

March 2017

Area Delimited by County Of Cherokee



Report Produced on: Apr 11, 2017

Absorption: Last 12 months, an Average of 49 Sales/Month	MARCH			Market Activity		
Active Inventory as of March 31, 2017 = 687	2016	2017	+/-%			
Closed Listings	40	49	22.50%	1		
Pending Listings	48	68	41.67%			
New Listings	175	183	4.57%			
Average List Price	121,861	97,392	-20.08%			
Average Sale Price	112,385	92,594	-17.61%		Closed (5.39%)	
Average Percent of List Price to Selling Price	92.88%	94.35%	1.59%		Pending (7.48%)	
Average Days on Market to Sale	67.68	54.86	-18.94%		Other OffMarket (11.55%)	
End of Month Inventory	776	687	-11.47%	_	Active (75.58%)	
Months Supply of Inventory	17.05	14.07	-17.51%	' '	ACTIVE (13.3070)	

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 March 2017 decreased 11.47% to 687 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 14.07 MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.61%** in March 2017 to \$92,594 versus the previous year at \$112,385.

Average Days on Market Shortens

The average number of **54.86** days that homes spent on the market before selling decreased by 12.82 days or **18.94%** in March 2017 compared to last year's same month at **67.68** DOM.

Sales Success for March 2017 is Positive

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

There were 183 New Listings in March 2017, up **4.57%** from last year at 175. Furthermore, there were 49 Closed Listings this month versus last year at 40, a **22.50%** increase.

Closed versus Listed trends yielded a **26.8%** ratio, up from last year's March 2017 at **22.9%**, a **17.14%** 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.



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

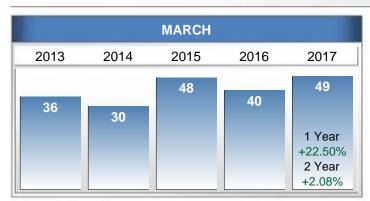
March 2017

Closed Sales as of Apr 11, 2017



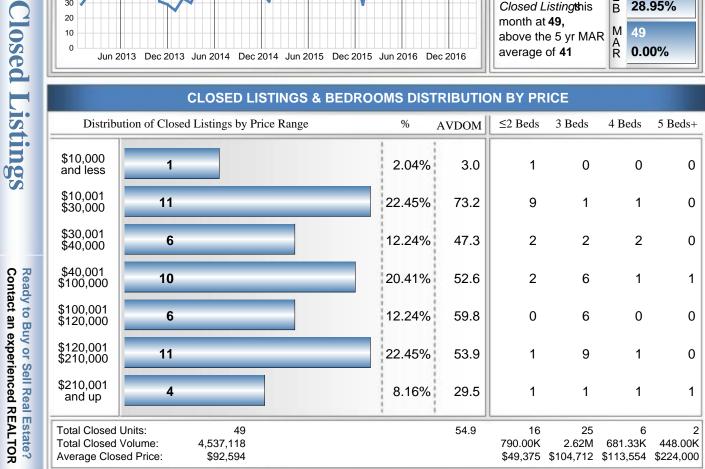
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Closed Listings











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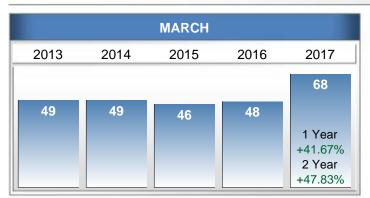
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Pending Listings as of Apr 11, 2017



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Pending Listings











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March 2017

New Listings as of Apr 11, 2017

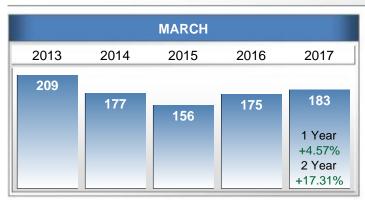


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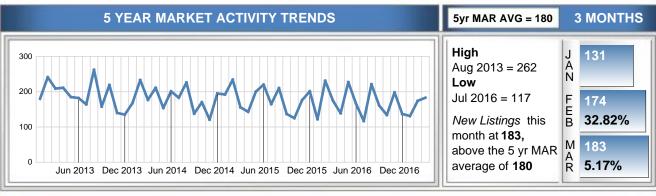
New Listings

New Listings

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Contact an experienced REALTOR







	NEW LISTINGS & BED	ROUNS DISTRIBUT	ON BY PRIC	· C		
Distribu	tion of New Listings by Price Range	%	≤2 Beds	3 Beds	4 Beds	5 Beds
\$20,000 and less	18	9.84%	18	0	0	
\$20,001 \$50,000	23	12.57%	21	1	1	
\$50,001 \$80,000	24	13.11%	15	5	4	
\$80,001 \$140,000	46	25.14%	25	14	6	
\$140,001 \$190,000	30	16.39%	6	21	2	
\$190,001 \$290,000	22	12.02%	5	10	7	
\$290,001 and up	20	10.93%	9	4	6	



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

March 2017

Active Inventory as of Apr 11, 2017

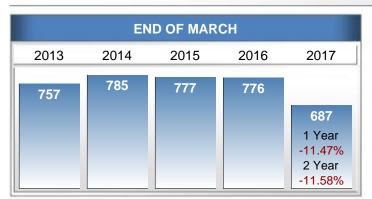


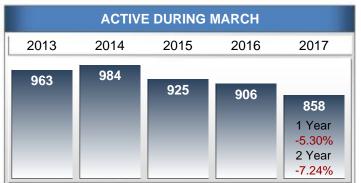
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Active Inventory

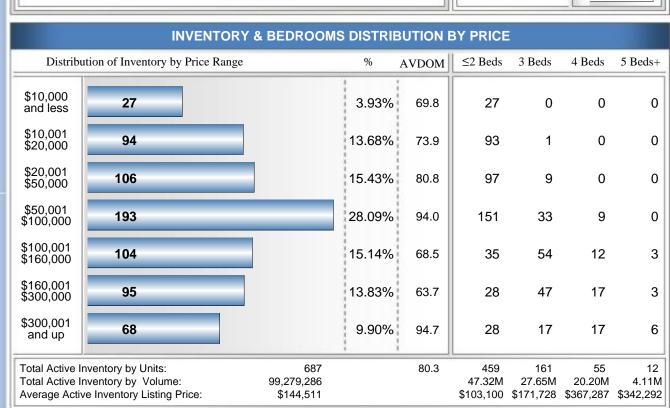
Active Inventory

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Months Supply

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Monthly Inventory Analysis

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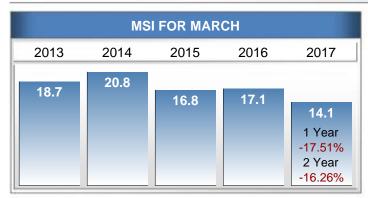
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Active Inventory as of Apr 11, 2017



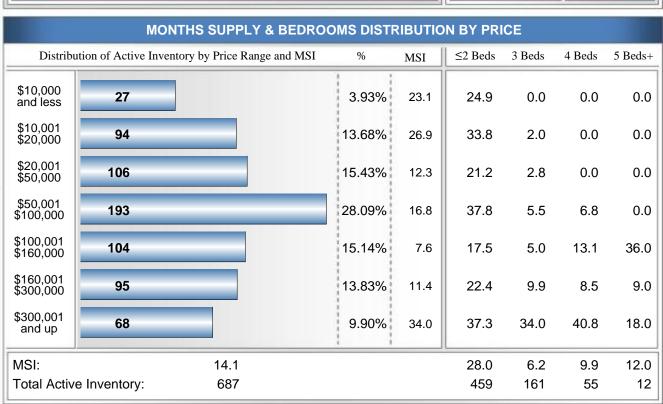
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Months Supply of Inventory











Average Days on Market

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Monthly Inventory Analysis

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March 2017

Closed Sales as of Apr 11, 2017



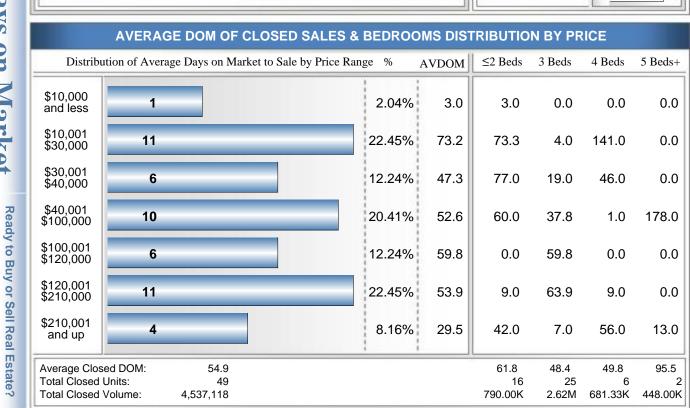
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Average Days on Market to Sale











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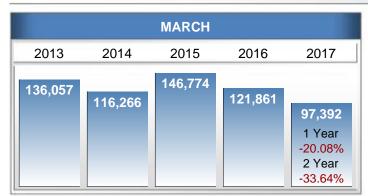
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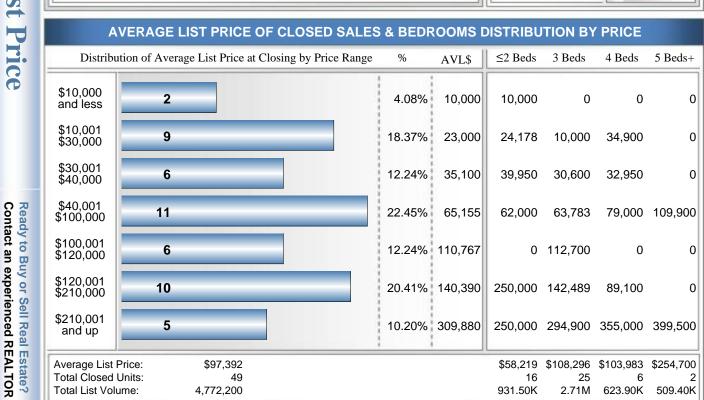
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Average List Price at Closing











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March 2017

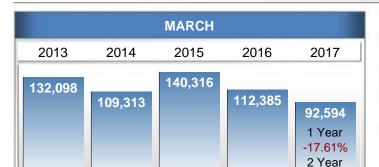
-34.01%

Closed Sales as of Apr 11, 2017

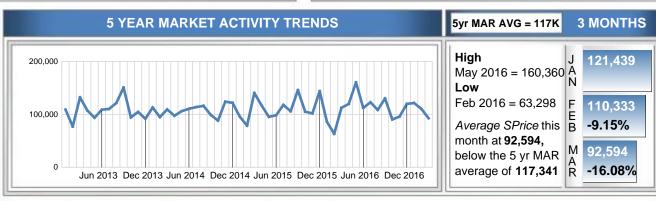


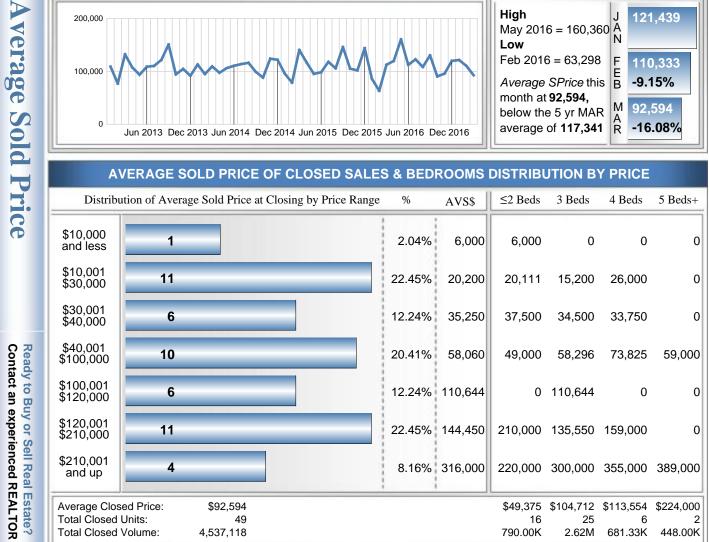
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Average Sold Price at Closing











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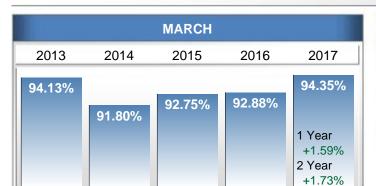
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Closed Sales as of Apr 11, 2017



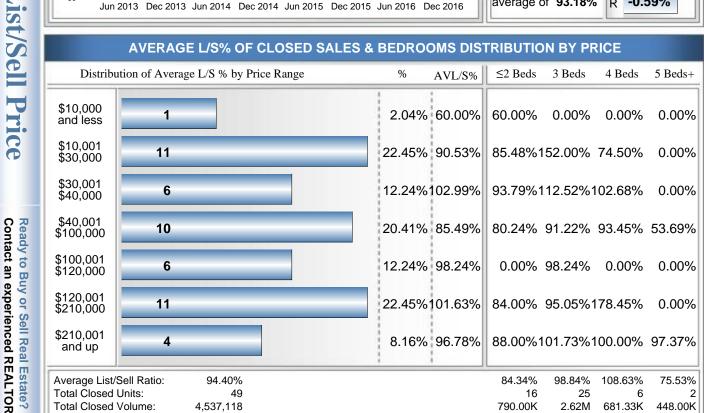
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Average Percent of List Price to Selling Price











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March 2017

Inventory as of Apr 11, 2017



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Market Summary



Absorption: Last 12 months, an Average of 49 Sales/Month	MARCH			Year To Date			
Active Inventory as of March 31, 2017 = 687	2016	2017	+/-%	2016	2017	+/-%	
Closed Sales	40	49	22.50%	123	136	10.57%	
Pending Sales	48	68	41.67%	151	171	13.25%	
New Listings	175	183	4.57%	528	488	-7.58%	
Average List Price	121,861	97,392	-20.08%	91,167	112,974	23.92%	
Average Sale Price	112,385	92,594	-17.61%	84,590	107,045	26.55%	
Average Percent of List Price to Selling Price	92.88%	94.35%	1.59%	91.42%	94.85%	3.75%	
Average Days on Market to Sale	67.68	54.86	-18.94%	67.49	56.49	-16.30%	
Monthly Inventory	776	687	-11.47%	776	687	-11.47%	
Months Supply of Inventory	17.05	14.07	-17.51%	17.05	14.07	-17.51%	





