March 2018

Area Delimited by County Of Cherokee

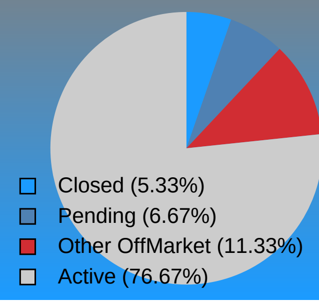
MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

Compared	March		
Metrics	2017	2018	+/-%
Closed Listings	49	48	-2.04%
Pending Listings	64	60	-6.25%
New Listings	183	141	-22.95%
Average List Price	97,392	137,557	41.24%
Average Sale Price	92,594	127,791	38.01%
Average Percent of List Price to Selling Price	94.35%	91.16%	-3.38%
Average Days on Market to Sale	54.86	49.52	-9.73%
End of Month Inventory	686	690	0.58%
Months Supply of Inventory	14.00	13.62	-2.73%

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of March 31, 2018 = **690**

MARKET ACTIVITY



Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **0.58%** to 690 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 **13.62** 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 **38.01%** in March 2018 to $127,791 versus the previous year at $92,594.

Average Days on Market Shortens

The average number of **49.52** days that homes spent on the market before selling decreased by 5.34 days or **9.73%** in March 2018 compared to last year's same month at **54.86** DOM.

Sales Success for March 2018 is Positive

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

There were 141 New Listings in March 2018, down **22.95%** from last year at 183. Furthermore, there were 48 Closed Listings this month versus last year at 49, a **-2.04%** decrease.

Closed versus Listed trends yielded a **34.0%** ratio, up from previous year's, March 2017, at **26.8%**, a **27.14%** 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

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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CLOSED LISTINGS

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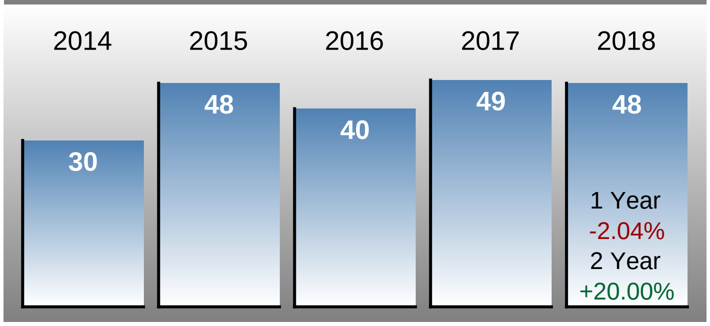
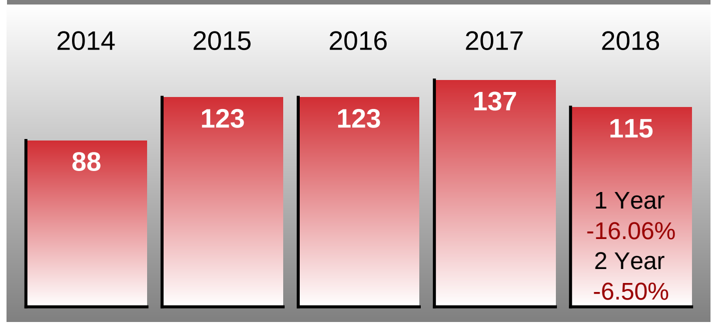
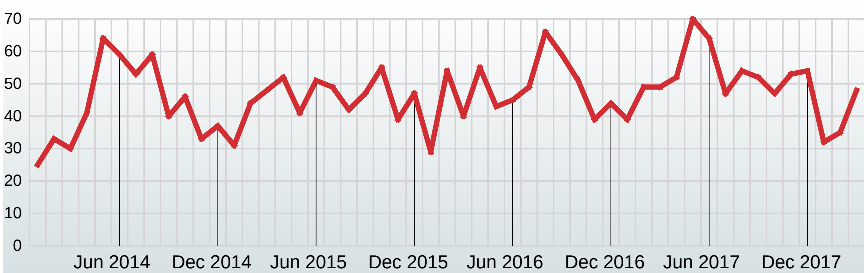
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

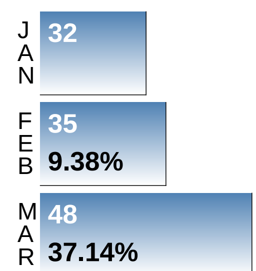


5yr MAR AVG = 43

High
May 2017 = 70
Low
Jan 2014 = 25

Closed Listings this month at **48,** above the 5 yr MAR average of **43**

3 MONTHS



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	5	10.42%	75.2	5	0	0	0
$20,001 $20,000	0	0.00%	0.0	0	0	0	0
$20,001 $70,000	13	27.08%	36.8	8	2	3	0
$70,001 $140,000	12	25.00%	30.8	2	8	2	0
$140,001 $180,000	7	14.58%	66.0	3	4	0	0
$180,001 $250,000	6	12.50%	55.3	2	2	2	0
$250,001 and up	5	10.42%	72.0	0	2	3	0
Total Closed Units	48	100%	49.5	20	18	10	0
Total Closed Volume	6,133,977			1.40M	2.81M	1.93M	0.00B
Average Closed Price	$127,791			$69,750	$155,956	$193,178	$0

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PENDING LISTINGS

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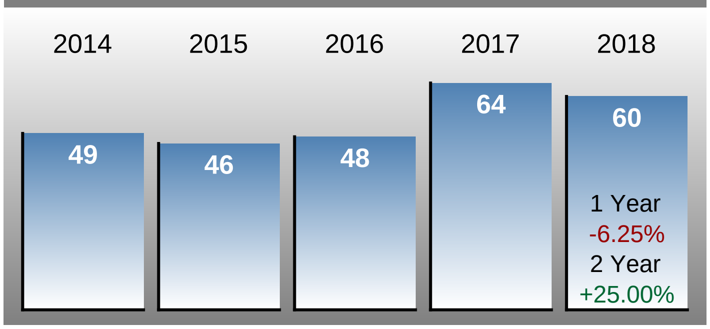
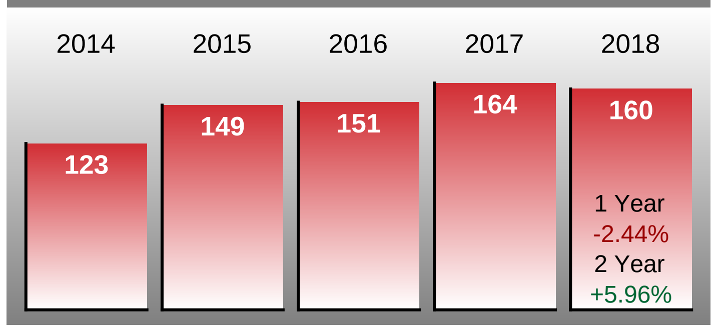
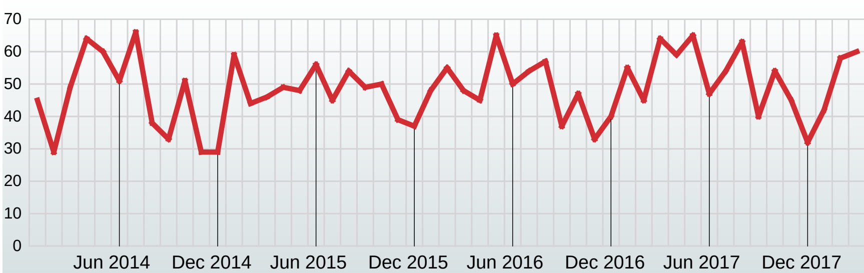
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

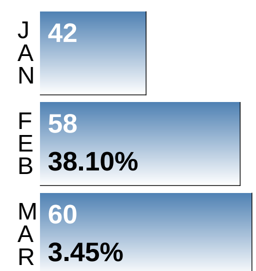


5yr MAR AVG = 53

High
Jul 2014 = 66
Low
Dec 2014 = 29

Pending Listings this month at **60,** above the 5 yr MAR average of **53**

3 MONTHS



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	5	8.33%	57.8	5	0	0	0
$30,001 $50,000	8	13.33%	89.0	7	1	0	0
$50,001 $70,000	8	13.33%	30.5	3	3	2	0
$70,001 $150,000	17	28.33%	50.5	5	12	0	0
$150,001 $170,000	8	13.33%	86.0	1	5	2	0
$170,001 $250,000	8	13.33%	59.4	0	2	6	0
$250,001 and up	6	10.00%	109.0	1	0	4	1
Total Pending Units	60	100%	64.4	22	23	14	1
Total Pending Volume	7,872,517			1.40M	2.69M	3.44M	339.90K
Average Listing Price	$100,925			$63,615	$116,912	$246,007	$339,900

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NEW LISTINGS

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MARCH

2014	2015	2016	2017	2018
177	156	175	183	141

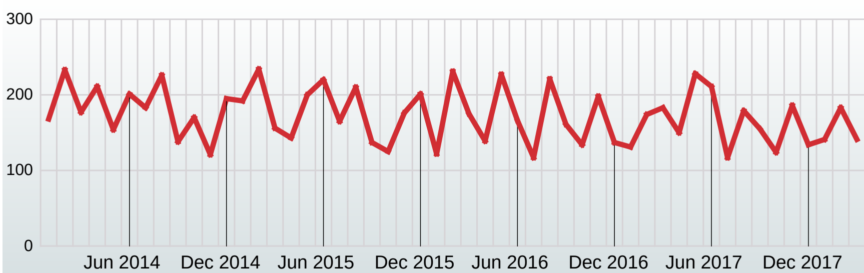
1 Year -22.95%
2 Year -19.43%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
578	582	528	488	465

1 Year -4.71%
2 Year -11.93%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 166

High
Feb 2015 = 234
Low
Jul 2017 = 117

New Listings this month at **141,** below the 5 yr MAR average of **166**

3 MONTHS

JAN	141	
FEB	183	29.79%
MAR	141	-22.95%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$30,000 and less	13	9.22%	13	0	0	0
$30,001 $50,000	17	12.06%	11	5	1	0
$50,001 $80,000	21	14.89%	13	7	1	0
$80,001 $130,000	32	22.70%	12	16	3	1
$130,001 $180,000	23	16.31%	5	14	3	1
$180,001 $330,000	21	14.89%	5	9	7	0
$330,001 and up	14	9.93%	7	3	3	1
Total New Listed Units	141	100%	66	54	18	3
Total New Listed Volume	24,791,766		12.49M	7.98M	3.68M	633.50K
Average New Listed Listing Price	$0		$189,292	$147,798	$204,661	$211,167

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ACTIVE INVENTORY

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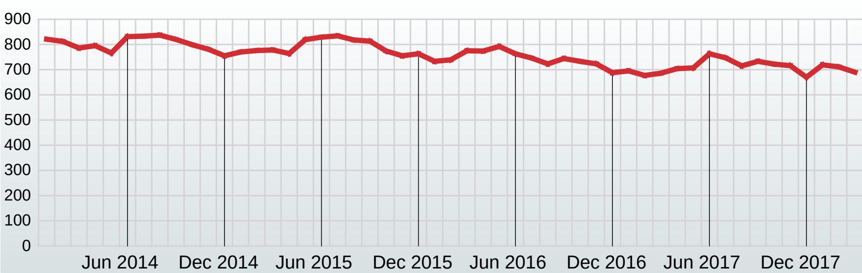
END OF MARCH

2014	2015	2016	2017	2018
786	778	775	686	690 1 Year +0.58% 2 Year -10.97%

ACTIVE DURING MARCH

2014	2015	2016	2017	2018
985	926	905	856	851 1 Year -0.58% 2 Year -5.97%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 743

High
Aug 2014 = 837
Low
Dec 2017 = 670

Inventory this month at **690,** below the 5 yr MAR average of **743**

3 MONTHS

JAN	719	
FEB	711	-1.11%
MAR	690	-2.95%

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	2.75%	160.4	19	0	0	0
$10,001 $10,000	0	0.00%	0.0	0	0	0	0
$10,001 $40,000	220	31.88%	91.5	209	10	0	1
$40,001 $90,000	178	25.80%	97.3	149	25	4	0
$90,001 $170,000	117	16.96%	74.0	42	57	14	4
$170,001 $290,000	83	12.03%	81.7	20	46	15	2
$290,001 and up	73	10.58%	103.6	30	17	18	8
Total Active Inventory by Units	690	100%	92.0	469	155	51	15
Total Active Inventory by Volume	90,667,677			45.86M	26.61M	13.91M	4.29M
Average Active Inventory Listing Price	$131,402			$97,774	$171,665	$272,839	$285,933

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MONTHS SUPPLY of INVENTORY (MSI)

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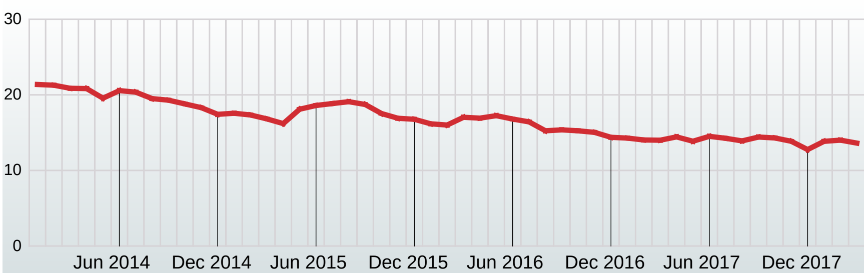
MSI FOR MARCH

2014	2015	2016	2017	2018
20.9	16.8	17.0	14.0	13.6 1 Year -2.73% 2 Year -20.05%

INDICATORS FOR MARCH 2018

Inventory	Closed	Absorption	MSI	MSI %
690	608	51	13.6	7.343%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 16.5

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.8

Months Supply this month at **13.6,** below the 5 yr MAR average of **16.5**

3 MONTHS

Month	MSI	Change
JAN	13.8	
FEB	14.0	1.16%
MAR	13.6	-2.79%

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	2.75%	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 $40,000	220	31.88%	29.0	35.3	8.0	0.0	0.0
$40,001 $90,000	178	25.80%	13.1	22.6	4.2	4.0	0.0
$90,001 $170,000	117	16.96%	7.4	13.6	5.4	6.5	0.0
$170,001 $290,000	83	12.03%	8.9	20.0	8.5	6.2	4.0
$290,001 and up	73	10.58%	25.8	60.0	22.7	16.6	16.0
Market Supply of Inventory (MSI)	13.6	100%	13.6	25.1	6.5	7.2	15.0
Total Active Inventory by Units	690			469	155	51	15

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AVERAGE DAYS ON MARKET TO SALE

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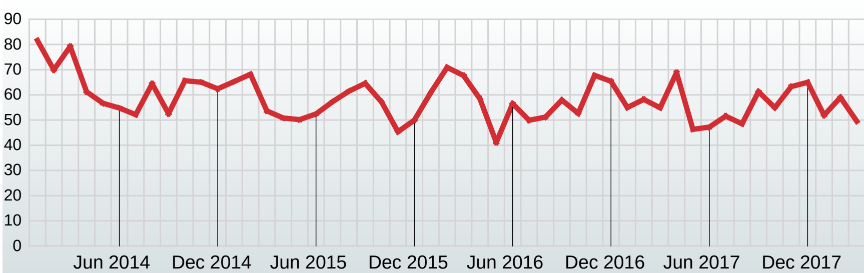
MARCH

2014	2015	2016	2017	2018
79	54	68	55	50 1 Year -9.73% 2 Year -26.83%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
76	62	67	56	53 1 Year -5.38% 2 Year -21.38%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 61

High
Jan 2014 = 82
Low
May 2016 = 41

Average Days on Market this month at **50,** below the 5 yr MAR average of **61**

3 MONTHS

JAN	52	
FEB	59	13.61%
MAR	50	-16.03%

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	5	10.42%	75.2	75.2	0.0	0.0	0.0
$20,001 $20,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
$20,001 $70,000	13	27.08%	36.8	35.5	38.5	39.0	0.0
$70,001 $140,000	12	25.00%	30.8	27.5	20.5	75.0	0.0
$140,001 $180,000	7	14.58%	66.0	23.0	98.3	0.0	0.0
$180,001 $250,000	6	12.50%	55.3	6.0	61.5	98.5	0.0
$250,001 and up	5	10.42%	72.0	0.0	98.5	54.3	0.0
Average Closed DOM	49.5	100%	49.5	39.8	53.0	62.7	0.0
Total Closed Units	48			20	18	10	
Total Closed Volume	6,133,977			1.40M	2.81M	1.93M	0.00B

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AVERAGE LIST PRICE AT CLOSING

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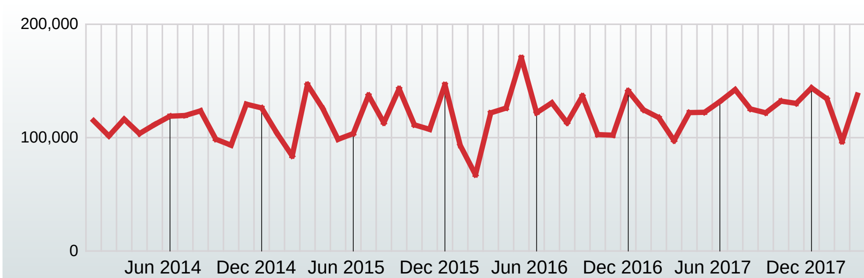
MARCH

2014	2015	2016	2017	2018
116,266	146,774	121,861	97,392	137,557
				1 Year +41.24%
				2 Year +12.88%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
110,338	113,502	91,167	112,365	124,178
				1 Year +10.51%
				2 Year +36.21%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 123,970

3 MONTHS

High
May 2016 = 170,479
Low
Feb 2016 = 67,320

Average List Price this month at **137,557,** above the 5 yr MAR average of **123,970**

JAN	134,291	
FEB	96,584	-28.08%
MAR	137,557	42.42%

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	3	6.25%	8,167	14,200	0	0	0
$20,001 $20,000	0	0.00%	0	0	0	0	0
$20,001 $70,000	15	31.25%	40,833	38,975	47,900	52,800	0
$70,001 $140,000	11	22.92%	112,600	111,500	112,950	127,450	0
$140,001 $180,000	4	8.33%	159,175	215,967	170,925	0	0
$180,001 $250,000	9	18.75%	213,302	213,059	204,450	250,900	0
$250,001 and up	6	12.50%	361,783	0	405,000	368,600	0
Average List Price	137,557	100%	137,557	83,991	161,222	202,090	0
Total Closed Units	48			20	18	10	
Total Closed Volume	6,602,717			1.68M	2.90M	2.02M	0.00B

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RE DATUM

March 2018

Area Delimited by County Of Cherokee

MLS technology INC

AVERAGE SOLD PRICE AT CLOSING

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

MARCH

2014	2015	2016	2017	2018
109,313	140,316	112,385	92,594	127,791

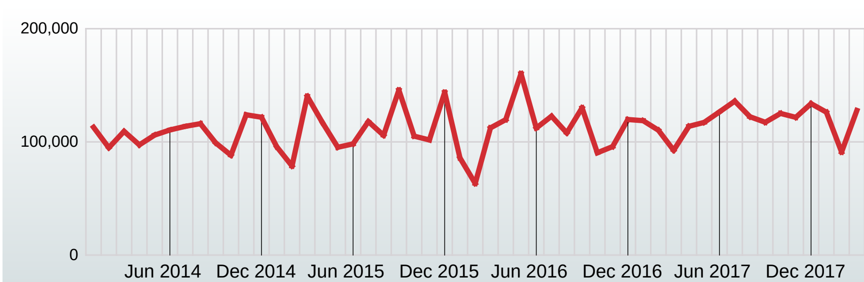
1 Year +38.01%
2 Year +13.71%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
104,925	107,045	84,590	106,382	116,191

1 Year +9.22%
2 Year +37.36%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 116,480

High
May 2016 = 160,360
Low
Feb 2016 = 63,298

Average Sold Price this month at **127,791,** above the 5 yr MAR average of **116,480**

3 MONTHS

JAN	126,272	
FEB	91,066	-27.88%
MAR	127,791	40.33%

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	5	10.42%	11,400	11,400	0	0	0
$20,001 $20,000	0	0.00%	0	0	0	0	0
$20,001 $70,000	13	27.08%	38,956	32,250	46,250	51,976	0
$70,001 $140,000	12	25.00%	109,325	95,250	110,113	120,250	0
$140,001 $180,000	7	14.58%	160,829	160,000	161,450	0	0
$180,001 $250,000	6	12.50%	215,225	204,750	201,500	239,425	0
$250,001 and up	5	10.42%	368,300	0	392,500	352,167	0
Average Sold Price	127,791	100%	127,791	69,750	155,956	193,178	0
Total Closed Units	48			20	18	10	
Total Closed Volume	6,133,977			1.40M	2.81M	1.93M	0.00B

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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH

2014	2015	2016	2017	2018
91.80%	92.75%	92.88%	94.35%	91.16%

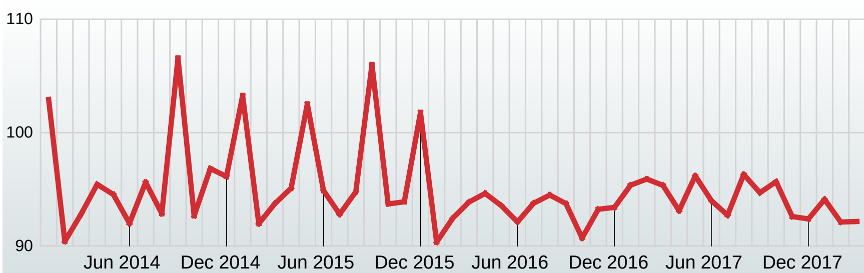
1 Year -3.38%
2 Year -1.84%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
93.78%	94.51%	91.42%	94.55%	91.69%

1 Year -3.03%
2 Year +0.30%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 92.59%

High
Sep 2014 = 105.58%
Low
Jan 2016 = 89.35%

Average Sold/List Ratio this month at **91.16%,** below the 5 yr MAR average of **92.59%**

3 MONTHS

JAN	93.11%	
FEB	91.12%	-2.15%
MAR	91.16%	0.05%

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	5	10.42%	81.78%	81.78%	0.00%	0.00%	0.00%
$20,001 $20,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
$20,001 $70,000	13	27.08%	89.16%	84.91%	93.51%	97.57%	0.00%
$70,001 $140,000	12	25.00%	95.14%	85.15%	97.73%	94.75%	0.00%
$140,001 $180,000	7	14.58%	86.42%	75.29%	94.77%	0.00%	0.00%
$180,001 $250,000	6	12.50%	96.62%	95.81%	98.58%	95.48%	0.00%
$250,001 and up	5	10.42%	96.32%	0.00%	97.60%	95.47%	0.00%
Average Sold/List Ratio	91.20%	100%	91.20%	83.80%	96.68%	95.96%	0.00%
Total Closed Units	48			20	18	10	
Total Closed Volume	6,133,977			1.40M	2.81M	1.93M	0.00B

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RE DATUM

March 2018

Area Delimited by County Of Cherokee

MLS technology INC

MARKET SUMMARY

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

INVENTORY

Inventory

New Listings
141 = 16.55%

Start Inventory
711

Total Inventory Units
852

Volume
$117,339,751

Market Activity

Closed Sales
48 = 5.33%

Pending Sales
60 = 6.67%

Other Off Market
102 = 11.33%

Active Inventory
690 = 76.67%

MARKET ACTIVITY

Compared	March			Year to Date		
Metrics	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	48	-2.04%	137	115	-16.06%
Pending Sales	64	60	-6.25%	164	160	-2.44%
New Listings	183	141	-22.95%	488	465	-4.71%
Average List Price	97,392	137,557	41.24%	112,365	124,178	10.51%
Average Sale Price	92,594	127,791	38.01%	106,382	116,191	9.22%
Average Percent of Selling Price to List Price	94.35%	91.16%	-3.38%	94.55%	91.69%	-3.03%
Average Days on Market to Sale	54.86	49.52	-9.73%	56.08	53.06	-5.38%
Monthly Inventory	686	690	0.58%	686	690	0.58%
Months Supply of Inventory	14.00	13.62	-2.73%	14.00	13.62	-2.73%

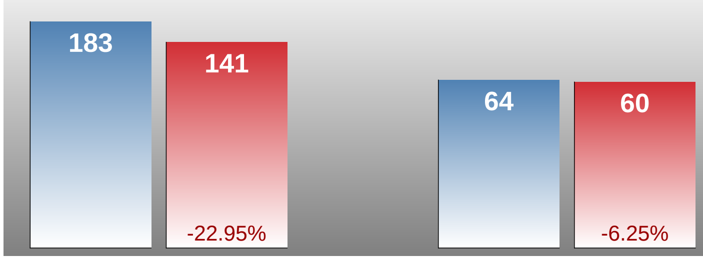
Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on March 31, 2018 = **690**

2017 2018

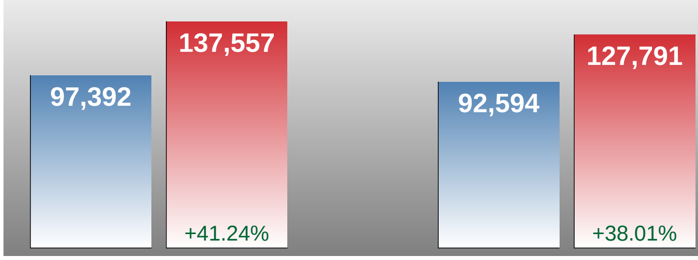
MARCH MARKET

New Listings **Pending Listings**



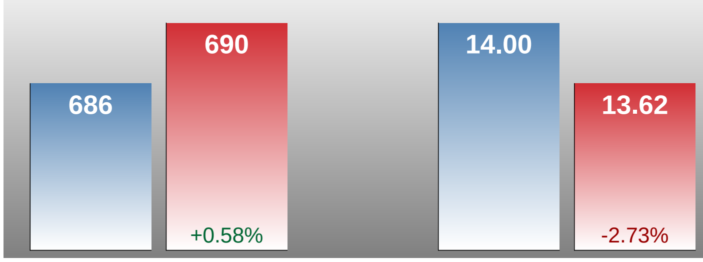
AVERAGE PRICES

List Price **Sale Price**



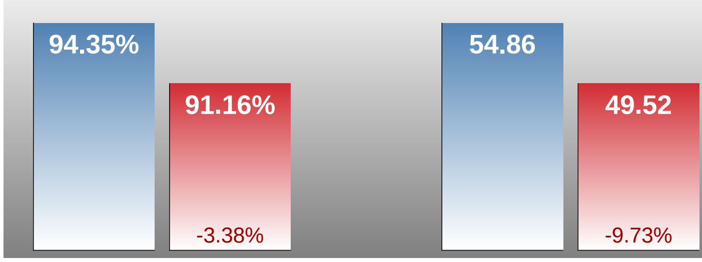
INVENTORY

Active Inventory **Monthly Supply of Inventory**



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio **Days on Market**



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