

May 2018

Area Delimited by County Of Cherokee

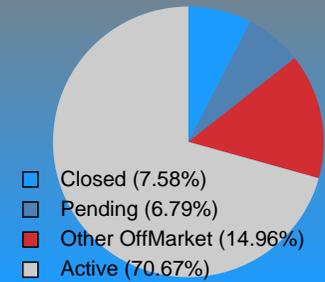


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	70	77	10.00%
Pending Listings	65	69	6.15%
New Listings	228	215	-5.70%
Average List Price	122,361	115,265	-5.80%
Average Sale Price	117,236	106,804	-8.90%
Average Percent of List Price to Selling Price	95.18%	92.74%	-2.56%
Average Days on Market to Sale	46.30	56.26	21.51%
End of Month Inventory	707	718	1.56%
Months Supply of Inventory	13.86	13.92	0.41%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of May 31, 2018 = **718**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **1.56%** to 718 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 **13.92** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.90%** in May 2018 to \$106,804 versus the previous year at \$117,236.

Average Days on Market Lengthens

The average number of **56.26** days that homes spent on the market before selling increased by 9.96 days or **21.51%** in May 2018 compared to last year's same month at **46.30** DOM.

Sales Success for May 2018 is Positive

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

There were 215 New Listings in May 2018, down **5.70%** from last year at 228. Furthermore, there were 77 Closed Listings this month versus last year at 70, a **10.00%** increase.

Closed versus Listed trends yielded a **35.8%** ratio, up from previous year's, May 2017, at **30.7%**, a **16.65%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.

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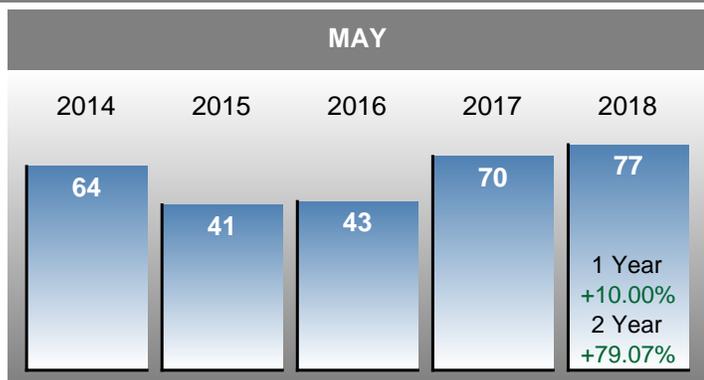
May 2018

Area Delimited by County Of Cherokee



CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 59

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **77**,
above the 5 yr MAY
average of **59**

MAR	48
APR	56
MAY	77
16.67%	
37.50%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.79%	77.3	5	1	0	0
\$20,001 - \$40,000	10	12.99%	33.9	7	3	0	0
\$40,001 - \$70,000	12	15.58%	32.7	5	5	2	0
\$70,001 - \$110,000	18	23.38%	57.6	7	9	2	0
\$110,001 - \$140,000	12	15.58%	38.7	2	9	0	1
\$140,001 - \$180,000	11	14.29%	77.2	0	9	2	0
\$180,001 and up	8	10.39%	98.4	1	3	3	1
Total Closed Units	77			27	39	9	2
Total Closed Volume	8,223,930	100%	56.3	1.56M	4.43M	1.68M	551.25K
Average Closed Price	\$106,804			\$57,721	\$113,596	\$187,111	\$275,625

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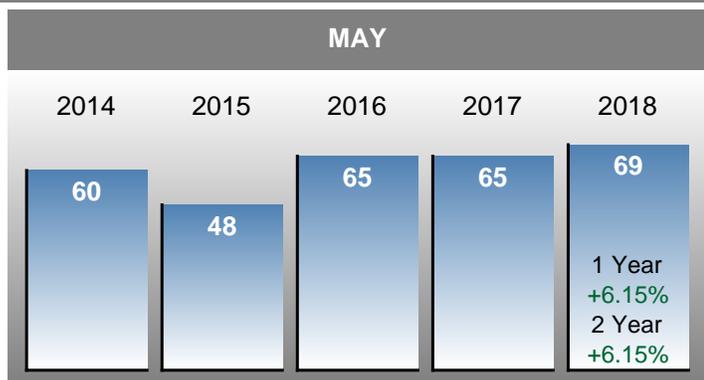
May 2018

Area Delimited by County Of Cherokee



PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 61

3 MONTHS



High
Apr 2018 = 82
Low
Dec 2014 = 29
Pending Listings
this month at **69**,
above the 5 yr MAY
average of **61**

MAY	58
APR	82
APR	41.38%
MAY	69
MAY	-15.85%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	2.90%	132.0	2	0	0	0
\$10,001 - \$40,000	9	13.04%	31.2	7	1	0	1
\$40,001 - \$60,000	12	17.39%	40.8	5	6	1	0
\$60,001 - \$110,000	17	24.64%	61.9	9	8	0	0
\$110,001 - \$160,000	12	17.39%	55.8	1	9	2	0
\$160,001 - \$240,000	10	14.49%	60.0	1	5	3	1
\$240,001 and up	7	10.14%	85.1	1	1	5	0
Total Pending Units	69			26	30	11	2
Total Pending Volume	7,869,129	100%	33.1	1.69M	3.37M	2.53M	275.80K
Average Listing Price	\$73,743			\$65,165	\$112,175	\$230,345	\$137,900

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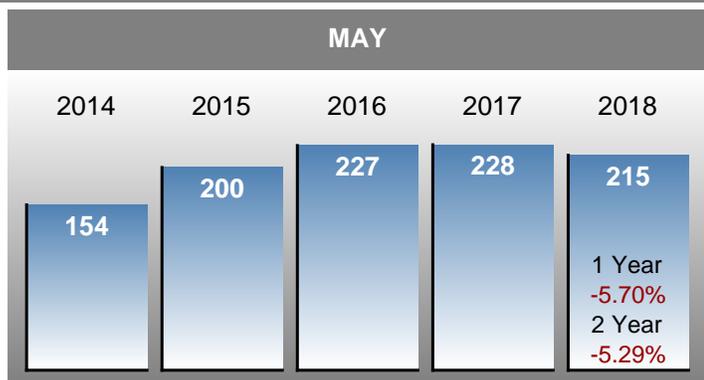
May 2018

Area Delimited by County Of Cherokee



NEW LISTINGS

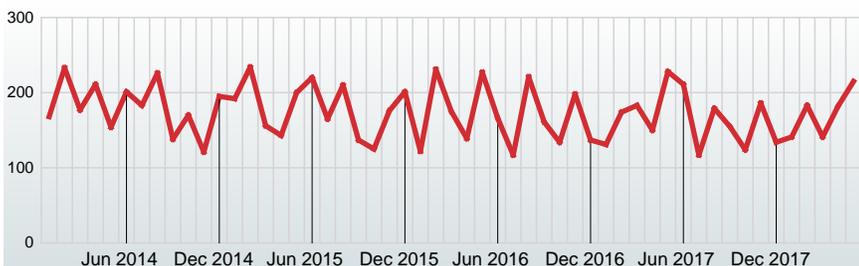
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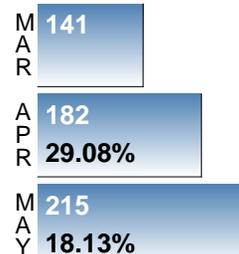
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 205

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **215**,
above the 5 yr MAY
average of **205**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	16	7.44%	16	0	0	0
\$20,001 - \$60,000	31	14.42%	25	5	1	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$90,000	77	35.81%	72	5	0	0
\$90,001 - \$170,000	41	19.07%	9	28	4	0
\$170,001 - \$260,000	25	11.63%	5	13	6	1
\$260,001 and up	25	11.63%	9	5	8	3
Total New Listed Units	215		136	56	19	4
Total New Listed Volume	30,379,602	100%	11.96M	8.81M	8.37M	1.24M
Average New Listed Listing Price	\$64,700		\$87,922	\$157,324	\$440,650	\$309,925

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May 2018

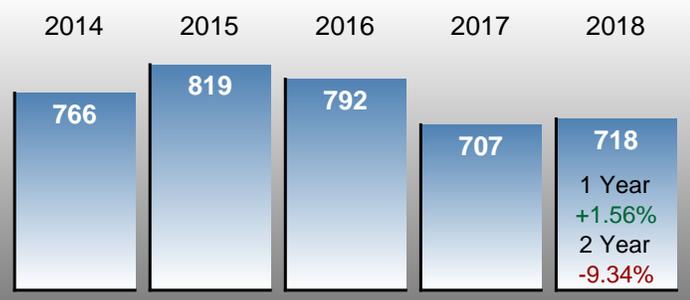
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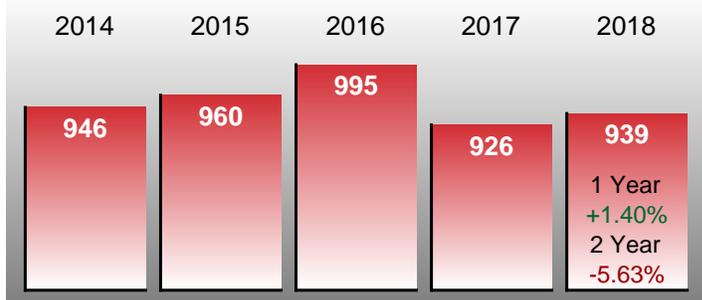
ACTIVE INVENTORY

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

END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 760

3 MONTHS

High
Aug 2014 = 837

Low
Dec 2017 = 669

Inventory
this month at **718**,
below the 5 yr MAY
average of **760**

MAR 690

APR 727
5.36%

MAY 718
-1.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	1.95%	94.4	14	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	251	34.96%	102.4	240	10	0	1
\$40,001 - \$90,000	174	24.23%	59.2	147	23	3	1
\$90,001 - \$170,000	111	15.46%	71.0	46	49	14	2
\$170,001 - \$320,000	93	12.95%	67.1	21	43	24	5
\$320,001 and up	75	10.45%	113.0	34	16	18	7
Total Active Inventory by Units	718			502	141	59	16
Total Active Inventory by Volume	102,281,249	100%	83.5	48.86M	27.76M	21.13M	4.54M
Average Active Inventory Listing Price	\$142,453			\$97,328	\$196,851	\$358,160	\$283,450

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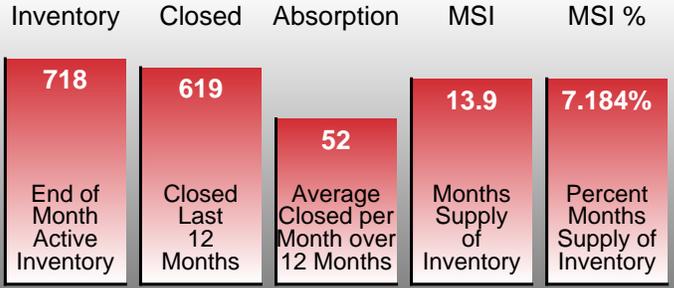
MONTHS SUPPLY of INVENTORY (MSI)

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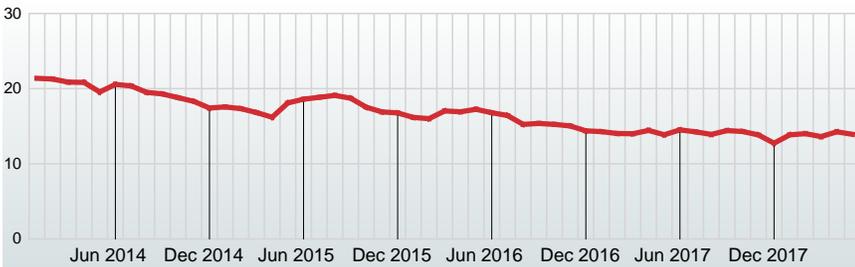
MSI FOR MAY



INDICATORS FOR MAY 2018



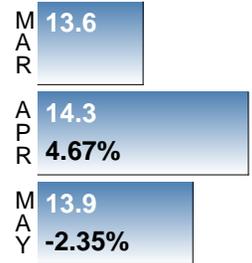
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 16.5

3 MONTHS

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.7
Months Supply
this month at **13.9**,
below the 5 yr MAY
average of **16.5**



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	14	1.95%	8.8	8.8	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	251	34.96%	30.1	36.5	7.5	0.0	0.0
\$40,001 - \$90,000	174	24.23%	13.0	21.8	4.2	2.6	0.0
\$90,001 - \$170,000	111	15.46%	6.9	17.8	4.4	6.5	24.0
\$170,001 - \$320,000	93	12.95%	9.3	22.9	7.4	8.7	10.0
\$320,001 and up	75	10.45%	34.6	81.6	38.4	24.0	12.0
Market Supply of Inventory (MSI)	13.9	100%	13.9	26.7	5.8	8.1	13.7
Total Active Inventory by Units	718			502	141	59	16

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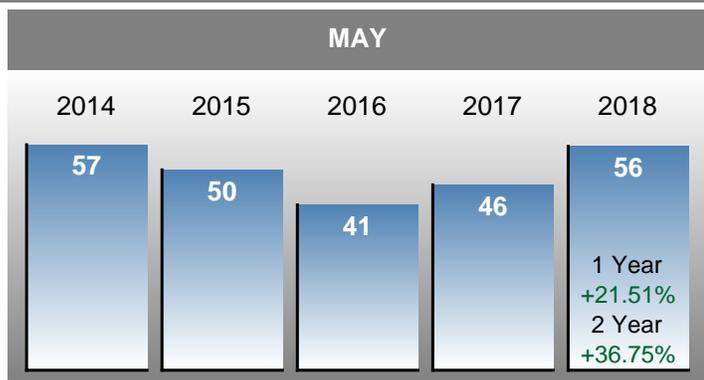
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AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 50 **3 MONTHS**

High
Jan 2014 = 82

Low
May 2016 = 41

Average Days on Market this month at **56**, above the 5 yr MAY average of **50**

MAR	50
APR	60
MAY	56
20.73%	
-5.90%	

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.79%	77.3	73.0	99.0	0.0	0.0
\$20,001 - \$40,000	10	12.99%	33.9	29.7	43.7	0.0	0.0
\$40,001 - \$70,000	12	15.58%	32.7	61.2	14.6	6.5	0.0
\$70,001 - \$110,000	18	23.38%	57.6	79.3	50.4	14.0	0.0
\$110,001 - \$140,000	12	15.58%	38.7	33.0	42.1	0.0	19.0
\$140,001 - \$180,000	11	14.29%	77.2	0.0	69.7	111.0	0.0
\$180,001 and up	8	10.39%	98.4	155.0	88.0	69.0	161.0
Average Closed DOM	56.3			61.3	52.0	52.2	90.0
Total Closed Units	77	100%	56.3	27	39	9	2
Total Closed Volume	8,223,930			1.56M	4.43M	1.68M	551.25K

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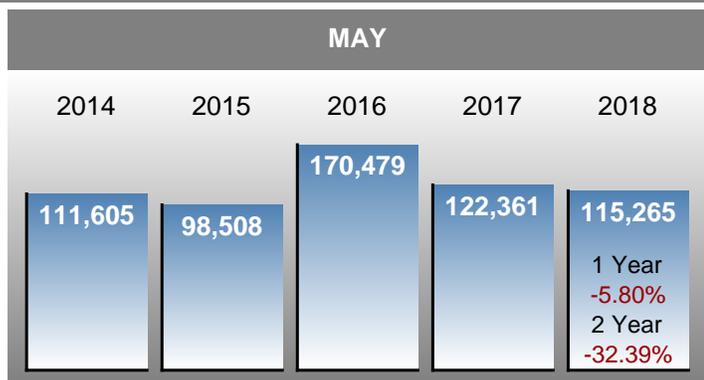
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AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 123,644

3 MONTHS



High
May 2016 = 170,479
Low
Feb 2016 = 67,320
Average List Price
this month at **115,265**,
below the 5 yr MAY
average of **123,644**

MAR 137,557
APR 125,413
APR -8.83%
MAY 115,265
MAY -8.09%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.49%	10,950	12,450	29,900	0	0
\$20,001 \$40,000	8	10.39%	31,550	51,829	33,367	0	0
\$40,001 \$70,000	13	16.88%	52,577	52,060	59,060	57,950	0
\$70,001 \$110,000	16	20.78%	87,434	83,291	102,433	99,750	0
\$110,001 \$140,000	12	15.58%	128,967	162,500	138,444	0	139,000
\$140,001 \$180,000	11	14.29%	160,118	0	166,933	169,450	0
\$180,001 and up	12	15.58%	264,742	254,000	203,767	362,633	439,900
Average List Price			115,265	68,422	120,690	193,578	289,450
Total Closed Units		100%	115,265	27	39	9	2
Total Closed Volume			8,875,390	1.85M	4.71M	1.74M	578.90K

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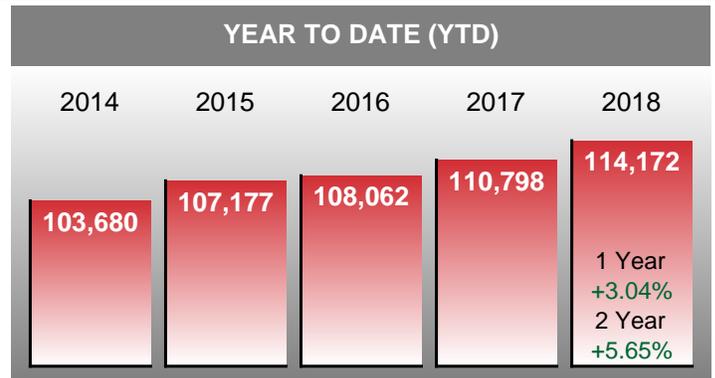
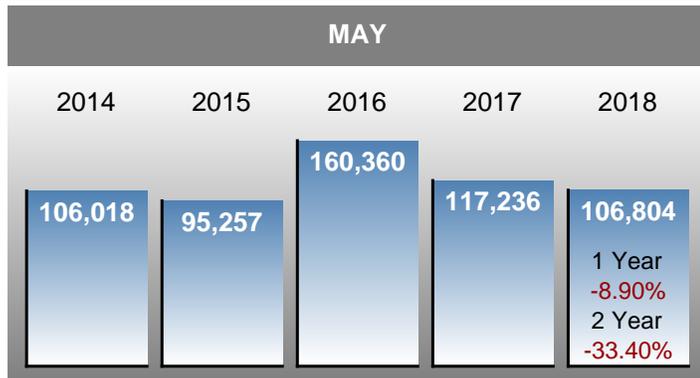
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AVERAGE SOLD PRICE AT CLOSING

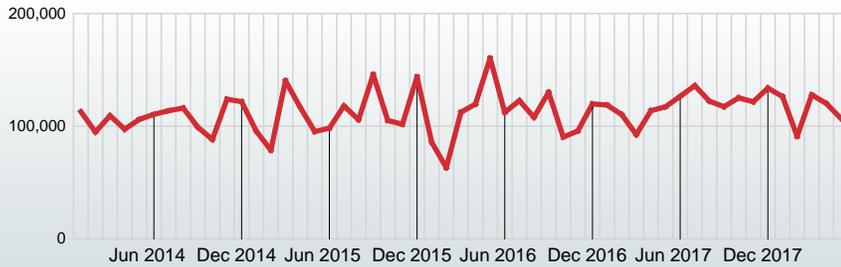
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 117,135

3 MONTHS



High
 May 2016 = 160,360
Low
 Feb 2016 = 63,298
 Average Sold Price
 this month at **106,804**,
 below the 5 yr MAY
 average of **117,135**

MAY	127,791
APR	120,155
MAR	-5.98%
FEB	106,804
JAN	-11.11%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.79%	11,042	10,250	15,000	0	0
\$20,001 - \$40,000	10	12.99%	31,310	31,000	32,033	0	0
\$40,001 - \$70,000	12	15.58%	54,933	47,260	59,380	63,000	0
\$70,001 - \$110,000	18	23.38%	88,489	80,143	94,589	90,250	0
\$110,001 - \$140,000	12	15.58%	126,067	125,203	126,378	0	125,000
\$140,001 - \$180,000	11	14.29%	158,902	0	159,769	155,000	0
\$180,001 and up	8	10.39%	291,481	242,500	198,533	355,833	426,250
Average Sold Price			106,804	57,721	113,596	187,111	275,625
Total Closed Units		100%	106,804	27	39	9	2
Total Closed Volume			8,223,930	1.56M	4.43M	1.68M	551.25K

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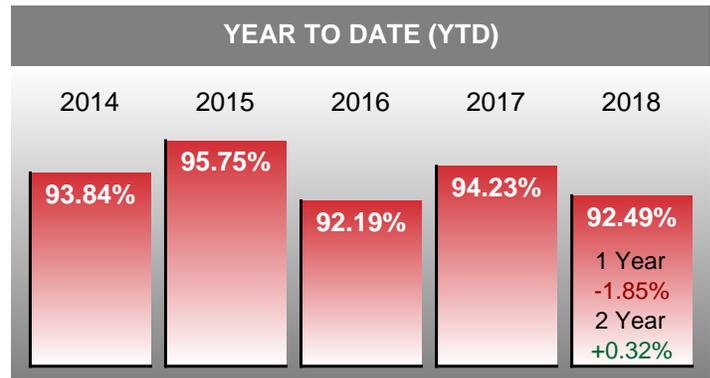
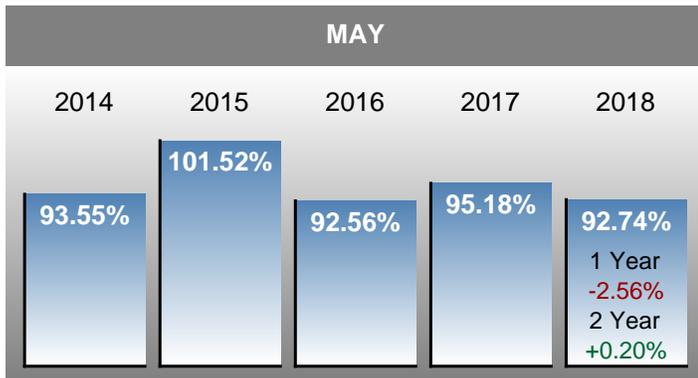
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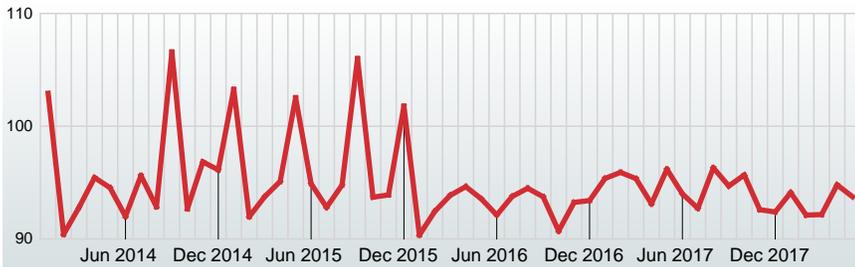


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 95.11%

3 MONTHS

High
Sep 2014 = 105.58%
Low
Jan 2016 = 89.35%
Average Sold/List Ratio
this month at **92.74%**,
below the 5 yr MAY
average of **95.11%**

MAR: 91.16%
APR: 93.80%
MAY: 92.74%
2.89%

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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.79%	79.42%	85.27%	50.17%	0.00%	0.00%
\$20,001 - \$40,000	10	12.99%	85.24%	80.26%	96.87%	0.00%	0.00%
\$40,001 - \$70,000	12	15.58%	99.15%	90.75%	100.96%	115.65%	0.00%
\$70,001 - \$110,000	18	23.38%	94.86%	96.40%	94.51%	91.03%	0.00%
\$110,001 - \$140,000	12	15.58%	90.60%	81.35%	92.73%	0.00%	89.93%
\$140,001 - \$180,000	11	14.29%	95.36%	0.00%	96.15%	91.83%	0.00%
\$180,001 and up	8	10.39%	97.34%	95.47%	97.40%	98.06%	96.90%
Average Sold/List Ratio			92.70%	87.96%	94.57%	99.02%	93.41%
Total Closed Units	77	100%	92.70%	27	39	9	2
Total Closed Volume	8,223,930			1.56M	4.43M	1.68M	551.25K

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MARKET SUMMARY

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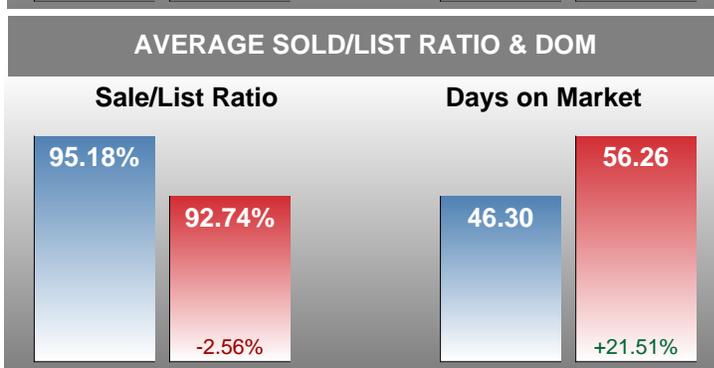
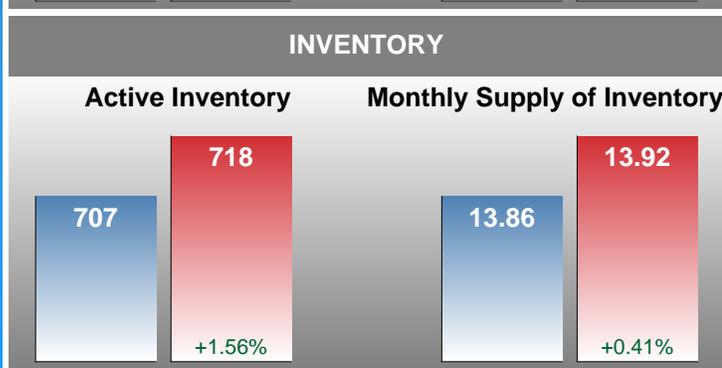
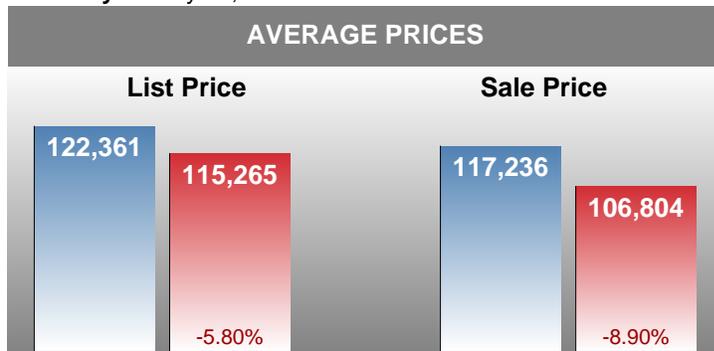
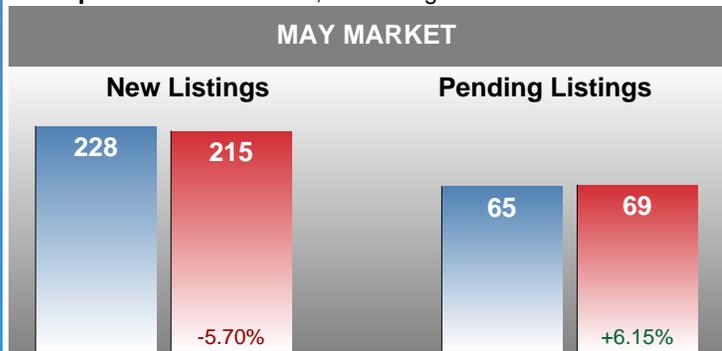


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	70	77	10.00%	259	248	-4.25%
Pending Sales	65	69	6.15%	288	306	6.25%
New Listings	228	215	-5.70%	866	862	-0.46%
Average List Price	122,361	115,265	-5.80%	117,017	121,690	3.99%
Average Sale Price	117,236	106,804	-8.90%	110,798	114,172	3.04%
Average Percent of Selling Price to List Price	95.18%	92.74%	-2.56%	94.23%	92.49%	-1.85%
Average Days on Market to Sale	46.30	56.26	21.51%	56.00	55.57	-0.76%
Monthly Inventory	707	718	1.56%	707	718	1.56%
Months Supply of Inventory	13.86	13.92	0.41%	13.86	13.92	0.41%

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

Inventory on May 31, 2018 = 718

2017 2018



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