



August 2018

Area Delimited by County Of Cherokee

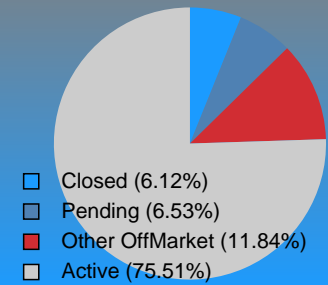


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	54	60	11.11%
Pending Listings	63	64	1.59%
New Listings	179	197	10.06%
Median List Price	113,400	134,750	18.83%
Median Sale Price	104,000	131,750	26.68%
Median Percent of List Price to Selling Price	96.62%	97.00%	0.39%
Median Days on Market to Sale	33.50	40.00	19.40%
End of Month Inventory	715	740	3.50%
Months Supply of Inventory	13.91	14.07	1.20%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of August 31, 2018 = **740**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **3.50%** to 740 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **14.07** 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 **26.68%** in August 2018 to \$131,750 versus the previous year at \$104,000.

Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 6.50 days or **19.40%** in August 2018 compared to last year's same month at **33.50** DOM.

Sales Success for August 2018 is Positive

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

There were 197 New Listings in August 2018, up **10.06%** from last year at 179. Furthermore, there were 60 Closed Listings this month versus last year at 54, a **11.11%** increase.

Closed versus Listed trends yielded a **30.5%** ratio, up from previous year's, August 2017, at **30.2%**, a **0.96%** 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

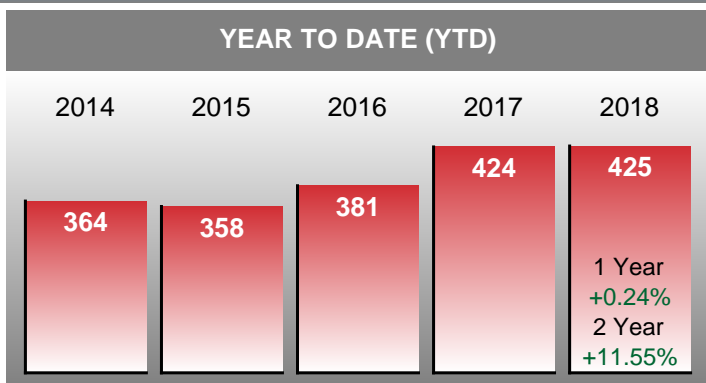
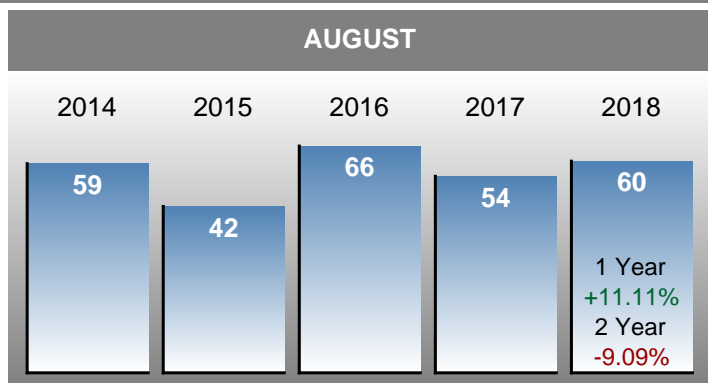
August 2018

Area Delimited by County Of Cherokee



CLOSED LISTINGS

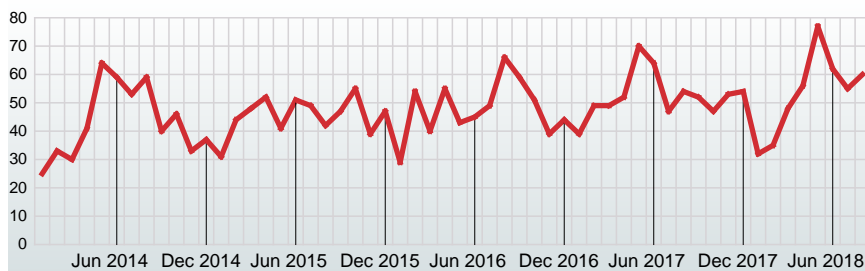
Report produced on Sep 12, 2018 for MLS Technology Inc.



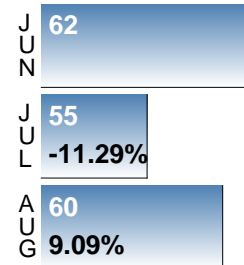
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 56

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **60**,
above the 5 yr AUG
average of **56**



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	1	1.67%	37.0	1	0	0	0
\$10,001 - \$50,000	12	20.00%	24.5	9	3	0	0
\$50,001 - \$80,000	7	11.67%	18.0	5	2	0	0
\$80,001 - \$150,000	17	28.33%	43.0	3	11	2	1
\$150,001 - \$200,000	9	15.00%	59.0	0	5	4	0
\$200,001 - \$290,000	8	13.33%	63.5	0	7	1	0
\$290,001 and up	6	10.00%	93.0	1	1	3	1
Total Closed Units	60			19	29	10	2
Total Closed Volume	8,484,249	100%	40.0	1.24M	4.50M	2.29M	449.90K
Median Closed Price	\$131,750			\$50,000	\$146,000	\$182,625	\$224,950

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

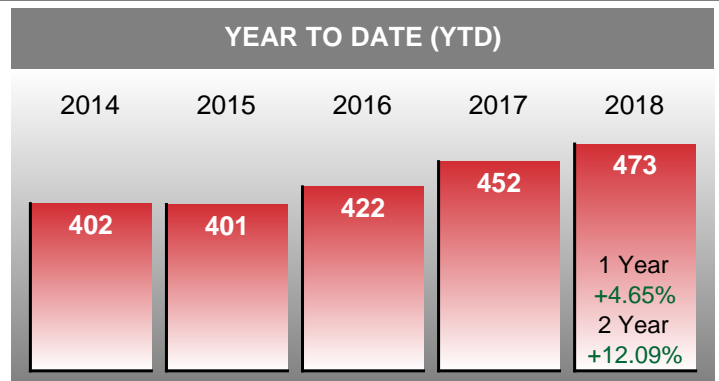
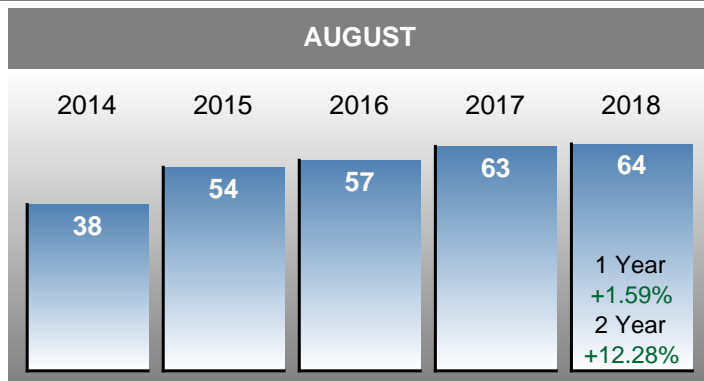
August 2018

Area Delimited by County Of Cherokee

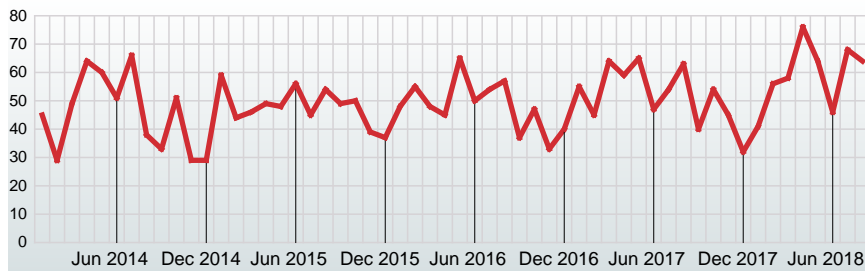


PENDING LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 55

3 MONTHS

High
Apr 2018 = 76

Low
Dec 2014 = 29

Pending Listings this month at **64**, above the 5 yr AUG average of **55**

JUN	46
JUL	68
AUG	64
47.83%	
-5.88%	

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	6	9.38%	12.5	4	2	0	0
\$30,001 - \$50,000	7	10.94%	14.0	5	2	0	0
\$50,001 - \$80,000	8	12.50%	26.0	8	0	0	0
\$80,001 - \$160,000	19	29.69%	30.0	8	7	3	1
\$160,001 - \$220,000	8	12.50%	14.0	2	4	2	0
\$220,001 - \$260,000	9	14.06%	48.0	2	5	2	0
\$260,001 and up	7	10.94%	91.0	4	2	1	0
Total Pending Units	64			33	22	8	1
Total Pending Volume	9,293,647	100%	30.0	4.24M	3.41M	1.51M	128.00K
Median Listing Price	\$111,450			\$79,900	\$157,400	\$170,950	\$128,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



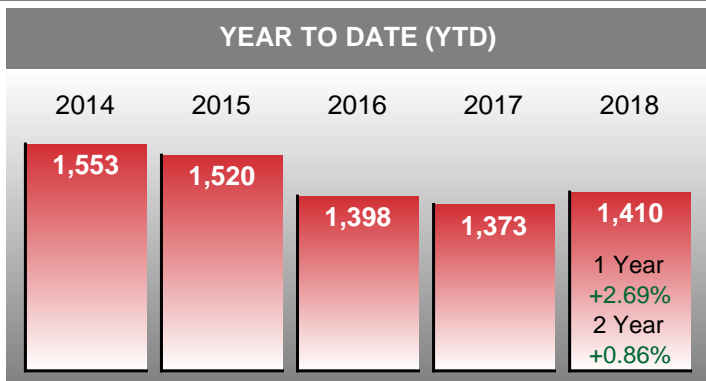
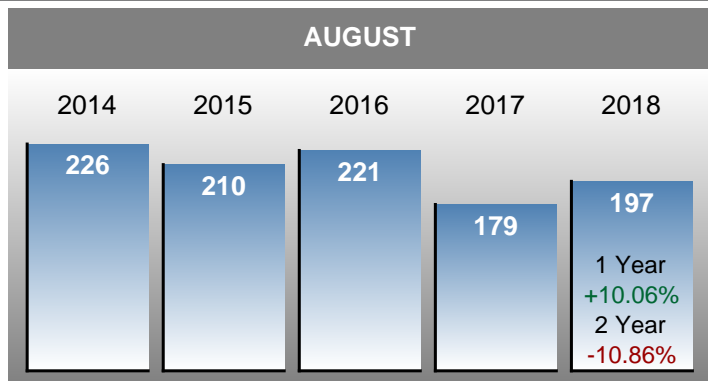
August 2018

Area Delimited by County Of Cherokee



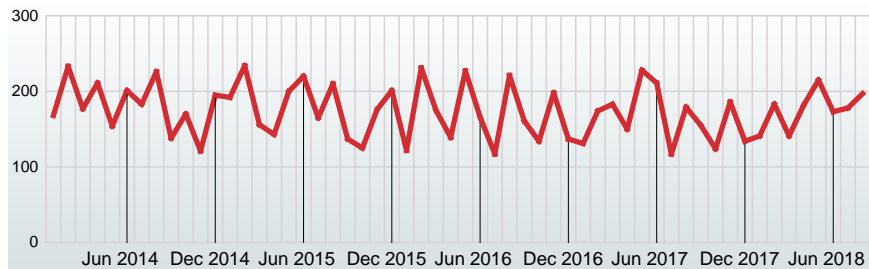
NEW LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 207 3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **197**,
below the 5 yr AUG
average of **207**

JUN	173
JUL	178
AUG	197 2.89%
AUG	197 10.67%

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	1	0.51%	1	0	0	0
\$10,001 - \$20,000	44	22.34%	43	1	0	0
\$20,001 - \$40,000	20	10.15%	20	0	0	0
\$40,001 - \$100,000	58	29.44%	41	16	1	0
\$100,001 - \$150,000	26	13.20%	7	14	5	0
\$150,001 - \$270,000	26	13.20%	7	10	7	2
\$270,001 and up	22	11.17%	7	9	4	2
Total New Listed Units	197		126	50	17	4
Total New Listed Volume	23,604,539	100%	9.93M	8.70M	3.57M	1.40M
Median New Listed Listing Price	\$70,000		\$39,900	\$136,750	\$189,900	\$319,950

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

August 2018

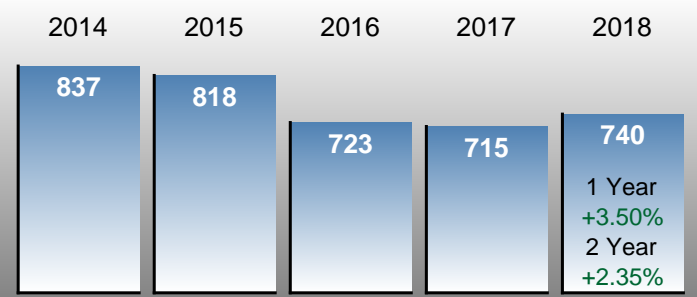
Area Delimited by County Of Cherokee



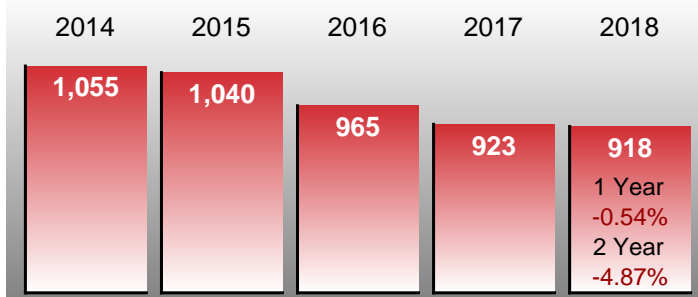
ACTIVE INVENTORY

Report produced on Sep 12, 2018 for MLS Technology Inc.

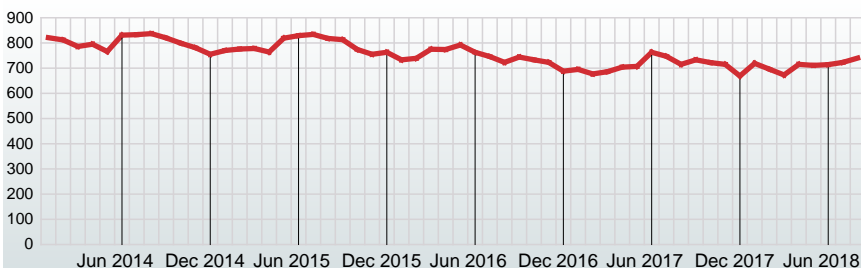
END OF AUGUST



ACTIVE DURING AUGUST



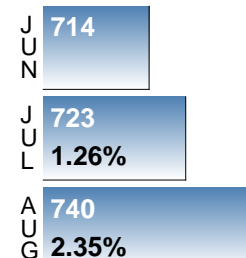
5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 767

3 MONTHS

High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **740**,
below the 5 yr AUG
average of **767**



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	18	2.43%	99.0	18	0	0	0
\$10,001 - \$20,000	141	19.05%	57.0	141	0	0	0
\$20,001 - \$40,000	88	11.89%	57.5	79	9	0	0
\$40,001 - \$90,000	199	26.89%	106.0	159	33	6	1
\$90,001 - \$170,000	122	16.49%	77.5	53	54	14	1
\$170,001 - \$300,000	99	13.38%	77.0	23	41	28	7
\$300,001 and up	73	9.86%	84.0	30	17	19	7
Total Active Inventory by Units	740			503	154	67	16
Total Active Inventory by Volume	104,155,529	100%	81.0	46.03M	30.95M	22.34M	4.83M
Median Active Inventory Listing Price	\$69,900			\$45,000	\$139,200	\$239,900	\$299,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

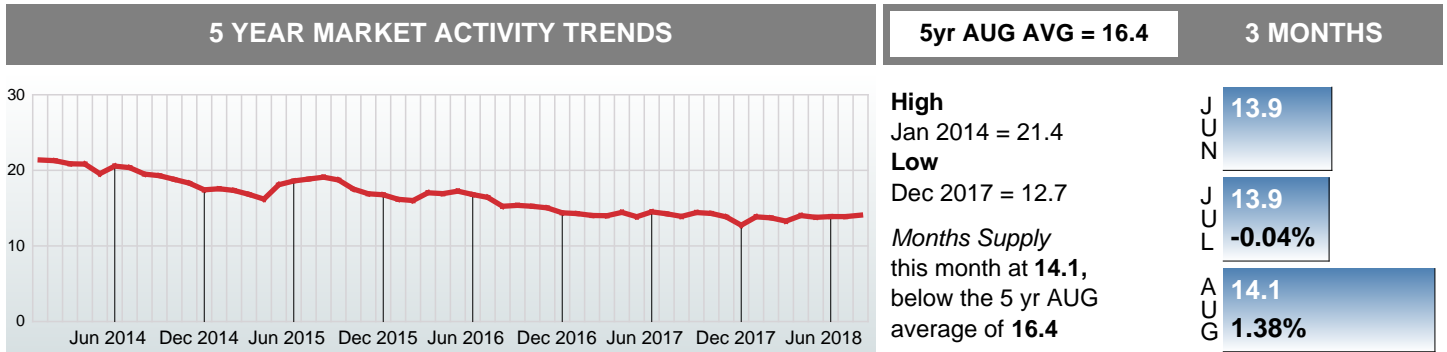
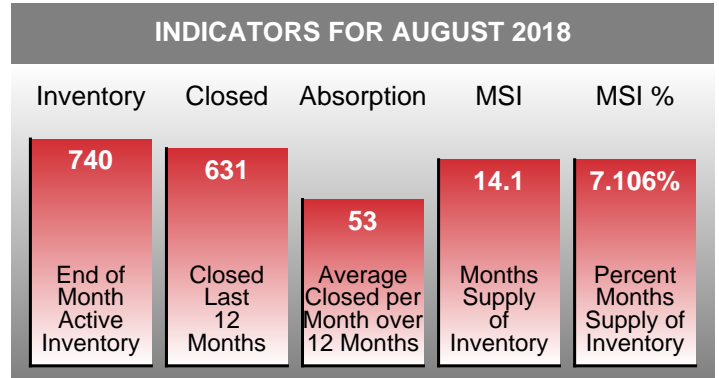
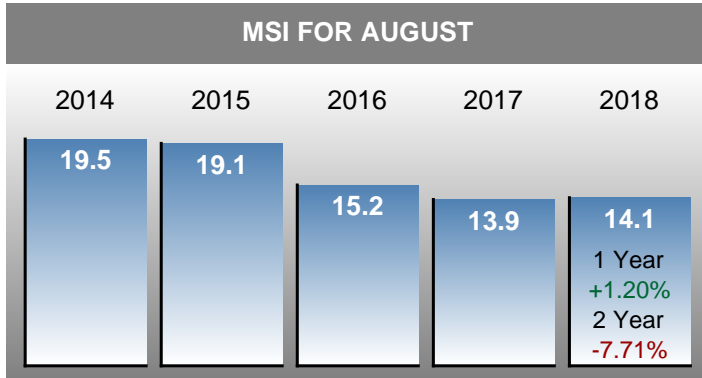
August 2018

Area Delimited by County Of Cherokee



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.



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	18	2.43%	10.3	10.3	0.0	0.0	0.0
\$10,001 - \$20,000	141	19.05%	47.0	56.4	0.0	0.0	0.0
\$20,001 - \$40,000	88	11.89%	15.5	19.3	7.7	0.0	0.0
\$40,001 - \$90,000	199	26.89%	15.8	24.2	6.7	6.0	12.0
\$90,001 - \$170,000	122	16.49%	7.1	19.3	4.7	5.3	6.0
\$170,001 - \$300,000	99	13.38%	9.7	34.5	6.7	9.1	16.8
\$300,001 and up	73	9.86%	32.4	72.0	51.0	17.5	16.8
Market Supply of Inventory (MSI)	14.1	100%	14.1	26.8	6.3	8.2	12.8
Total Active Inventory by Units	740			503	154	67	16

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

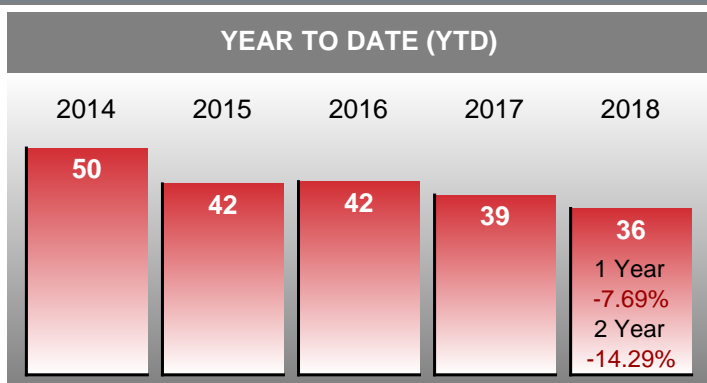
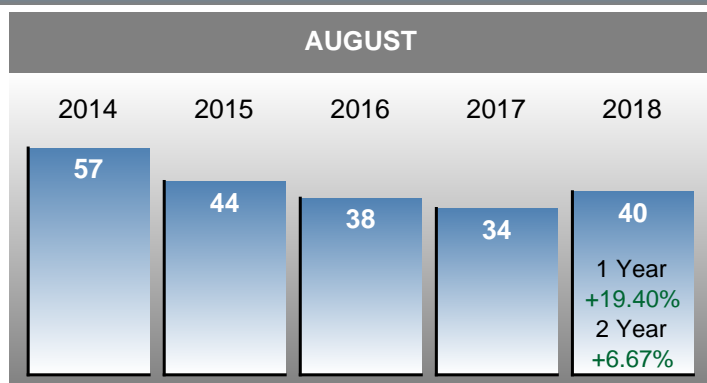
August 2018

Area Delimited by County Of Cherokee



MEDIAN DAYS ON MARKET TO SALE

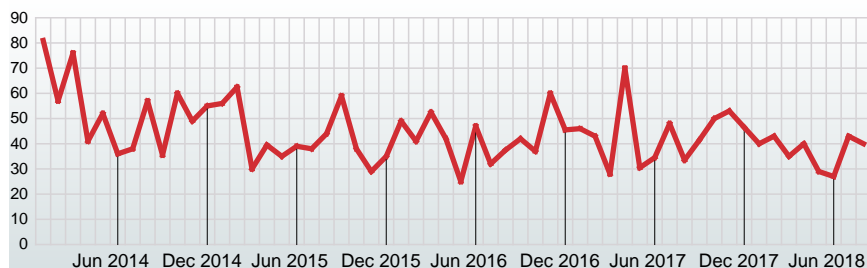
Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 42

3 MONTHS



High
Jan 2014 = 81
Low
May 2016 = 25
Median Days on Market
this month at **40**,
below the 5 yr AUG
average of **42**

JUN	27
JUL	43
AUG	40
59.26%	
-6.98%	

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	1	1.67%	37.0	37.0	0.0	0.0	0.0
\$10,001 \$50,000	12	20.00%	24.5	32.0	13.0	0.0	0.0
\$50,001 \$80,000	7	11.67%	18.0	11.0	19.0	0.0	0.0
\$80,001 \$150,000	17	28.33%	43.0	36.0	76.0	10.0	23.0
\$150,001 \$200,000	9	15.00%	59.0	0.0	36.0	82.5	0.0
\$200,001 \$290,000	8	13.33%	63.5	0.0	62.0	156.0	0.0
\$290,001 and up	6	10.00%	93.0	102.0	88.0	63.0	100.0
Median Closed DOM	40.0			32.0	52.0	70.0	61.5
Total Closed Units	60	100%	40.0	19	29	10	2
Total Closed Volume	8,484,249			1.24M	4.50M	2.29M	449.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



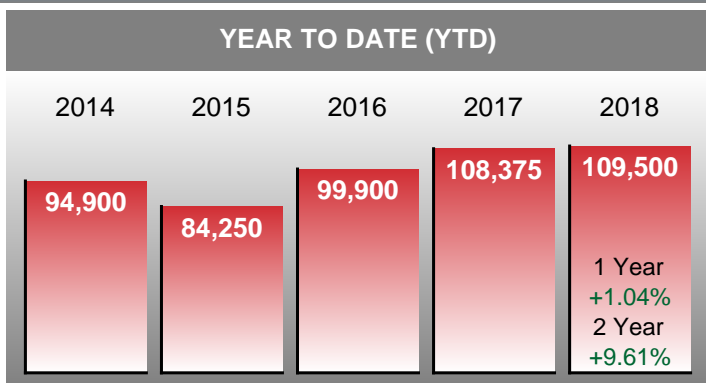
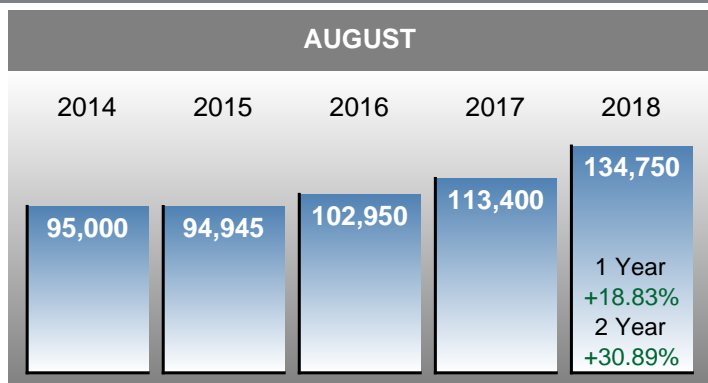
August 2018

Area Delimited by County Of Cherokee



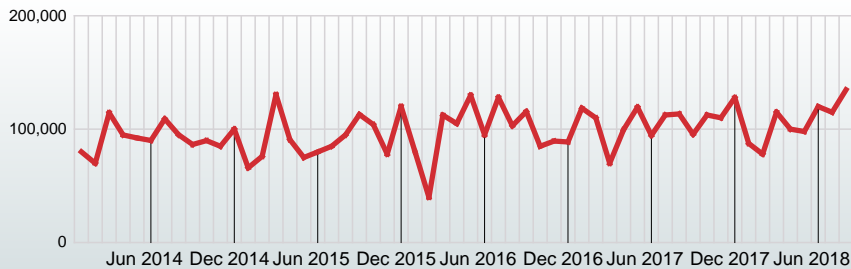
MEDIAN LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 108,209 **3 MONTHS**



High
Aug 2018 = 134,750
Low
Feb 2016 = 39,900
Median List Price
this month at **134,750**,
above the 5 yr AUG
average of **108,209**

JUN	119,900
JUL	114,900
AUG	134,750
-4.17%	
17.28%	

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	1	1.67%	7,500	7,500	0	0	0
\$10,001 - \$50,000	10	16.67%	20,200	22,900	14,000	0	0
\$50,001 - \$80,000	9	15.00%	66,000	65,000	73,800	0	0
\$80,001 - \$150,000	16	26.67%	118,400	96,500	119,900	142,400	0
\$150,001 - \$200,000	9	15.00%	170,000	0	165,750	177,400	169,900
\$200,001 - \$290,000	9	15.00%	225,000	0	230,950	209,500	0
\$290,001 and up	6	10.00%	414,950	430,000	549,900	399,900	304,900
Median List Price			134,750	59,900	146,000	184,450	237,400
Total Closed Units	60	100%	134,750	19	29	10	2
Total Closed Volume	8,858,900			1.33M	4.67M	2.38M	474.80K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



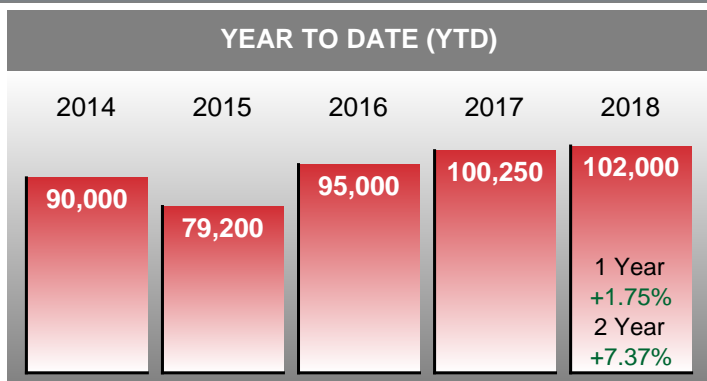
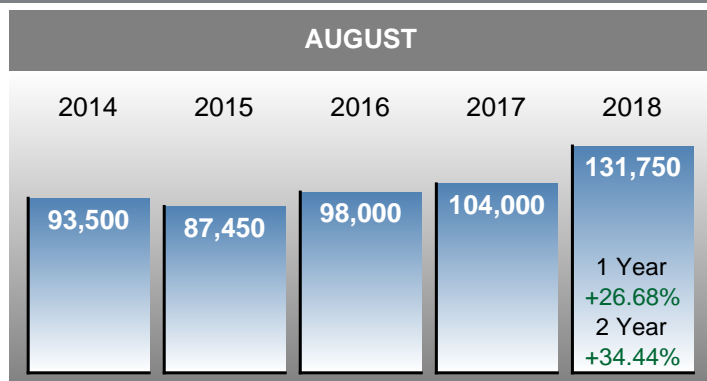
August 2018

Area Delimited by County Of Cherokee



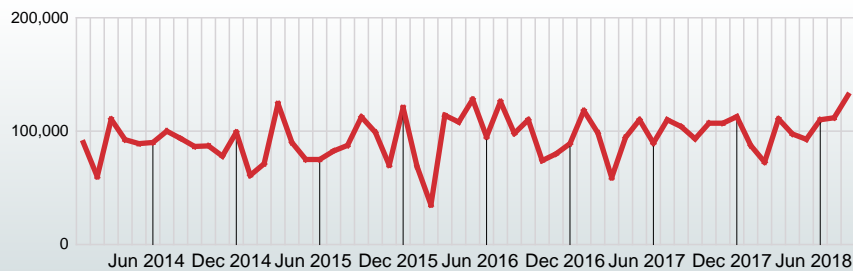
MEDIAN SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 102,940 **3 MONTHS**



High
Aug 2018 = 131,750
Low
Feb 2016 = 35,000
Median Sold Price
this month at **131,750**,
above the 5 yr AUG
average of **102,940**

JUN	110,050
JUL	111,800
AUG	131,750
1.59%	
17.84%	

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	1	1.67%	6,000	6,000	0	0	0
\$10,001 - \$50,000	12	20.00%	19,890	20,315	14,000	0	0
\$50,001 - \$80,000	7	11.67%	61,000	60,000	70,875	0	0
\$80,001 - \$150,000	17	28.33%	115,900	96,500	115,900	139,885	150,000
\$150,001 - \$200,000	9	15.00%	170,000	0	170,000	171,125	0
\$200,001 - \$290,000	8	13.33%	218,500	0	225,000	204,000	0
\$290,001 and up	6	10.00%	402,450	430,000	510,000	374,900	299,900
Median Sold Price			131,750	50,000	146,000	182,625	224,950
Total Closed Units		100%	131,750	19	29	10	2
Total Closed Volume			8,484,249	1.24M	4.50M	2.29M	449.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



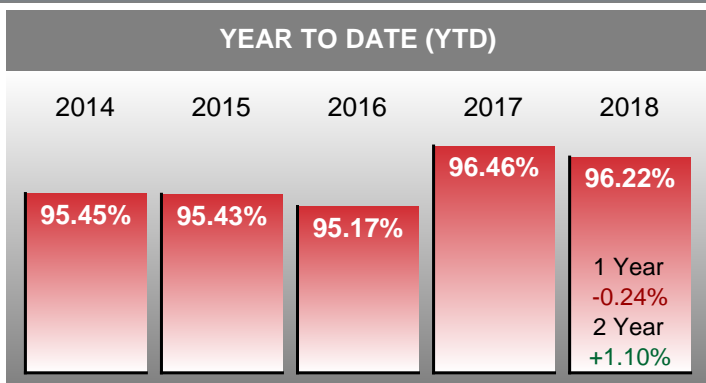
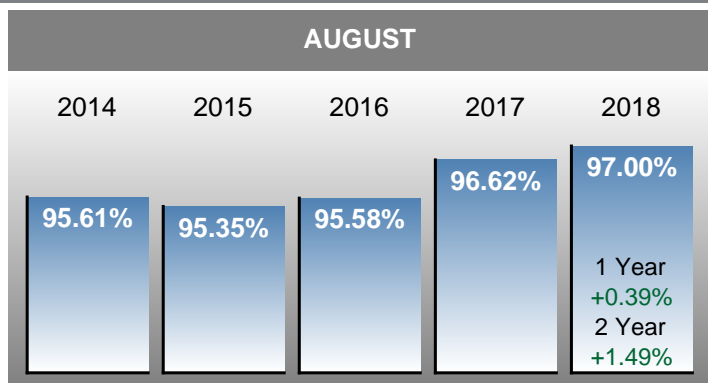
August 2018

Area Delimited by County Of Cherokee

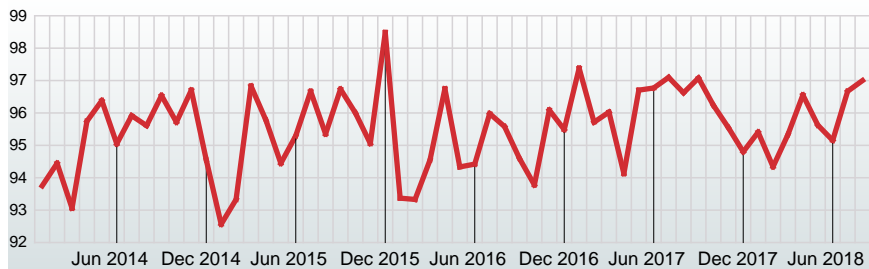


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 96.03%

3 MONTHS

High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **97.00%**, above the 5 yr AUG average of **96.03%**

JUN	95.15%
JUL	96.67%
AUG	97.00%
1.59%	
0.34%	

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	1	1.67%	80.00%	80.00%	0.00%	0.00%	0.00%	
\$10,001 \$50,000	12	20.00%	89.05%	85.00%	100.00%	0.00%	0.00%	
\$50,001 \$80,000	7	11.67%	93.65%	93.65%	96.42%	0.00%	0.00%	
\$80,001 \$150,000	17	28.33%	97.97%	97.97%	98.04%	98.20%	88.29%	
\$150,001 \$200,000	9	15.00%	98.40%	0.00%	98.45%	97.51%	0.00%	
\$200,001 \$290,000	8	13.33%	97.78%	0.00%	98.19%	97.37%	0.00%	
\$290,001 and up	6	10.00%	94.74%	100.00%	92.74%	93.78%	98.36%	
Median Sold/List Ratio		97.00%		92.32%	98.19%	96.56%	93.32%	
Total Closed Units		60	100%	97.00%	19	29	10	2
Total Closed Volume		8,484,249			1.24M	4.50M	2.29M	449.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

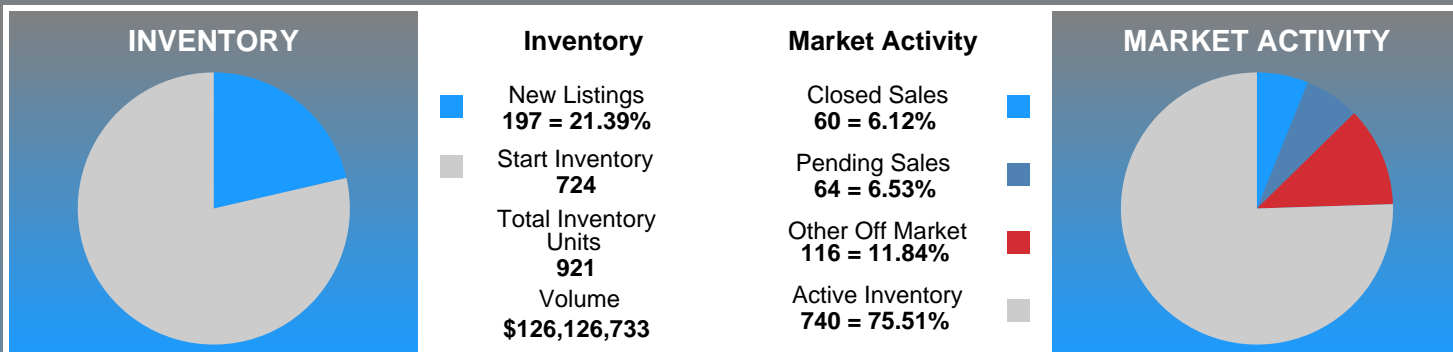
August 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

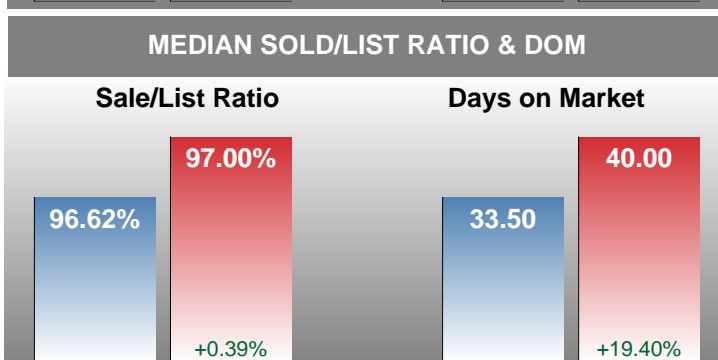
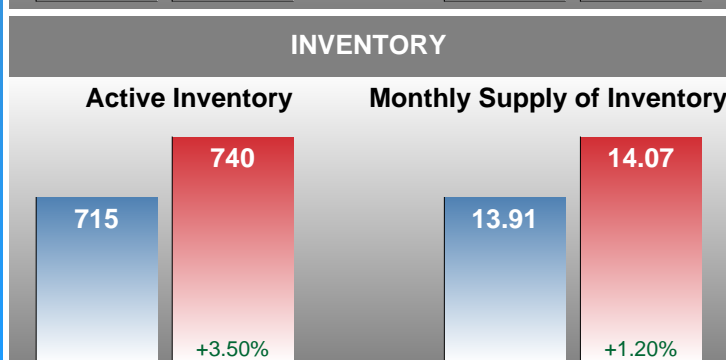
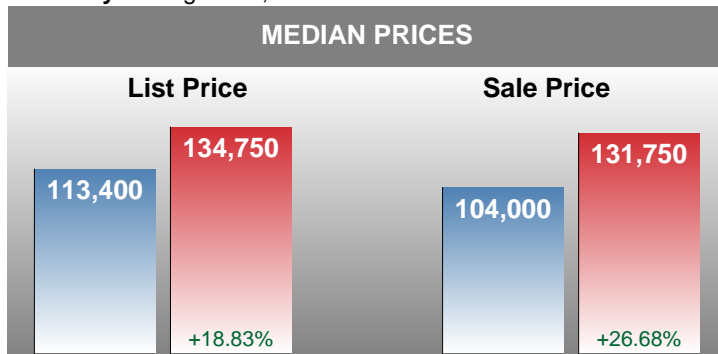
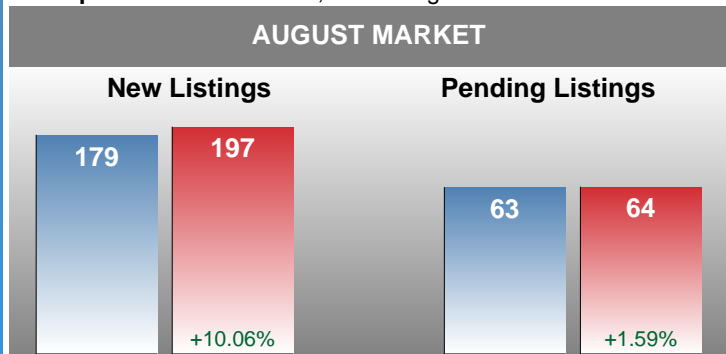


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	54	60	11.11%	424	425	0.24%
Pending Sales	63	64	1.59%	452	473	4.65%
New Listings	179	197	10.06%	1,373	1,410	2.69%
Median List Price	113,400	134,750	18.83%	108,375	109,500	1.04%
Median Sale Price	104,000	131,750	26.68%	100,250	102,000	1.75%
Median Percent of Selling Price to List Price	96.62%	97.00%	0.39%	96.46%	96.22%	-0.24%
Median Days on Market to Sale	33.50	40.00	19.40%	39.00	36.00	-7.69%
Monthly Inventory	715	740	3.50%	715	740	3.50%
Months Supply of Inventory	13.91	14.07	1.20%	13.91	14.07	1.20%

Absorption: Last 12 months, an Average of **53** Sales/Month

Inventory on August 31, 2018 = 740

2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®