



# April 2018

Area Delimited by County Of Cherokee

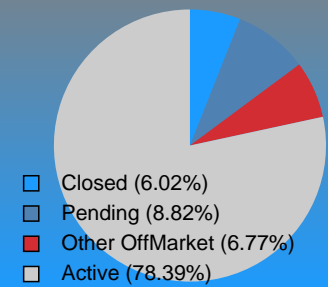


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	52	56	7.69%
Pending Listings	59	82	38.98%
New Listings	150	182	21.33%
Median List Price	99,500	99,999	0.50%
Median Sale Price	94,500	97,500	3.17%
Median Percent of List Price to Selling Price	94.13%	96.55%	2.58%
Median Days on Market to Sale	70.00	40.00	-42.86%
End of Month Inventory	704	729	3.55%
Months Supply of Inventory	14.44	14.29	-1.02%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of April 30, 2018 = **729**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **3.55%** to 729 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 **14.29** 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 **3.17%** in April 2018 to \$97,500 versus the previous year at \$94,500.

#### Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 30.00 days or **42.86%** in April 2018 compared to last year's same month at **70.00** DOM.

#### Sales Success for April 2018 is Positive

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

There were 182 New Listings in April 2018, up **21.33%** from last year at 150. Furthermore, there were 56 Closed Listings this month versus last year at 52, a **7.69%** increase.

Closed versus Listed trends yielded a **30.8%** ratio, down from previous year's, April 2017, at **34.7%**, a **11.24%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

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



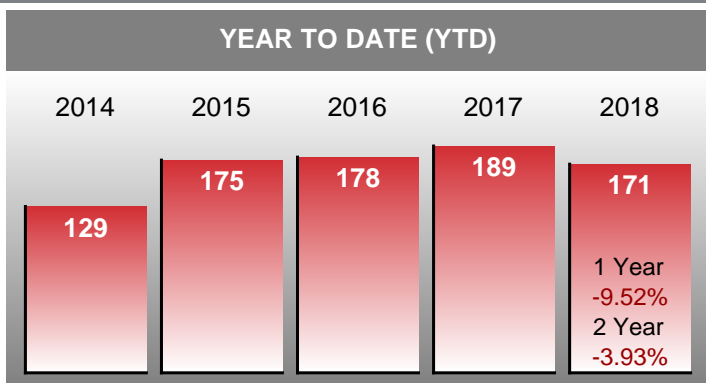
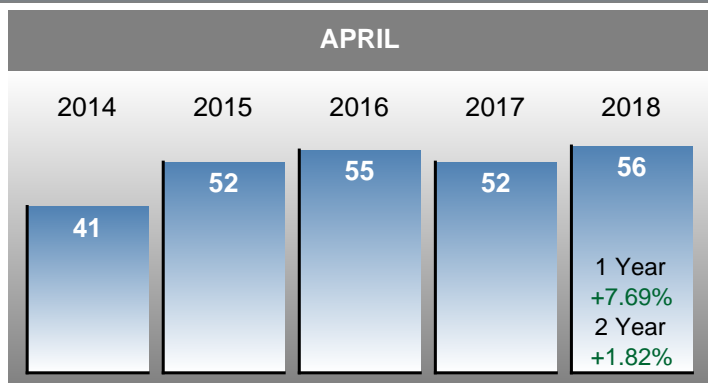
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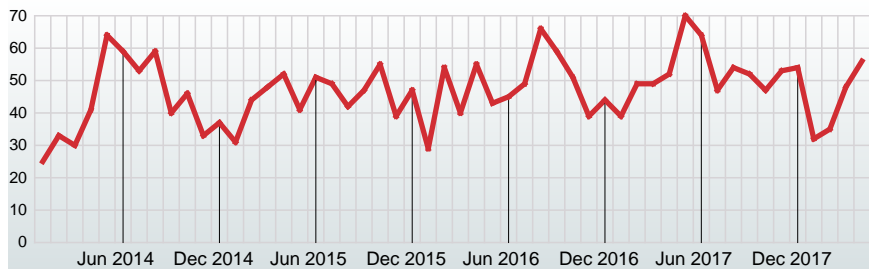


## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 51

3 MONTHS

**High**  
May 2017 = 70

**Low**  
Jan 2014 = 25

Closed Listings this month at **56**, above the 5 yr APR average of **51**

**FEB**  
35

**MAR**  
48  
37.14%

**APR**  
56  
16.67%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	8	14.29%	115.0	7	1	0	0
\$30,001 - \$60,000	13	23.21%	52.0	10	3	0	0
\$60,001 - \$150,000	16	28.57%	24.5	4	10	2	0
\$150,001 - \$180,000	4	7.14%	33.0	0	3	1	0
\$180,001 - \$230,000	7	12.50%	17.0	0	3	4	0
\$230,001 and up	8	14.29%	80.5	0	3	4	1
<b>Total Closed Units</b>	<b>56</b>			<b>21</b>	<b>23</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,728,670</b>	<b>100%</b>	<b>40.0</b>	<b>868.10K</b>	<b>3.07M</b>	<b>2.46M</b>	<b>325.00K</b>
<b>Median Closed Price</b>	<b>\$97,500</b>			<b>\$37,000</b>	<b>\$139,900</b>	<b>\$214,000</b>	<b>\$325,000</b>

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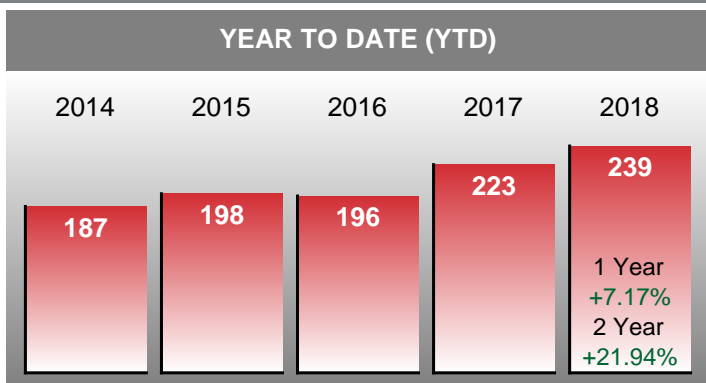
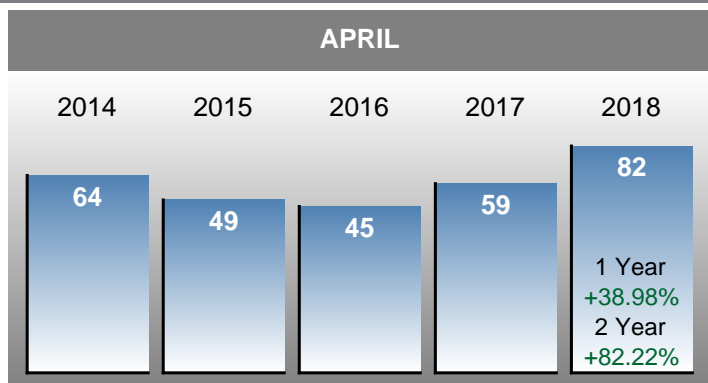
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## PENDING LISTINGS

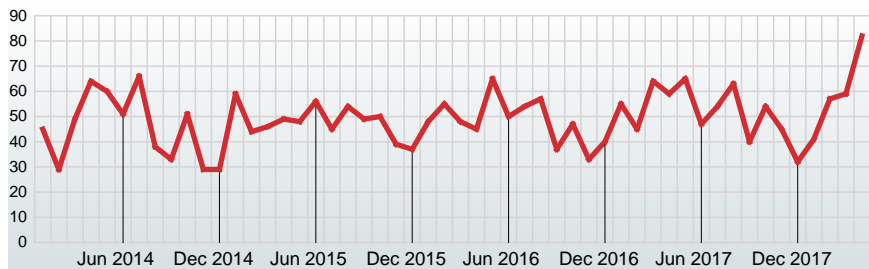
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 60

3 MONTHS



**High**  
Apr 2018 = 82  
**Low**  
Dec 2014 = 29  
*Pending Listings*  
this month at **82**,  
above the 5 yr APR  
average of **60**

FEB	57
MAR	59
APR	<b>82</b>
3.51%	
38.98%	

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.76%	45.5	7	1	0	0
\$30,001 - \$40,000	5	6.10%	26.0	4	1	0	0
\$40,001 - \$70,000	13	15.85%	52.0	8	4	1	0
\$70,001 - \$130,000	26	31.71%	13.5	10	9	6	1
\$130,001 - \$160,000	9	10.98%	19.0	2	4	2	1
\$160,001 - \$190,000	11	13.41%	98.0	0	10	1	0
\$190,001 and up	10	12.20%	49.0	1	5	3	1
<b>Total Pending Units</b>	<b>82</b>			<b>32</b>	<b>34</b>	<b>13</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>9,556,850</b>	<b>100%</b>	<b>29.5</b>	<b>2.20M</b>	<b>4.68M</b>	<b>1.99M</b>	<b>678.90K</b>
<b>Median Listing Price</b>	<b>\$101,000</b>			<b>\$49,950</b>	<b>\$139,900</b>	<b>\$128,500</b>	<b>\$139,000</b>

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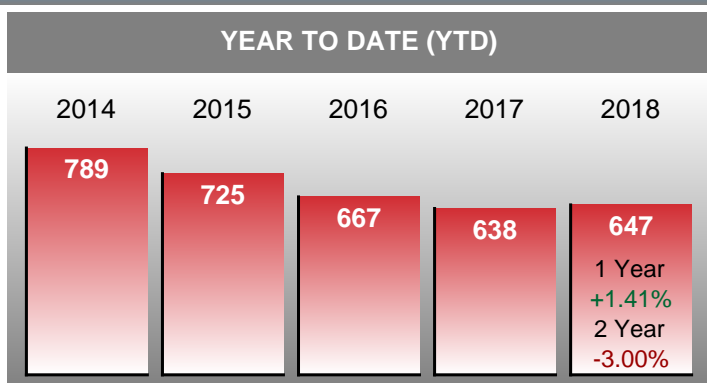
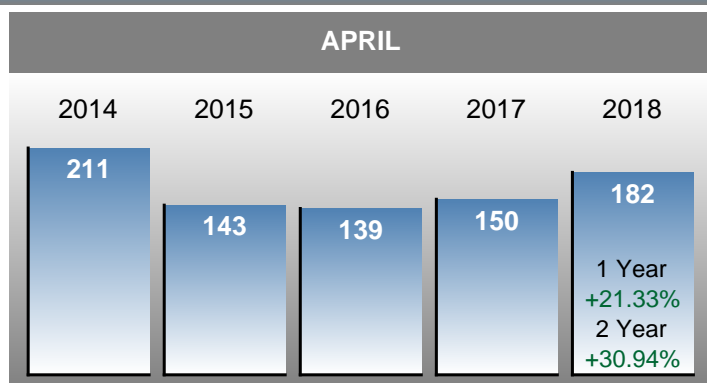
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## NEW LISTINGS

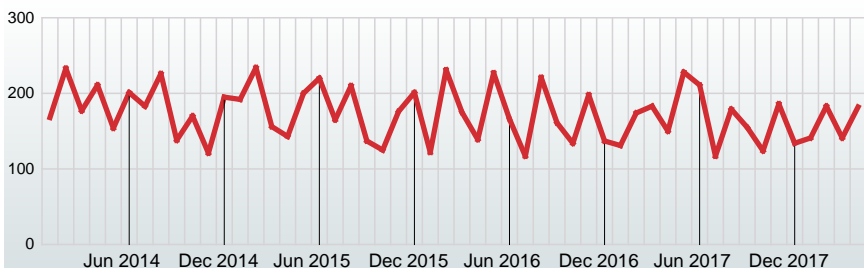
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 165

3 MONTHS



**High**  
Feb 2015 = 234  
**Low**  
Jul 2017 = 117  
*New Listings*  
this month at **182**,  
above the 5 yr APR  
average of **165**

FEB	183
MAR	141
APR	182
<b>-22.95%</b>	
<b>29.08%</b>	

### 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	3	1.65%	3	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$40,000	66	36.26%	61	4	0	1
\$40,001 - \$110,000	43	23.63%	27	10	5	1
\$110,001 - \$170,000	29	15.93%	10	14	5	0
\$170,001 - \$290,000	22	12.09%	6	8	6	2
\$290,001 and up	19	10.44%	6	4	8	1
<b>Total New Listed Units</b>	<b>182</b>		<b>113</b>	<b>40</b>	<b>24</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>25,490,400</b>	<b>100%</b>	<b>8.83M</b>	<b>9.09M</b>	<b>6.70M</b>	<b>875.70K</b>
<b>Median New Listed Listing Price</b>	<b>\$75,000</b>		<b>\$29,000</b>	<b>\$123,000</b>	<b>\$209,950</b>	<b>\$209,900</b>

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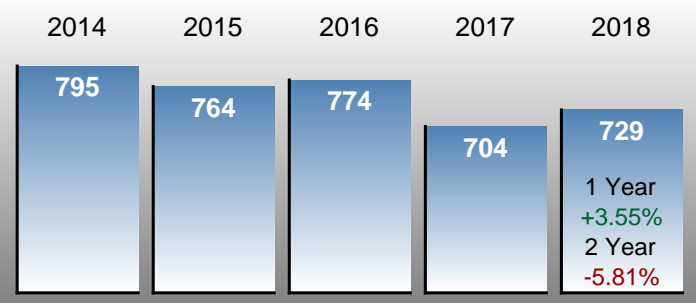
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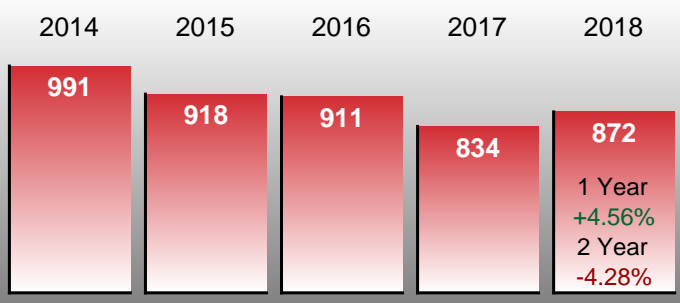
## ACTIVE INVENTORY

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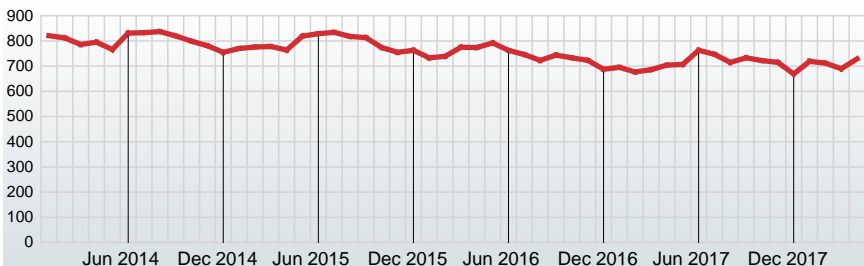
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 753

3 MONTHS

**High**  
Aug 2014 = 837  
**Low**  
Dec 2017 = 669  
*Inventory*  
this month at **729**,  
below the 5 yr APR  
average of **753**

**FEB** 712  
**MAR** 690  
**APR** 729  
-3.09%  
5.65%

### 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	19	2.61%	143.0	19	0	0	0
\$10,001 - \$10,000	0	0.00%	143.0	0	0	0	0
\$10,001 - \$30,000	230	31.55%	80.0	225	4	0	1
\$30,001 - \$80,000	194	26.61%	110.5	169	23	1	1
\$80,001 - \$160,000	119	16.32%	67.0	50	52	14	3
\$160,001 - \$300,000	94	12.89%	68.5	22	45	24	3
\$300,001 and up	73	10.01%	80.0	31	17	19	6
<b>Total Active Inventory by Units</b>	<b>729</b>			<b>516</b>	<b>141</b>	<b>58</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>96,921,529</b>	<b>100%</b>	<b>80.0</b>	<b>48.04M</b>	<b>27.47M</b>	<b>17.78M</b>	<b>3.63M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$65,000</b>			<b>\$37,500</b>	<b>\$141,500</b>	<b>\$242,450</b>	<b>\$242,700</b>

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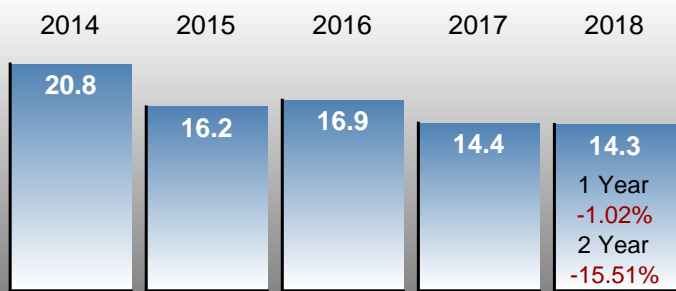
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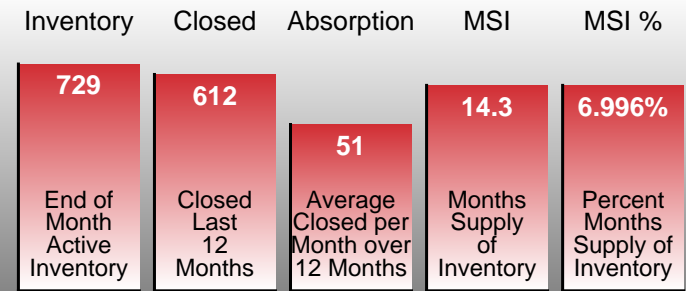
## MONTHS SUPPLY of INVENTORY (MSI)

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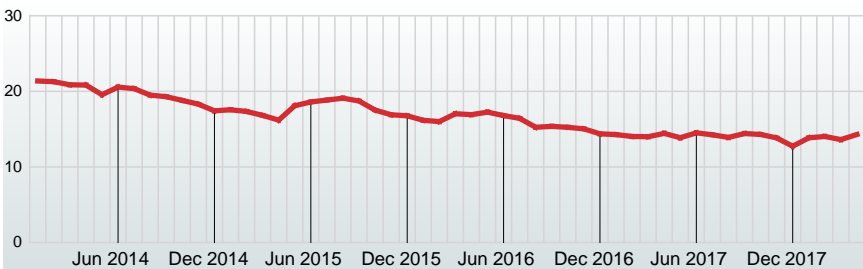
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



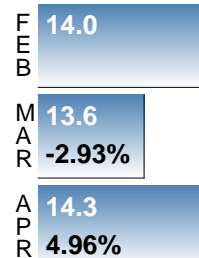
### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 16.5

3 MONTHS

**High**  
Jan 2014 = 21.4  
**Low**  
Dec 2017 = 12.7  
*Months Supply*  
this month at **14.3**,  
below the 5 yr APR  
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	19	2.61%	12.0	12.0	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 - \$30,000	230	31.55%	40.0	47.4	6.0	0.0	0.0
\$30,001 - \$80,000	194	26.61%	14.9	22.5	4.9	1.2	0.0
\$80,001 - \$160,000	119	16.32%	7.2	13.6	4.9	6.2	0.0
\$160,001 - \$300,000	94	12.89%	8.1	22.0	6.4	7.8	6.0
\$300,001 and up	73	10.01%	28.3	62.0	34.0	19.0	10.3
Market Supply of Inventory (MSI)	14.3	100%	14.3	27.2	6.0	7.7	12.9
Total Active Inventory by Units	729			516	141	58	14

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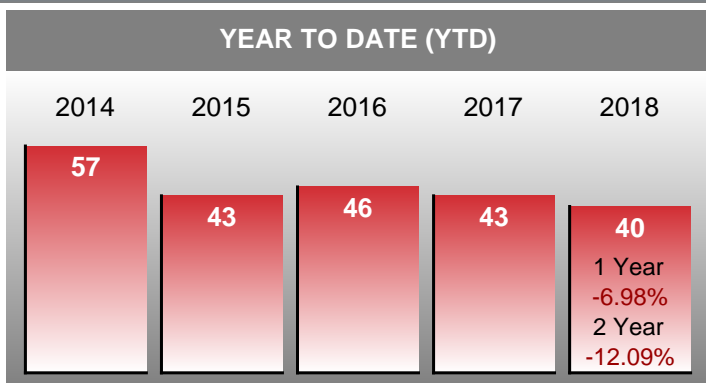
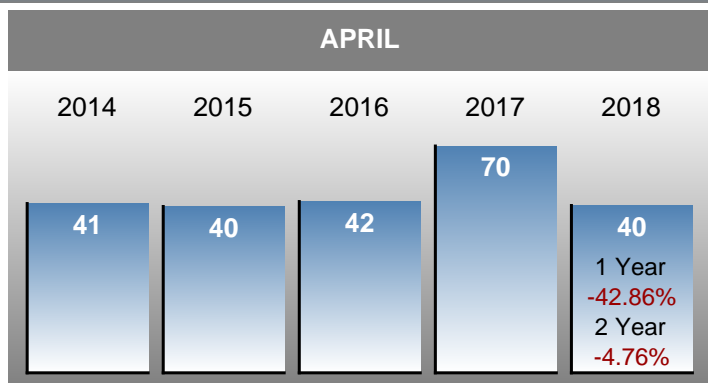
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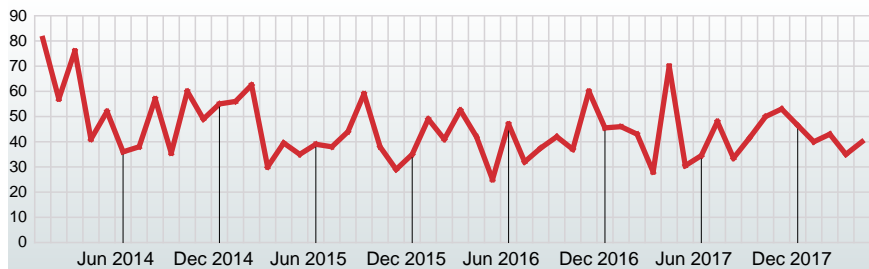
## MEDIAN DAYS ON MARKET TO SALE

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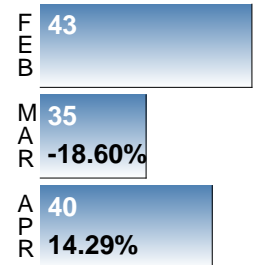


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr APR AVG = 47**      **3 MONTHS**



**High**  
Jan 2014 = 81  
**Low**  
May 2016 = 25  
*Median Days on Market*  
this month at **40**,  
below the 5 yr APR  
average of **47**



### 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
\$10,000 and less	0	0.00%	80.0	0.0	0.0	0.0	0.0
\$10,001 \$30,000	8	14.29%	115.0	140.0	8.0	0.0	0.0
\$30,001 \$60,000	13	23.21%	52.0	54.0	24.0	0.0	0.0
\$60,001 \$150,000	16	28.57%	24.5	27.0	22.0	25.0	0.0
\$150,001 \$180,000	4	7.14%	33.0	0.0	56.0	6.0	0.0
\$180,001 \$230,000	7	12.50%	17.0	0.0	17.0	58.5	0.0
\$230,001 and up	8	14.29%	80.5	0.0	44.0	80.5	173.0
<b>Median Closed DOM</b>	<b>40.0</b>			<b>56.0</b>	<b>24.0</b>	<b>43.0</b>	<b>173.0</b>
<b>Total Closed Units</b>	<b>56</b>	<b>100%</b>	<b>40.0</b>	<b>21</b>	<b>23</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,728,670</b>			<b>868.10K</b>	<b>3.07M</b>	<b>2.46M</b>	<b>325.00K</b>

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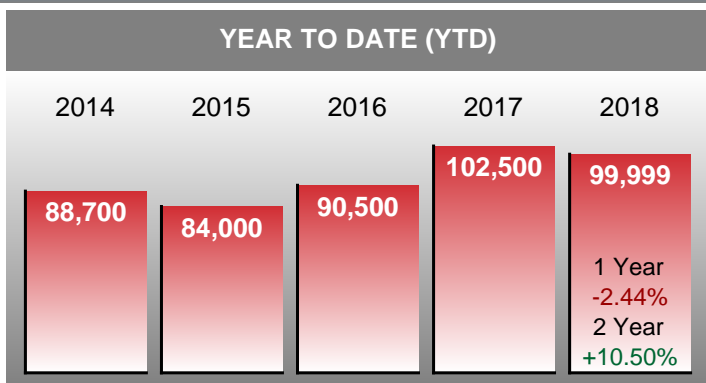
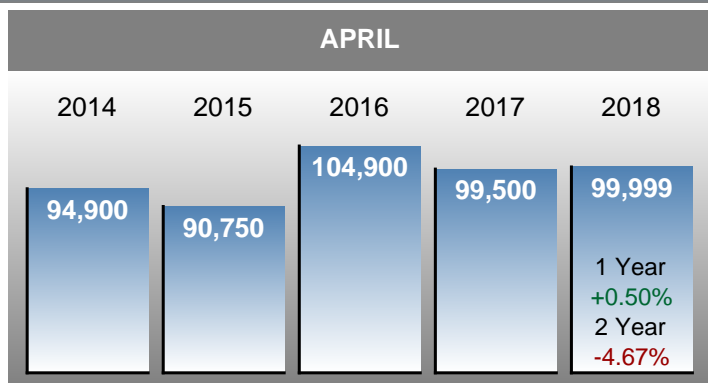
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## MEDIAN LIST PRICE AT CLOSING

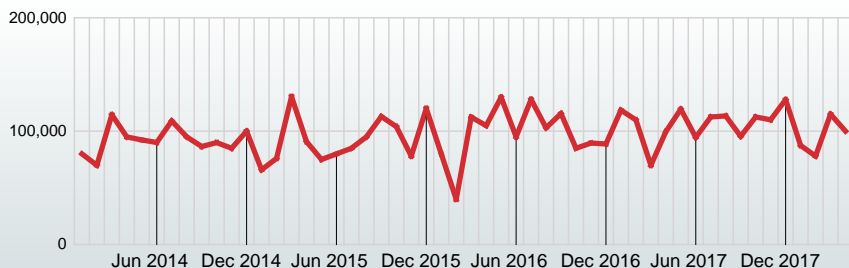
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 98,010

3 MONTHS



**High**  
Mar 2015 = 130,450  
**Low**  
Feb 2016 = 39,900  
*Median List Price*  
this month at **99,999**,  
above the 5 yr APR  
average of **98,010**

FEB	78,000
MAR	114,950
APR	47.37%
APR	99,999
APR	-13.01%

### 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
\$10,000 and less	0	0.00%	81	0	0	0	0
\$10,001 - \$30,000	7	12.50%	17,900	16,625	17,900	0	0
\$30,001 - \$60,000	14	25.00%	43,750	41,500	55,000	0	0
\$60,001 - \$150,000	14	25.00%	99,999	89,250	99,999	134,900	0
\$150,001 - \$180,000	5	8.93%	168,000	0	167,315	168,000	0
\$180,001 - \$230,000	7	12.50%	199,500	0	195,000	202,200	0
\$230,001 and up	9	16.07%	245,000	0	250,000	244,900	339,900
Median List Price	99,999			40,000	139,900	221,500	339,900
Total Closed Units	56	100%	99,999	21	23	11	1
Total Closed Volume	7,023,155			954.95K	3.15M	2.58M	339.90K

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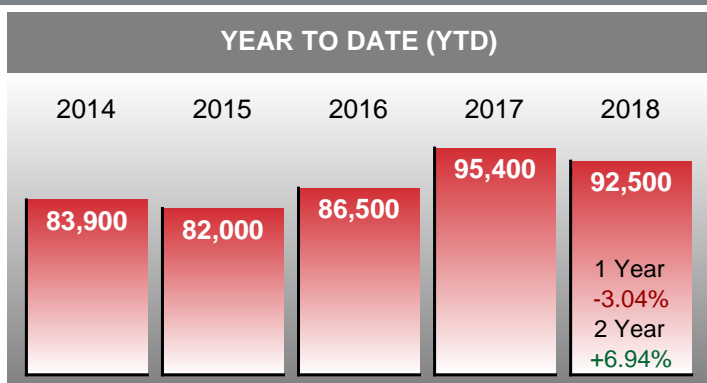
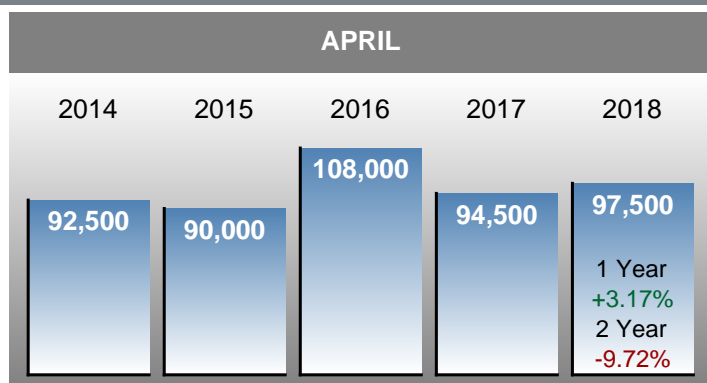
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## MEDIAN SOLD PRICE AT CLOSING

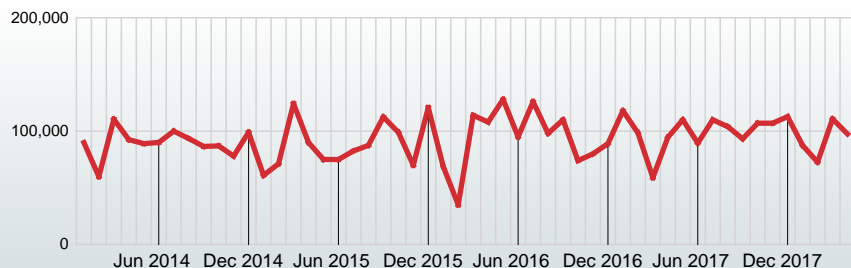
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 96,500

3 MONTHS



**High**  
 May 2016 = 128,000  
**Low**  
 Feb 2016 = 35,000  
*Median Sold Price*  
 this month at **97,500**,  
 above the 5 yr APR  
 average of **96,500**

FEB	72,700
MAR	110,750
APR	97,500
APR	-11.96%

### 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
\$10,000 and less	0	0.00%	245,000	0	0	0	0
\$10,001 - \$30,000	8	14.29%	14,750	15,000	12,750	0	0
\$30,001 - \$60,000	13	23.21%	41,500	38,400	47,251	0	0
\$60,001 - \$150,000	16	28.57%	100,750	77,500	100,750	138,741	0
\$150,001 - \$180,000	4	7.14%	165,450	0	163,900	175,000	0
\$180,001 - \$230,000	7	12.50%	199,000	0	189,960	206,500	0
\$230,001 and up	8	14.29%	241,000	0	242,000	236,000	325,000
Median Sold Price	97,500			37,000	139,900	214,000	325,000
Total Closed Units	56	100%	97,500	21	23	11	1
Total Closed Volume	6,728,670			868.10K	3.07M	2.46M	325.00K

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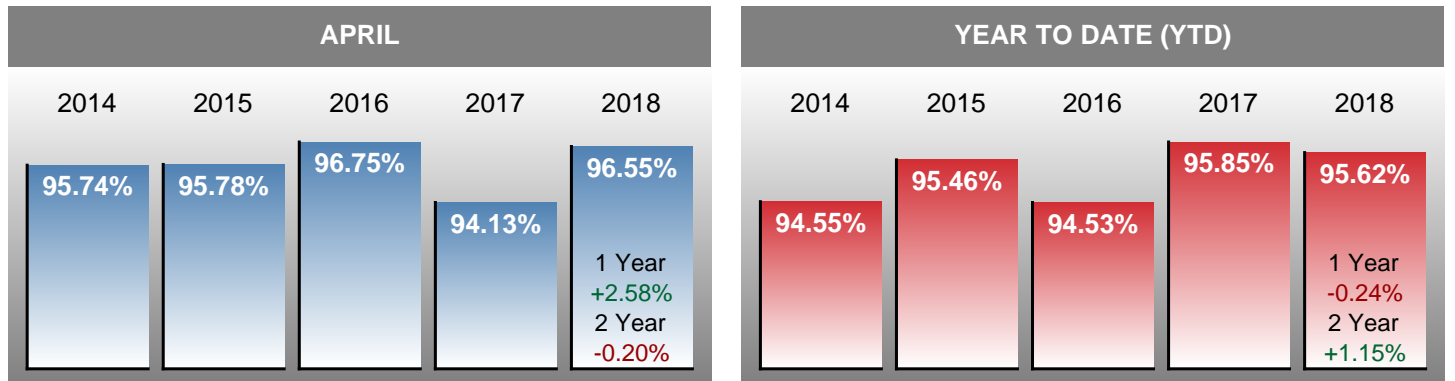
# April 2018

Area Delimited by County Of Cherokee

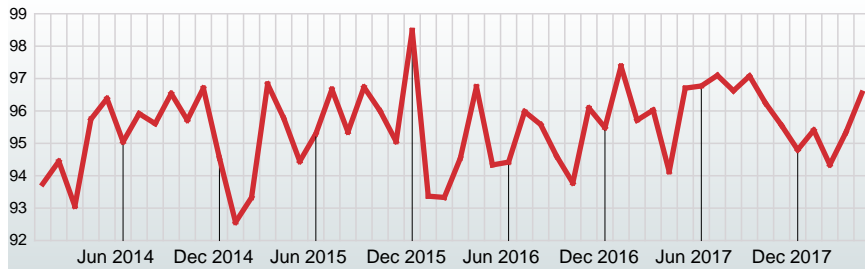


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 95.79%

3 MONTHS

**High**  
Dec 2015 = 98.48%

**Low**  
Jan 2015 = 92.56%

Median Sold/List Ratio  
this month at **96.55%**,  
above the 5 yr APR  
average of **95.79%**

FEB	94.34%
MAR	95.33%
APR	96.55%
MAY	1.05%
JUN	1.28%

### 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
\$10,000 and less	0	0.00%	1,000.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	8	14.29%	83.02%	85.71%	71.23%	0.00%	0.00%
\$30,001 - \$60,000	13	23.21%	94.50%	95.07%	94.50%	0.00%	0.00%
\$60,001 - \$150,000	16	28.57%	97.21%	92.15%	98.27%	91.89%	0.00%
\$150,001 - \$180,000	4	7.14%	94.53%	0.00%	95.48%	87.72%	0.00%
\$180,001 - \$230,000	7	12.50%	97.42%	0.00%	100.00%	96.87%	0.00%
\$230,001 and up	8	14.29%	96.61%	0.00%	96.49%	97.53%	95.62%
Median Sold/List Ratio		96.55%		92.41%	97.50%	96.61%	95.62%
Total Closed Units		56	100%	21	23	11	1
Total Closed Volume		6,728,670		868.10K	3.07M	2.46M	325.00K

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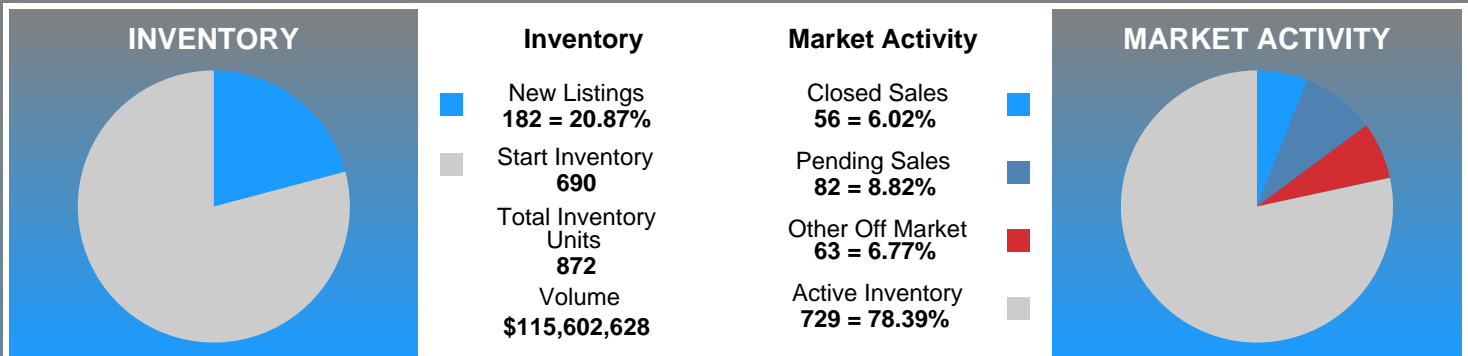
# April 2018

Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

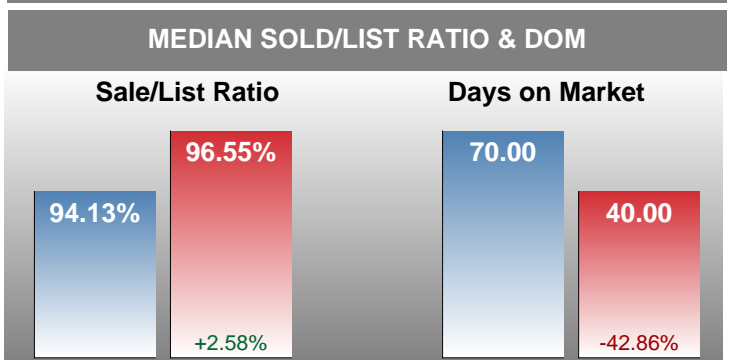
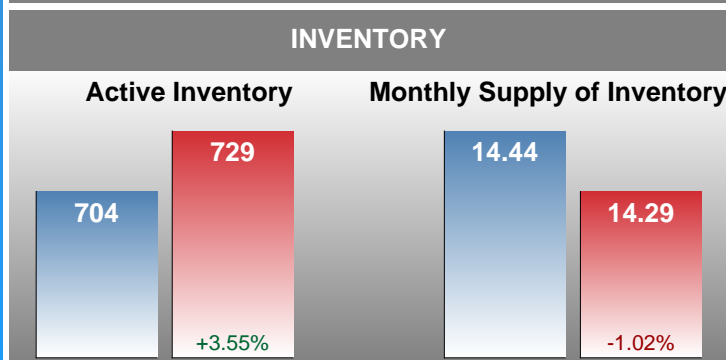
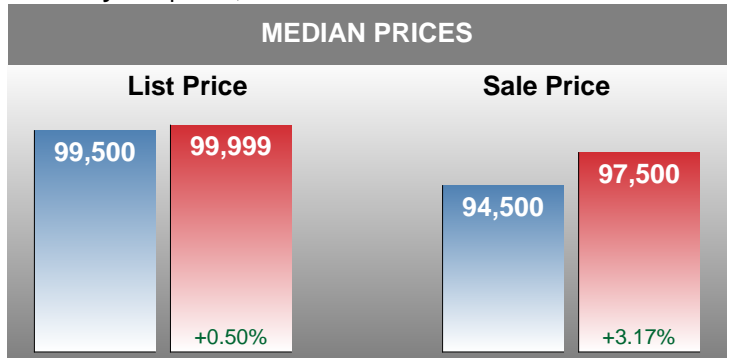
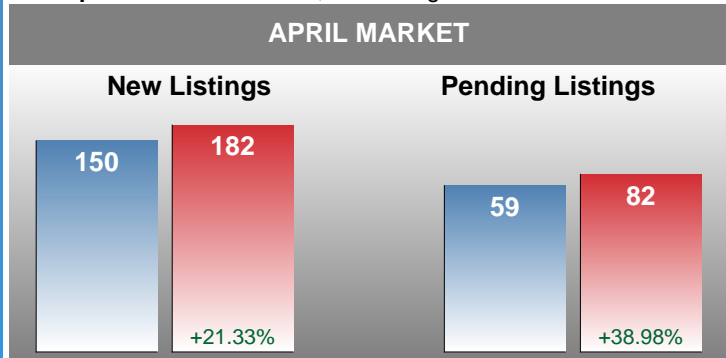


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	52	56	7.69%	189	171	-9.52%
Pending Sales	59	82	38.98%	223	239	7.17%
New Listings	150	182	21.33%	638	647	1.41%
Median List Price	99,500	99,999	0.50%	102,500	99,999	-2.44%
Median Sale Price	94,500	97,500	3.17%	95,400	92,500	-3.04%
Median Percent of Selling Price to List Price	94.13%	96.55%	2.58%	95.85%	95.62%	-0.24%
Median Days on Market to Sale	70.00	40.00	-42.86%	43.00	40.00	-6.98%
Monthly Inventory	704	729	3.55%	704	729	3.55%
Months Supply of Inventory	14.44	14.29	-1.02%	14.44	14.29	-1.02%

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

**Inventory** on April 30, 2018 = **729**

2017	2018
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