



June 2017

Area Delimited by County Of Cherokee

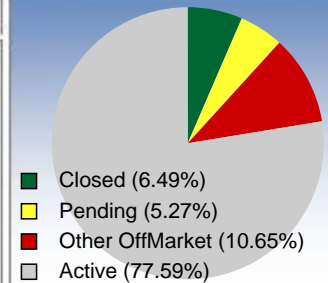


Absorption: Last 12 months, an Average of **52** Sales/Month

Active Inventory as of June 30, 2017 = **765**

	JUNE		
	2016	2017	+/- %
Closed Listings	45	64	42.22%
Pending Listings	50	52	4.00%
New Listings	166	211	27.11%
Median List Price	95,000	94,500	-0.53%
Median Sale Price	95,000	89,500	-5.79%
Median Percent of List Price to Selling Price	94.42%	96.77%	2.49%
Median Days on Market to Sale	47.00	34.50	-26.60%
End of Month Inventory	762	765	0.39%
Months Supply of Inventory	16.78	14.59	-13.01%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2017 rose **0.39%** to 765 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 **14.59** 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 **5.79%** in June 2017 to \$89,500 versus the previous year at \$95,000.

Median Days on Market Shortens

The median number of **34.50** days that homes spent on the market before selling decreased by 12.50 days or **26.60%** in June 2017 compared to last year's same month at **47.00** DOM.

Sales Success for June 2017 is Positive

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

There were 211 New Listings in June 2017, up **27.11%** from last year at 166. Furthermore, there were 64 Closed Listings this month versus last year at 45, a **42.22%** increase.

Closed versus Listed trends yielded a **30.3%** ratio, up from last year's June 2017 at **27.1%**, a **11.89%** upswing. This will certainly create pressure on an increasing 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®

June 2017

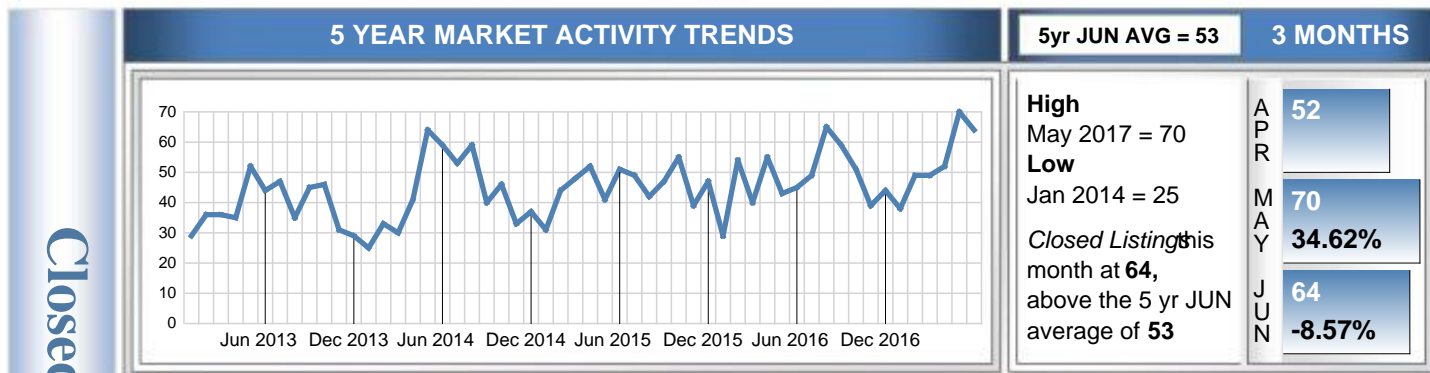
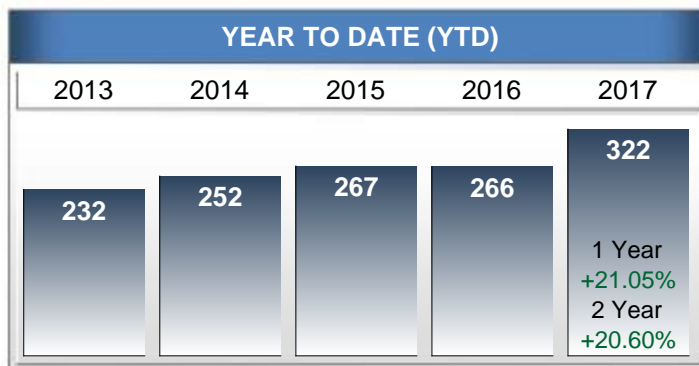
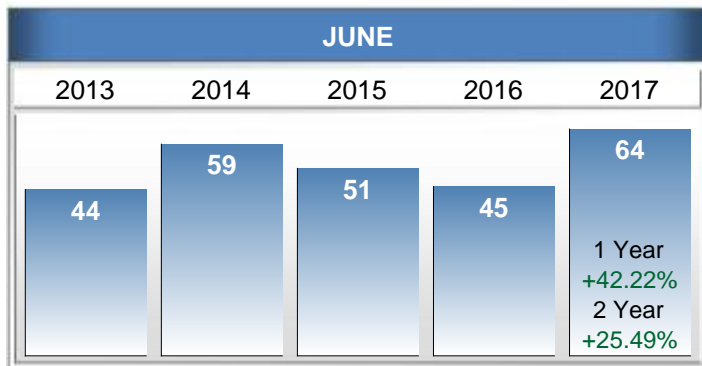
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	3.13%	89.0	2	0	0	0
\$10,001 - \$40,000	8	12.50%	58.5	5	3	0	0
\$40,001 - \$70,000	12	18.75%	11.0	7	4	1	0
\$70,001 - \$130,000	16	25.00%	12.5	9	6	1	0
\$130,001 - \$190,000	12	18.75%	23.5	0	10	1	1
\$190,001 - \$270,000	8	12.50%	81.0	3	5	0	0
\$270,001 and up	6	9.38%	51.5	2	0	2	2
Total Closed Units:	64		34.5	28	28	5	3
Total Closed Volume:	8,096,643			2.78M	3.49M	904.30K	918.90K
Median Closed Price:	\$89,500			\$71,000	\$135,950	\$139,900	\$310,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

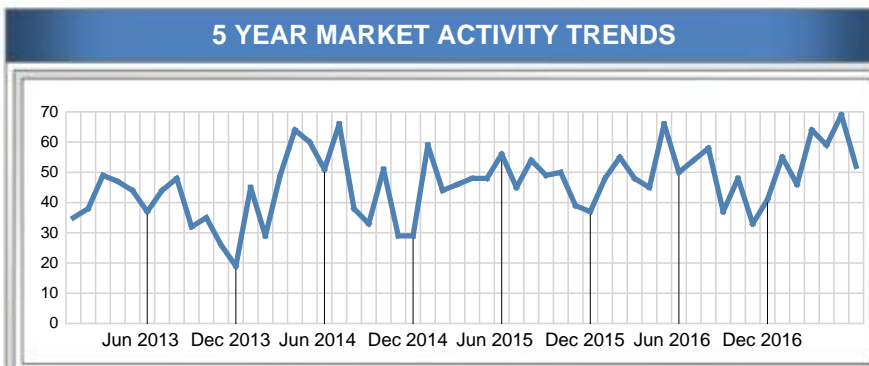
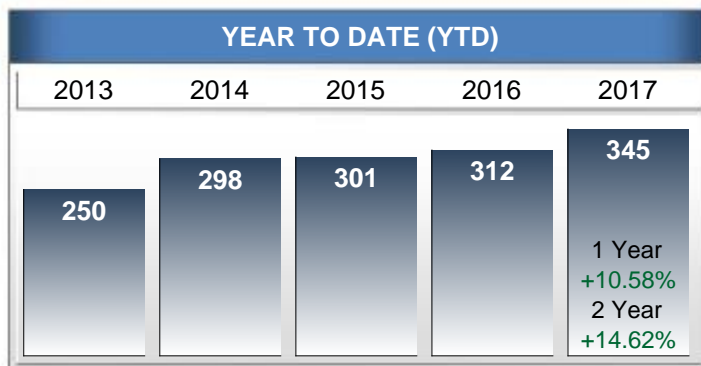
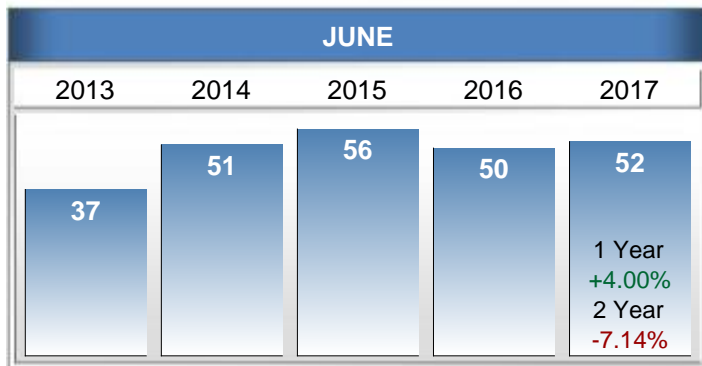
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



5yr JUN AVG = 49 **3 MONTHS**

High
May 2017 = 69

Low
Dec 2013 = 19

Pending Listing this month at **52**, above the 5 yr JUN average of **49**

A P R	59
M A Y	69
J U N	52
16.95%	
-24.64%	

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+
\$20,000 and less	5	9.62%	54.0	4	1	0	0
\$20,001 \$40,000	7	13.46%	6.0	6	0	1	0
\$40,001 \$70,000	7	13.46%	20.0	5	2	0	0
\$70,001 \$140,000	12	23.08%	60.0	5	6	1	0
\$140,001 \$180,000	7	13.46%	33.0	0	7	0	0
\$180,001 \$220,000	8	15.38%	19.0	0	6	1	1
\$220,001 and up	6	11.54%	75.5	1	1	4	0
Total Pending Units: 52				21	23	7	1
Total Pending Volume: 6,291,528				1.21M	3.24M	1.65M	189.50K
Median Listing Price: \$106,500				\$43,000	\$150,000	\$227,900	\$189,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

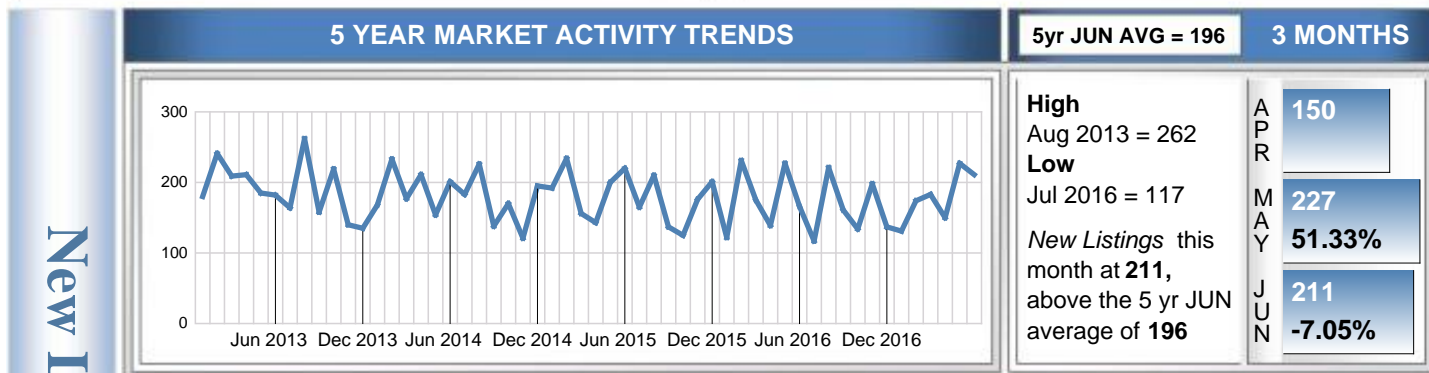
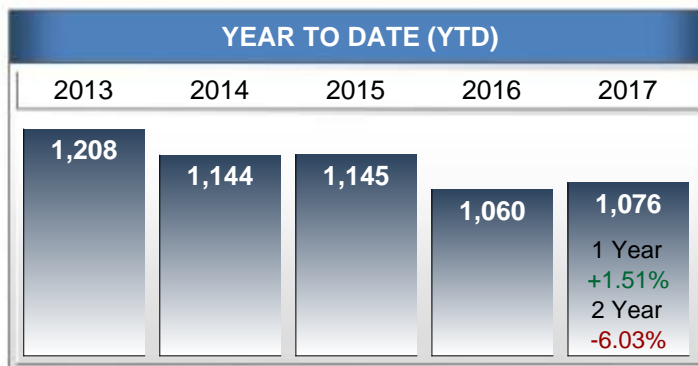
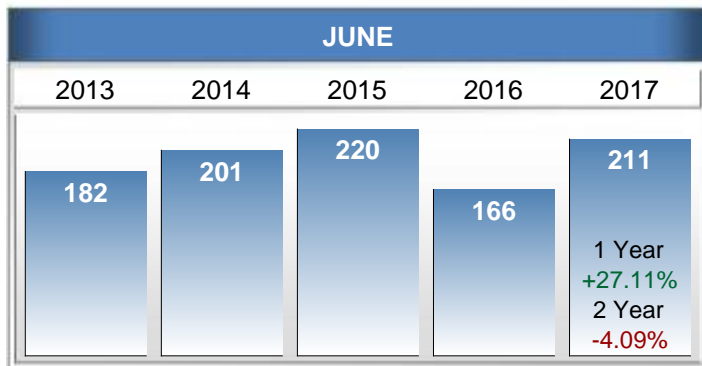
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 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+
\$10,000 and less	4	1.90%	4	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	77	36.49%	74	3	0	0
\$30,001 - \$100,000	48	22.75%	28	17	3	0
\$100,001 - \$180,000	31	14.69%	6	23	2	0
\$180,001 - \$420,000	29	13.74%	3	14	7	5
\$420,001 and up	22	10.43%	13	4	3	2
Total New Listed Units:			128	61	15	7
Total New Listed Volume:			13.32M	9.84M	7.59M	2.18M
Median New Listed Listing Price:			\$24,000	\$134,900	\$210,000	\$269,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

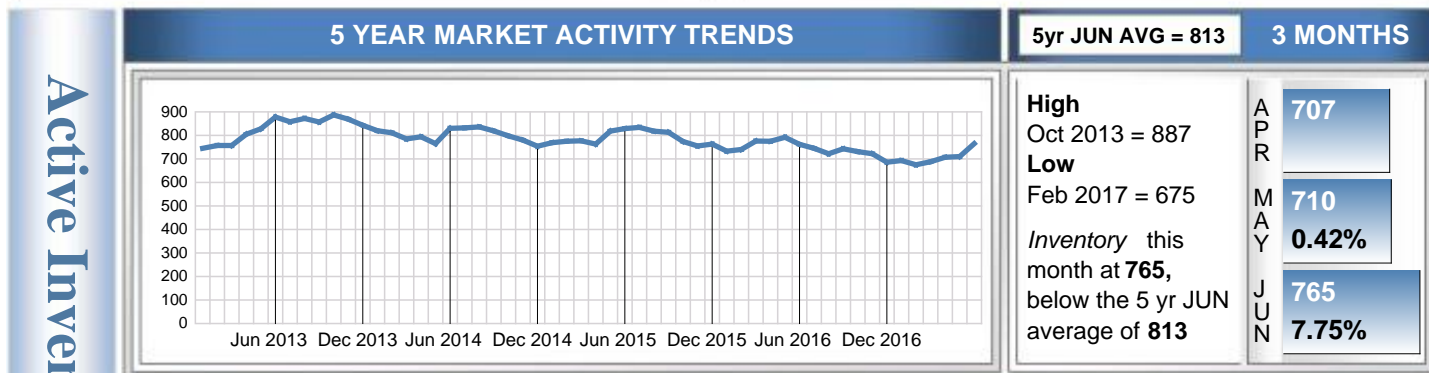
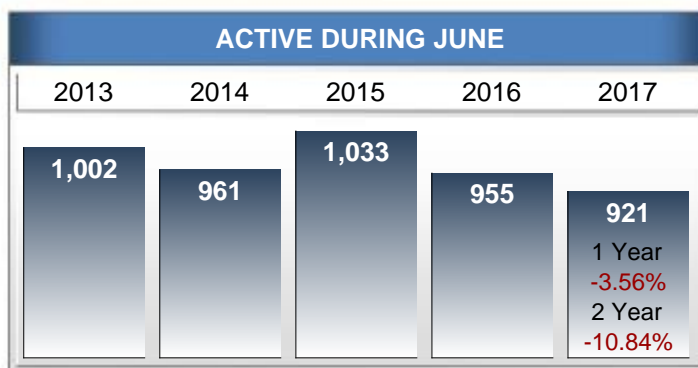
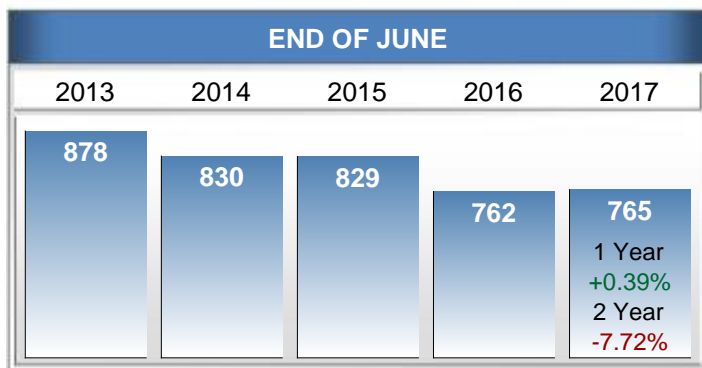
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	22	2.88%	94.0	22	0	0	0
\$10,001 - \$20,000	127	16.60%	62.0	126	1	0	0
\$20,001 - \$50,000	122	15.95%	58.0	108	13	1	0
\$50,001 - \$100,000	207	27.06%	56.0	160	39	8	0
\$100,001 - \$160,000	109	14.25%	87.0	39	55	12	3
\$160,001 - \$310,000	101	13.20%	69.0	24	54	18	5
\$310,001 and up	77	10.07%	52.0	32	18	18	9
Total Active Inventory by Units:				511	180	57	17
Total Active Inventory by Volume:				51.06M	31.01M	20.37M	5.62M
Median Active Inventory Listing Price:				\$50,000	\$139,950	\$239,900	\$339,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

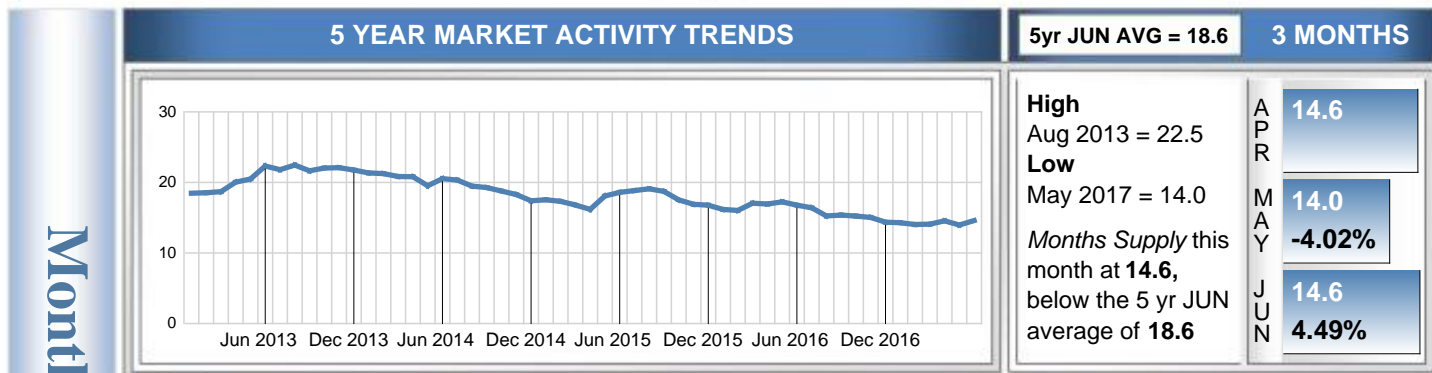
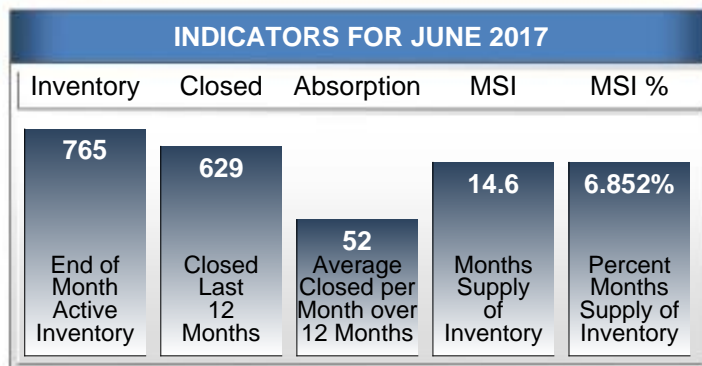
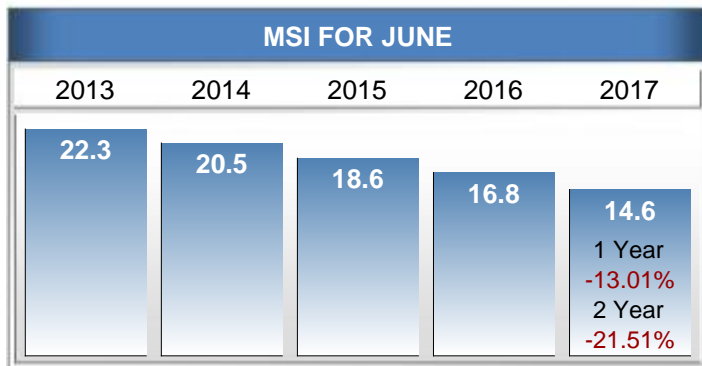
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 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	22	2.88%	15.5	16.5	0.0	0.0	0.0
\$10,001 - \$20,000	127	16.60%	32.4	38.8	2.0	0.0	0.0
\$20,001 - \$50,000	122	15.95%	13.6	22.7	3.7	1.5	0.0
\$50,001 - \$100,000	207	27.06%	16.8	32.5	6.5	6.4	0.0
\$100,001 - \$160,000	109	14.25%	7.8	16.7	5.3	10.3	36.0
\$160,001 - \$310,000	101	13.20%	10.4	18.0	9.7	7.7	10.0
\$310,001 and up	77	10.07%	38.5	38.4	72.0	30.9	27.0
MSI:			14.6	27.3	6.8	9.2	14.6
Total Active Inventory:			765	511	180	57	17



Monthly Inventory Analysis

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June 2017

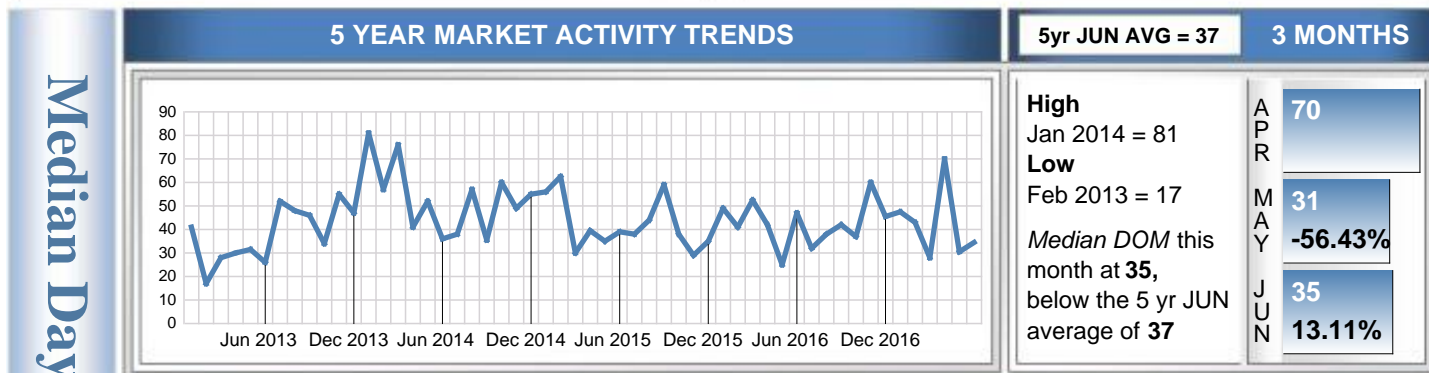
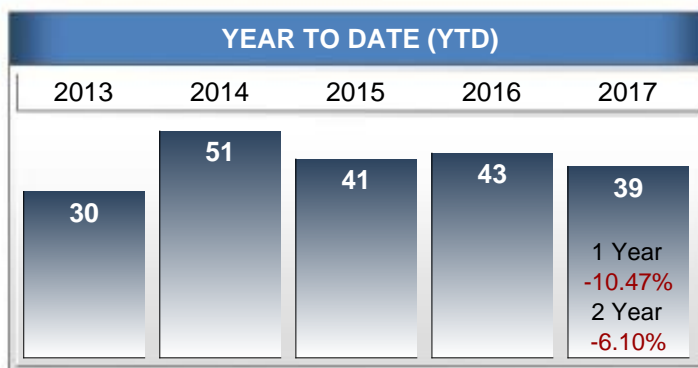
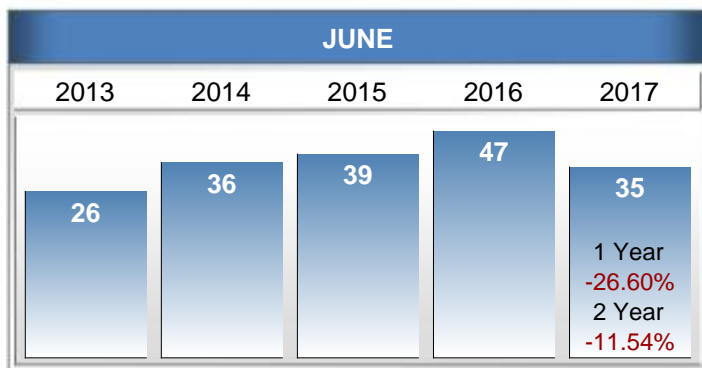
Closed Sales as of Jul 11, 2017



Median Days on Market to Sale

Report Produced on: Jul 11, 2017

Area Delimited by County Of Cherokee



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+
\$10,000 and less	2			3.13%	89.0	89.0	0.0	0.0	0.0
\$10,001 \$40,000	8			12.50%	58.5	6.0	78.0	0.0	0.0
\$40,001 \$70,000	12			18.75%	11.0	5.0	41.5	35.0	0.0
\$70,001 \$130,000	16			25.00%	12.5	10.0	12.0	25.0	0.0
\$130,001 \$190,000	12			18.75%	23.5	0.0	36.5	2.0	7.0
\$190,001 \$270,000	8			12.50%	81.0	33.0	88.0	0.0	0.0
\$270,001 and up	6			9.38%	51.5	51.5	0.0	64.5	50.5
Median Closed DOM:	34.5					31.0	38.5	25.0	12.0
Total Closed Units:	64					28	28	5	3
Total Closed Volume:	8,096,643					2.78M	3.49M	904.30K	918.90K



Monthly Inventory Analysis

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June 2017

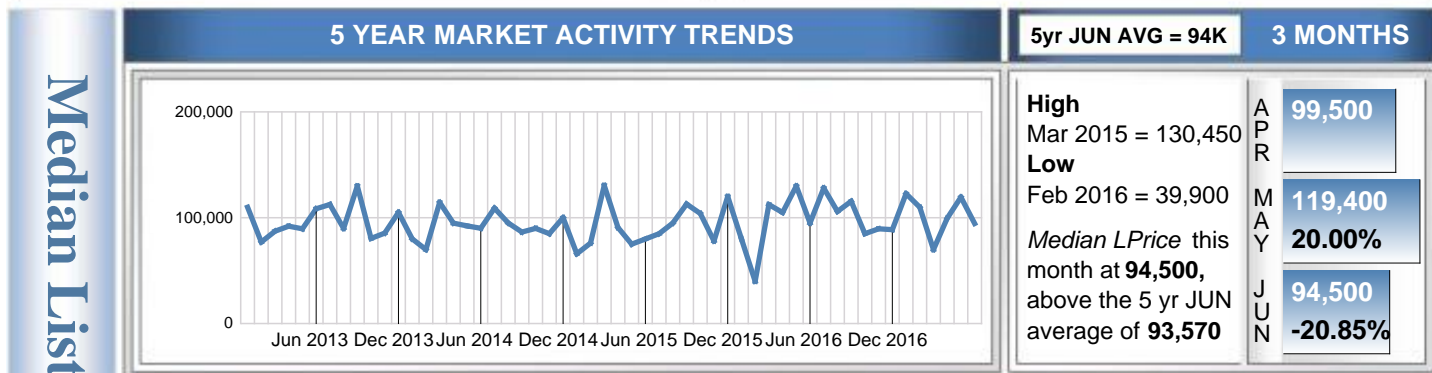
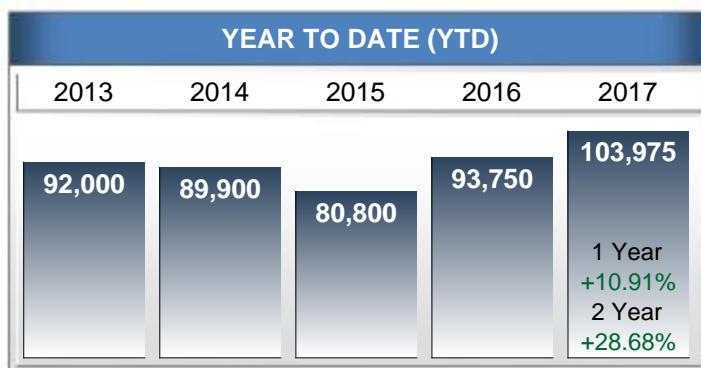
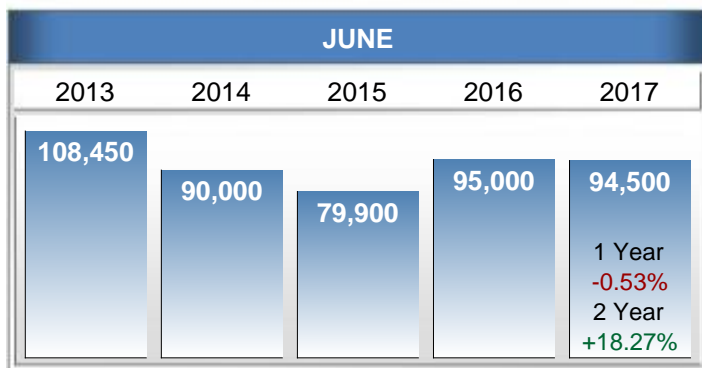
Closed Sales as of Jul 11, 2017



Median List Price at Closing

Report Produced on: Jul 11, 2017

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+
\$10,000 and less	1		1.56%	8,750	8,750	0	0	0
\$10,001 \$40,000	9		14.06%	19,000	19,000	26,500	0	0
\$40,001 \$70,000	12		18.75%	61,200	59,750	59,900	70,000	0
\$70,001 \$130,000	16		25.00%	89,900	90,000	89,700	84,900	0
\$130,001 \$190,000	11		17.19%	144,900	0	144,900	139,900	182,900
\$190,001 \$270,000	8		12.50%	218,500	225,000	217,000	0	0
\$270,001 and up	7		10.94%	349,000	422,500	275,000	330,500	372,450
Median List Price:		\$94,500			\$72,450	\$138,700	\$139,900	\$320,000
Total Closed Units:		64			28	28	5	3
Total List Volume:		8,437,178			2.93M	3.63M	955.80K	927.80K



Monthly Inventory Analysis

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June 2017

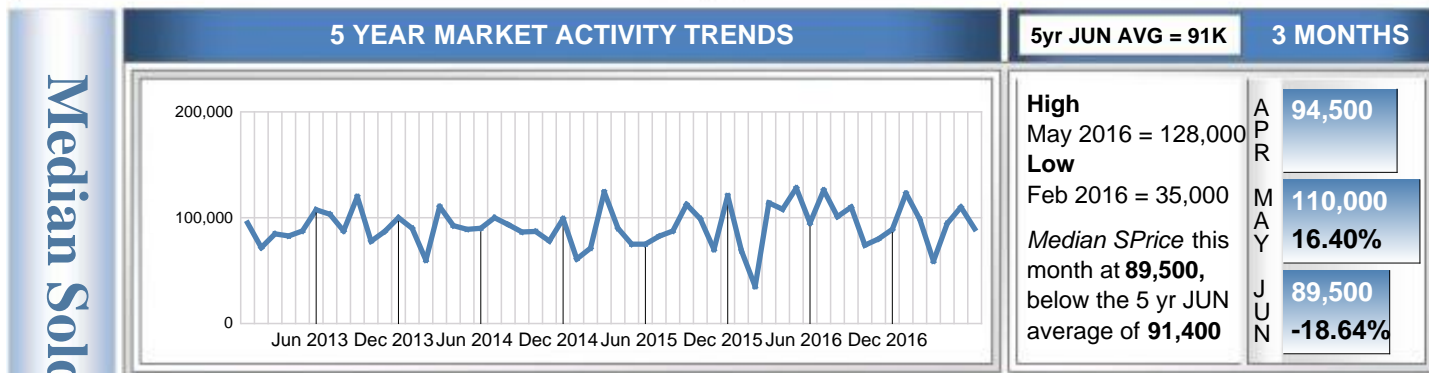
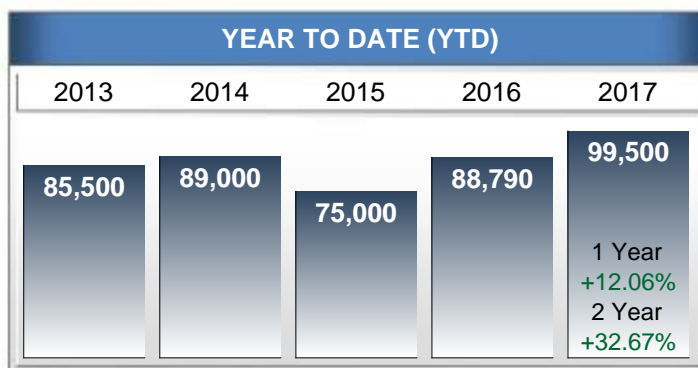
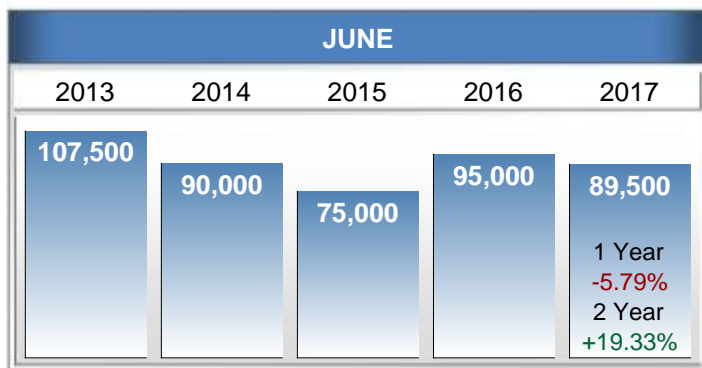
Closed Sales as of Jul 11, 2017



Median Sold Price at Closing

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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		%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	3.13%	7,250	7,250	0	0	0
\$10,001 - \$40,000	8	12.50%	18,250	15,000	26,000	0	0
\$40,001 - \$70,000	12	18.75%	53,250	56,000	48,750	44,500	0
\$70,001 - \$130,000	16	25.00%	86,750	87,000	86,750	79,900	0
\$130,001 - \$190,000	12	18.75%	142,800	0	142,800	139,900	182,900
\$190,001 - \$270,000	8	12.50%	211,250	210,000	214,500	0	0
\$270,001 and up	6	9.38%	342,500	422,500	0	320,000	368,000
Median Closed Price:	\$89,500			\$71,000	\$135,950	\$139,900	\$310,000
Total Closed Units:	64			28	28	5	3
Total Closed Volume:	8,096,643			2.78M	3.49M	904.30K	918.90K



Monthly Inventory Analysis

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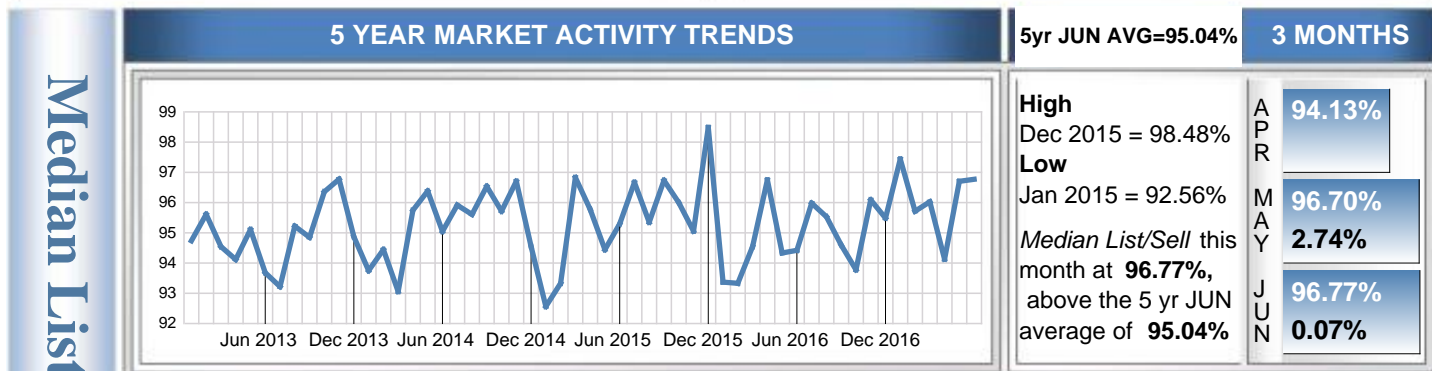
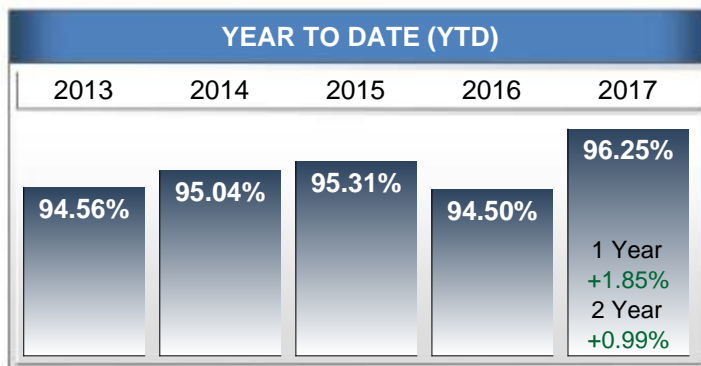
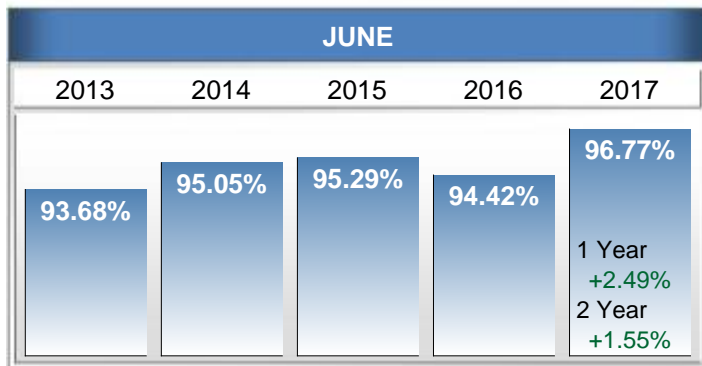
Closed Sales as of Jul 11, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	2	3.13%	70.86%	70.86%	0.00%	0.00%	0.00%
\$10,001 \$40,000	8	12.50%	80.29%	72.00%	88.57%	0.00%	0.00%
\$40,001 \$70,000	12	18.75%	96.77%	98.42%	87.74%	63.57%	0.00%
\$70,001 \$130,000	16	25.00%	97.08%	94.55%	100.00%	94.11%	0.00%
\$130,001 \$190,000	12	18.75%	99.22%	0.00%	97.93%	100.00%	100.00%
\$190,001 \$270,000	8	12.50%	96.71%	93.33%	98.18%	0.00%	0.00%
\$270,001 and up	6	9.38%	98.88%	100.00%	0.00%	96.87%	98.57%
Median List/Sell Ratio:	96.77%			94.64%	97.94%	95.99%	100.00%
Total Closed Units:	64			28	28	5	3
Total Closed Volume:	8,096,643			2.78M	3.49M	904.30K	918.90K



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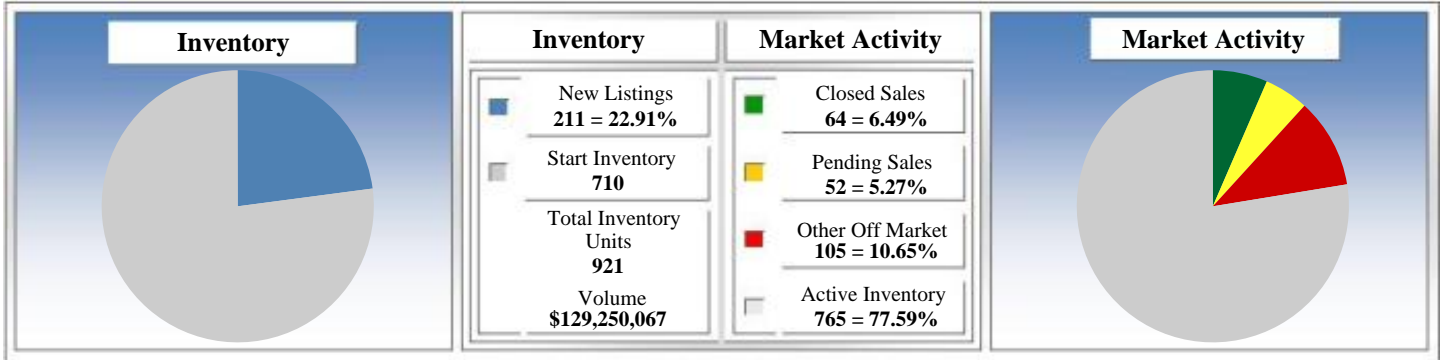
Inventory as of Jul 11, 2017



Market Summary

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Area Delimited by County Of Cherokee



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

Active Inventory as of June 30, 2017 = 765

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	45	64	42.22%	266	322	21.05%
Pending Sales	50	52	4.00%	312	345	10.58%
New Listings	166	211	27.11%	1,060	1,076	1.51%
Median List Price	95,000	94,500	-0.53%	93,750	103,975	10.91%
Median Sale Price	95,000	89,500	-5.79%	88,790	99,500	12.06%
Median Percent of List Price to Selling Price	94.42%	96.77%	2.49%	94.50%	96.25%	1.85%
Median Days on Market to Sale	47.00	34.50	-26.60%	43.00	38.50	-10.47%
Monthly Inventory	762	765	0.39%	762	765	0.39%
Months Supply of Inventory	16.78	14.59	-13.01%	16.78	14.59	-13.01%

