



June 2018

Area Delimited by County Of Cherokee

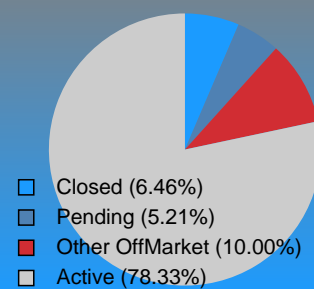


MONTHLY INVENTORY ANALYSIS

Report produced on Jul 11, 2018 for MLS Technology Inc.

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	64	62	-3.13%
Pending Listings	47	50	6.38%
New Listings	211	173	-18.01%
Median List Price	94,500	119,900	26.88%
Median Sale Price	89,500	110,050	22.96%
Median Percent of List Price to Selling Price	96.77%	95.15%	-1.67%
Median Days on Market to Sale	34.50	27.00	-21.74%
End of Month Inventory	763	752	-1.44%
Months Supply of Inventory	14.51	14.63	0.79%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of June 30, 2018 = **752**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **1.44%** to 752 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 **14.63** MSI for this period.

Median Sale Price 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 **22.96%** in June 2018 to \$110,050 versus the previous year at \$89,500.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 7.50 days or **21.74%** in June 2018 compared to last year's same month at **34.50** DOM.

Sales Success for June 2018 is Positive

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

There were 173 New Listings in June 2018, down **18.01%** from last year at 211. Furthermore, there were 62 Closed Listings this month versus last year at 64, a **-3.13%** decrease.

Closed versus Listed trends yielded a **35.8%** ratio, up from previous year's, June 2017, at **30.3%**, a **18.15%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the 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.

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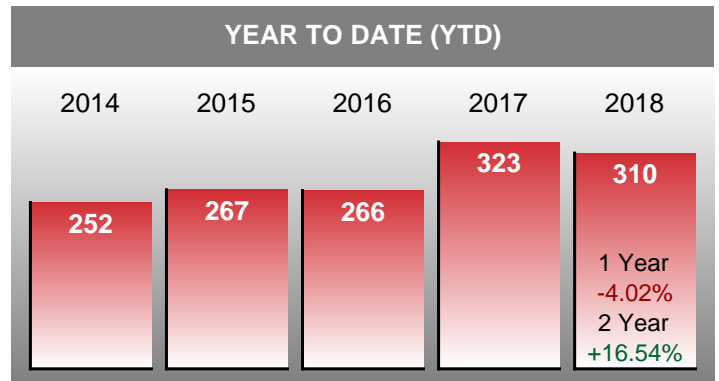
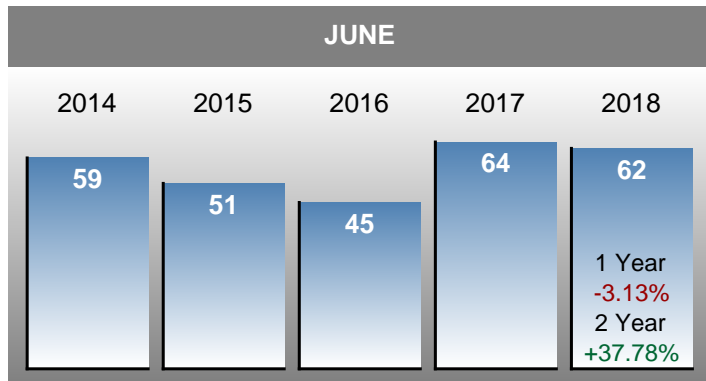
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CLOSED LISTINGS

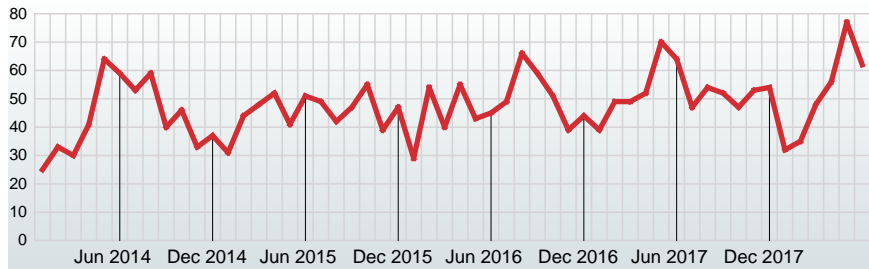
Report produced on Jul 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 56

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **62**,
above the 5 yr JUN
average of **56**

A P R	56
M A Y	77
J U N	62
	-19.48%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	12.90%	14.5	7	1	0	0
\$30,001 - \$50,000	2	3.23%	23.5	0	2	0	0
\$50,001 - \$80,000	14	22.58%	21.5	9	3	1	1
\$80,001 - \$130,000	13	20.97%	41.0	1	10	2	0
\$130,001 - \$170,000	11	17.74%	32.0	2	6	3	0
\$170,001 - \$240,000	8	12.90%	54.5	0	5	3	0
\$240,001 and up	6	9.68%	22.0	0	3	3	0
Total Closed Units	62			19	30	12	1
Total Closed Volume	7,756,110	100%	27.0	1.08M	4.06M	2.55M	72.50K
Median Closed Price	\$110,050			\$53,000	\$121,000	\$172,450	\$72,500

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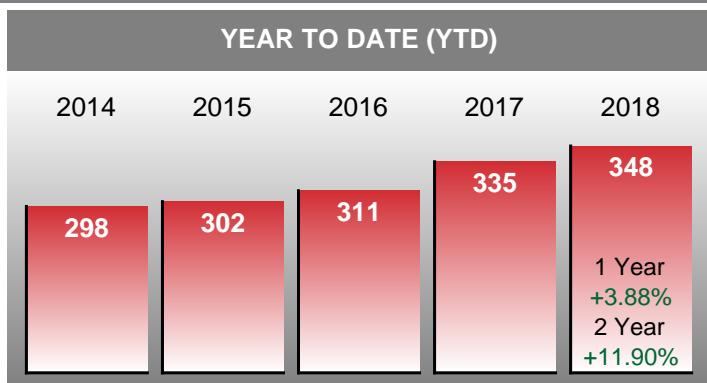
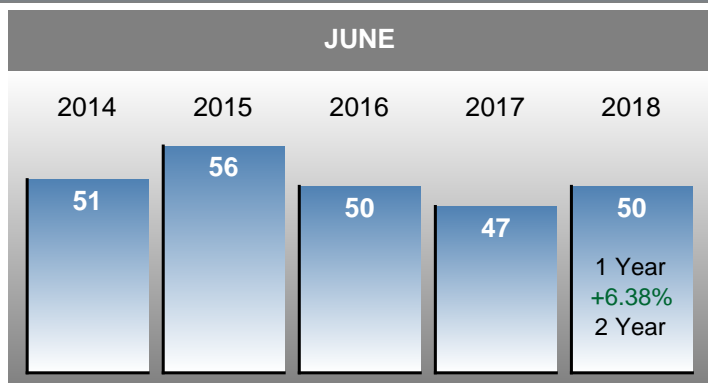
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PENDING LISTINGS

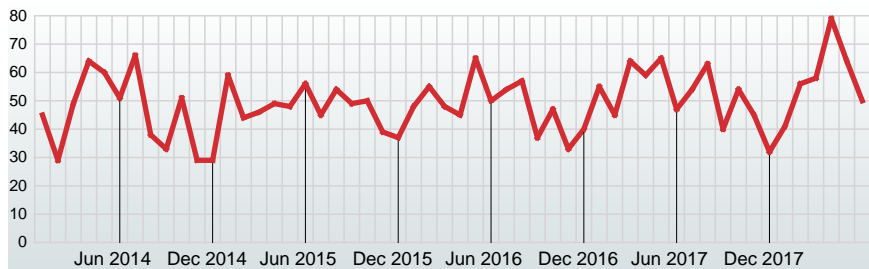
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 51

3 MONTHS



High

Apr 2018 = 79

Low

Dec 2014 = 29

Pending Listings this month at **50**, below the 5 yr JUN average of **51**

APR

79

MAY

64

JUN

50

-21.88%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.00%	70.0	2	0	0	1
\$20,001 - \$70,000	7	14.00%	85.0	6	1	0	0
\$70,001 - \$90,000	6	12.00%	43.0	2	3	0	1
\$90,001 - \$160,000	15	30.00%	36.0	3	9	3	0
\$160,001 - \$190,000	7	14.00%	43.0	1	4	2	0
\$190,001 - \$390,000	7	14.00%	27.0	0	6	1	0
\$390,001 and up	5	10.00%	107.0	2	0	3	0
Total Pending Units	50			16	23	9	2
Total Pending Volume	8,490,716	100%	50.5	2.59M	3.51M	2.29M	98.00K
Median Listing Price	\$133,300			\$76,750	\$143,000	\$182,500	\$49,000

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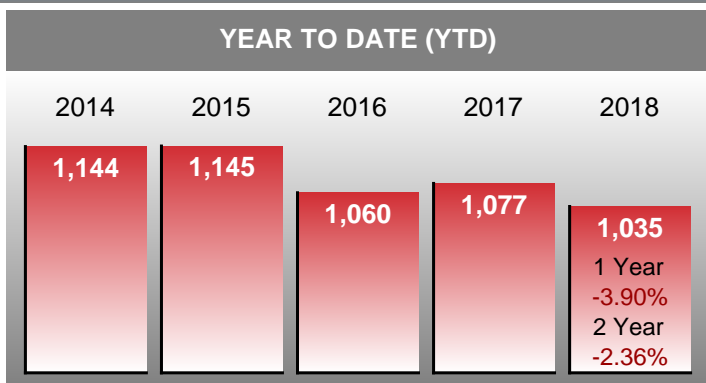
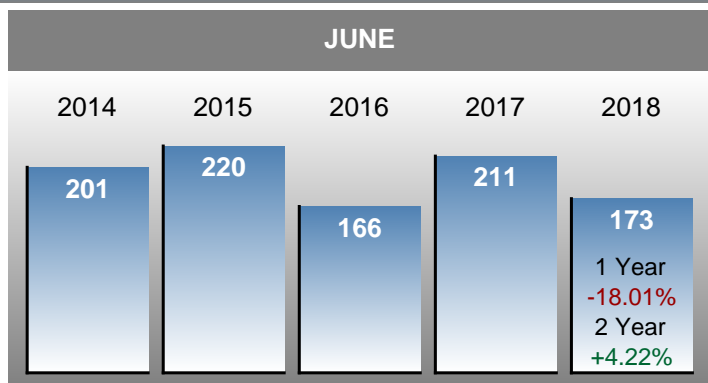
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NEW LISTINGS

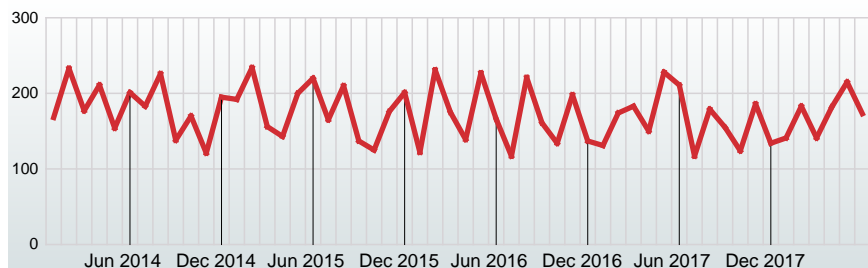
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 194

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **173**,
below the 5 yr JUN
average of **194**

A P R	182
M A Y	215
	18.13%
J U N	173
	-19.53%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	2.89%	5	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	56	32.37%	54	2	0	0
\$30,001 - \$130,000	48	27.75%	28	17	2	1
\$130,001 - \$210,000	25	14.45%	3	18	3	1
\$210,001 - \$420,000	20	11.56%	6	10	3	1
\$420,001 and up	19	10.98%	11	4	2	2
Total New Listed Units	173		107	51	10	5
Total New Listed Volume	26,479,851	100%	11.60M	10.66M	2.72M	1.49M
Median New Listed Listing Price	\$80,000		\$20,000	\$146,000	\$249,900	\$299,900

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June 2018

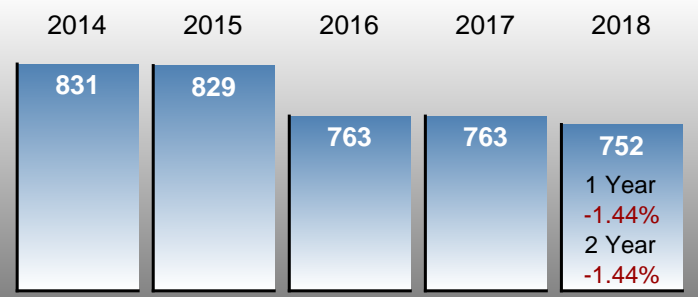
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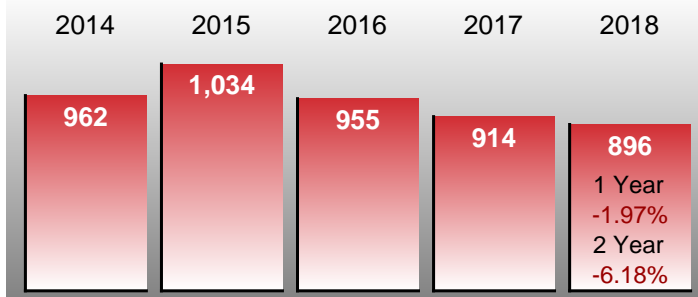
ACTIVE INVENTORY

Report produced on Jul 11, 2018 for MLS Technology Inc.

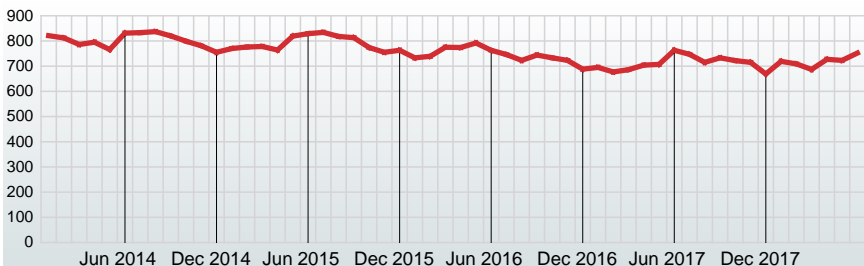
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 788

3 MONTHS

High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **752**,
below the 5 yr JUN
average of **788**

A	727
P	
R	
M	723
A	-0.55%
Y	
J	752
U	4.01%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17	2.26%	75.0	17	0	0	0
\$10,001 - \$10,000	0	0.00%	75.0	0	0	0	0
\$10,001 - \$40,000	256	34.04%	80.0	247	9	0	0
\$40,001 - \$90,000	186	24.73%	58.0	157	24	5	0
\$90,001 - \$170,000	121	16.09%	70.0	52	56	11	2
\$170,001 - \$320,000	94	12.50%	62.0	24	42	22	6
\$320,001 and up	78	10.37%	63.0	33	19	18	8
Total Active Inventory by Units	752			530	150	56	16
Total Active Inventory by Volume	105,891,259	100%	70.0	49.27M	31.76M	19.69M	5.18M
Median Active Inventory Listing Price	\$67,850			\$41,990	\$149,400	\$244,450	\$317,400

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June 2018

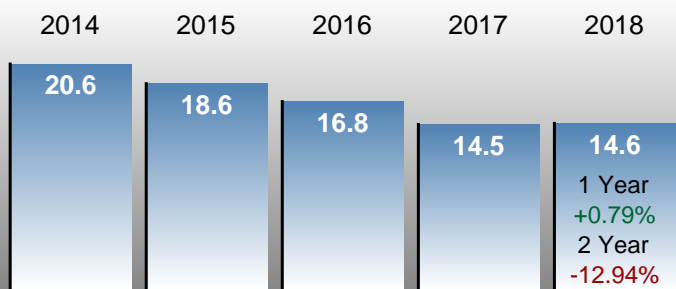
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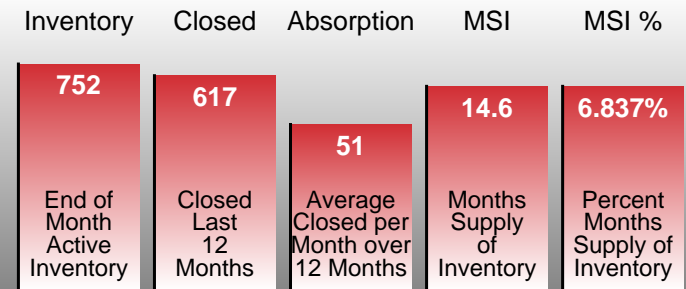
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 11, 2018 for MLS Technology Inc.

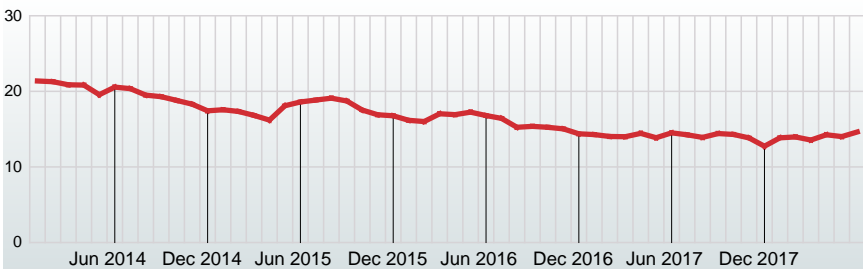
MSI FOR JUNE



INDICATORS FOR JUNE 2018



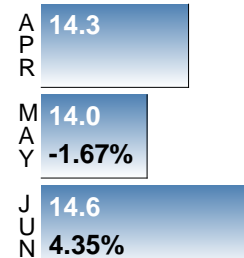
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 17.0

3 MONTHS

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.7
Months Supply
this month at **14.6**,
below the 5 yr JUN
average of **17.0**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17	2.26%	9.7	9.7	0.0	0.0	0.0
\$10,001 \$10,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 \$40,000	256	34.04%	31.7	38.5	7.2	0.0	0.0
\$40,001 \$90,000	186	24.73%	14.6	24.5	4.6	4.6	0.0
\$90,001 \$170,000	121	16.09%	7.2	20.1	4.8	4.4	24.0
\$170,001 \$320,000	94	12.50%	9.5	36.0	7.1	7.3	18.0
\$320,001 and up	78	10.37%	39.0	132.0	45.6	21.6	16.0
Market Supply of Inventory (MSI)	14.6	100%	14.6	29.3	6.1	7.1	16.0
Total Active Inventory by Units	752			530	150	56	16

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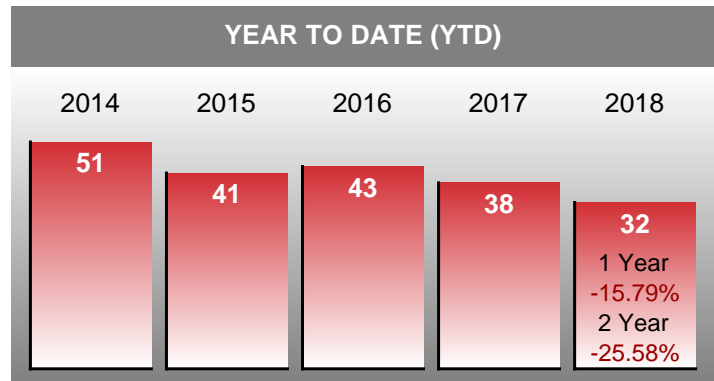
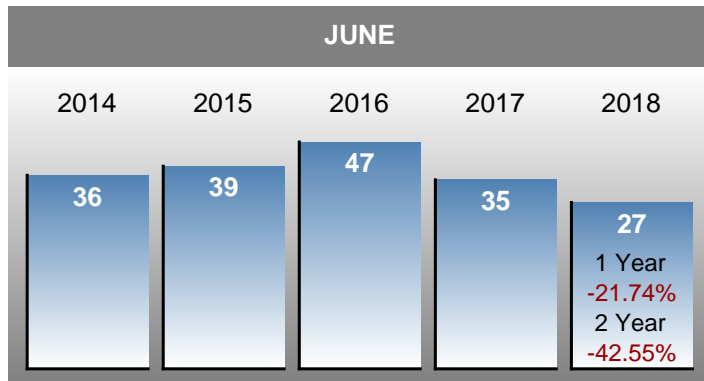
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MEDIAN DAYS ON MARKET TO SALE

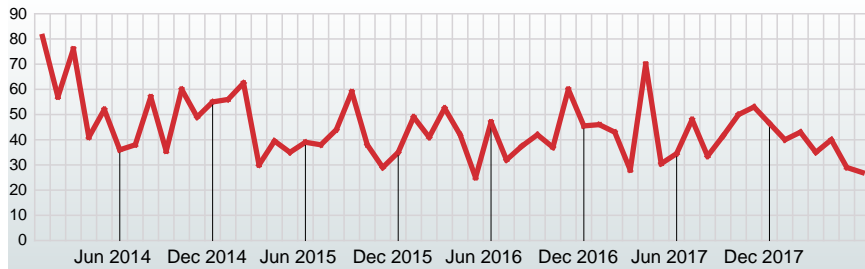
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 37

3 MONTHS



High

Jan 2014 = 81

Low

May 2016 = 25

Median Days on Market this month at 27, below the 5 yr JUN average of 37

A

40

P

29

M

27

A

-27.50%

Y

27

J

-6.90%

U

27

N

-6.90%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	12.90%	14.5	3.0	53.0	0.0	0.0
\$30,001 - \$50,000	2	3.23%	23.5	0.0	23.5	0.0	0.0
\$50,001 - \$80,000	14	22.58%	21.5	15.0	31.0	6.0	139.0
\$80,001 - \$130,000	13	20.97%	41.0	23.0	53.0	24.5	0.0
\$130,001 - \$170,000	11	17.74%	32.0	10.0	37.5	41.0	0.0
\$170,001 - \$240,000	8	12.90%	54.5	0.0	88.0	15.0	0.0
\$240,001 and up	6	9.68%	22.0	0.0	21.0	106.0	0.0
Median Closed DOM	27.0			14.0	42.5	22.0	139.0
Total Closed Units	62	100%	27.0	19	30	12	1
Total Closed Volume	7,756,110			1.08M	4.06M	2.55M	72.50K

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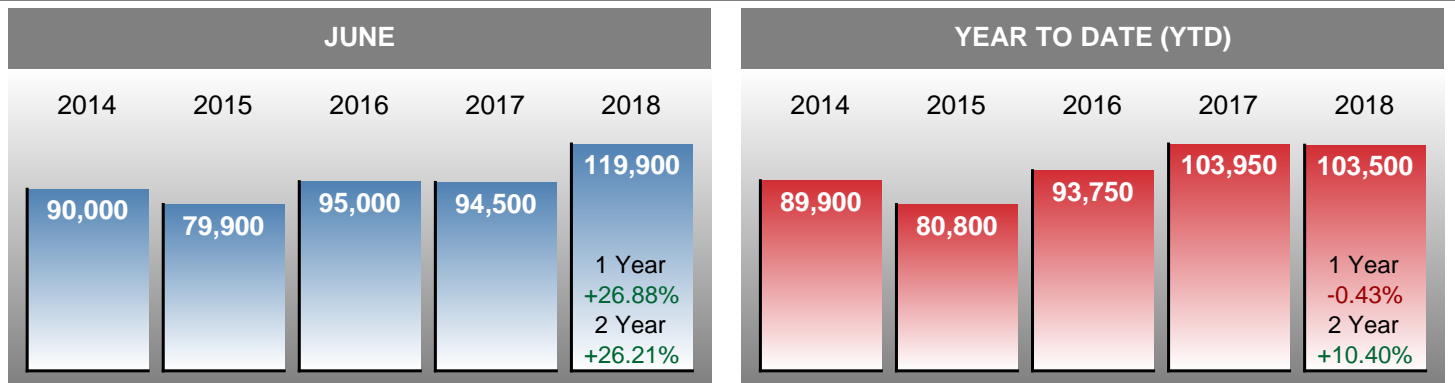
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MEDIAN LIST PRICE AT CLOSING

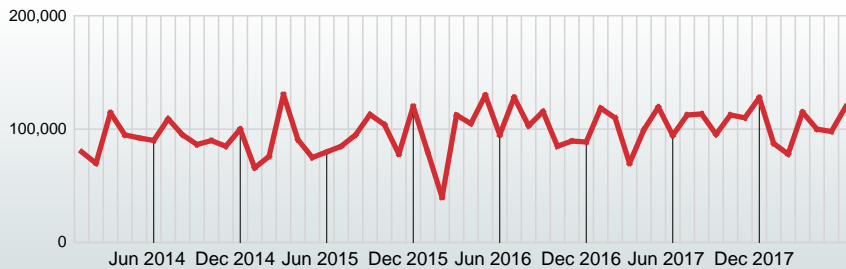
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 95,860

3 MONTHS



High
Mar 2015 = 130,450
Low
Feb 2016 = 39,900
Median List Price
this month at **119,900**,
above the 5 yr JUN
average of **95,860**

A	99,999
P	
R	
M	97,900
A	-2.10%
Y	
J	119,900
U	22.47%
N	

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.06%	11,900	11,900	0	0	0
\$30,001 - \$50,000	5	8.06%	42,900	34,500	49,900	0	0
\$50,001 - \$80,000	10	16.13%	67,250	62,250	66,300	75,000	80,000
\$80,001 - \$130,000	16	25.81%	109,700	99,250	109,700	124,200	0
\$130,001 - \$170,000	12	19.35%	157,750	147,500	164,900	153,500	0
\$170,001 - \$240,000	7	11.29%	187,900	0	187,900	205,000	0
\$240,001 and up	7	11.29%	299,900	0	284,000	329,900	0
Median List Price			119,900	59,500	132,450	177,450	80,000
Total Closed Units		100%	119,900	19	30	12	1
Total Closed Volume			8,271,400	1.21M	4.32M	2.66M	80.00K

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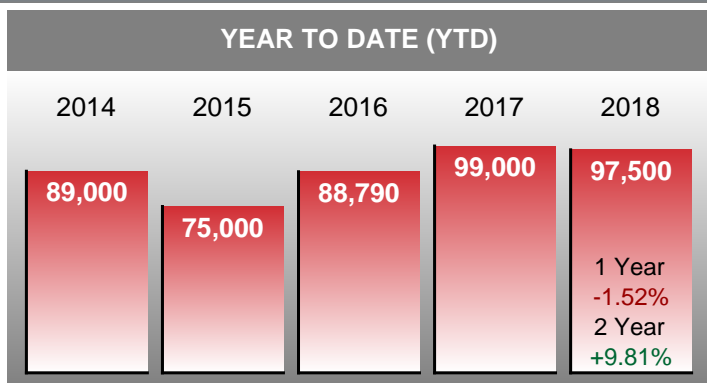
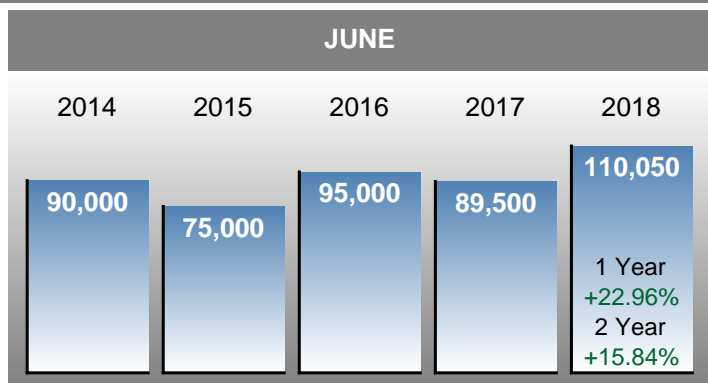
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MEDIAN SOLD PRICE AT CLOSING

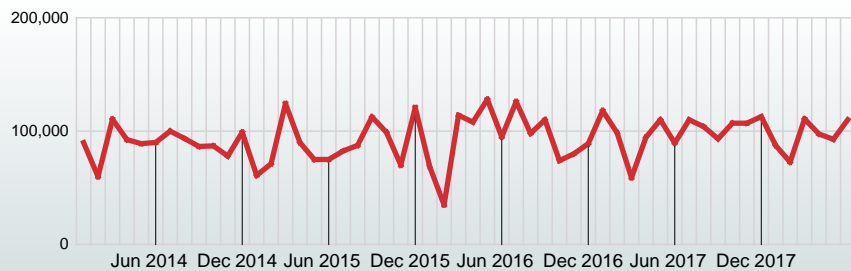
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 91,910

3 MONTHS



High
May 2016 = 128,000
Low
Feb 2016 = 35,000
Median Sold Price
this month at **110,050**,
above the 5 yr JUN
average of **91,910**

A	97,500
P	
R	
M	92,800
A	-4.82%
Y	
J	110,050
U	18.59%
N	

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	12.90%	13,750	10,000	27,500	0	0
\$30,001 \$50,000	2	3.23%	42,000	0	42,000	0	0
\$50,001 \$80,000	14	22.58%	69,250	61,000	75,000	75,000	72,500
\$80,001 \$130,000	13	20.97%	110,000	109,000	109,350	121,750	0
\$130,001 \$170,000	11	17.74%	153,500	142,025	156,500	153,500	0
\$170,001 \$240,000	8	12.90%	180,000	0	180,000	225,000	0
\$240,001 and up	6	9.68%	281,000	0	280,000	337,000	0
Median Sold Price			110,050	53,000	121,000	172,450	72,500
Total Closed Units	62	100%	110,050	19	30	12	1
Total Closed Volume	7,756,110			1.08M	4.06M	2.55M	72.50K

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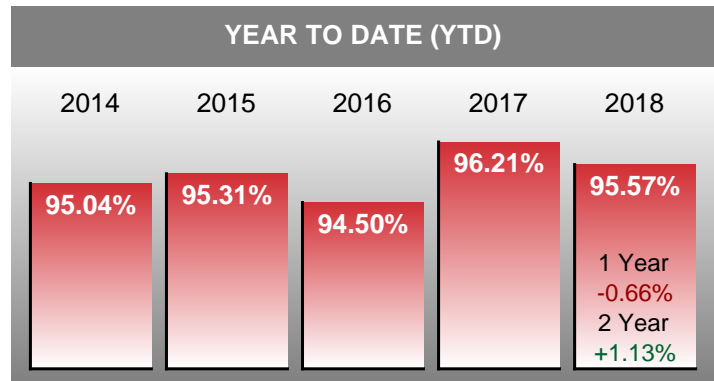
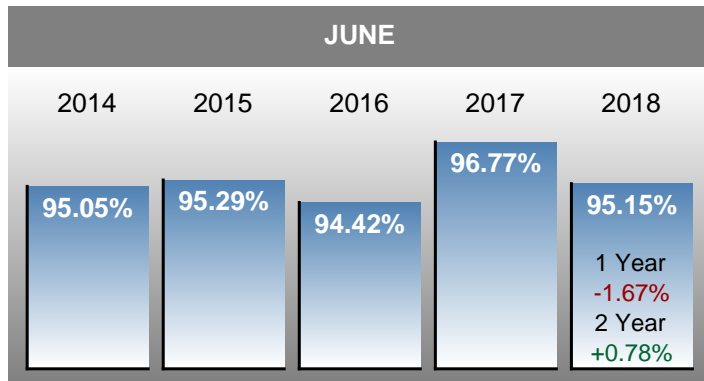
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

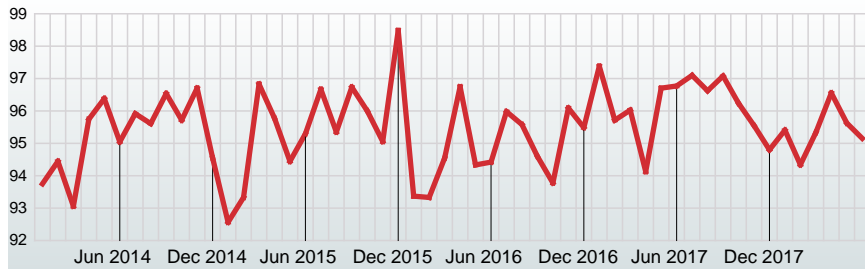
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 95.34%

3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **95.15%**, equal to 5 yr JUN average of **95.34%**

A P R	96.55%
M A Y	95.63%
J U N	95.15%
	-0.96%
	-0.50%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	12.90%	85.50%	86.96%	64.10%	0.00%	0.00%
\$30,001 \$50,000	2	3.23%	84.17%	0.00%	84.17%	0.00%	0.00%
\$50,001 \$80,000	14	22.58%	92.73%	91.62%	95.49%	100.00%	90.63%
\$80,001 \$130,000	13	20.97%	96.75%	90.91%	95.86%	97.98%	0.00%
\$130,001 \$170,000	11	17.74%	97.53%	96.29%	98.77%	99.26%	0.00%
\$170,001 \$240,000	8	12.90%	96.74%	0.00%	94.79%	97.30%	0.00%
\$240,001 and up	6	9.68%	94.97%	0.00%	96.29%	93.64%	0.00%
Median Sold/List Ratio		95.15%		90.00%	95.15%	97.18%	90.63%
Total Closed Units	62	100%	95.15%	19	30	12	1
Total Closed Volume	7,756,110			1.08M	4.06M	2.55M	72.50K

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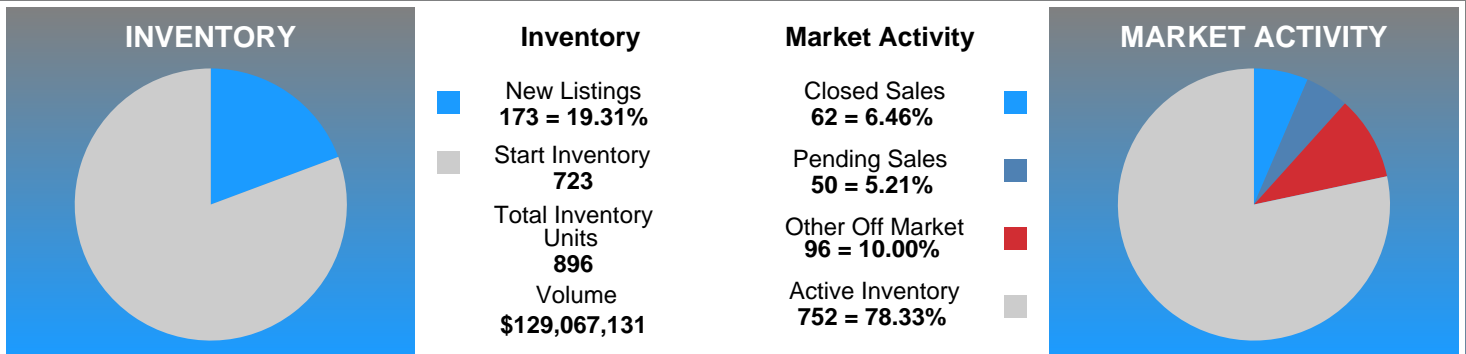
June 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jul 11, 2018 for MLS Technology Inc.

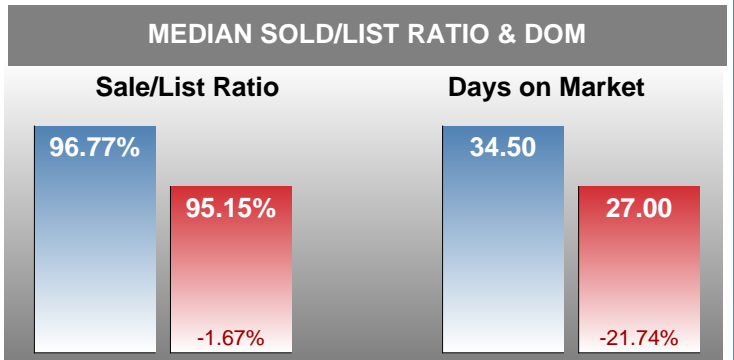
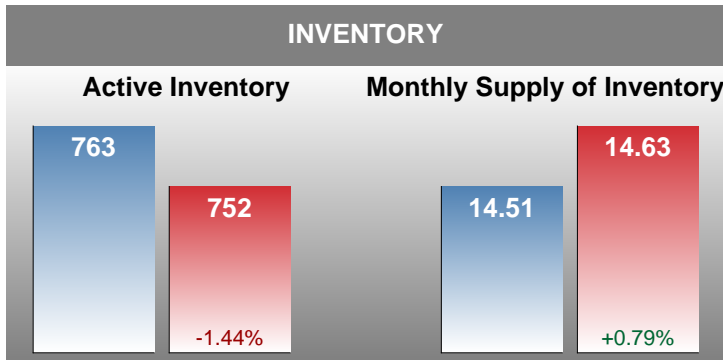
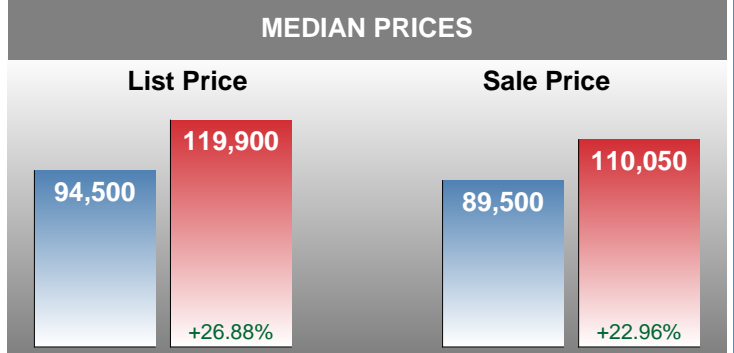
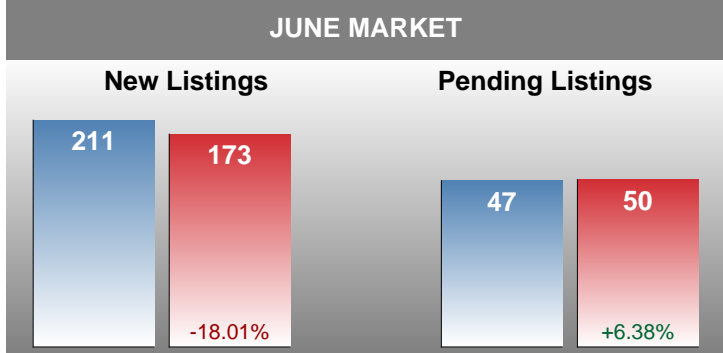


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	64	62	-3.13%	323	310	-4.02%
Pending Sales	47	50	+6.38%	335	348	+3.88%
New Listings	211	173	-18.01%	1,077	1,035	-3.90%
Median List Price	94,500	119,900	+26.88%	103,950	103,500	-0.43%
Median Sale Price	89,500	110,050	+22.96%	99,000	97,500	-1.52%
Median Percent of Selling Price to List Price	96.77%	95.15%	-1.67%	96.21%	95.57%	-0.66%
Median Days on Market to Sale	34.50	27.00	-21.74%	38.00	32.00	-15.79%
Monthly Inventory	763	752	-1.44%	763	752	-1.44%
Months Supply of Inventory	14.51	14.63	+0.79%	14.51	14.63	+0.79%

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

Inventory on June 30, 2018 = 752

2017 **2018**



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Email: support@mlstechnology.com