



March 2017

Area Delimited by County Of Cherokee

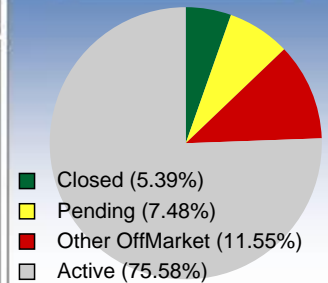


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of March 31, 2017 = **687**

	MARCH		
	2016	2017	+/- %
Closed Listings	40	49	22.50%
Pending Listings	48	68	41.67%
New Listings	175	183	4.57%
Median List Price	112,400	69,900	-37.81%
Median Sale Price	114,000	59,000	-48.25%
Median Percent of List Price to Selling Price	94.55%	96.03%	1.57%
Median Days on Market to Sale	52.50	28.00	-46.67%
End of Month Inventory	776	687	-11.47%
Months Supply of Inventory	17.05	14.07	-17.51%

Market Activity



Report Produced on: Apr 11, 2017

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.

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 **48.25%** in March 2017 to \$59,000 versus the previous year at \$114,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 24.50 days or **46.67%** in March 2017 compared to last year's same month at **52.50** DOM.

Sales Success for March 2017 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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March 2017

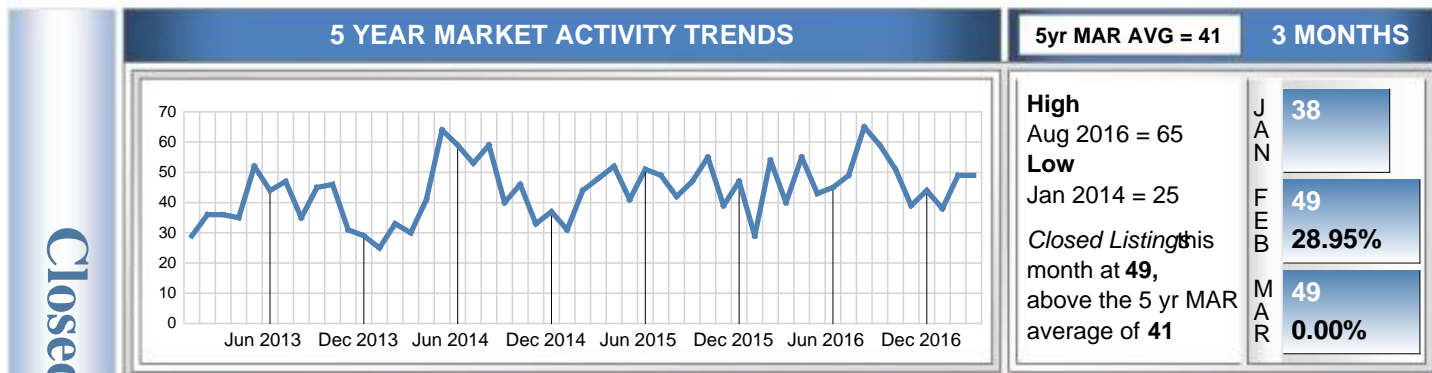
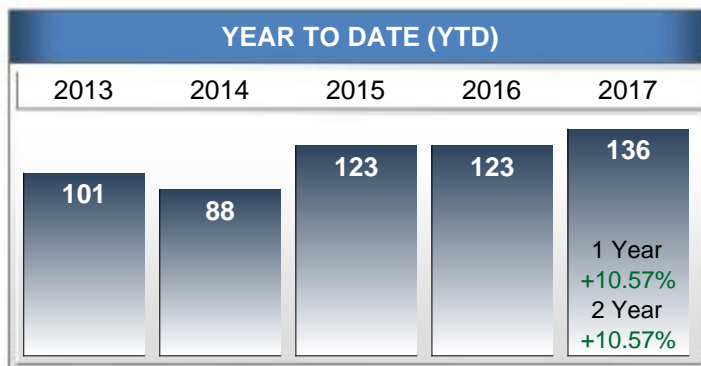
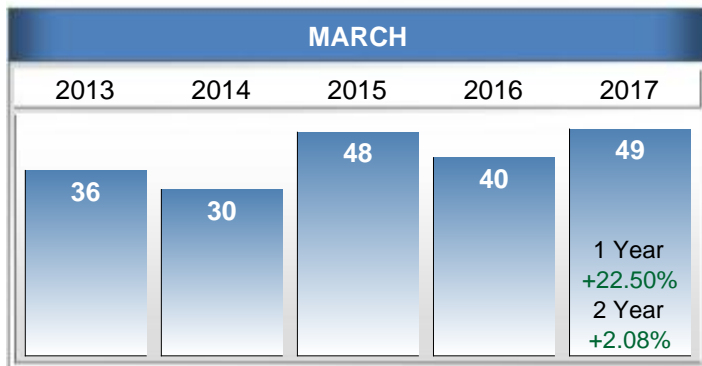
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 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	1	2.04%	3.0	1	0	0	0
\$10,001 - \$30,000	11	22.45%	81.0	9	1	1	0
\$30,001 - \$40,000	6	12.24%	24.5	2	2	2	0
\$40,001 - \$100,000	10	20.41%	11.0	2	6	1	1
\$100,001 - \$120,000	6	12.24%	32.0	0	6	0	0
\$120,001 - \$210,000	11	22.45%	32.0	1	9	1	0
\$210,001 and up	4	8.16%	27.5	1	1	1	1
Total Closed Units:	49		28.0	16	25	6	2
Total Closed Volume:	4,537,118			790.00K	2.62M	681.33K	448.00K
Median Closed Price:	\$59,000			\$24,000	\$110,250	\$54,913	\$224,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

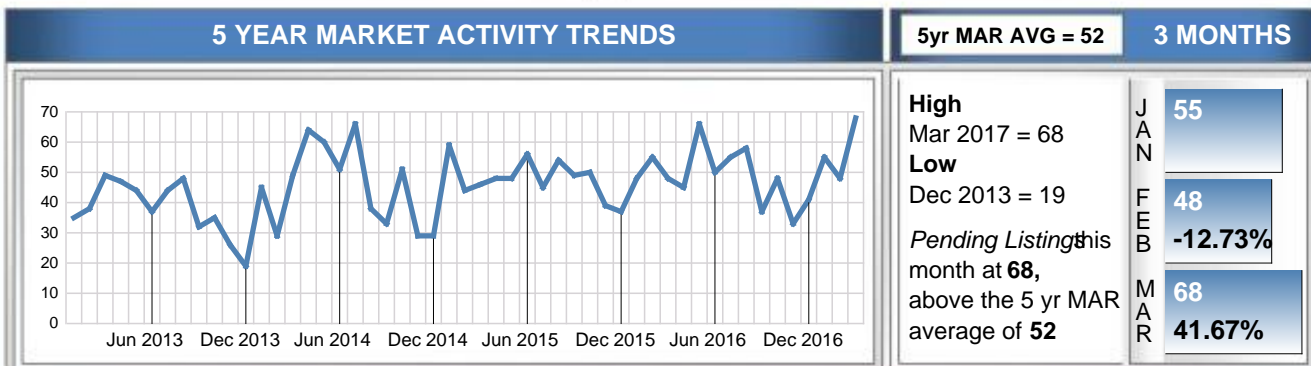
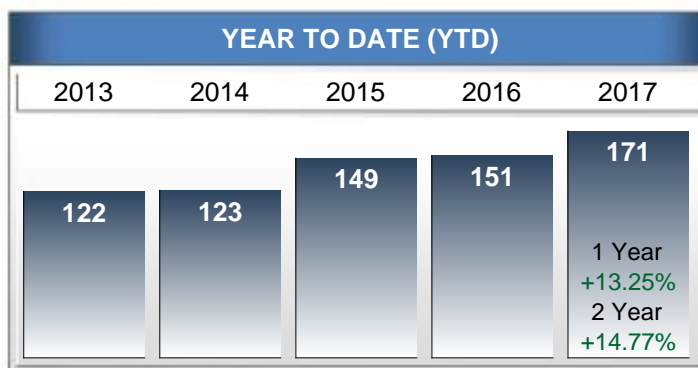
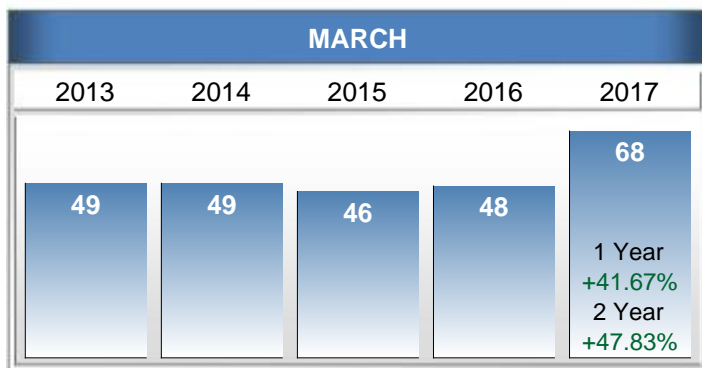
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 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+		
\$20,000 and less	2	2.94%	15.5	2	0	0	0		
\$20,001 \$50,000	10	14.71%	83.5	7	1	2	0		
\$50,001 \$70,000	13	19.12%	73.0	5	8	0	0		
\$70,001 \$120,000	15	22.06%	19.0	5	8	2	0		
\$120,001 \$170,000	12	17.65%	30.0	3	8	1	0		
\$170,001 \$240,000	9	13.24%	47.0	1	4	4	0		
\$240,001 and up	7	10.29%	43.0	0	2	5	0		
Total Pending Units:				68	43.0	23	31	14	0.00B
Total Pending Volume:				8,984,748		1.58M	4.02M	3.38M	
Median Listing Price:				\$101,000		\$62,000	\$115,000	\$197,750	\$0



Monthly Inventory Analysis

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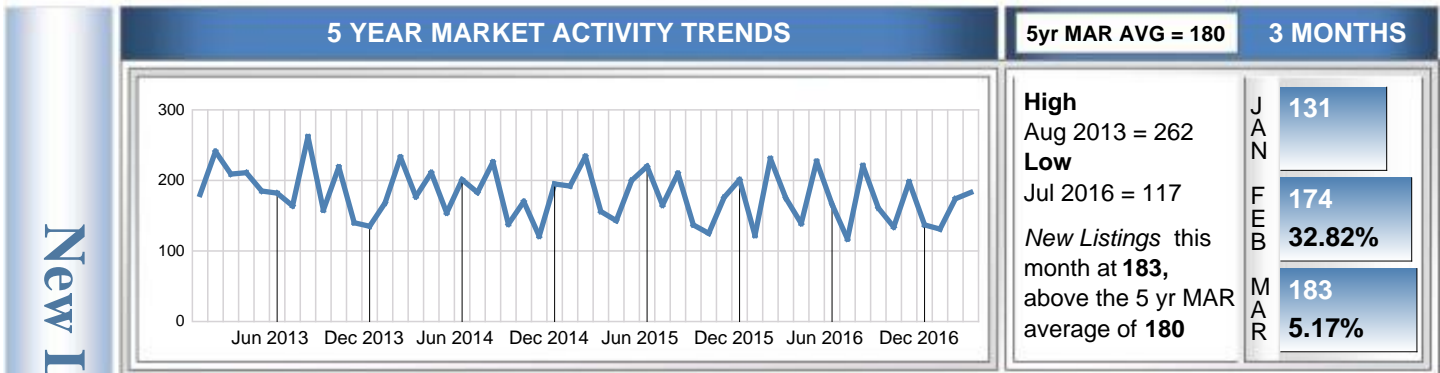
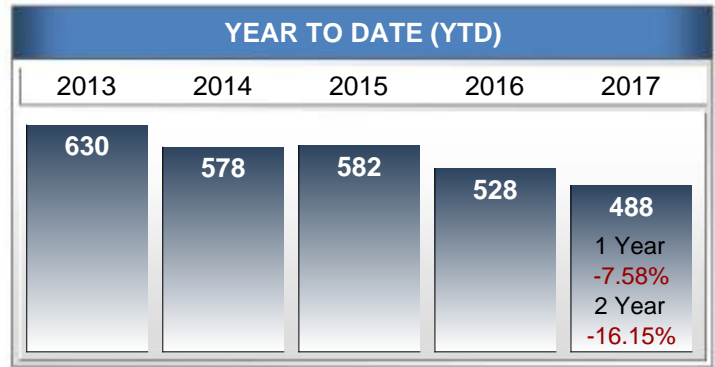
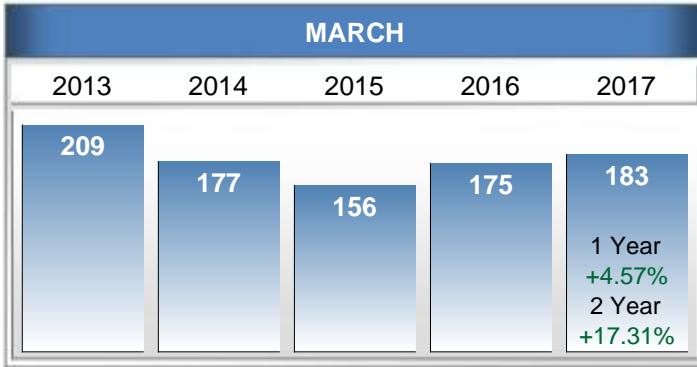
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 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+	
\$20,000 and less	18	9.84%	18	0	0	0	
\$20,001 \$50,000	23	12.57%	21	1	1	0	
\$50,001 \$80,000	24	13.11%	15	5	4	0	
\$80,001 \$140,000	46	25.14%	25	14	6	1	
\$140,001 \$190,000	30	16.39%	6	21	2	1	
\$190,001 \$290,000	22	12.02%	5	10	7	0	
\$290,001 and up	20	10.93%	9	4	6	1	
Total New Listed Units:			183	99	55	26	3
Total New Listed Volume:			32,720,517	15.74M	9.29M	6.67M	1.02M
Median New Listed Listing Price:			\$110,000	\$71,400	\$155,000	\$189,900	\$149,000



Monthly Inventory Analysis

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March 2017

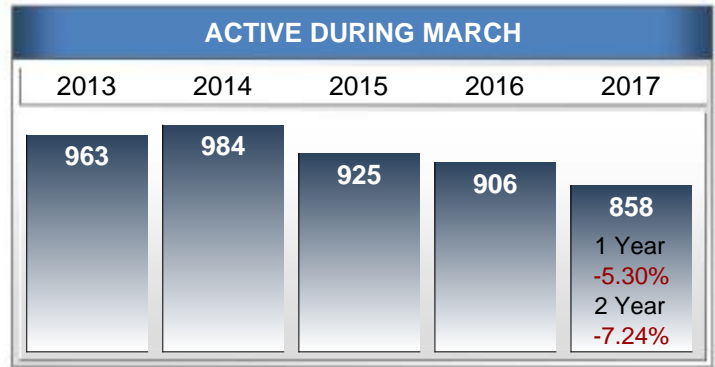
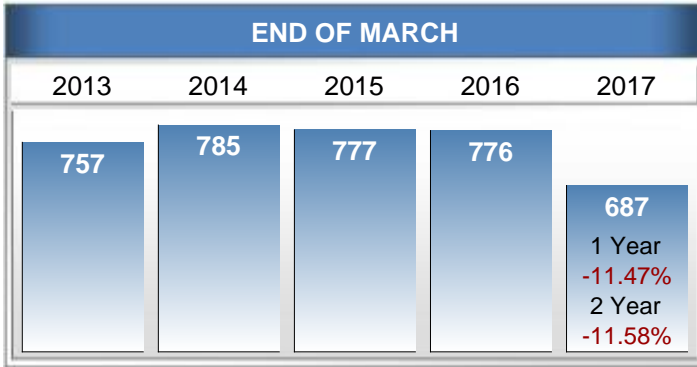
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Cherokee



Active Inventory

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5yr MAR AVG = 756 **3 MONTHS**

High
Oct 2013 = 887

Low
Feb 2017 = 676

Inventory this month at **687**, below the 5 yr MAR average of **756**

JAN	693
FEB	676
MAR	687
-2.45%	
1.63%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	27	3.93%	63.0	27	0	0	0	
\$10,001 - \$20,000	94	13.68%	56.0	93	1	0	0	
\$20,001 - \$50,000	106	15.43%	94.0	97	9	0	0	
\$50,001 - \$100,000	193	28.09%	107.0	151	33	9	0	
\$100,001 - \$160,000	104	15.14%	56.5	35	54	12	3	
\$160,001 - \$300,000	95	13.83%	50.0	28	47	17	3	
\$300,001 and up	68	9.90%	100.5	28	17	17	6	
Total Active Inventory by Units:				459	161	55	12	
Total Active Inventory by Volume:				99,279,286	47.32M	27.65M	20.20M	4.11M
Median Active Inventory Listing Price:				\$75,000	\$59,900	\$145,900	\$209,900	\$336,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

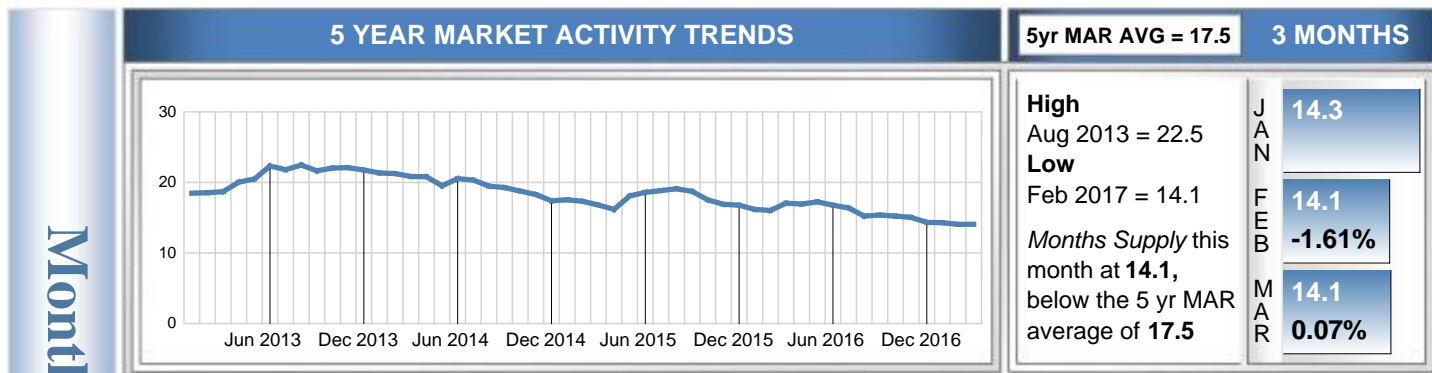
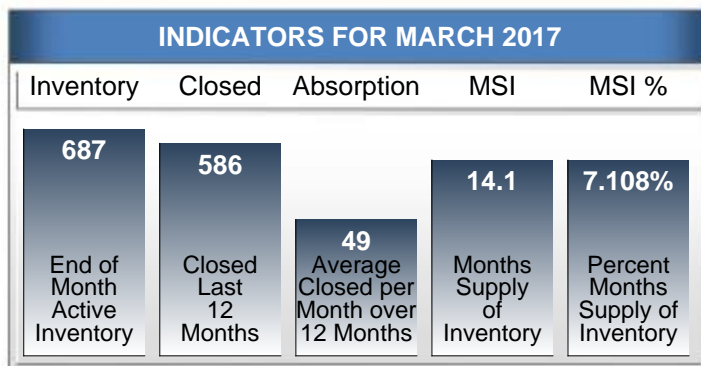
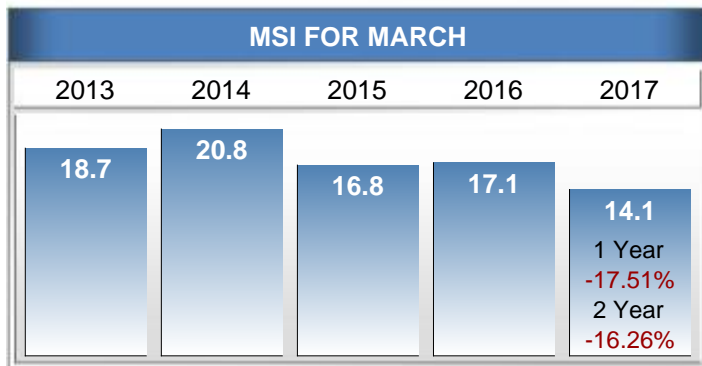
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

Report Produced on: Apr 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	27	3.93%	23.1	24.9	0.0	0.0	0.0
\$10,001 - \$20,000	94	13.68%	26.9	33.8	2.0	0.0	0.0
\$20,001 - \$50,000	106	15.43%	12.3	21.2	2.8	0.0	0.0
\$50,001 - \$100,000	193	28.09%	16.8	37.8	5.5	6.8	0.0
\$100,001 - \$160,000	104	15.14%	7.6	17.5	5.0	13.1	36.0
\$160,001 - \$300,000	95	13.83%	11.4	22.4	9.9	8.5	9.0
\$300,001 and up	68	9.90%	34.0	37.3	34.0	40.8	18.0
MSI:			14.1	28.0	6.2	9.9	12.0
Total Active Inventory:			687	459	161	55	12



Monthly Inventory Analysis

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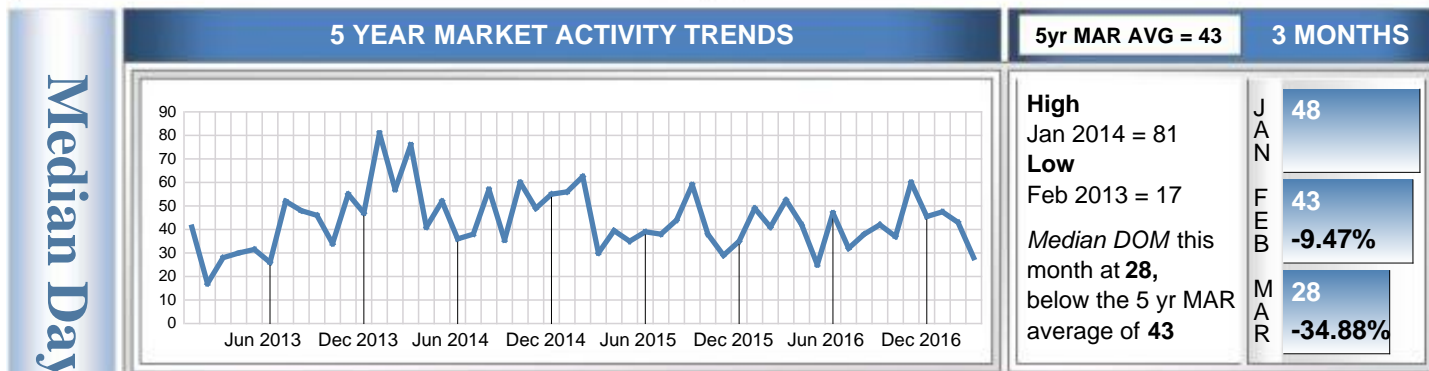
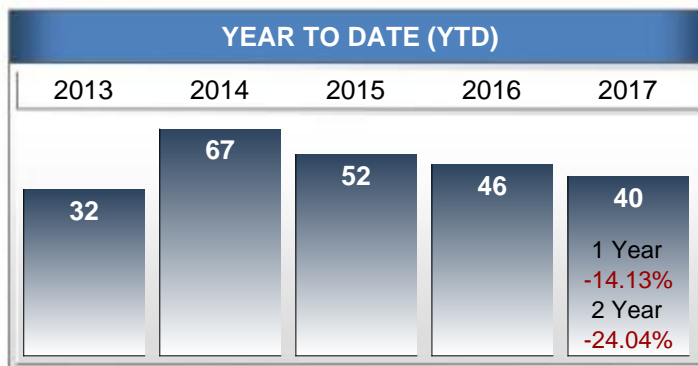
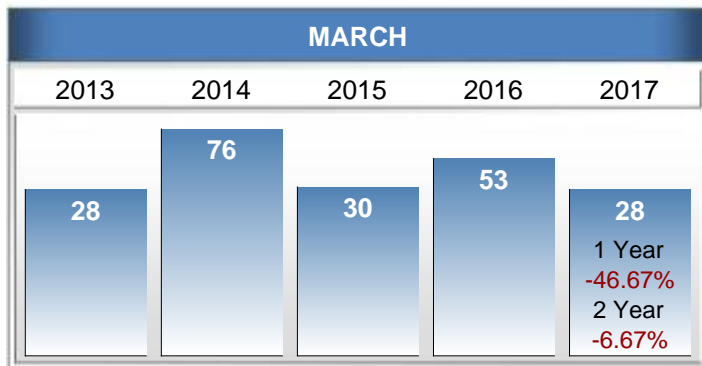
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 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	1			2.04%	3.0	3.0	0.0	0.0	0.0
\$10,001 \$30,000	11			22.45%	81.0	81.0	4.0	141.0	0.0
\$30,001 \$40,000	6			12.24%	24.5	77.0	19.0	46.0	0.0
\$40,001 \$100,000	10			20.41%	11.0	60.0	10.0	1.0	178.0
\$100,001 \$120,000	6			12.24%	32.0	0.0	32.0	0.0	0.0
\$120,001 \$210,000	11			22.45%	32.0	9.0	40.0	9.0	0.0
\$210,001 and up	4			8.16%	27.5	42.0	7.0	56.0	13.0
Median Closed DOM:	28.0					39.0	21.0	32.5	95.5
Total Closed Units:	49					16	25	6	2
Total Closed Volume:	4,537,118					790.00K	2.62M	681.33K	448.00K



Monthly Inventory Analysis

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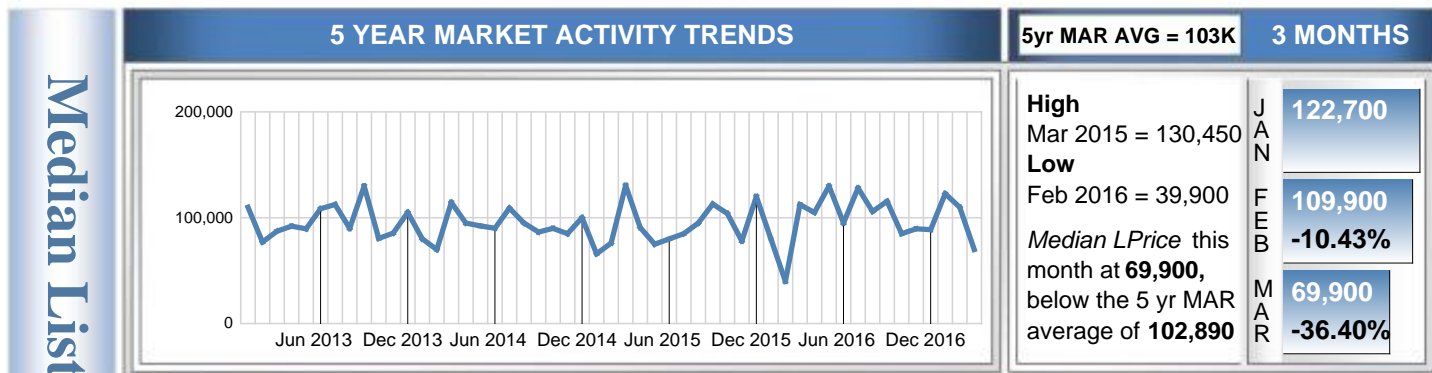
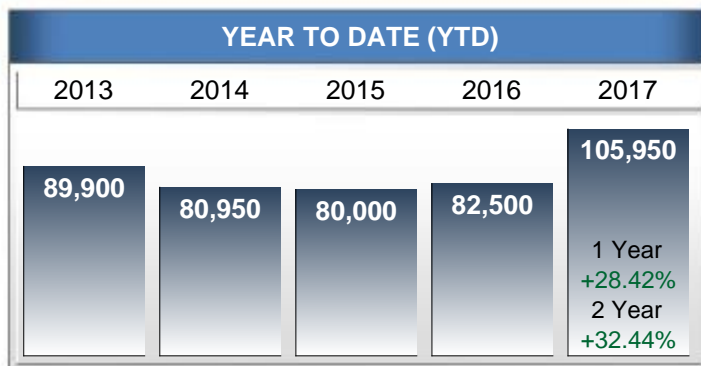
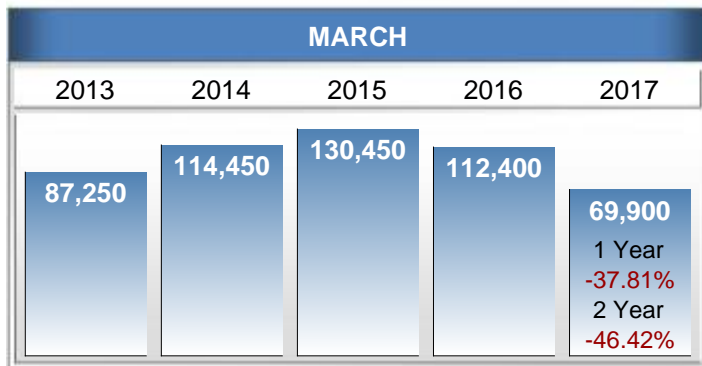
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 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	2		4.08%	10,000	10,000	10,000	0	0
\$10,001 \$30,000	9		18.37%	22,900	19,900	30,000	29,900	0
\$30,001 \$40,000	6		12.24%	35,450	38,000	31,200	35,450	0
\$40,001 \$100,000	11		22.45%	69,000	55,000	64,400	84,050	0
\$100,001 \$120,000	6		12.24%	109,900	0	109,900	0	109,900
\$120,001 \$210,000	10		20.41%	136,700	0	136,700	0	0
\$210,001 and up	5		10.20%	294,900	250,000	294,900	355,000	399,500
Median List Price:		\$69,900			\$30,050	\$112,900	\$57,500	\$254,700
Total Closed Units:		49			16	25	6	2
Total List Volume:		4,772,200			931.50K	2.71M	623.90K	509.40K



Monthly Inventory Analysis

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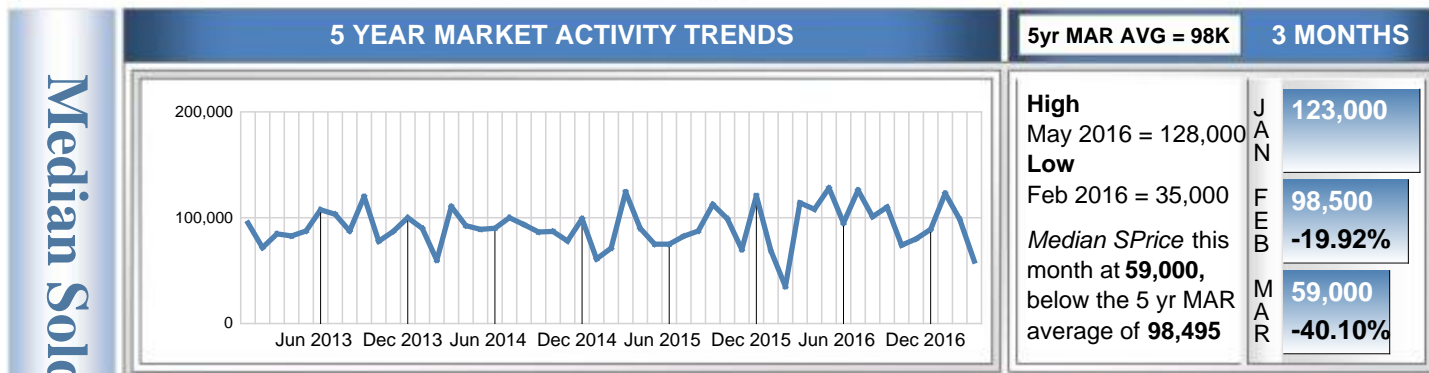
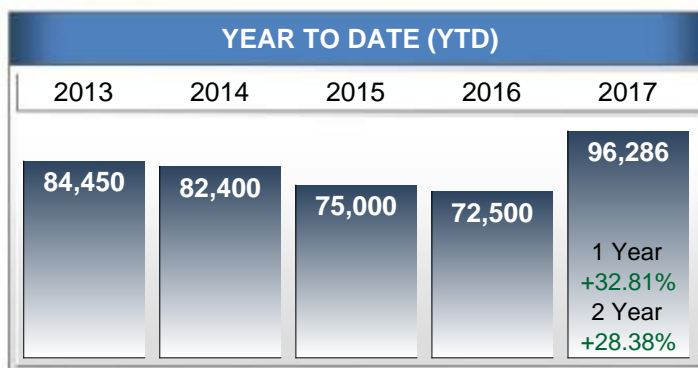
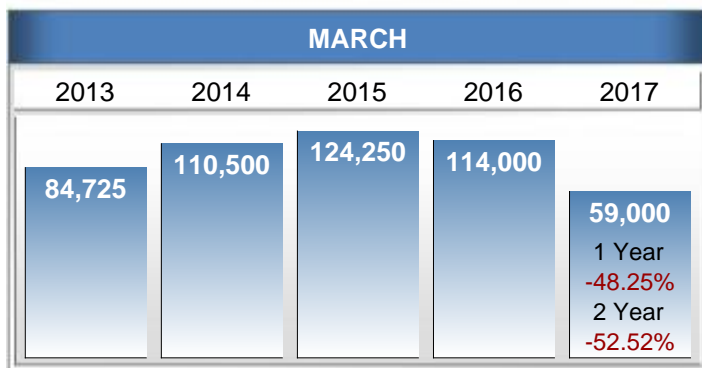
Closed Sales as of Apr 11, 2017



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				%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1			2.04%	6,000	6,000	0	0	0
\$10,001 \$30,000	11			22.45%	20,000	20,000	15,200	26,000	0
\$30,001 \$40,000	6			12.24%	35,500	37,500	34,500	33,750	0
\$40,001 \$100,000	10			20.41%	55,750	49,000	55,750	73,825	59,000
\$100,001 \$120,000	6			12.24%	109,183	0	109,183	0	0
\$120,001 \$210,000	11			22.45%	135,000	210,000	134,300	159,000	0
\$210,001 and up	4			8.16%	327,500	220,000	300,000	355,000	389,000
Median Closed Price:	\$59,000					\$24,000	\$110,250	\$54,913	\$224,000
Total Closed Units:	49					16	25	6	2
Total Closed Volume:	4,537,118					790.00K	2.62M	681.33K	448.00K



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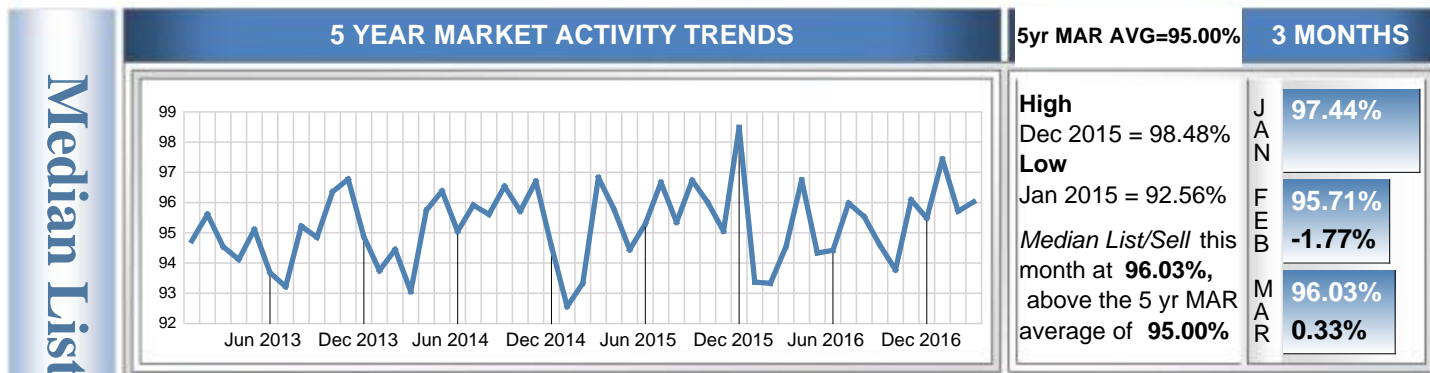
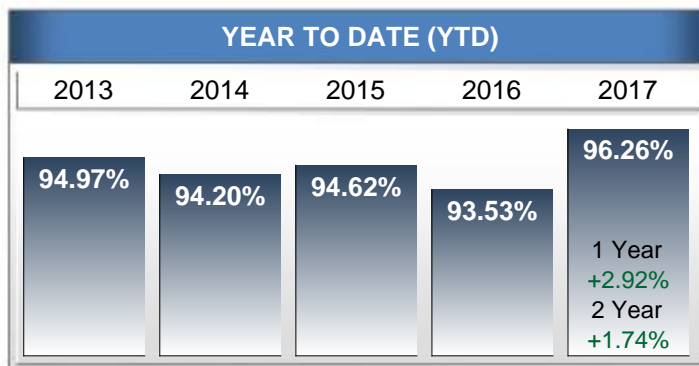
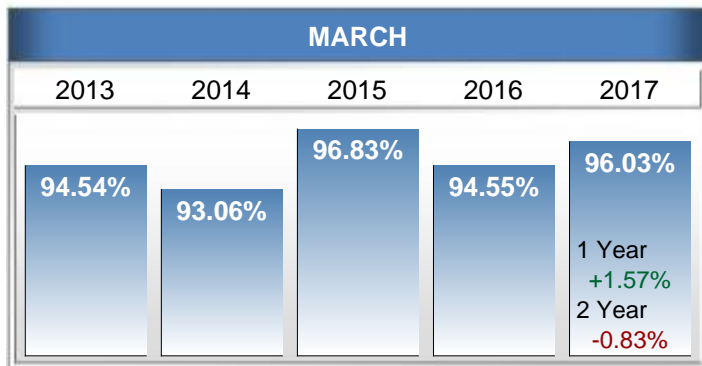
Closed Sales as of Apr 11, 2017



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+
\$10,000 and less	1	2.04%	60.00%	60.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	11	22.45%	87.94%	87.94%	152.00%	74.50%	0.00%
\$30,001 \$40,000	6	12.24%	100.42%	93.79%	112.52%	102.68%	0.00%
\$40,001 \$100,000	10	20.41%	92.18%	80.24%	95.88%	93.45%	53.69%
\$100,001 \$120,000	6	12.24%	97.39%	0.00%	97.39%	0.00%	0.00%
\$120,001 \$210,000	11	22.45%	94.69%	84.00%	94.69%	178.45%	0.00%
\$210,001 and up	4	8.16%	98.69%	88.00%	101.73%	100.00%	97.37%
Median List/Sell Ratio:	96.03%			87.97%	97.08%	100.00%	75.53%
Total Closed Units:	49			16	25	6	2
Total Closed Volume:	4,537,118			790.00K	2.62M	681.33K	448.00K



Monthly Inventory Analysis

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March 2017

Inventory as of Apr 11, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 687

	MARCH			Year To Date		
	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%
Median List Price	112,400	69,900	-37.81%	82,500	105,950	28.42%
Median Sale Price	114,000	59,000	-48.25%	72,500	96,286	32.81%
Median Percent of List Price to Selling Price	94.55%	96.03%	1.57%	93.53%	96.26%	2.92%
Median Days on Market to Sale	52.50	28.00	-46.67%	46.00	39.50	-14.13%
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%

