

May 2018

Area Delimited by County Of Cherokee

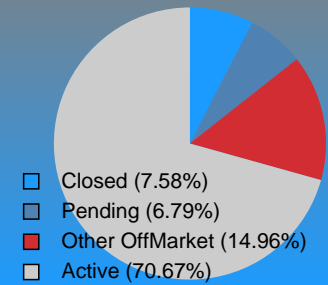


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	119,400	97,900	-18.01%
Median Sale Price	110,000	92,800	-15.64%
Median Percent of List Price to Selling Price	96.70%	95.63%	-1.11%
Median Days on Market to Sale	30.50	29.00	-4.92%
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.

## 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 **15.64%** in May 2018 to \$92,800 versus the previous year at \$110,000.

## Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 1.50 days or **4.92%** in May 2018 compared to last year's same month at **30.50** DOM.

## Sales Success for May 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

<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?

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

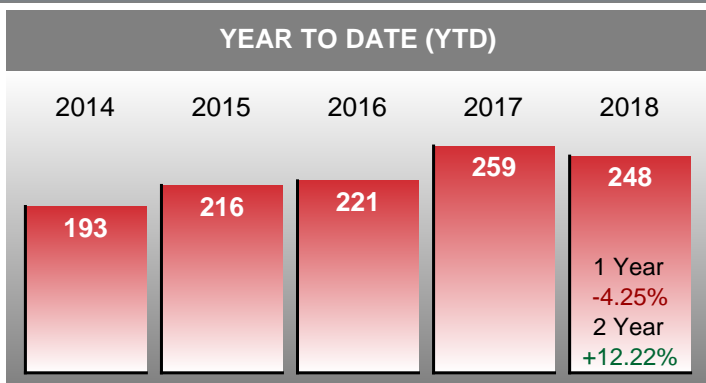
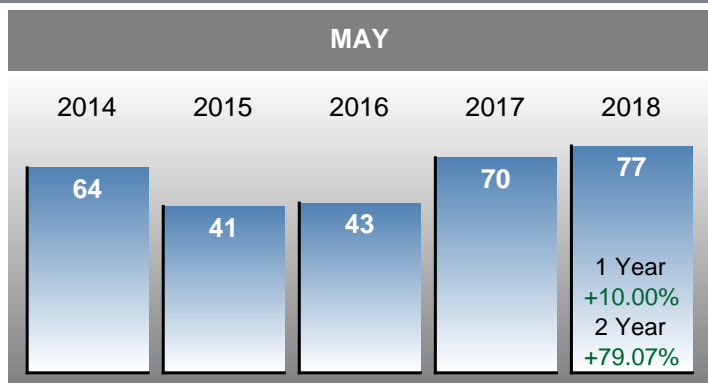
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## CLOSED LISTINGS

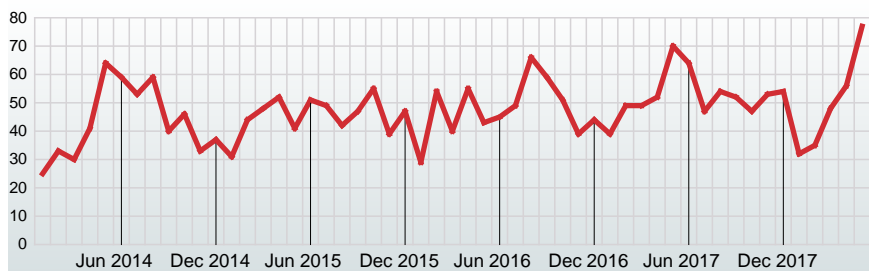
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>16.67%</b>	
MAY	77
<b>37.50%</b>	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.79%	77.0	5	1	0	0
\$20,001 - \$40,000	10	12.99%	17.0	7	3	0	0
\$40,001 - \$70,000	12	15.58%	13.0	5	5	2	0
\$70,001 - \$110,000	18	23.38%	25.0	7	9	2	0
\$110,001 - \$140,000	12	15.58%	15.0	2	9	0	1
\$140,001 - \$180,000	11	14.29%	83.0	0	9	2	0
\$180,001 and up	8	10.39%	103.0	1	3	3	1
<b>Total Closed Units</b>	<b>77</b>			<b>27</b>	<b>39</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,223,930</b>	<b>100%</b>	<b>29.0</b>	<b>1.56M</b>	<b>4.43M</b>	<b>1.68M</b>	<b>551.25K</b>
<b>Median Closed Price</b>	<b>\$92,800</b>			<b>\$43,300</b>	<b>\$115,000</b>	<b>\$153,000</b>	<b>\$275,625</b>

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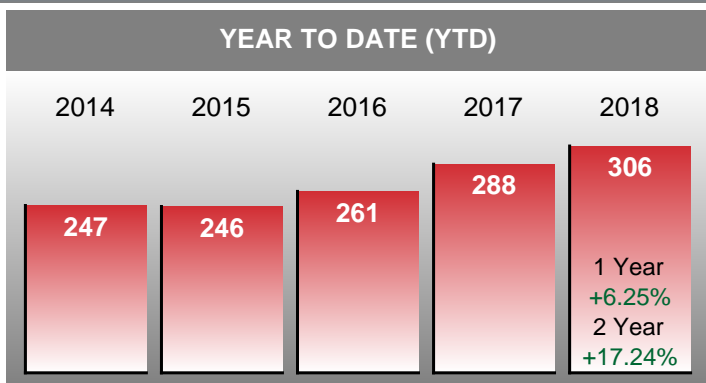
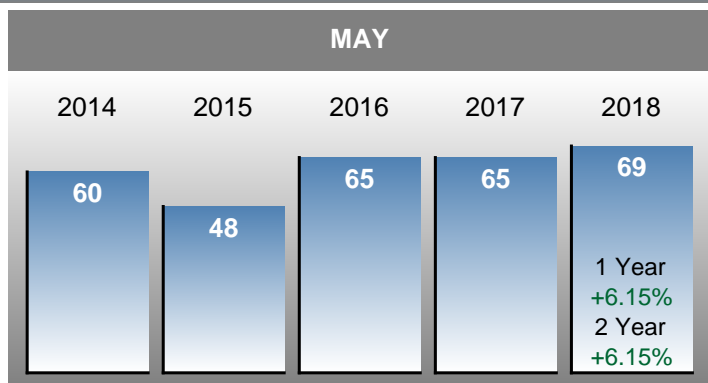
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## PENDING LISTINGS

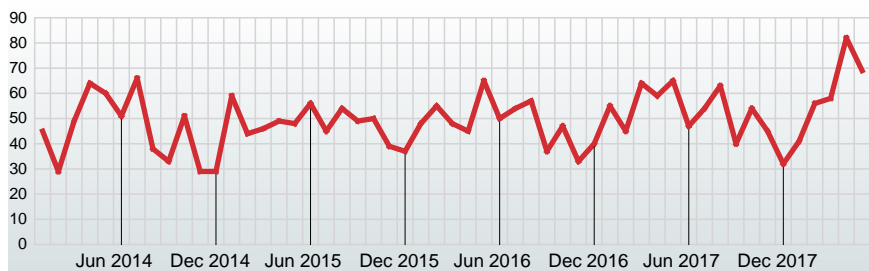
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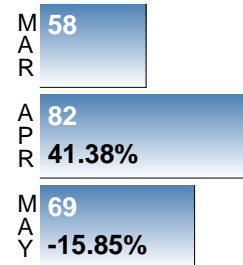
### 5 YEAR MARKET ACTIVITY TRENDS

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**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	7.0	7	1	0	1
\$40,001 - \$60,000	12	17.39%	20.5	5	6	1	0
\$60,001 - \$110,000	17	24.64%	47.0	9	8	0	0
\$110,001 - \$160,000	12	17.39%	46.5	1	9	2	0
\$160,001 - \$240,000	10	14.49%	42.0	1	5	3	1
\$240,001 and up	7	10.14%	106.0	1	1	5	0
<b>Total Pending Units</b>	<b>69</b>			<b>26</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,869,129</b>	<b>100%</b>	<b>37.0</b>	<b>1.69M</b>	<b>3.37M</b>	<b>2.53M</b>	<b>275.80K</b>
<b>Median Listing Price</b>	<b>\$94,900</b>			<b>\$59,750</b>	<b>\$111,650</b>	<b>\$185,000</b>	<b>\$137,900</b>

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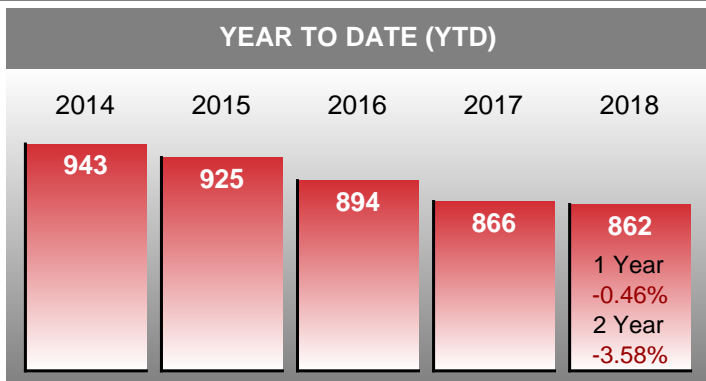
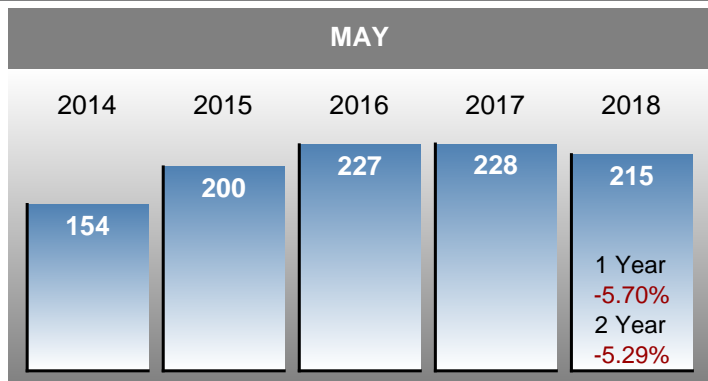
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## NEW LISTINGS

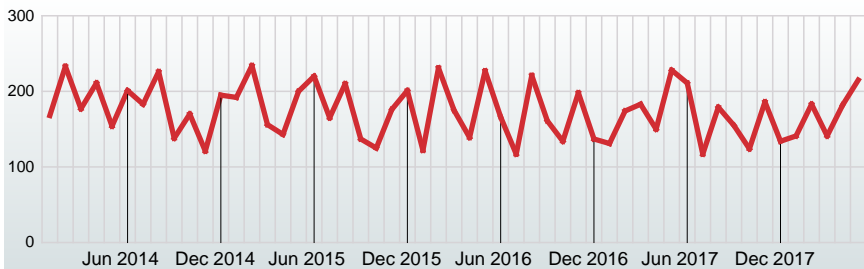
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### 5 YEAR MARKET ACTIVITY TRENDS

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**

MAR	141
APR	182
MAY	215
<b>29.08%</b>	
<b>18.13%</b>	

### 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
<b>Total New Listed Units</b>	<b>215</b>		<b>136</b>	<b>56</b>	<b>19</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>30,379,602</b>	<b>100%</b>	<b>11.96M</b>	<b>8.81M</b>	<b>8.37M</b>	<b>1.24M</b>
<b>Median New Listed Listing Price</b>	<b>\$75,000</b>		<b>\$65,000</b>	<b>\$146,400</b>	<b>\$249,500</b>	<b>\$299,950</b>

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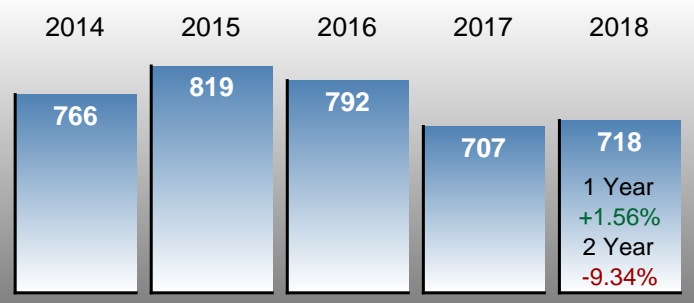
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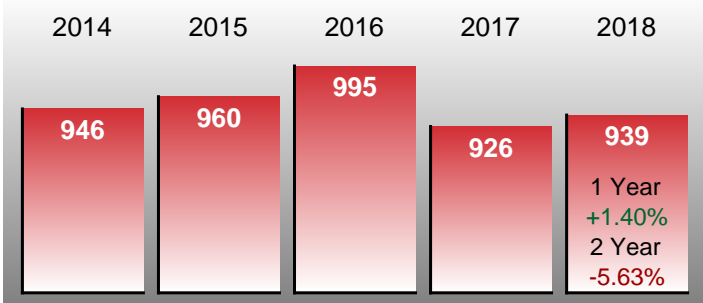
## ACTIVE INVENTORY

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### END OF MAY



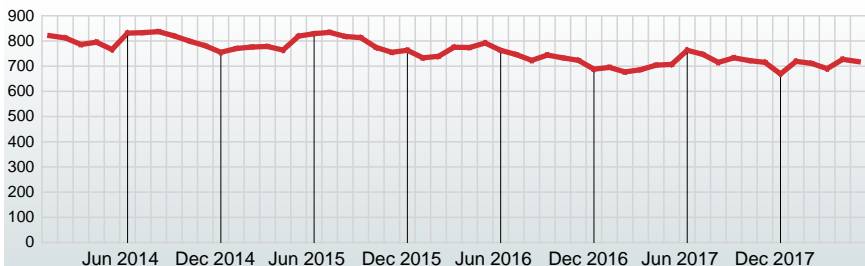
### ACTIVE DURING MAY



### 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  
MAY 718  
5.36%  
-1.24%

### 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	14	1.95%	63.0	14	0	0	0
\$10,001 - \$10,000	0	0.00%	63.0	0	0	0	0
\$10,001 - \$40,000	251	34.96%	100.0	240	10	0	1
\$40,001 - \$90,000	174	24.23%	31.0	147	23	3	1
\$90,001 - \$170,000	111	15.46%	63.0	46	49	14	2
\$170,001 - \$320,000	93	12.95%	58.0	21	43	24	5
\$320,001 and up	75	10.45%	87.0	34	16	18	7
<b>Total Active Inventory by Units</b>	<b>718</b>			<b>502</b>	<b>141</b>	<b>59</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>102,281,249</b>	<b>100%</b>	<b>73.0</b>	<b>48.86M</b>	<b>27.76M</b>	<b>21.13M</b>	<b>4.54M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$67,200</b>			<b>\$39,900</b>	<b>\$148,900</b>	<b>\$252,000</b>	<b>\$287,450</b>

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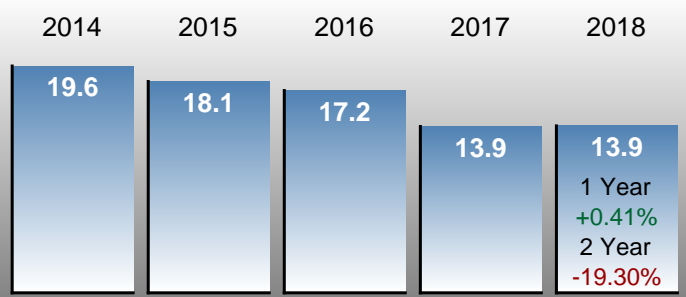
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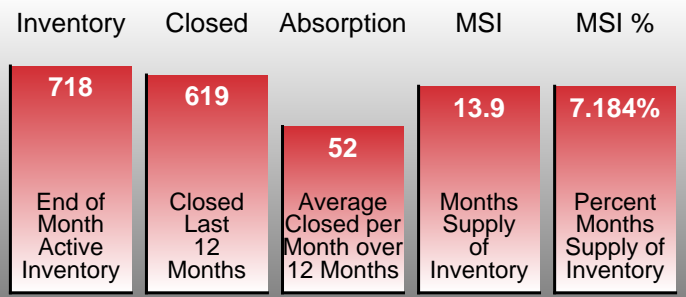
## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR MAY

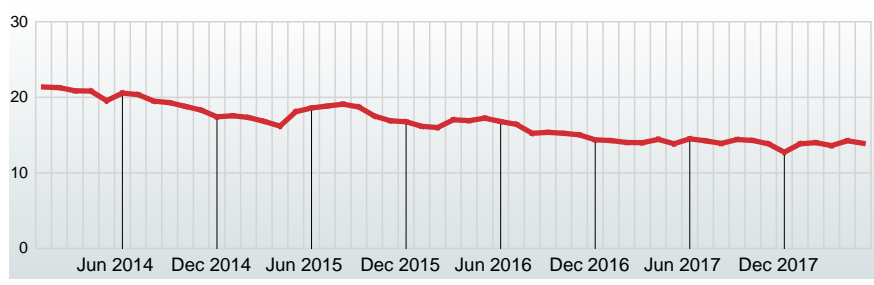


### INDICATORS FOR MAY 2018



### 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**

MAR 13.6  
APR 14.3  
MAY 13.9  
-2.35%

### 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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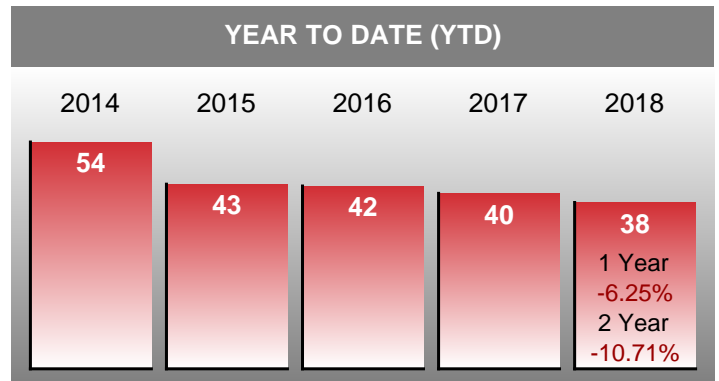
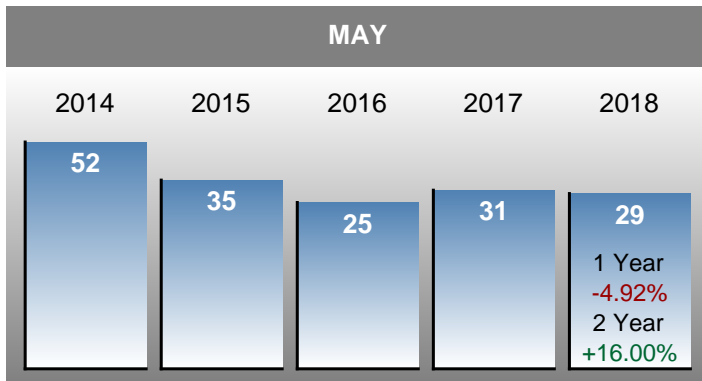
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## MEDIAN DAYS ON MARKET TO SALE

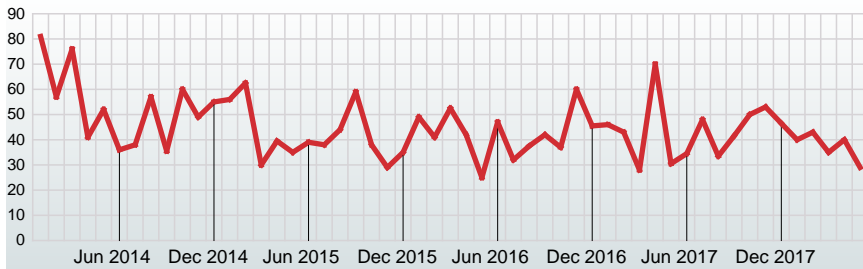
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 34

3 MONTHS



#### High

Jan 2014 = 81

#### Low

May 2016 = 25

Median Days on Market this month at **29**, below the 5 yr MAY average of **34**

MAR	35
APR	40
MAY	29

14.29%  
-27.50%

### 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
\$20,000 and less	6	7.79%	77.0	55.0	99.0	0.0	0.0
\$20,001 - \$40,000	10	12.99%	17.0	10.0	54.0	0.0	0.0
\$40,001 - \$70,000	12	15.58%	13.0	17.0	11.0	6.5	0.0
\$70,001 - \$110,000	18	23.38%	25.0	89.0	18.0	14.0	0.0
\$110,001 - \$140,000	12	15.58%	15.0	33.0	11.0	0.0	19.0
\$140,001 - \$180,000	11	14.29%	83.0	0.0	58.0	111.0	0.0
\$180,001 and up	8	10.39%	103.0	155.0	83.0	86.0	161.0
<b>Median Closed DOM</b>			29.0	55.0	29.0	23.0	90.0
<b>Total Closed Units</b>		100%	29.0	27	39	9	2
<b>Total Closed Volume</b>			8,223,930	1.56M	4.43M	1.68M	551.25K

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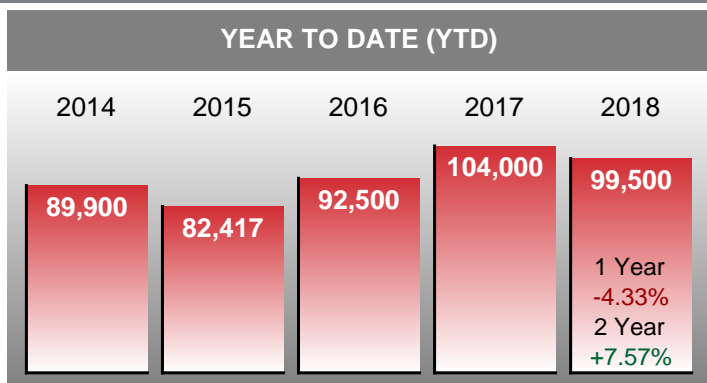
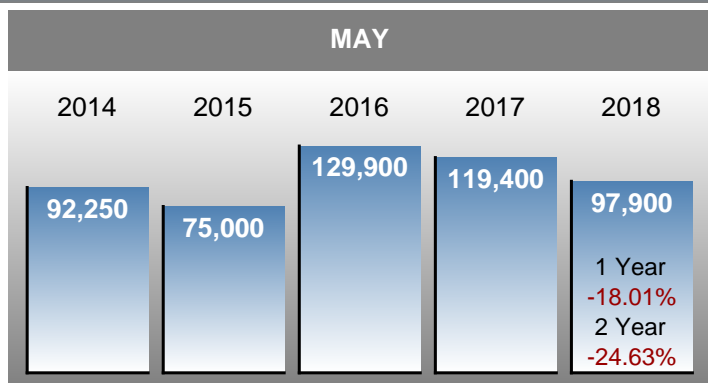
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## MEDIAN LIST PRICE AT CLOSING

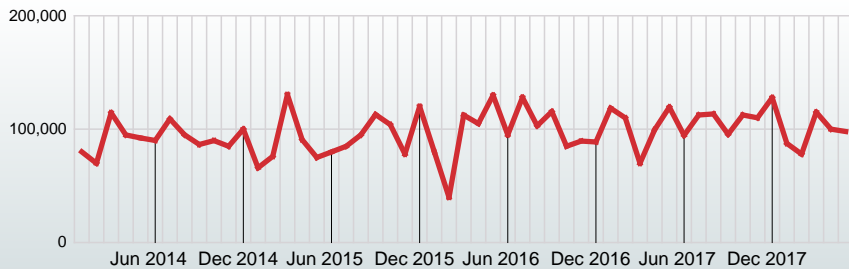
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 102,890

### 3 MONTHS



**High**  
Mar 2015 = 130,450  
**Low**  
Feb 2016 = 39,900  
*Median List Price*  
this month at **97,900**,  
below the 5 yr MAY  
average of **102,890**

MAR	114,950
APR	99,999
MAY	97,900
-13.01%	
-2.10%	

### 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
\$20,000 and less	5	6.49%	7,000	7,000	20,000	0	0
\$20,001 \$40,000	8	10.39%	29,950	29,500	33,450	0	0
\$40,001 \$70,000	13	16.88%	49,900	49,900	55,500	42,400	0
\$70,001 \$110,000	16	20.78%	86,820	86,320	93,250	80,250	0
\$110,001 \$140,000	12	15.58%	129,950	125,000	134,900	112,500	139,000
\$140,001 \$180,000	11	14.29%	159,000	154,900	155,950	169,450	0
\$180,001 and up	12	15.58%	210,750	227,000	196,950	399,000	439,900
<b>Median List Price</b>			97,900	49,900	123,000	159,900	289,450
<b>Total Closed Units</b>	77	100%	97,900	27	39	9	2
<b>Total Closed Volume</b>	8,875,390			1.85M	4.71M	1.74M	578.90K

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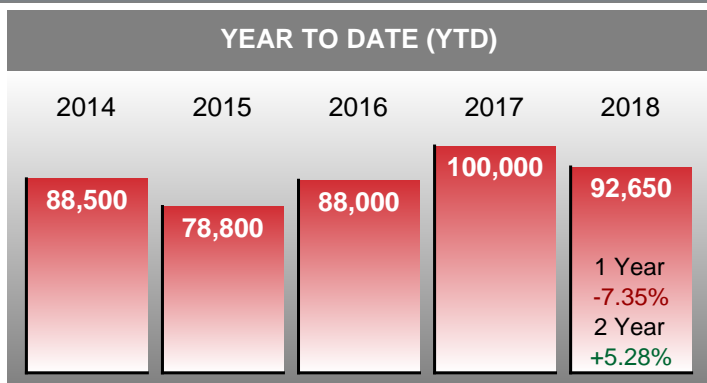
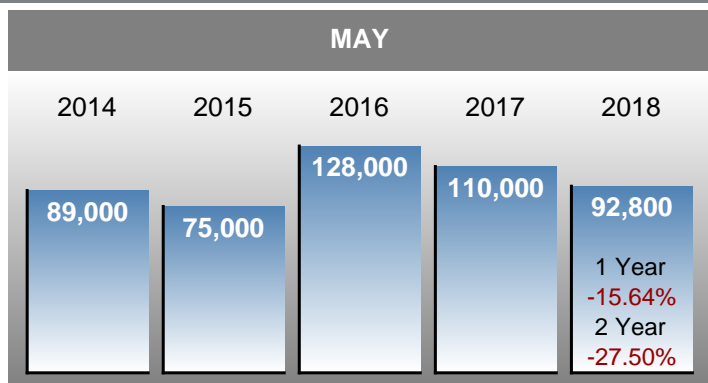
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## MEDIAN SOLD PRICE AT CLOSING

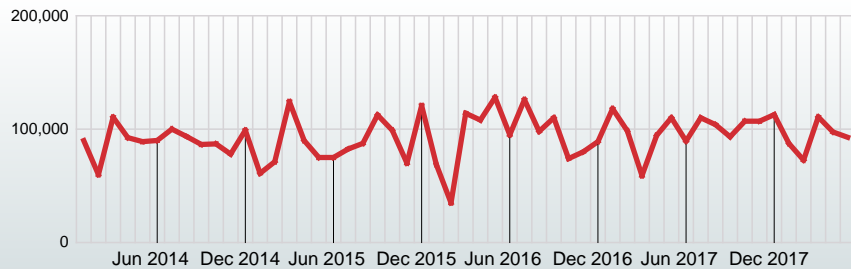
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 98,960

3 MONTHS



**High**  
 May 2016 = 128,000  
**Low**  
 Feb 2016 = 35,000  
 Median Sold Price  
 this month at **92,800**,  
 below the 5 yr MAY  
 average of **98,960**

**MAY**  
 110,750  
**APR**  
 97,500  
**-11.96%**  
**MAY**  
 92,800  
**-4.82%**

### 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
\$20,000 and less	6	7.79%	10,125	6,500	15,000	0	0
\$20,001 - \$40,000	10	12.99%	31,250	29,500	36,000	0	0
\$40,001 - \$70,000	12	15.58%	57,250	45,000	64,000	63,000	0
\$70,001 - \$110,000	18	23.38%	88,000	75,500	97,000	90,250	0
\$110,001 - \$140,000	12	15.58%	125,203	125,203	129,000	0	125,000
\$140,001 - \$180,000	11	14.29%	154,900	0	154,900	155,000	0
\$180,001 and up	8	10.39%	262,500	242,500	189,900	390,000	426,250
<b>Median Sold Price</b>			<b>92,800</b>	<b>43,300</b>	<b>115,000</b>	<b>153,000</b>	<b>275,625</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>92,800</b>	<b>27</b>	<b>39</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>8,223,930</b>	<b>1.56M</b>	<b>4.43M</b>	<b>1.68M</b>	<b>551.25K</b>

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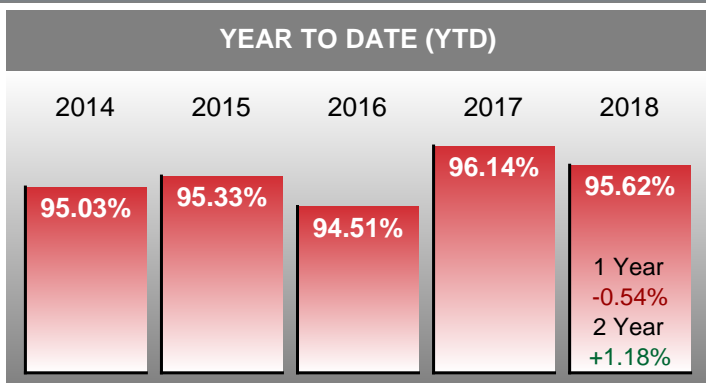
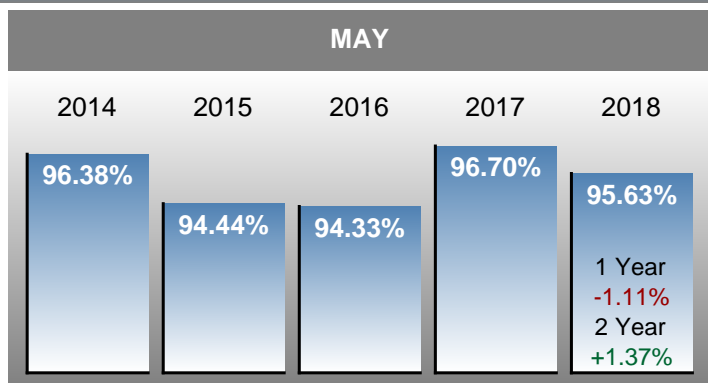
# May 2018

Area Delimited by County Of Cherokee



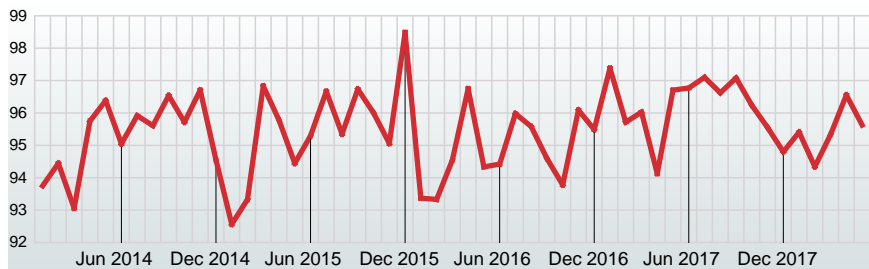
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 95.50%      3 MONTHS



**High**  
Dec 2015 = 98.48%

**Low**  
Jan 2015 = 92.56%

*Median Sold/List Ratio*  
this month at **95.63%**,  
above the 5 yr MAY  
average of **95.50%**

MAY	95.33%
APR	96.55%
MAR	1.28%
MAY	95.63%
MAY	-0.96%

### 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
\$20,000 and less	6	7.79%	78.57%	78.57%	50.17%	0.00%	0.00%
\$20,001 \$40,000	10	12.99%	93.90%	89.66%	97.30%	0.00%	0.00%
\$40,001 \$70,000	12	15.58%	93.09%	91.30%	100.00%	115.65%	0.00%
\$70,001 \$110,000	18	23.38%	97.08%	95.51%	100.00%	91.03%	0.00%
\$110,001 \$140,000	12	15.58%	95.58%	81.35%	95.63%	0.00%	89.93%
\$140,001 \$180,000	11	14.29%	96.87%	0.00%	96.87%	91.83%	0.00%
\$180,001 and up	8	10.39%	97.60%	95.47%	99.64%	97.74%	96.90%
Median Sold/List Ratio		95.63%		93.24%	98.53%	97.45%	93.41%
Total Closed Units	77	100%	95.63%	27	39	9	2
Total Closed Volume	8,223,930			1.56M	4.43M	1.68M	551.25K

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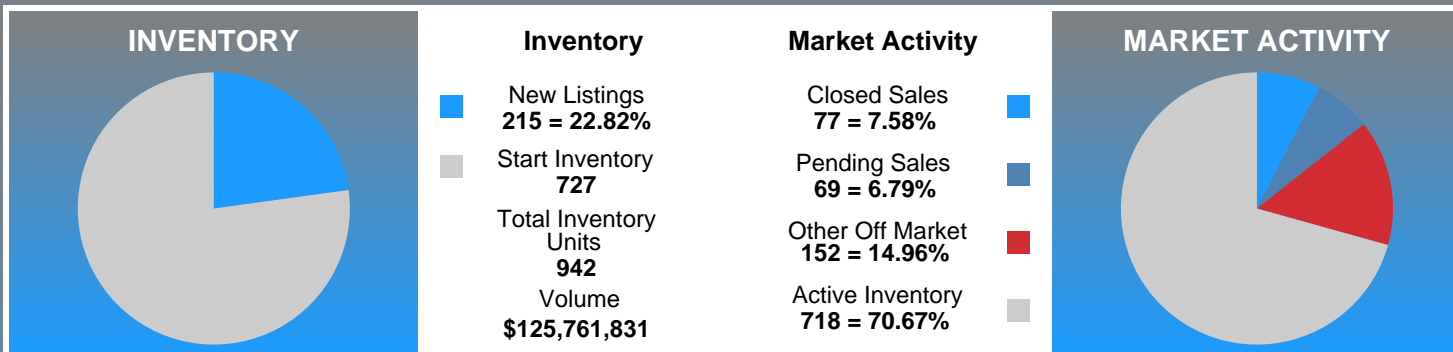
# May 2018

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## MARKET SUMMARY

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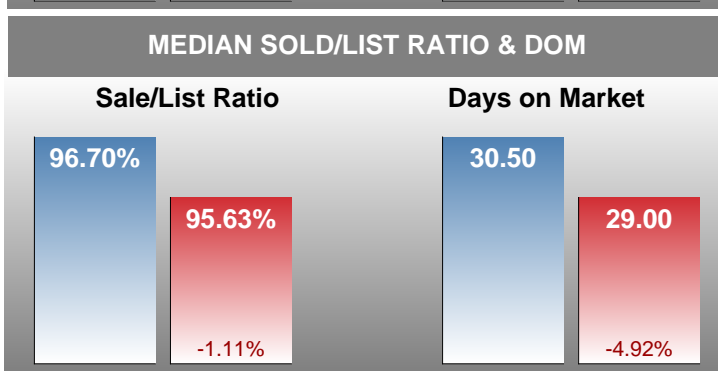
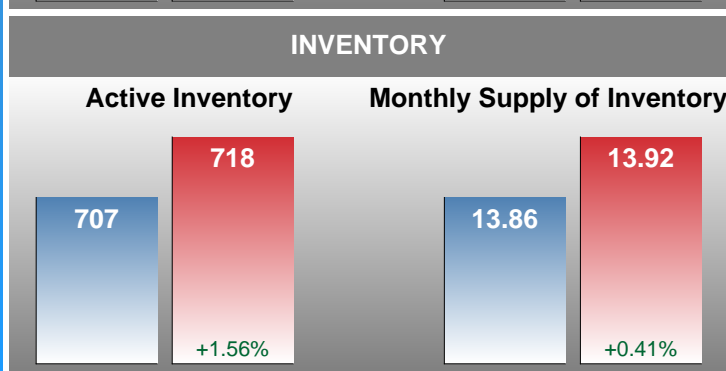
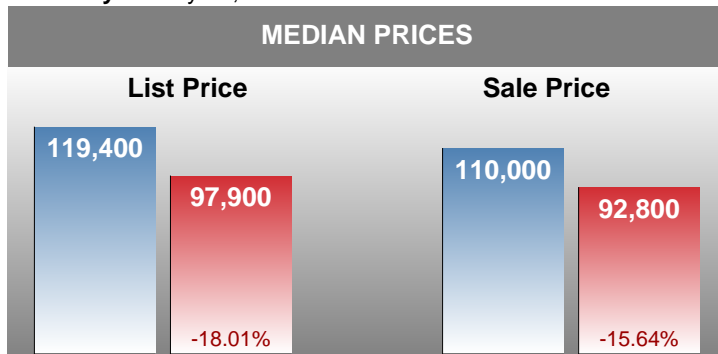
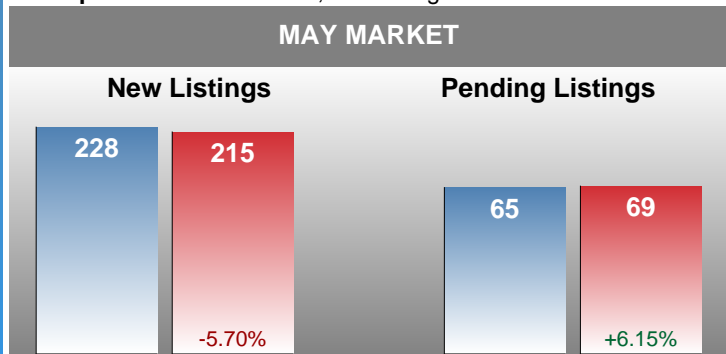


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	70	77	10.00%	259	248	-4.25%
Pending Sales	65	69	6.15%	288	306	6.25%
New Listings	228	215	-5.70%	866	862	-0.46%
Median List Price	119,400	97,900	-18.01%	104,000	99,500	-4.33%
Median Sale Price	110,000	92,800	-15.64%	100,000	92,650	-7.35%
Median Percent of Selling Price to List Price	96.70%	95.63%	-1.11%	96.14%	95.62%	-0.54%
Median Days on Market to Sale	30.50	29.00	-4.92%	40.00	37.50	-6.25%
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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Phone: 918-663-7500

Email: support@mlstechnology.com