



# May 2017

Area Delimited by County Of Cherokee

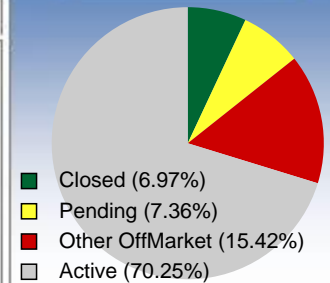


**Absorption:** Last 12 months, an Average of **51** Sales/Month

**Active Inventory** as of May 31, 2017 = **706**

	MAY		
	2016	2017	+/- %
Closed Listings	43	70	62.79%
Pending Listings	66	74	12.12%
New Listings	227	227	0.00%
Median List Price	129,900	119,400	-8.08%
Median Sale Price	128,000	110,000	-14.06%
Median Percent of List Price to Selling Price	94.33%	96.70%	2.51%
Median Days on Market to Sale	25.00	30.50	22.00%
End of Month Inventory	792	706	-10.86%
Months Supply of Inventory	17.25	13.89	-19.48%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 decreased **10.86%** to 706 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **13.89** MSI for this period.

### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.06%** in May 2017 to \$110,000 versus the previous year at \$128,000.

### Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 5.50 days or **22.00%** in May 2017 compared to last year's same month at **25.00** DOM.

### Sales Success for May 2017 is Positive

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

There were 227 New Listings in May 2017, down **0.00%** from last year at 227. Furthermore, there were 70 Closed Listings this month versus last year at 43, a **62.79%** increase.

Closed versus Listed trends yielded a **30.8%** ratio, up from previous year's, May 2016, at **18.9%**, a **62.79%** 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

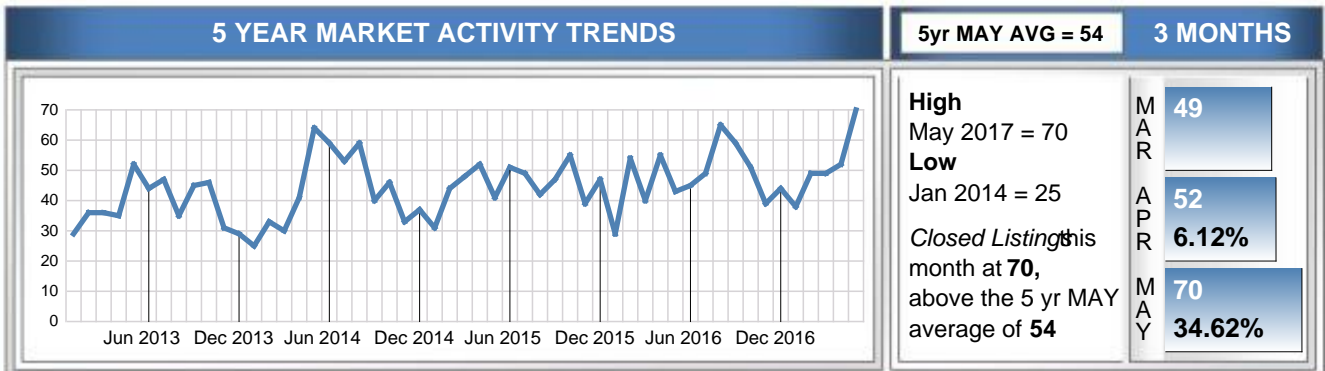
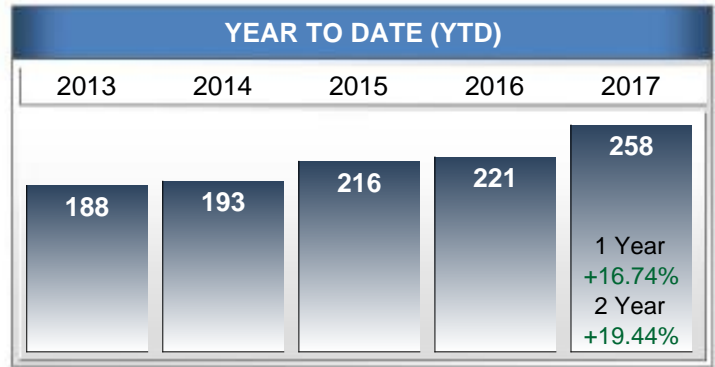
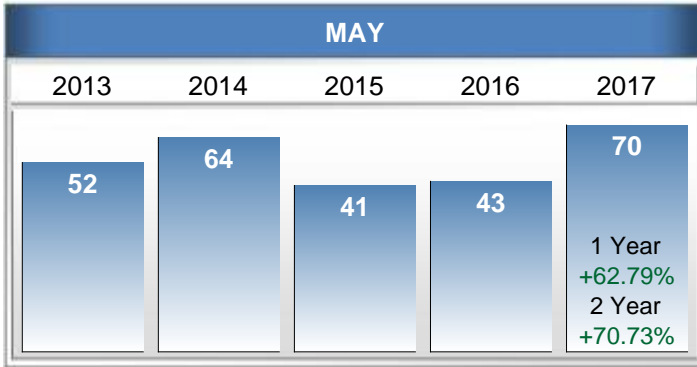
Closed Sales as of Jun 12, 2017



### Closed Listings

Report Produced on: Jun 12, 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+
\$30,000 and less	7	10.00%	30.0	6	1	0	0
\$30,001 - \$40,000	4	5.71%	82.0	3	1	0	0
\$40,001 - \$70,000	14	20.00%	48.5	10	4	0	0
\$70,001 - \$120,000	16	22.86%	24.5	7	6	3	0
\$120,001 - \$180,000	13	18.57%	43.0	1	11	1	0
\$180,001 - \$230,000	9	12.86%	24.0	1	3	5	0
\$230,001 and up	7	10.00%	17.0	1	2	3	1
<b>Total Closed Units:</b>	<b>70</b>		<b>30.5</b>	<b>29</b>	<b>28</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>8,206,522</b>			<b>2.10M</b>	<b>3.53M</b>	<b>2.33M</b>	<b>245.00K</b>
<b>Median Closed Price:</b>	<b>\$110,000</b>			<b>\$54,000</b>	<b>\$125,950</b>	<b>\$198,925</b>	<b>\$245,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

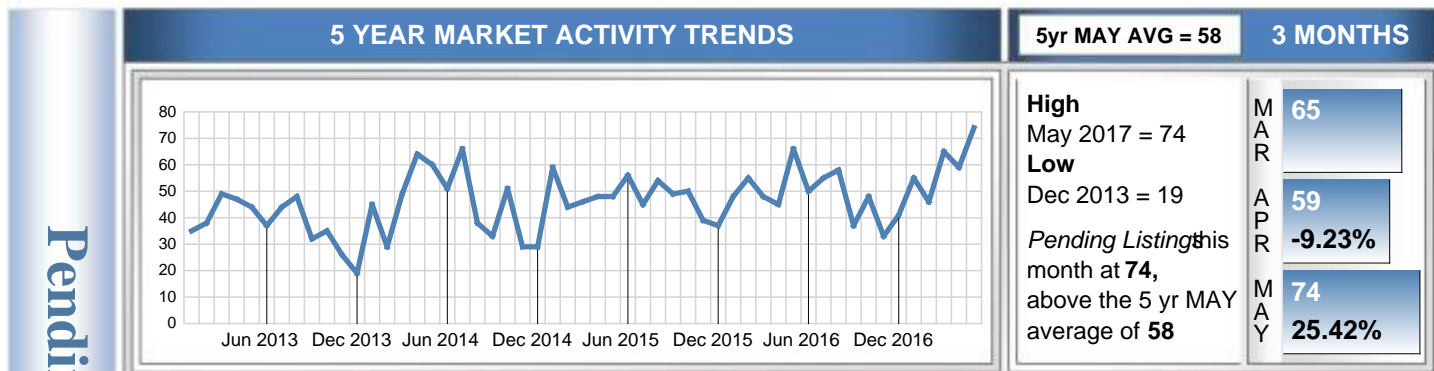
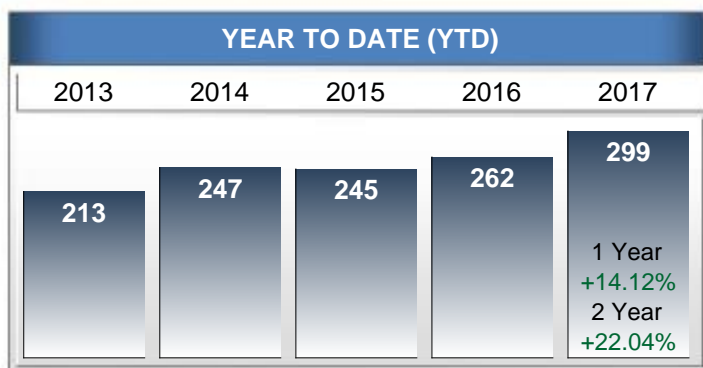
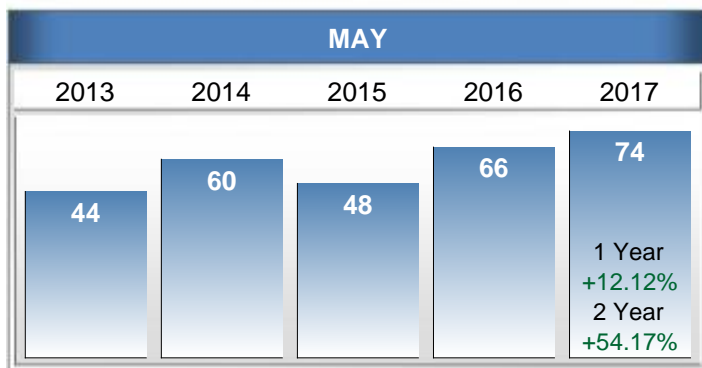
Pending Listings as of Jun 12, 2017



### Pending Listings

Report Produced on: Jun 12, 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	8.11%	89.0	6	0	0	0
\$30,001 - \$70,000	9	12.16%	36.0	4	5	0	0
\$70,001 - \$110,000	15	20.27%	32.0	4	8	3	0
\$110,001 - \$150,000	16	21.62%	26.0	3	10	3	0
\$150,001 - \$210,000	10	13.51%	82.5	0	10	0	0
\$210,001 - \$300,000	10	13.51%	81.0	4	5	1	0
\$300,001 and up	8	10.81%	49.0	1	4	2	1
Total Pending Units: 74				44.5			
Total Pending Volume: 11,111,402				2.33M 6.79M 1.56M 424.90K			
Median Listing Price: \$122,450				\$88,700 \$142,400 \$124,900 \$424,900			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

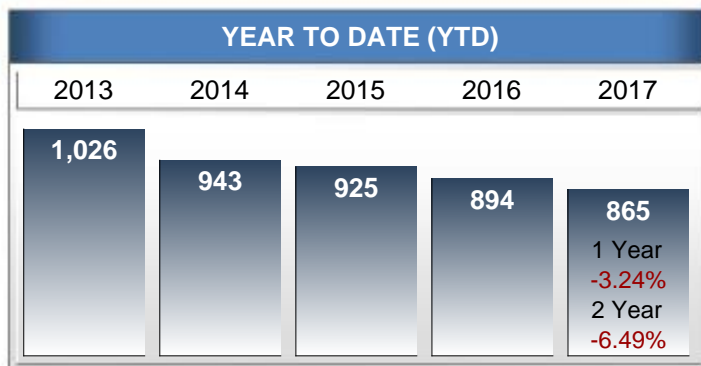
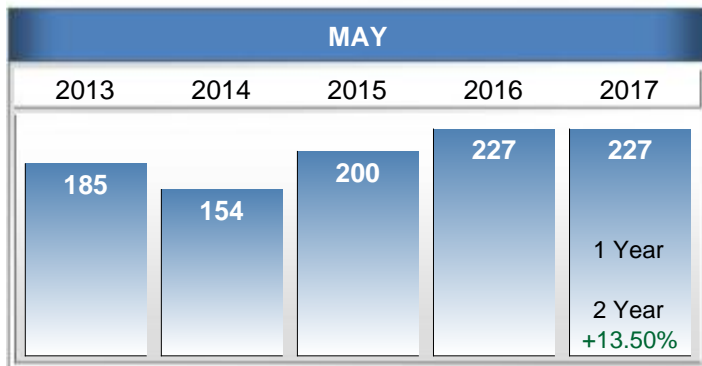
New Listings as of Jun 12, 2017



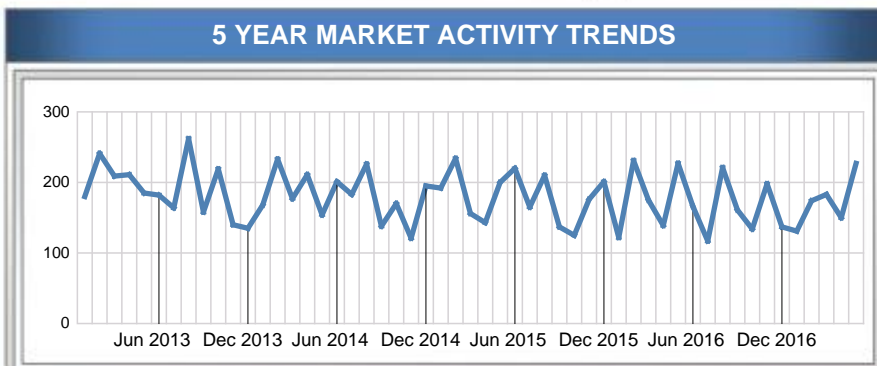
### New Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



New Listings  
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**5yr MAY AVG = 199**    **3 MONTHS**

**High**  
Aug 2013 = 262

**Low**  
Jul 2016 = 117

*New Listings* this month at **227**, above the 5 yr MAY average of **199**

MAR	183
APR	150
MAY	227
<b>-18.03%</b>	
<b>51.33%</b>	

#### 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	7.93%	18	0	0	0	
\$20,001 \$50,000	27	11.89%	26	1	0	0	
\$50,001 \$60,000	15	6.61%	13	1	1	0	
\$60,001 \$90,000	78	34.36%	71	7	0	0	
\$90,001 \$160,000	35	15.42%	13	17	5	0	
\$160,001 \$280,000	30	13.22%	7	18	4	1	
\$280,001 and up	24	10.57%	6	10	6	2	
Total New Listed Units:			227	154	54	16	3
Total New Listed Volume:			29,367,953	13.59M	10.51M	4.24M	1.02M
Median New Listed Listing Price:			\$69,900	\$65,000	\$169,700	\$263,450	\$394,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

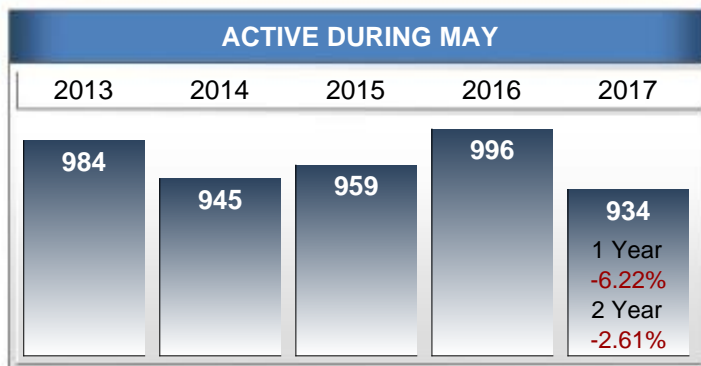
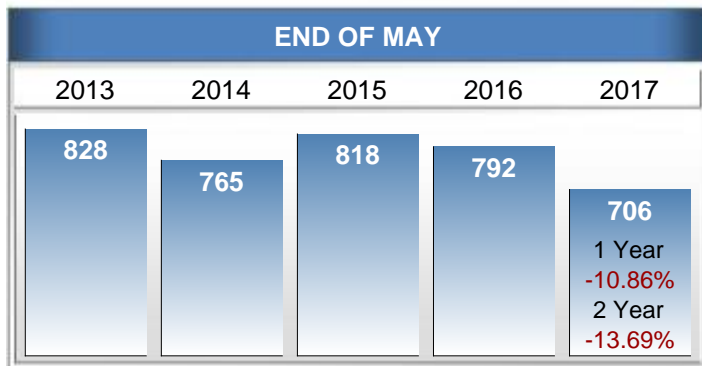
Active Inventory as of Jun 12, 2017



### Active Inventory

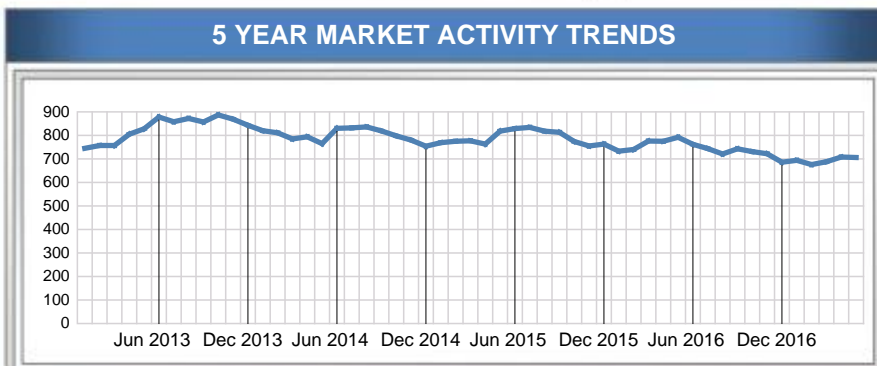
Report Produced on: Jun 12, 2017

Area Delimited by County Of Cherokee



Active Inventory

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**5yr MAY AVG = 782**      **3 MONTHS**

**High**  
Oct 2013 = 887

**Low**  
Feb 2017 = 676

*Inventory* this month at **706**, below the 5 yr MAY average of **782**

MAR	688
APR	708
MAY	706
<b>2.91%</b>	
<b>-0.28%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	23	3.26%	77.0	23	0	0	0	
\$10,001 - \$20,000	100	14.16%	97.0	98	2	0	0	
\$20,001 - \$50,000	119	16.86%	83.0	105	13	1	0	
\$50,001 - \$90,000	180	25.50%	34.0	151	24	5	0	
\$90,001 - \$150,000	111	15.72%	65.0	45	52	11	3	
\$150,001 - \$290,000	101	14.31%	62.0	29	52	17	3	
\$290,001 and up	72	10.20%	70.0	29	18	18	7	
Total Active Inventory by Units:			706	69.0	480	161	52	13
Total Active Inventory by Volume:			96,554,710		48.10M	26.80M	17.31M	4.33M
Median Active Inventory Listing Price:			\$69,900		\$56,000	\$142,900	\$242,450	\$349,900



# Monthly Inventory Analysis

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## May 2017

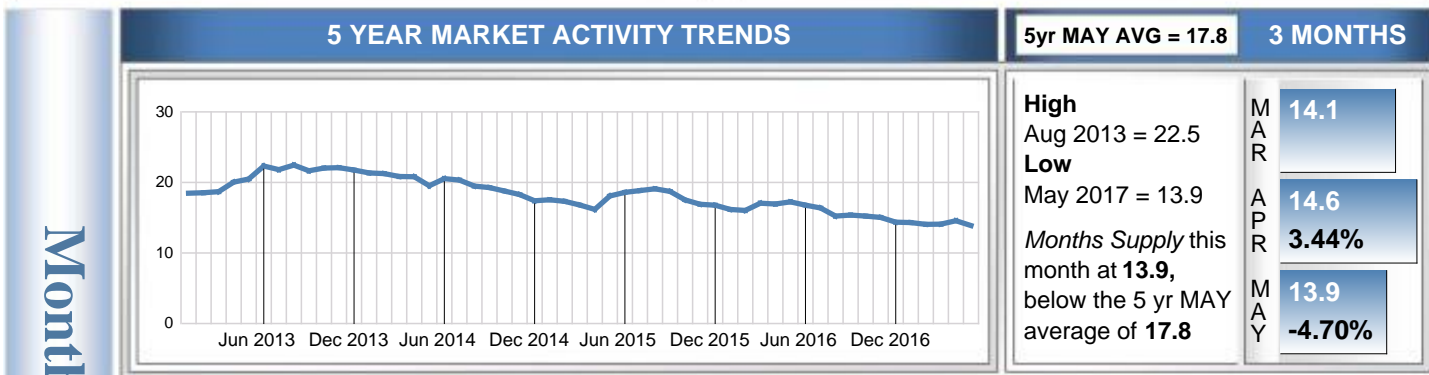
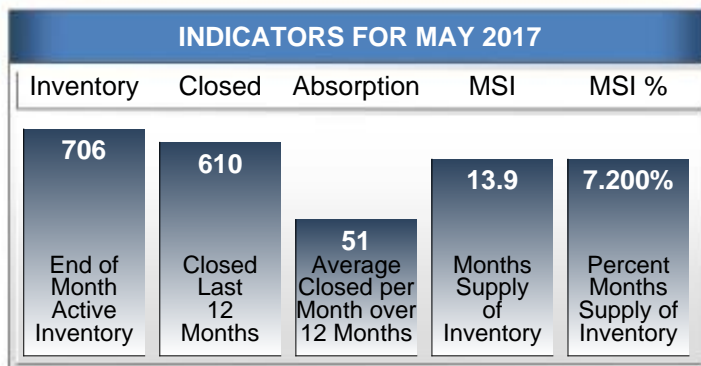
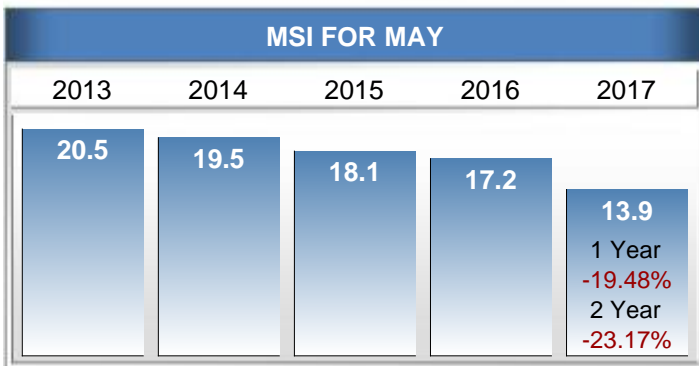
Active Inventory as of Jun 12, 2017



### Months Supply of Inventory

Report Produced on: Jun 12, 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	23	3.26%	18.4	19.7	0.0	0.0	0.0
\$10,001 \$20,000	100	14.16%	27.3	32.7	4.0	0.0	0.0
\$20,001 \$50,000	119	16.86%	13.3	22.1	3.8	1.5	0.0
\$50,001 \$90,000	180	25.50%	17.3	37.8	4.6	5.0	0.0
\$90,001 \$150,000	111	15.72%	7.7	18.0	4.8	12.0	36.0
\$150,001 \$290,000	101	14.31%	9.9	21.8	9.0	6.2	9.0
\$290,001 and up	72	10.20%	34.6	38.7	30.9	36.0	28.0
MSI:			13.9	27.4	6.1	8.7	14.2
Total Active Inventory:			706	480	161	52	13



# Monthly Inventory Analysis

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## May 2017

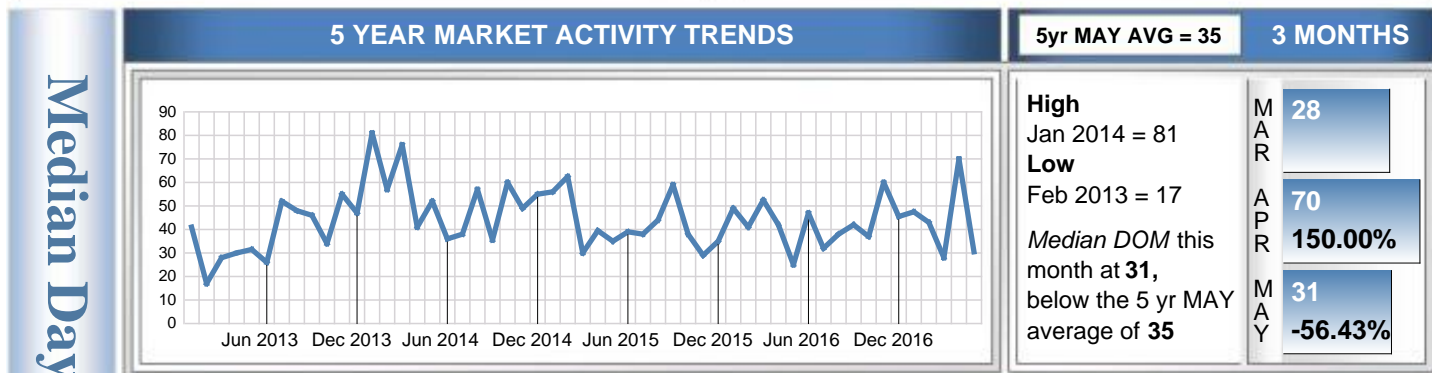
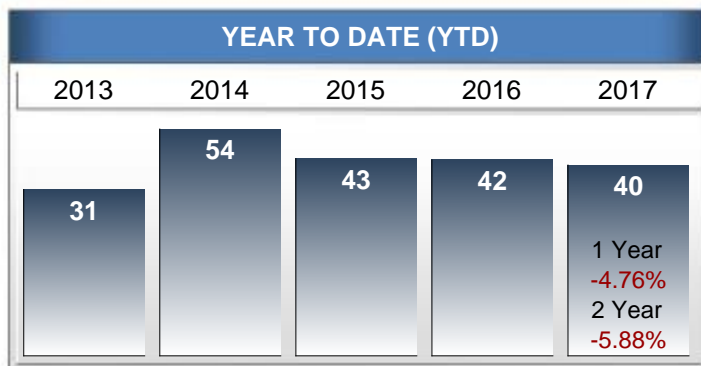
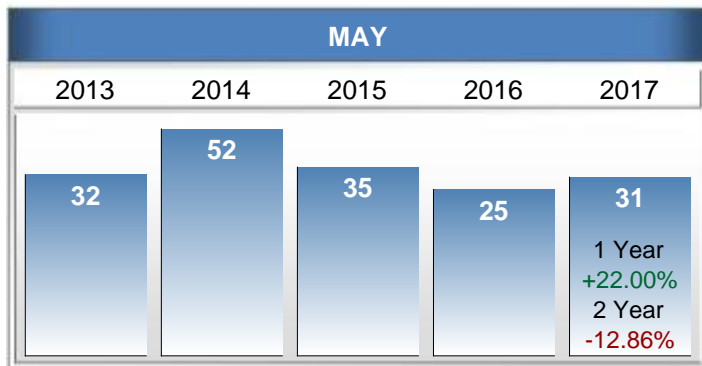
Closed Sales as of Jun 12, 2017



### Median Days on Market to Sale

Report Produced on: Jun 12, 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+
\$30,000 and less	7			10.00%	30.0	55.0	6.0	0.0	0.0
\$30,001 \$40,000	4			5.71%	82.0	101.0	63.0	0.0	0.0
\$40,001 \$70,000	14			20.00%	48.5	27.5	69.0	0.0	0.0
\$70,001 \$120,000	16			22.86%	24.5	29.0	22.0	13.0	0.0
\$120,001 \$180,000	13			18.57%	43.0	4.0	43.0	83.0	0.0
\$180,001 \$230,000	9			12.86%	24.0	47.0	22.0	25.0	0.0
\$230,001 and up	7			10.00%	17.0	72.0	24.0	11.0	2.0
Median Closed DOM:					30.5	40.0	33.5	24.5	2.0
Total Closed Units:					70	29	28	12	1
Total Closed Volume:					8,206,522	2.10M	3.53M	2.33M	245.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

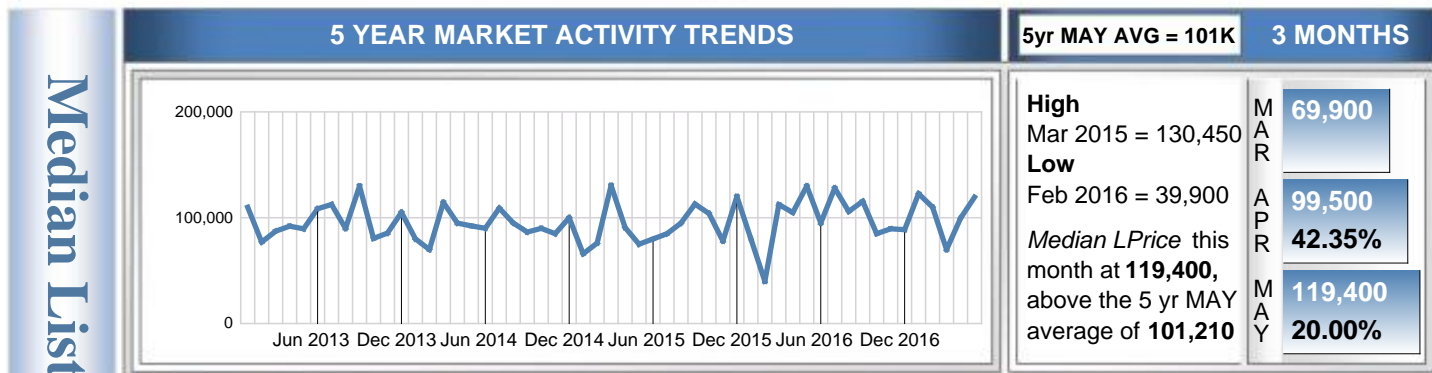
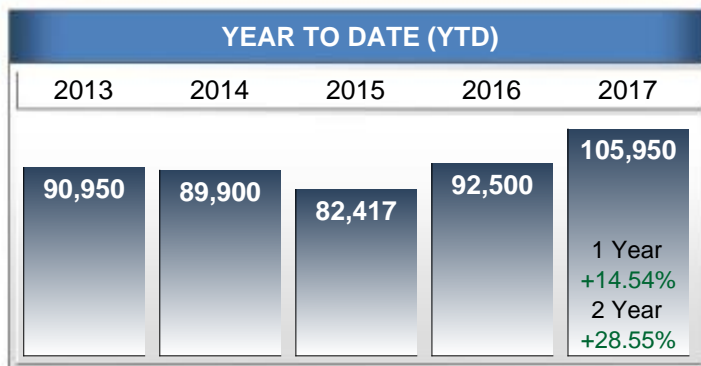
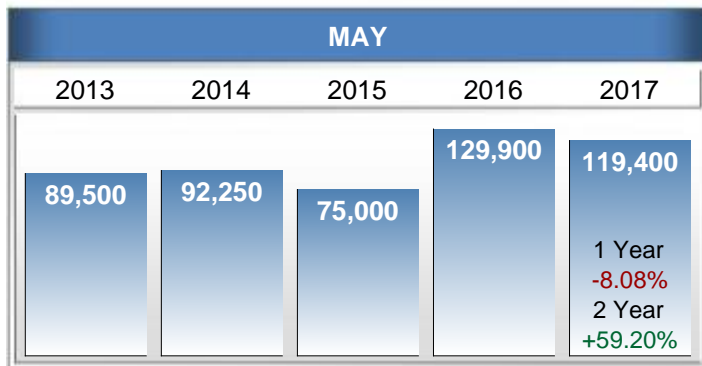
Closed Sales as of Jun 12, 2017



### Median List Price at Closing

Report Produced on: Jun 12, 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+
\$30,000 and less	7		10.00%	11,450	9,900	18,950	0	0
\$30,001 \$40,000	3		4.29%	40,000	40,000	0	0	0
\$40,001 \$70,000	15		21.43%	54,000	58,500	51,000	0	0
\$70,001 \$120,000	11		15.71%	99,900	100,150	99,900	93,450	0
\$120,001 \$180,000	18		25.71%	135,000	125,000	149,500	128,000	0
\$180,001 \$230,000	8		11.43%	202,950	225,000	189,900	202,950	0
\$230,001 and up	8		11.43%	262,450	346,900	255,000	288,950	245,000
Median List Price:		\$119,400			\$59,900	\$134,250	\$202,950	\$245,000
Total Closed Units:		70			29	28	12	1
Total List Volume:		8,565,281			2.28M	3.64M	2.40M	245.00K





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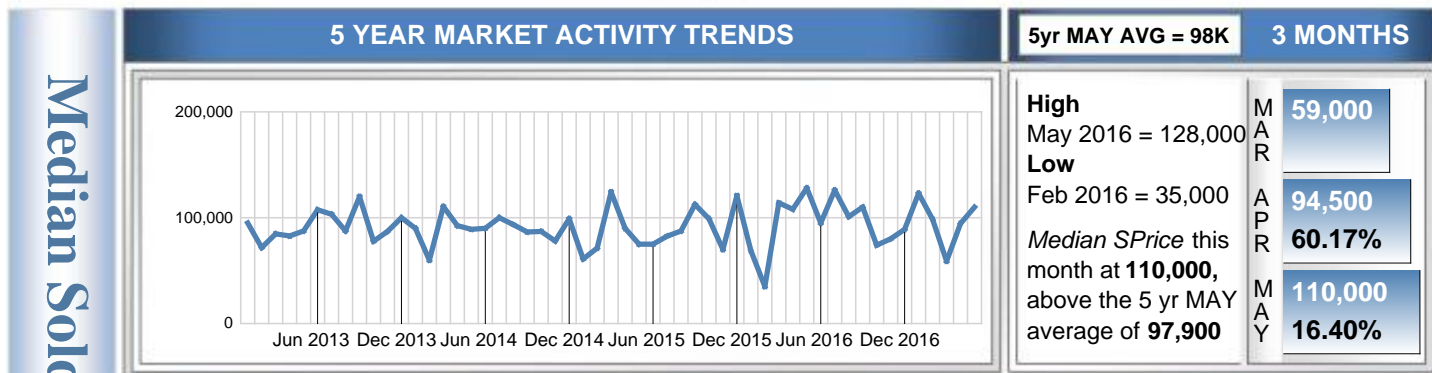
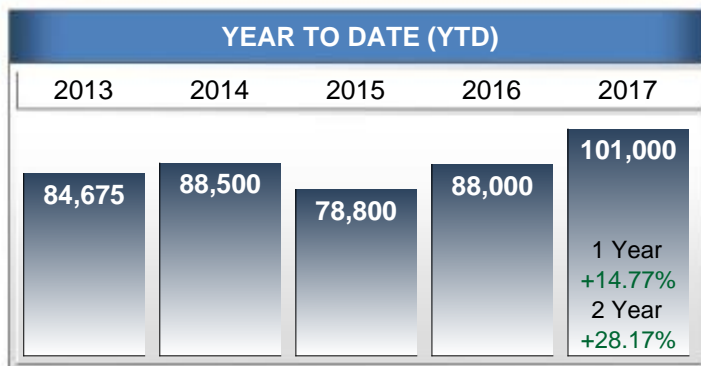
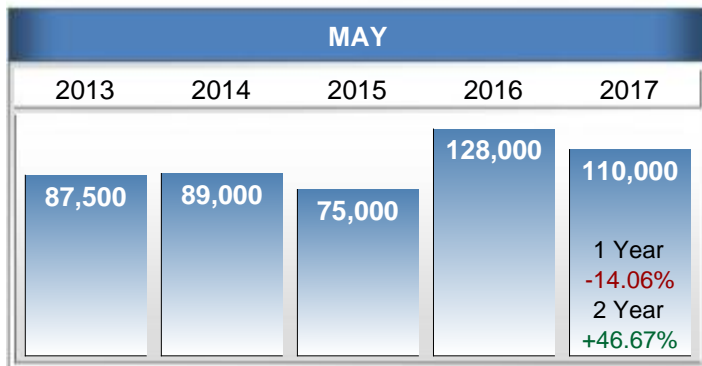
Closed Sales as of Jun 12, 2017



### 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+
\$30,000 and less	7		10.00%	11,450	9,975	13,000	0	0
\$30,001 \$40,000	4		5.71%	35,000	35,000	32,500	0	0
\$40,001 \$70,000	14		20.00%	54,000	54,000	51,244	0	0
\$70,001 \$120,000	16		22.86%	108,000	110,000	92,000	106,000	0
\$120,001 \$180,000	13		18.57%	142,500	132,000	149,000	130,000	0
\$180,001 \$230,000	9		12.86%	200,000	200,000	189,900	208,000	0
\$230,001 and up	7		10.00%	260,000	325,000	247,500	317,000	245,000
Median Closed Price:	\$110,000				\$54,000	\$125,950	\$198,925	\$245,000
Total Closed Units:	70				29	28	12	1
Total Closed Volume:	8,206,522				2.10M	3.53M	2.33M	245.00K



# Monthly Inventory Analysis

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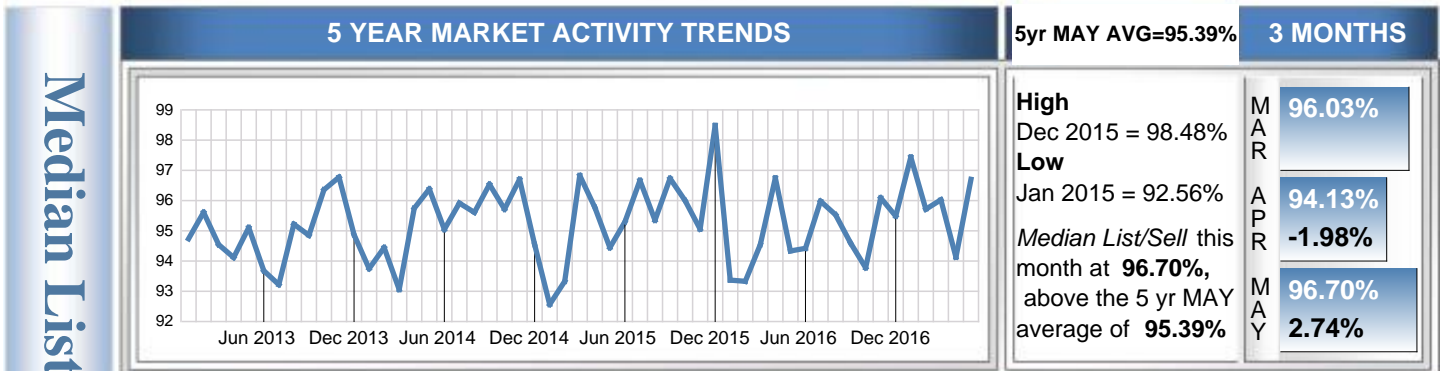
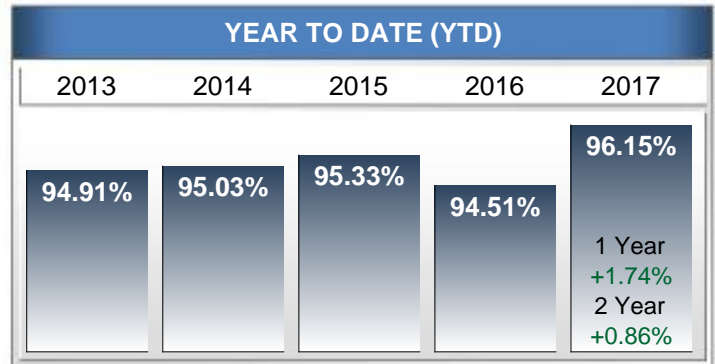
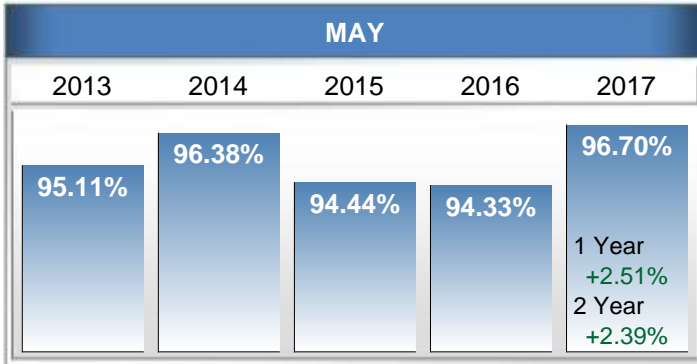
Closed Sales as of Jun 12, 2017



### 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+
\$30,000 and less	7	10.00%	100.00%	92.93%	100.00%	0.00%	0.00%
\$30,001 \$40,000	4	5.71%	89.82%	87.50%	130.52%	0.00%	0.00%
\$40,001 \$70,000	14	20.00%	98.64%	97.16%	102.41%	0.00%	0.00%
\$70,001 \$120,000	16	22.86%	93.87%	92.07%	94.80%	94.96%	0.00%
\$120,001 \$180,000	13	18.57%	97.12%	100.00%	97.12%	96.30%	0.00%
\$180,001 \$230,000	9	12.86%	98.62%	88.89%	98.62%	99.09%	0.00%
\$230,001 and up	7	10.00%	94.55%	93.69%	97.27%	94.04%	100.00%
Median List/Sell Ratio:	96.70%			93.55%	97.54%	97.15%	100.00%
Total Closed Units:	70			29	28	12	1
Total Closed Volume:	8,206,522			2.10M	3.53M	2.33M	245.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2017

Inventory as of Jun 12, 2017



### Market Summary

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Area Delimited by County Of Cherokee



**Absorption:** Last 12 months, an Average of 51 Sales/Month

**Active Inventory** as of May 31, 2017 = 706

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	43	70	62.79%	221	258	16.74%
Pending Sales	66	74	12.12%	262	299	14.12%
New Listings	227	227	0.00%	894	865	-3.24%
Median List Price	129,900	119,400	-8.08%	92,500	105,950	14.54%
Median Sale Price	128,000	110,000	-14.06%	88,000	101,000	14.77%
Median Percent of List Price to Selling Price	94.33%	96.70%	2.51%	94.51%	96.15%	1.74%
Median Days on Market to Sale	25.00	30.50	22.00%	42.00	40.00	-4.76%
Monthly Inventory	792	706	-10.86%	792	706	-10.86%
Months Supply of Inventory	17.25	13.89	-19.48%	17.25	13.89	-19.48%

