



# April 2018

Area Delimited by County Of Cherokee

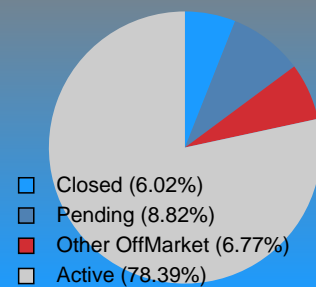


## MONTHLY INVENTORY ANALYSIS

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%
Average List Price	122,081	125,413	2.73%
Average Sale Price	113,766	120,155	5.62%
Average Percent of List Price to Selling Price	92.12%	93.80%	1.82%
Average Days on Market to Sale	68.83	59.79	-13.14%
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.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.62%** in April 2018 to \$120,155 versus the previous year at \$113,766.

#### Average Days on Market Shortens

The average number of **59.79** days that homes spent on the market before selling decreased by 9.04 days or **13.14%** in April 2018 compared to last year's same month at **68.83** DOM.

#### Sales Success for April 2018 is Positive

Overall, with Average 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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.



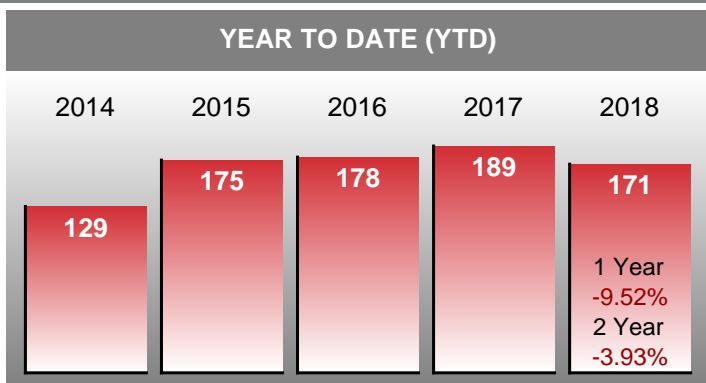
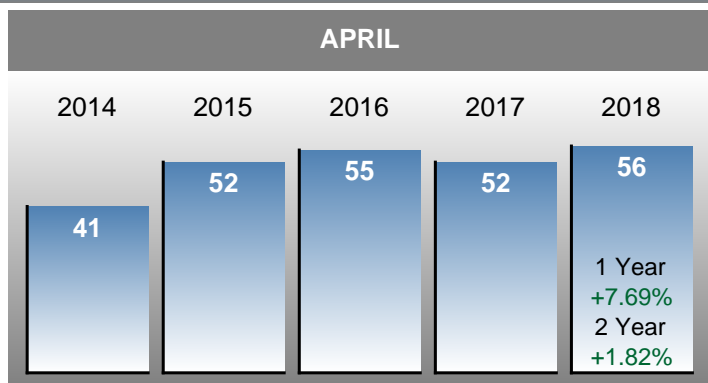
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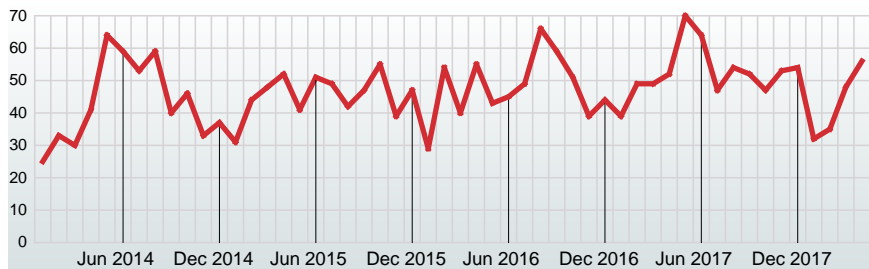


## CLOSED LISTINGS

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  
**APR** 56  
**37.14%**  
**16.67%**

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	103.5	7	1	0	0
\$30,001 - \$60,000	13	23.21%	54.8	10	3	0	0
\$60,001 - \$150,000	16	28.57%	35.2	4	10	2	0
\$150,001 - \$180,000	4	7.14%	47.8	0	3	1	0
\$180,001 - \$230,000	7	12.50%	51.3	0	3	4	0
\$230,001 and up	8	14.29%	86.9	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>59.8</b>	<b>868.10K</b>	<b>3.07M</b>	<b>2.46M</b>	<b>325.00K</b>
<b>Average Closed Price</b>	<b>\$120,155</b>			<b>\$41,338</b>	<b>\$133,665</b>	<b>\$223,753</b>	<b>\$325,000</b>

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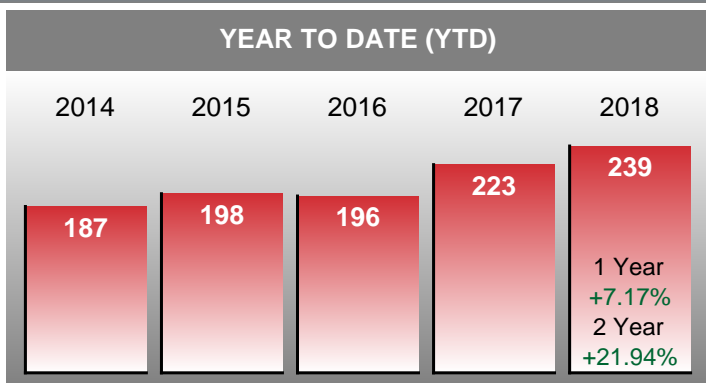
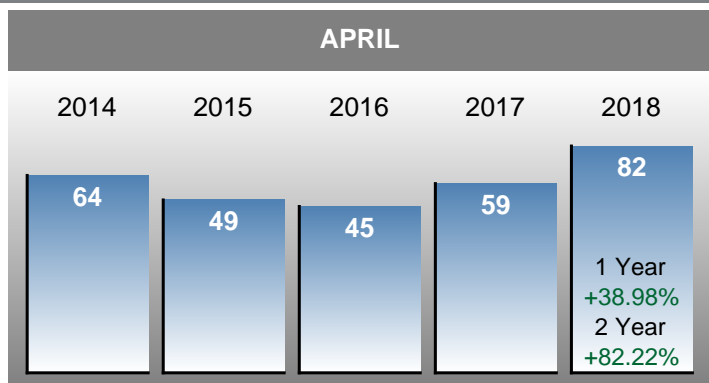
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## PENDING LISTINGS

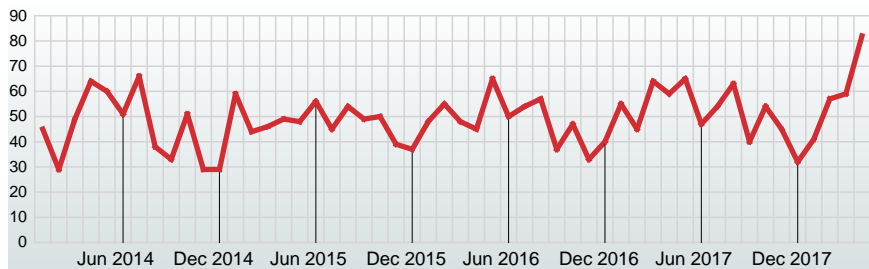
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### 5 YEAR MARKET ACTIVITY TRENDS

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** 82  
**3.51%**  
**38.98%**

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.76%	70.5	7	1	0	0
\$30,001 - \$40,000	5	6.10%	54.4	4	1	0	0
\$40,001 - \$70,000	13	15.85%	55.7	8	4	1	0
\$70,001 - \$130,000	26	31.71%	46.7	10	9	6	1
\$130,001 - \$160,000	9	10.98%	49.3	2	4	2	1
\$160,001 - \$190,000	11	13.41%	90.2	0	10	1	0
\$190,001 and up	10	12.20%	57.7	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>76.4</b>	<b>2.20M</b>	<b>4.68M</b>	<b>1.99M</b>	<b>678.90K</b>
<b>Average Listing Price</b>	<b>\$84,420</b>			<b>\$68,827</b>	<b>\$137,791</b>	<b>\$153,123</b>	<b>\$226,300</b>

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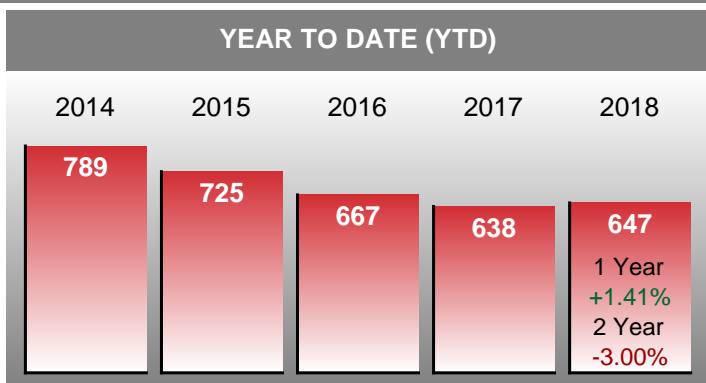
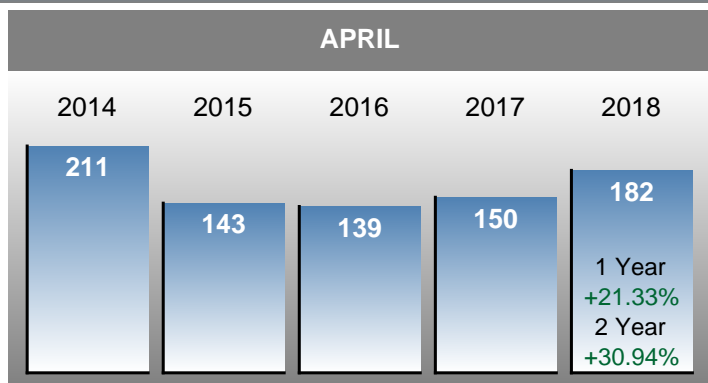
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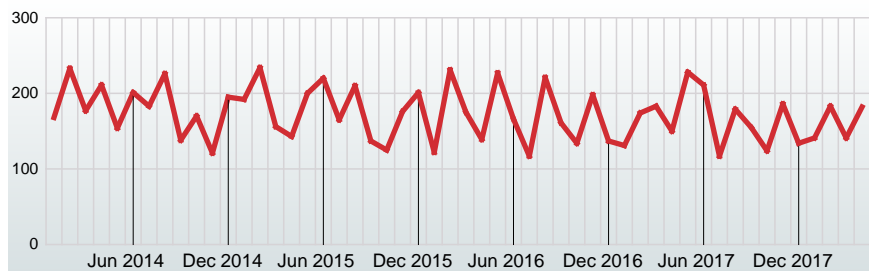
## NEW LISTINGS

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



### 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>Average New Listed Listing Price</b>	<b>\$126,400</b>		<b>\$78,102</b>	<b>\$227,283</b>	<b>\$279,079</b>	<b>\$175,140</b>

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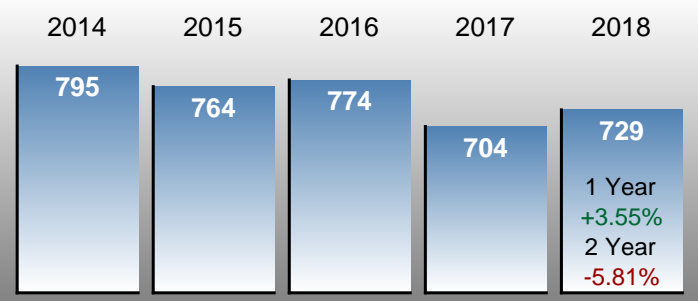
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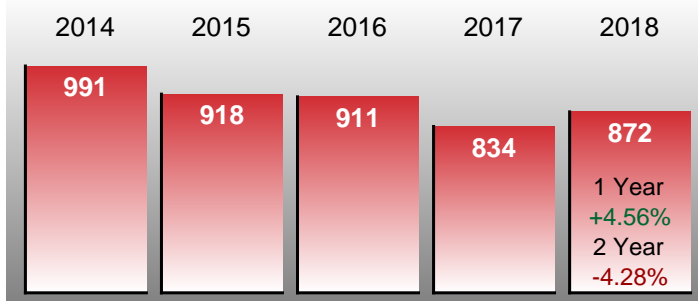
## ACTIVE INVENTORY

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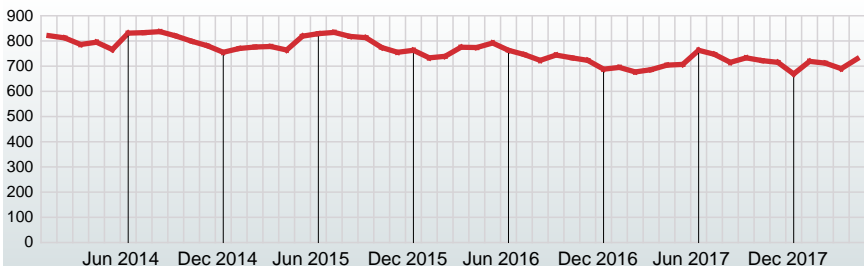
### END OF APRIL



### 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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	2.61%	153.8	19	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	230	31.55%	94.6	225	4	0	1
\$30,001 - \$80,000	194	26.61%	110.4	169	23	1	1
\$80,001 - \$160,000	119	16.32%	74.1	50	52	14	3
\$160,001 - \$300,000	94	12.89%	77.2	22	45	24	3
\$300,001 and up	73	10.01%	102.8	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>95.6</b>	<b>48.04M</b>	<b>27.47M</b>	<b>17.78M</b>	<b>3.63M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$132,951</b>			<b>\$93,098</b>	<b>\$194,829</b>	<b>\$306,592</b>	<b>\$259,279</b>

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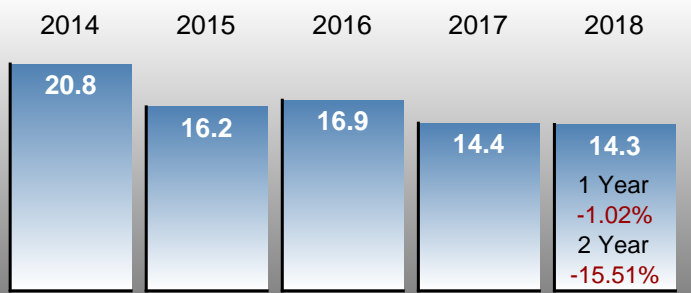
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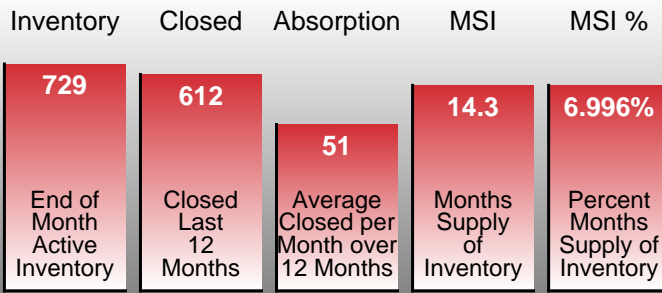
## MONTHS SUPPLY of INVENTORY (MSI)

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

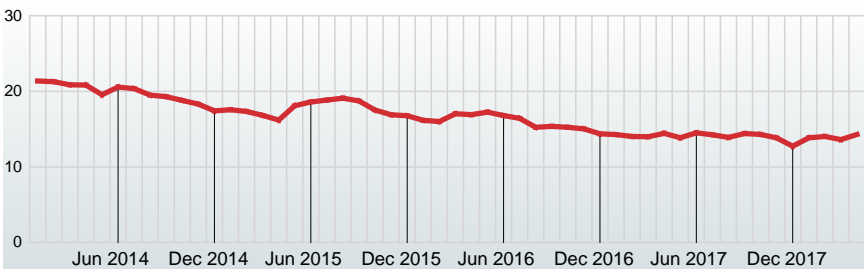
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



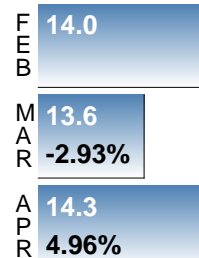
### 5 YEAR MARKET ACTIVITY TRENDS



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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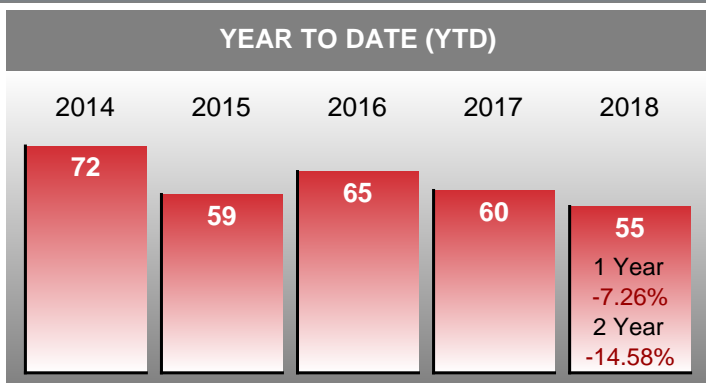
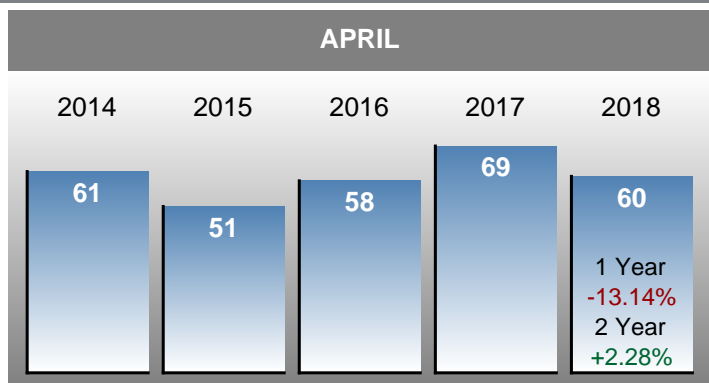
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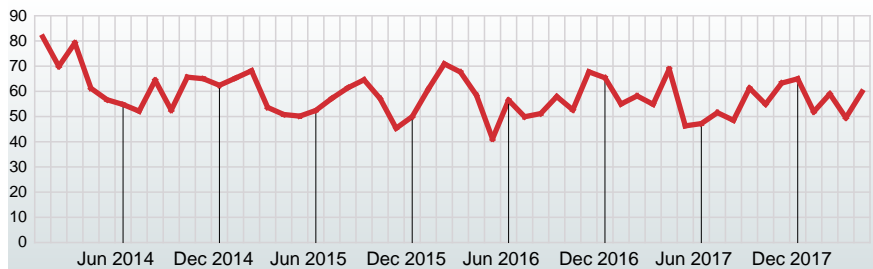


## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr APR AVG = 60**      **3 MONTHS**

**High**  
 Jan 2014 = 82  
**Low**  
 May 2016 = 41  
*Average Days on Market*  
 this month at **60**,  
 equal to 5 yr APR  
 average of **60**

FEB	59
MAR	50
APR	60

FEB -16.03%  
 APR 20.73%

### 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
\$10,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 \$30,000	8	14.29%	103.5	117.1	8.0	0.0	0.0
\$30,001 \$60,000	13	23.21%	54.8	60.0	37.3	0.0	0.0
\$60,001 \$150,000	16	28.57%	35.2	26.3	40.8	25.0	0.0
\$150,001 \$180,000	4	7.14%	47.8	0.0	61.7	6.0	0.0
\$180,001 \$230,000	7	12.50%	51.3	0.0	32.7	65.3	0.0
\$230,001 and up	8	14.29%	86.9	0.0	66.7	80.5	173.0
<b>Average Closed DOM</b>			<b>59.8</b>	<b>72.6</b>	<b>44.0</b>	<b>58.1</b>	<b>173.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>59.8</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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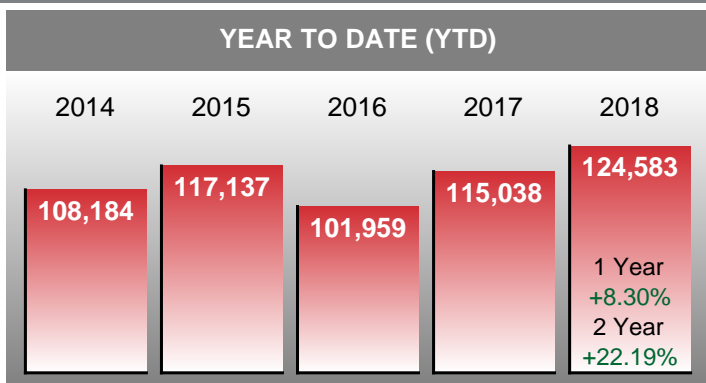
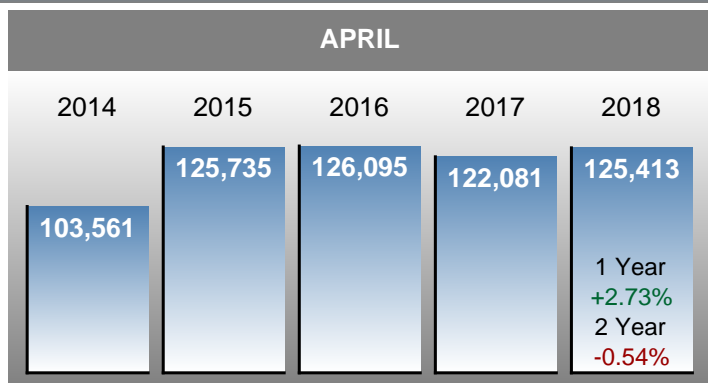
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## AVERAGE LIST PRICE AT CLOSING

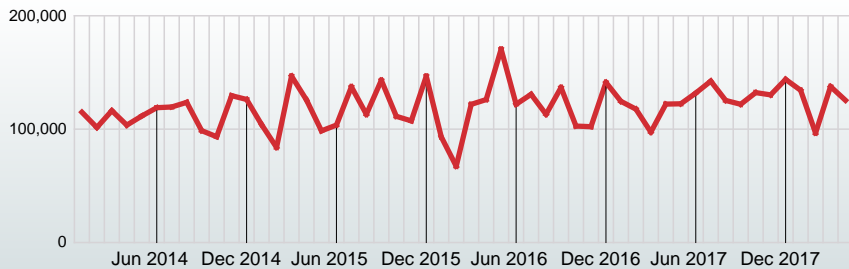
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 120,577

3 MONTHS



**High**  
May 2016 = 170,479  
**Low**  
Feb 2016 = 67,320  
*Average List Price*  
this month at **125,413**,  
above the 5 yr APR  
average of **120,577**

FEB	96,584
MAR	137,557
APR	125,413
APR	-8.83%

### 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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	7	12.50%	17,579	20,736	17,900	0	0
\$30,001 - \$60,000	14	25.00%	44,879	42,880	53,167	0	0
\$60,001 - \$150,000	14	25.00%	103,213	95,250	108,398	151,450	0
\$150,001 - \$180,000	5	8.93%	166,486	0	169,843	199,500	0
\$180,001 - \$230,000	7	12.50%	202,957	0	201,633	215,300	0
\$230,001 and up	9	16.07%	285,967	0	256,667	304,725	339,900
<b>Average List Price</b>			125,413	45,474	136,774	234,773	339,900
<b>Total Closed Units</b>		100%	125,413	21	23	11	1
<b>Total Closed Volume</b>			7,023,155	954.95K	3.15M	2.58M	339.90K

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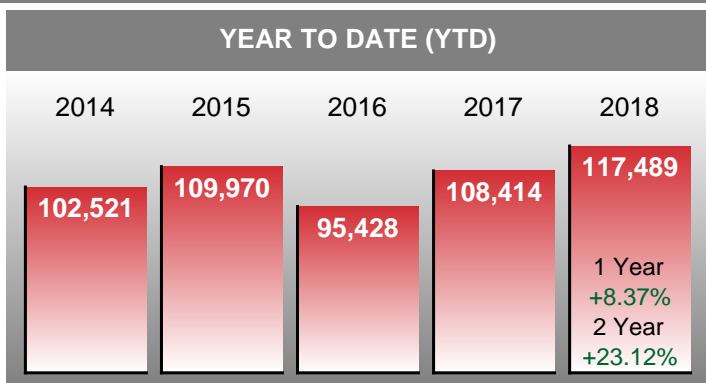
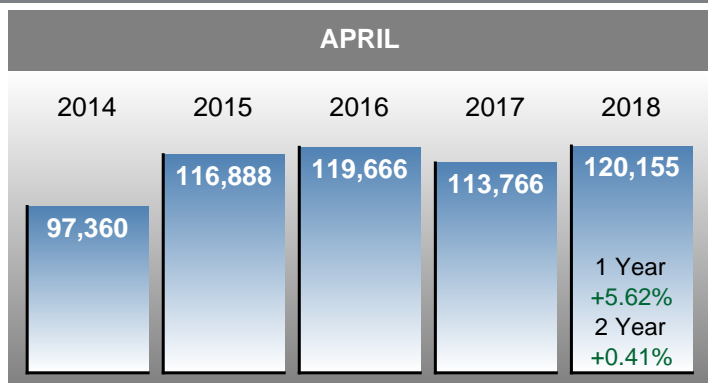
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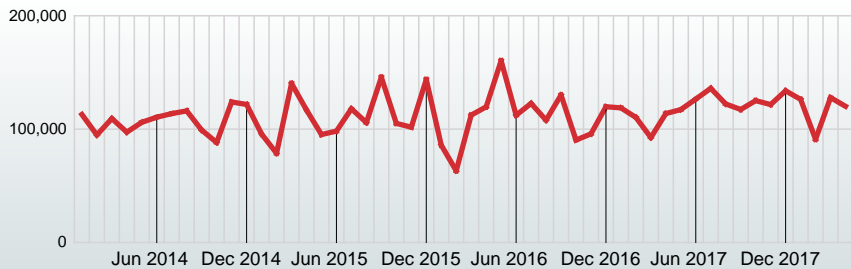
## AVERAGE SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 113,567      3 MONTHS



**High**  
May 2016 = 160,360  
**Low**  
Feb 2016 = 63,298  
*Average Sold Price*  
this month at **120,155**,  
above the 5 yr APR  
average of **113,567**

FEB	91,066
MAR	127,791
APR	120,155
APR	-5.98%

### 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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	8	14.29%	16,719	17,286	12,750	0	0
\$30,001 - \$60,000	13	23.21%	41,814	39,510	49,493	0	0
\$60,001 - \$150,000	16	28.57%	105,986	88,000	106,630	138,741	0
\$150,001 - \$180,000	4	7.14%	166,225	0	163,300	175,000	0
\$180,001 - \$230,000	7	12.50%	204,680	0	199,953	208,225	0
\$230,001 and up	8	14.29%	282,238	0	252,333	293,975	325,000
<b>Average Sold Price</b>			120,155	41,338	133,665	223,753	325,000
<b>Total Closed Units</b>		100%	120,155	21	23	11	1
<b>Total Closed Volume</b>			6,728,670	868.10K	3.07M	2.46M	325.00K

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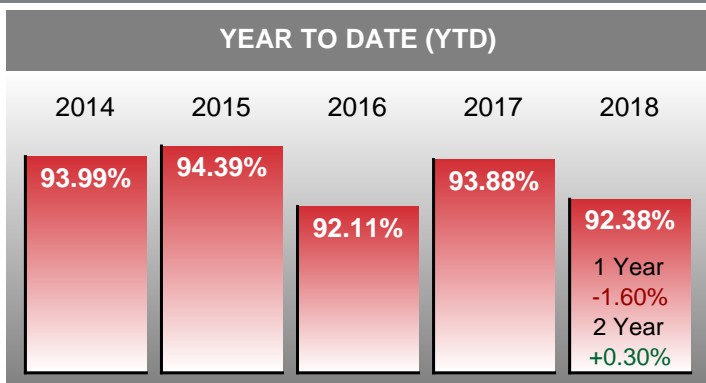
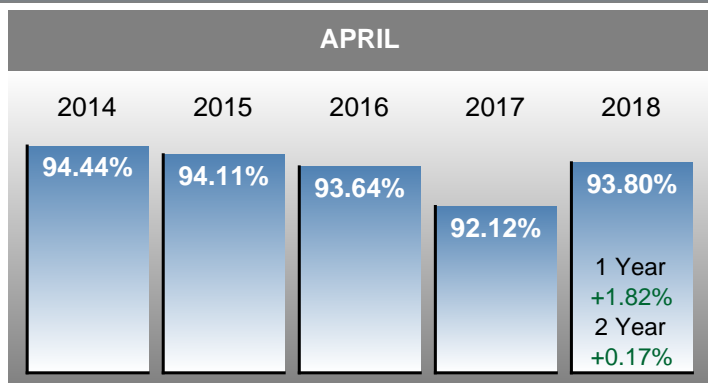
# April 2018

Area Delimited by County Of Cherokee



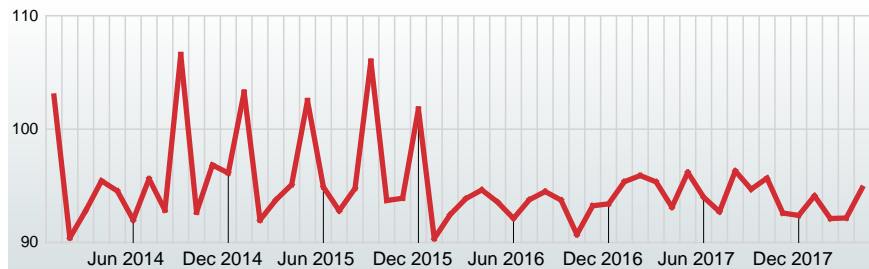
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr APR AVG = 93.62%**      **3 MONTHS**



**High**  
Sep 2014 = 105.58%

**Low**  
Jan 2016 = 89.35%

*Average Sold/List Ratio*  
this month at **93.80%**,  
equal to 5 yr APR  
average of **93.62%**

FEB	91.12%
MAR	91.16%
APR	<b>93.80%</b>
APR	<b>2.89%</b>

### 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
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	8	14.29%	84.29%	86.16%	71.23%	0.00%	0.00%
\$30,001 - \$60,000	13	23.21%	92.75%	92.44%	93.77%	0.00%	0.00%
\$60,001 - \$150,000	16	28.57%	95.71%	91.43%	98.18%	91.89%	0.00%
\$150,001 - \$180,000	4	7.14%	94.07%	0.00%	96.19%	87.72%	0.00%
\$180,001 - \$230,000	7	12.50%	97.87%	0.00%	99.14%	96.91%	0.00%
\$230,001 and up	8	14.29%	97.49%	0.00%	98.49%	97.22%	95.62%
<b>Average Sold/List Ratio</b>			<b>93.80%</b>	<b>90.15%</b>	<b>96.34%</b>	<b>95.27%</b>	<b>95.62%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.80%</b>	<b>21</b>	<b>23</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>868.10K</b>	<b>3.07M</b>	<b>2.46M</b>	<b>325.00K</b>

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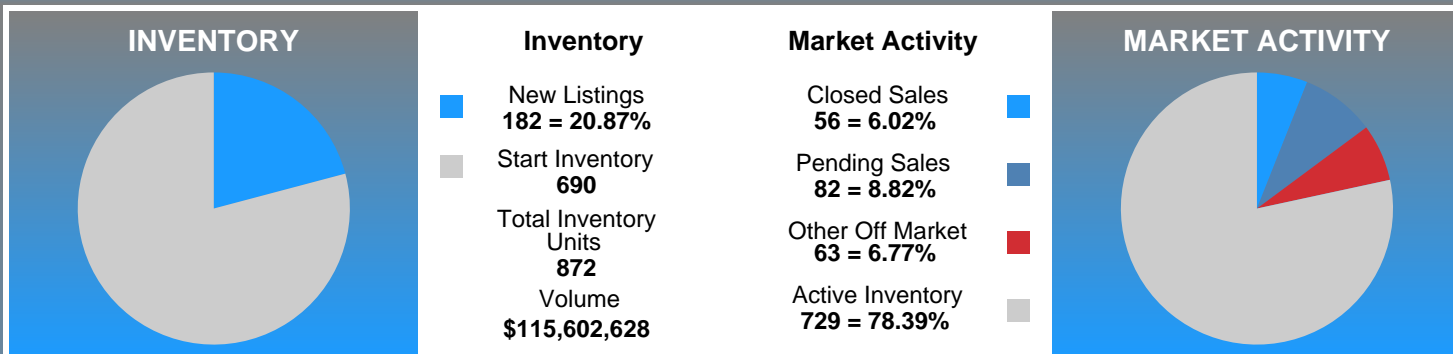
# April 2018

Area Delimited by County Of Cherokee



## MARKET SUMMARY

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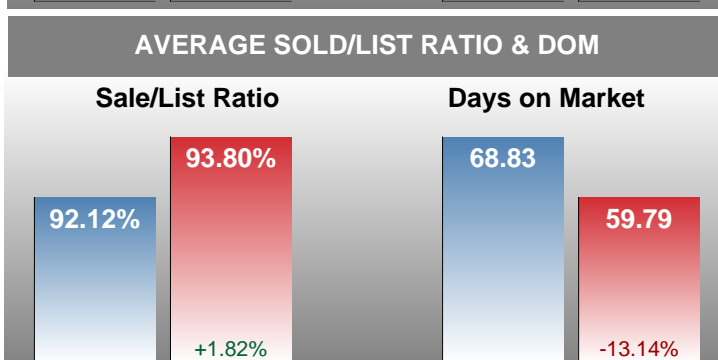
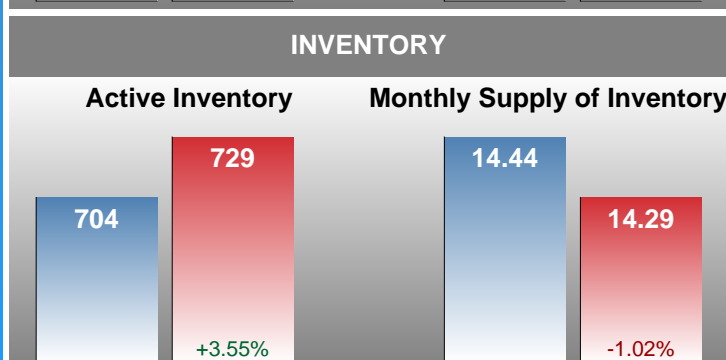
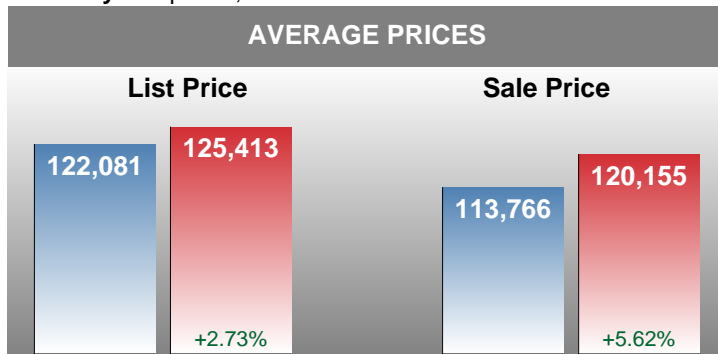
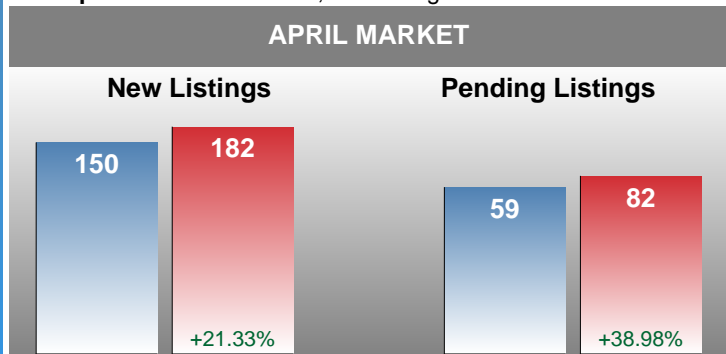


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	52	56	7.69%	189	171	-9.52%
Pending Sales	59	82	38.98%	223	239	7.17%
New Listings	150	182	21.33%	638	647	1.41%
Average List Price	122,081	125,413	2.73%	115,038	124,583	8.30%
Average Sale Price	113,766	120,155	5.62%	108,414	117,489	8.37%
Average Percent of Selling Price to List Price	92.12%	93.80%	1.82%	93.88%	92.38%	-1.60%
Average Days on Market to Sale	68.83	59.79	-13.14%	59.59	55.26	-7.26%
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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Phone: 918-663-7500

Email: support@mlstechnology.com