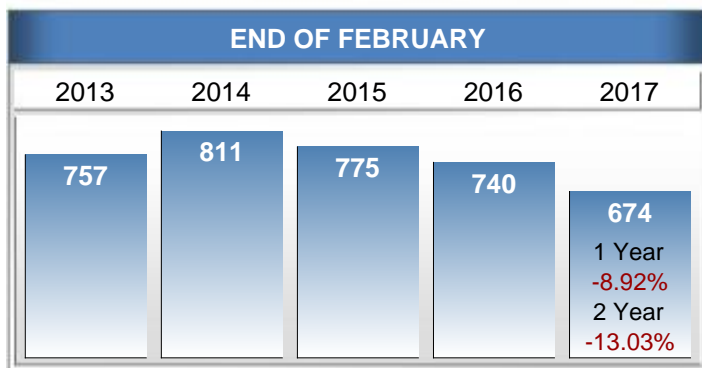
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Cherokee



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	30	4.45%	110.0	30	0	0	0
\$10,001 - \$20,000	98	14.54%	43.0	97	1	0	0
\$20,001 - \$50,000	112	16.62%	81.0	100	10	2	0
\$50,001 - \$90,000	172	25.52%	103.0	137	31	4	0
\$90,001 - \$160,000	108	16.02%	79.5	41	56	9	2
\$160,001 - \$290,000	83	12.31%	76.0	20	43	17	3
\$290,001 and up	71	10.53%	82.0	26	20	20	5
Total Active Inventory by Units:			674	451	161	52	10
Total Active Inventory by Volume:			88,365,978	38.34M	27.63M	19.18M	3.22M
Median Active Inventory Listing Price:			\$69,900	\$50,000	\$137,000	\$212,900	\$336,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

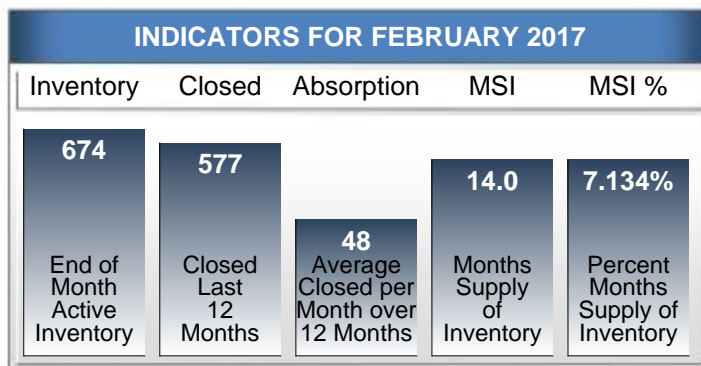
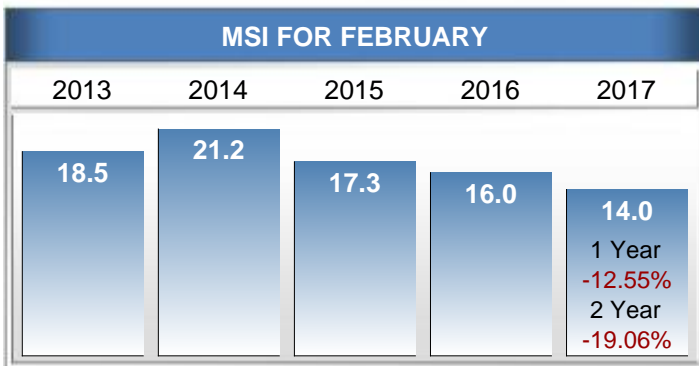
Active Inventory as of Mar 13, 2017



Months Supply of Inventory

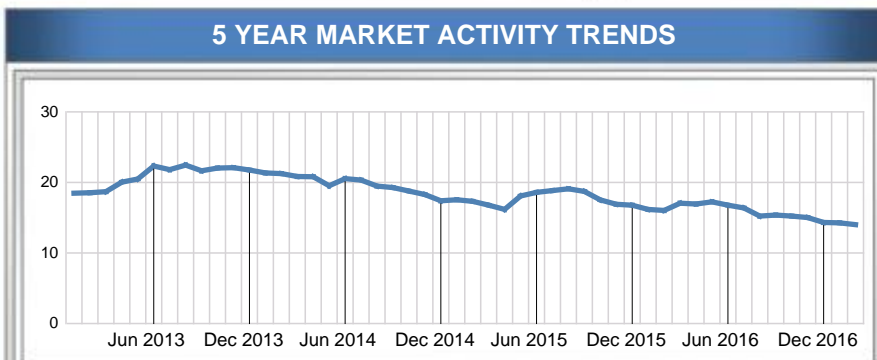
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Months Supply

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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

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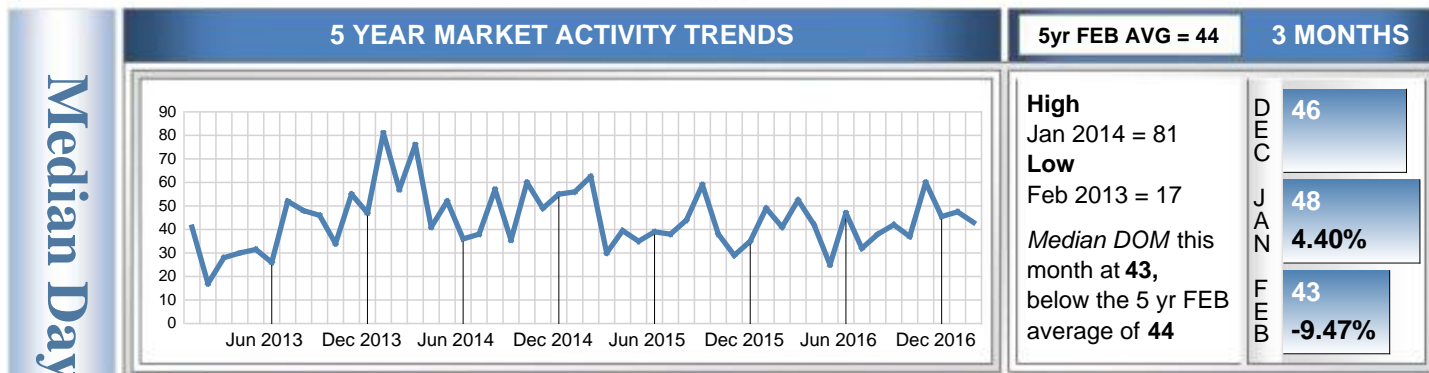
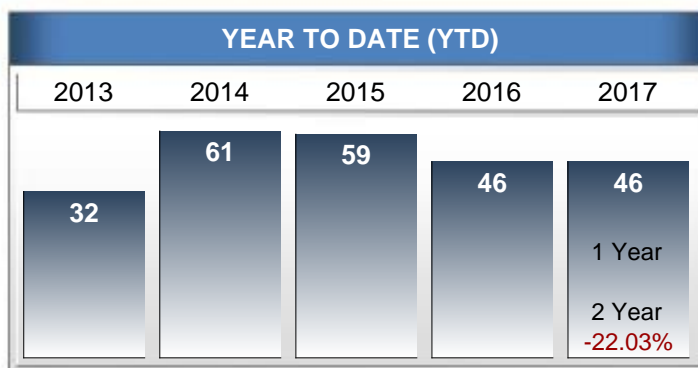
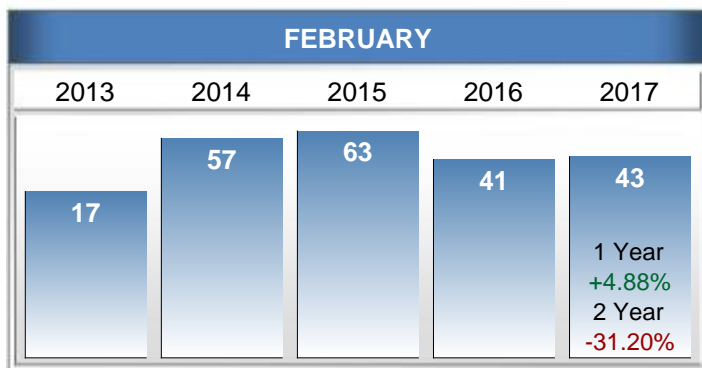
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

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Median Days on Market

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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	3	6.12%	13.0	1.0	18.0	0.0	0.0
\$20,001 \$30,000	4	8.16%	70.5	6.0	112.0	0.0	0.0
\$30,001 \$50,000	10	20.41%	17.0	17.5	14.0	20.0	0.0
\$50,001 \$110,000	13	26.53%	73.0	83.0	73.0	54.0	0.0
\$110,001 \$160,000	7	14.29%	40.0	76.0	40.0	3.0	0.0
\$160,001 \$250,000	7	14.29%	43.0	43.0	72.0	1.0	0.0
\$250,001 and up	5	10.20%	39.0	0.0	88.5	39.0	0.0
Median Closed DOM:	43.0			44.0	64.0	20.0	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

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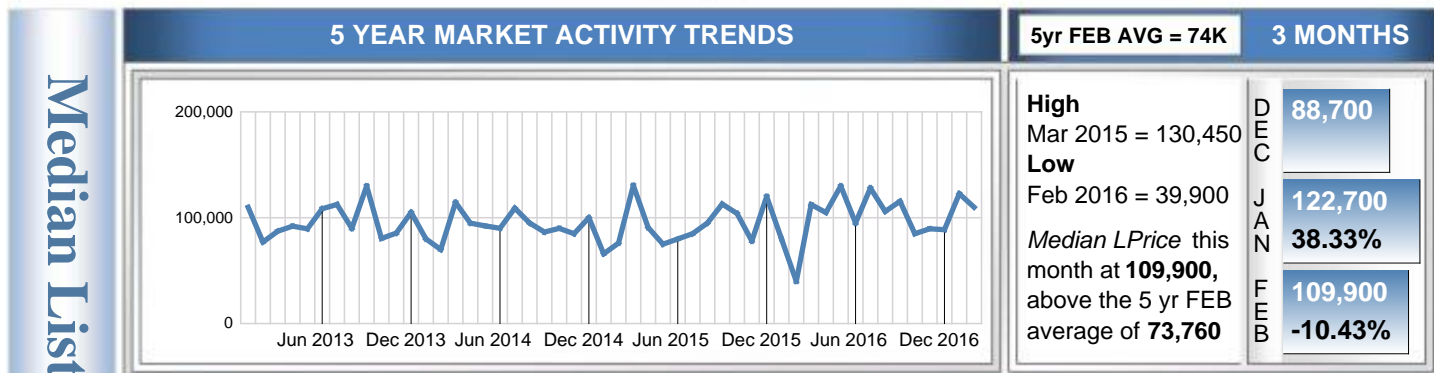
Closed Sales as of Mar 13, 2017



Median List Price at Closing

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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		8.16%	11,200	5,900	12,000	0	0
\$20,001 \$30,000	2		4.08%	26,200	0	26,200	0	0
\$30,001 \$50,000	8		16.33%	39,950	39,950	40,000	39,000	0
\$50,001 \$110,000	11		22.45%	60,000	58,200	83,500	109,900	0
\$110,001 \$160,000	12		24.49%	134,950	128,900	143,550	159,900	0
\$160,001 \$250,000	6		12.24%	182,450	200,000	179,900	185,000	0
\$250,001 and up	6		12.24%	299,000	252,000	299,000	350,000	0
Median List Price:		\$109,900			\$60,000	\$108,000	\$159,900	\$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

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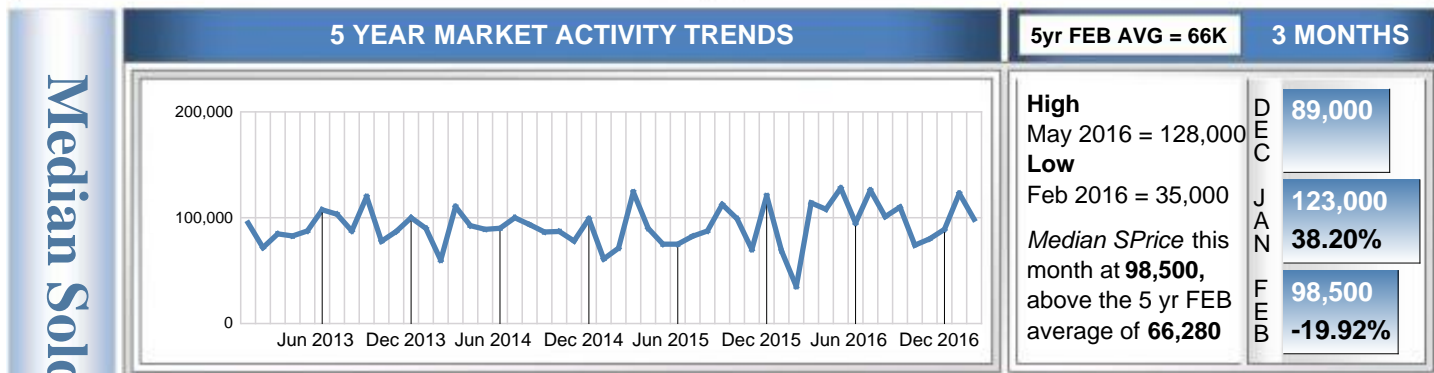
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

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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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3		6.12%	12,900	5,900	16,200	0	0
\$20,001 \$30,000	4		8.16%	23,425	22,850	24,000	0	0
\$30,001 \$50,000	10		20.41%	37,500	37,750	34,077	41,500	0
\$50,001 \$110,000	13		26.53%	93,596	82,500	93,596	104,000	0
\$110,001 \$160,000	7		14.29%	150,000	135,000	150,000	159,900	0
\$160,001 \$250,000	7		14.29%	184,000	225,000	179,000	185,000	0
\$250,001 and up	5		10.20%	275,000	0	267,500	335,000	0
Median Closed Price:	\$98,500				\$60,000	\$98,500	\$159,900	\$0
Total Closed Units:	49				17	27	5	
Total Closed Volume:	5,406,328				1.51M	3.07M	825.40K	0.00B



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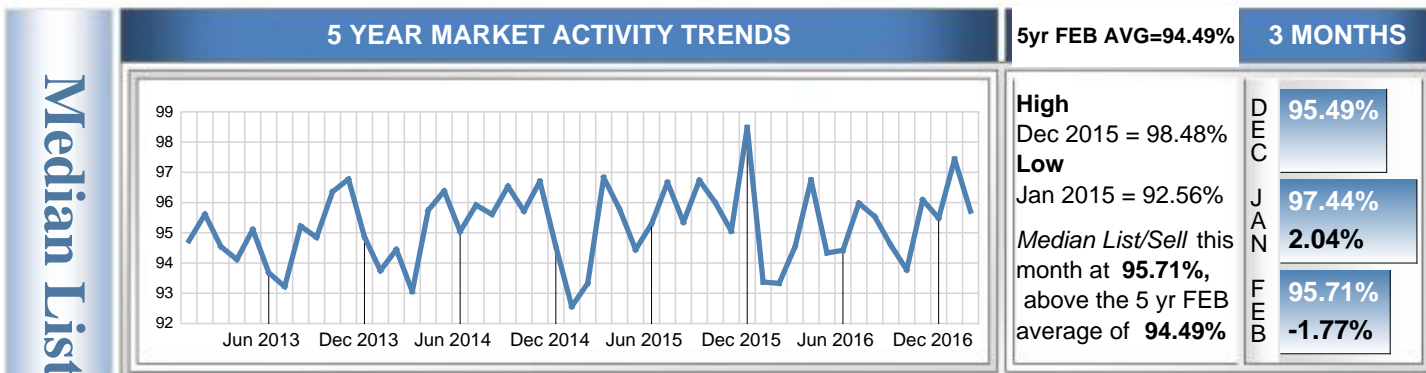
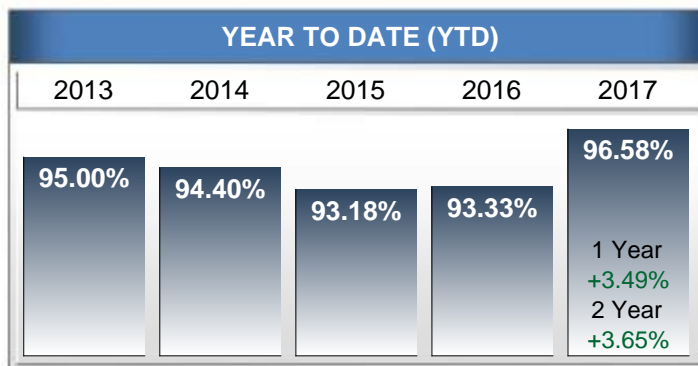
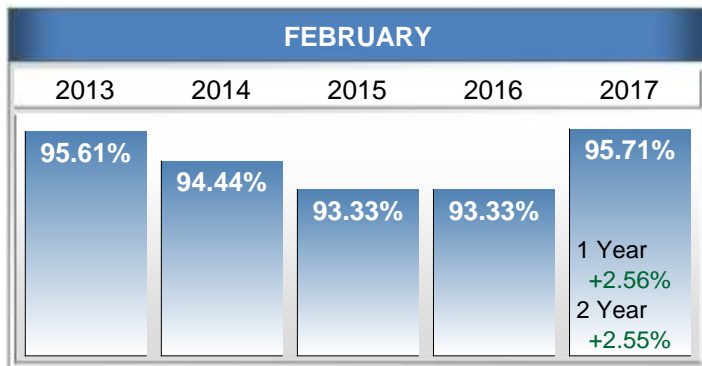
Closed Sales as of Mar 13, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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	3	6.12%	124.04%	100.00%	143.27%	0.00%	0.00%
\$20,001 \$30,000	4	8.16%	77.40%	57.27%	92.31%	0.00%	0.00%
\$30,001 \$50,000	10	20.41%	89.28%	89.17%	86.67%	106.41%	0.00%
\$50,001 \$110,000	13	26.53%	91.67%	91.15%	93.88%	94.63%	0.00%
\$110,001 \$160,000	7	14.29%	100.00%	100.00%	98.13%	100.00%	0.00%
\$160,001 \$250,000	7	14.29%	96.84%	94.29%	96.84%	100.00%	0.00%
\$250,001 and up	5	10.20%	95.71%	0.00%	93.86%	95.71%	0.00%
Median List/Sell Ratio:	95.71%			93.93%	95.85%	100.00%	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

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Inventory as of Mar 13, 2017



Market Summary

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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%
Median List Price	36,000	109,900	205.28%	47,000	115,000	144.68%
Median Sale Price	30,000	98,500	228.33%	40,500	104,000	156.79%
Median Percent of List Price to Selling Price	93.33%	95.71%	2.56%	93.33%	96.58%	3.49%
Median Days on Market to Sale	41.00	43.00	4.88%	46.00	46.00	0.00%
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%

