

October 2018

Area Delimited by County Of Cherokee

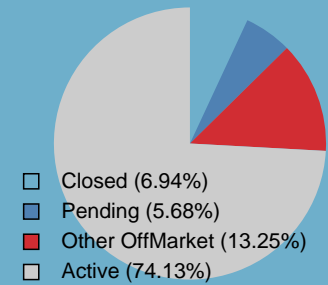


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	47	66	40.43%
Pending Listings	54	54	0.00%
New Listings	124	188	51.61%
Average List Price	132,231	111,559	-15.63%
Average Sale Price	125,137	105,070	-16.04%
Average Percent of List Price to Selling Price	94.67%	93.73%	-0.99%
Average Days on Market to Sale	54.89	49.85	-9.19%
End of Month Inventory	808	705	-12.75%
Months Supply of Inventory	16.00	12.84	-19.76%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of October 31, 2018 = **705**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **12.75%** to 705 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **12.84** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **16.04%** in October 2018 to \$105,070 versus the previous year at \$125,137.

Average Days on Market Shortens

The average number of **49.85** days that homes spent on the market before selling decreased by 5.05 days or **9.19%** in October 2018 compared to last year's same month at **54.89** DOM.

Sales Success for October 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 188 New Listings in October 2018, up **51.61%** from last year at 124. Furthermore, there were 66 Closed Listings this month versus last year at 47, a **40.43%** increase.

Closed versus Listed trends yielded a **35.1%** ratio, down from previous year's, October 2017, at **37.9%**, a **7.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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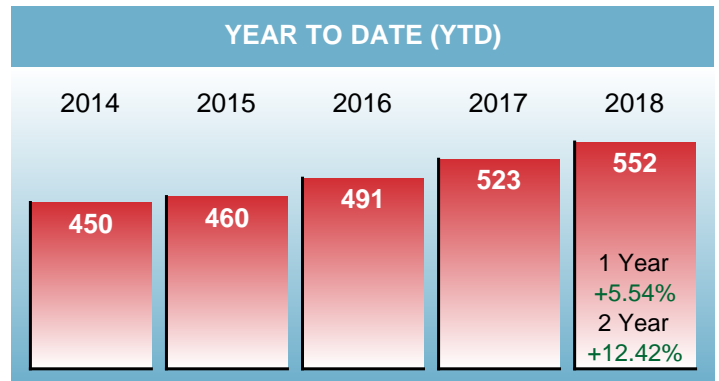
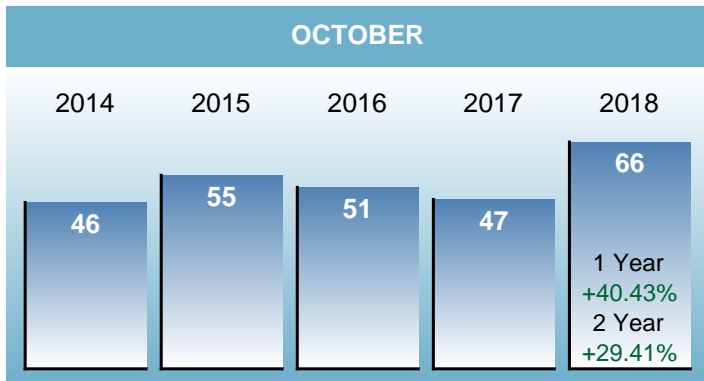
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CLOSED LISTINGS

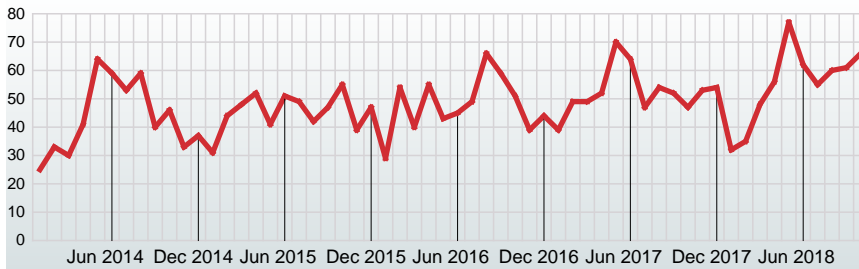
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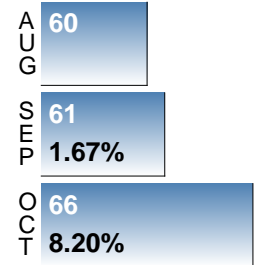
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 53

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **66**,
above the 5 yr OCT
average of **53**



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	4	6.06%	67.0	4	0	0	0
\$10,001 - \$40,000	11	16.67%	38.2	10	1	0	0
\$40,001 - \$70,000	9	13.64%	62.6	5	3	1	0
\$70,001 - \$110,000	16	24.24%	62.1	6	8	2	0
\$110,001 - \$130,000	8	12.12%	33.9	1	7	0	0
\$130,001 - \$190,000	11	16.67%	15.8	1	7	3	0
\$190,001 and up	7	10.61%	85.7	1	2	4	0
Total Closed Units	66			28	28	10	0
Total Closed Volume	6,934,625	100%	49.8	1.72M	3.40M	1.81M	0.00B
Average Closed Price	\$105,070			\$61,540	\$121,318	\$181,460	\$0

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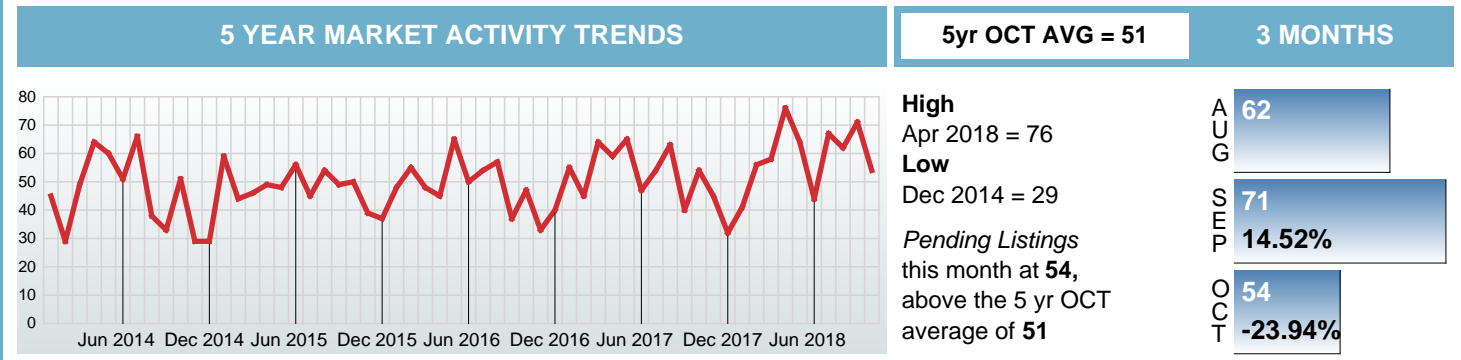
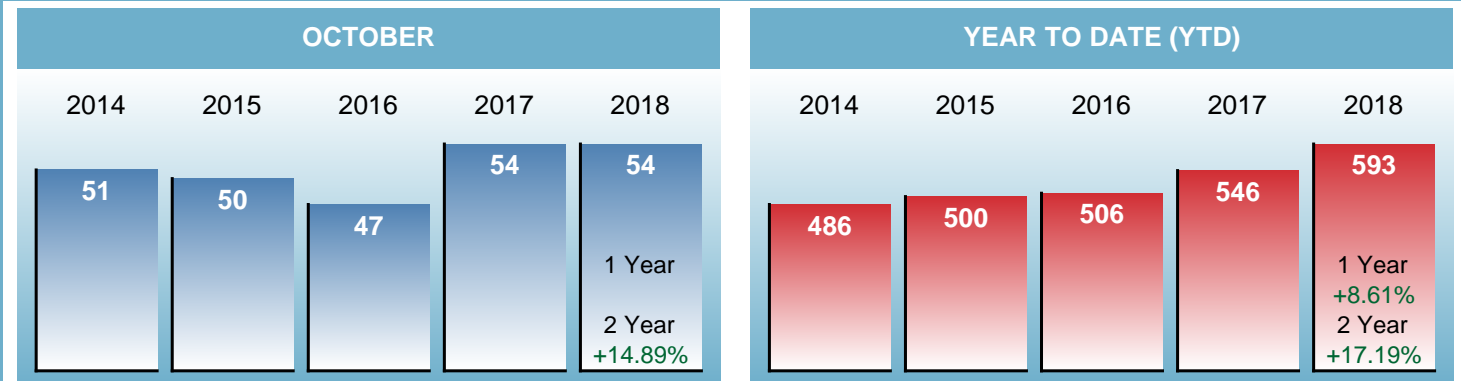
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PENDING LISTINGS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.56%	40.0	3	0	0	0
\$20,001 \$50,000	10	18.52%	56.8	7	2	1	0
\$50,001 \$70,000	7	12.96%	66.0	2	3	2	0
\$70,001 \$100,000	10	18.52%	34.9	5	5	0	0
\$100,001 \$120,000	10	18.52%	39.3	1	6	3	0
\$120,001 \$150,000	8	14.81%	92.8	3	5	0	0
\$150,001 and up	6	11.11%	47.7	0	5	1	0
Total Pending Units	54			21	26	7	0
Total Pending Volume	5,182,900	100%	51.6	1.39M	3.08M	713.80K	0.00B
Average Listing Price	\$62,400			\$66,067	\$118,527	\$101,971	\$0

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

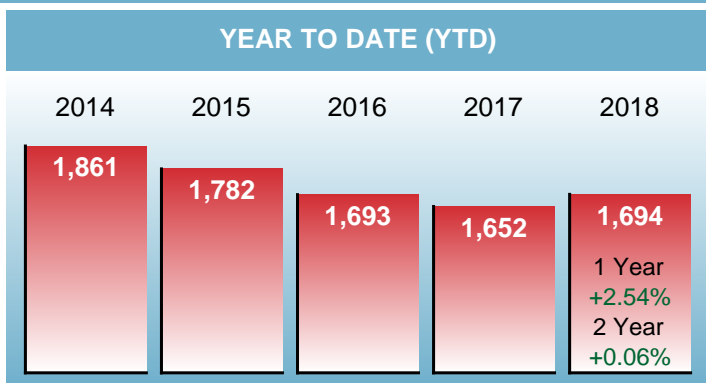
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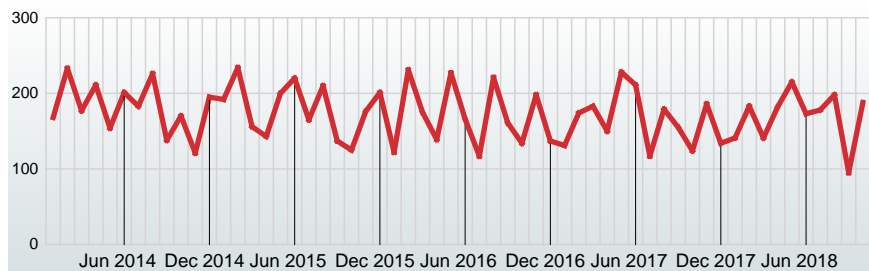
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 148 **3 MONTHS**



High
Feb 2015 = 234
Low
Sep 2018 = 95
New Listings
this month at **188**,
above the 5 yr OCT
average of **148**

AUG	198
SEP	95 -52.02%
OCT	188 97.89%

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	2	1.06%	2	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	60	31.91%	59	0	1	0
\$30,001 - \$90,000	52	27.66%	30	17	5	0
\$90,001 - \$150,000	32	17.02%	17	14	1	0
\$150,001 - \$220,000	22	11.70%	6	9	6	1
\$220,001 and up	20	10.64%	6	7	6	1
Total New Listed Units	188		120	47	19	2
Total New Listed Volume	21,582,813		8.03M	9.48M	3.63M	432.90K
Average New Listed Listing Price	\$57,250		\$66,946	\$201,732	\$191,316	\$216,450

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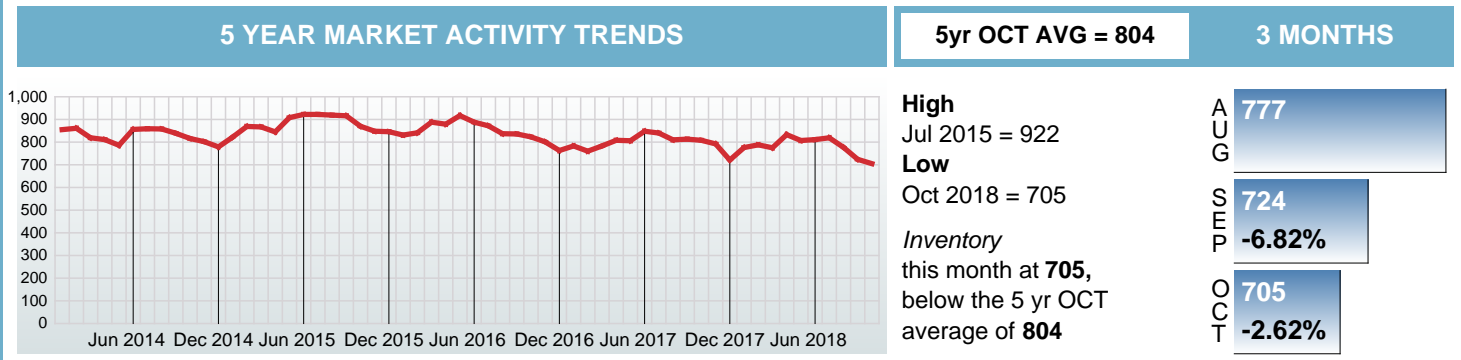
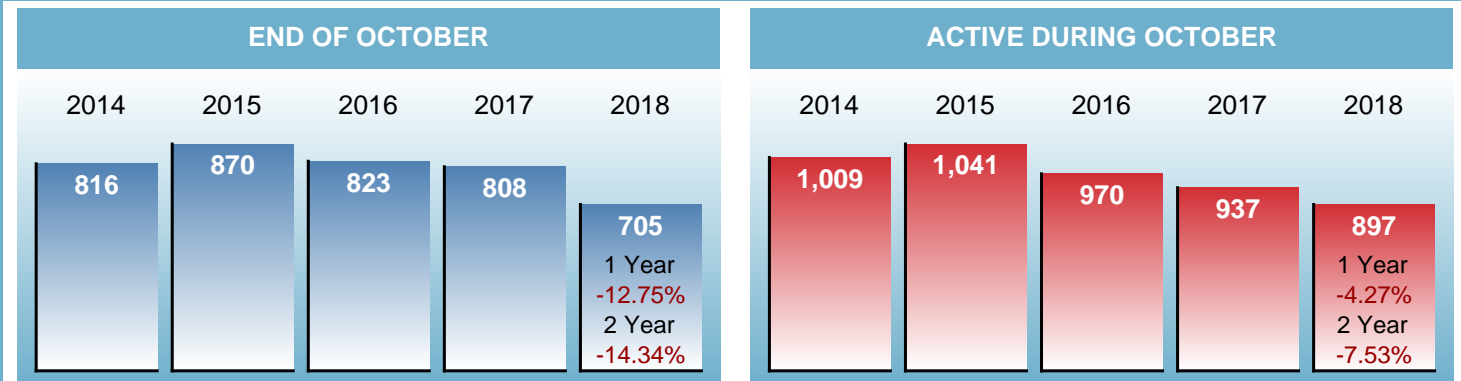
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ACTIVE INVENTORY

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



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	15	2.13%	101.8	15	0	0	0
\$10,001 \$20,000	144	20.43%	71.6	144	0	0	0
\$20,001 \$40,000	89	12.62%	91.8	79	7	3	0
\$40,001 \$90,000	190	26.95%	109.2	158	26	6	0
\$90,001 \$170,000	101	14.33%	73.6	43	44	13	1
\$170,001 \$300,000	94	13.33%	84.0	21	40	25	8
\$300,001 and up	72	10.21%	114.2	29	18	16	9
Total Active Inventory by Units	705			489	135	63	18
Total Active Inventory by Volume	99,791,620	100%	91.2	43.74M	30.69M	19.62M	5.73M
Average Active Inventory Listing Price	\$141,548			\$89,453	\$227,369	\$311,478	\$318,411

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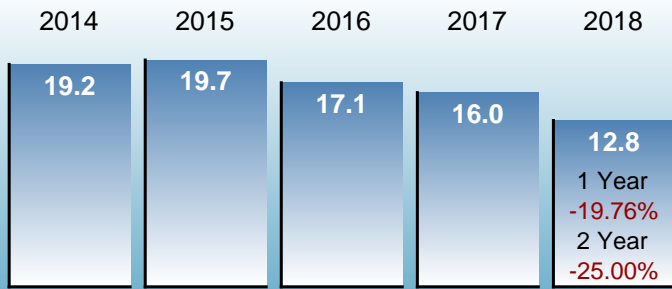
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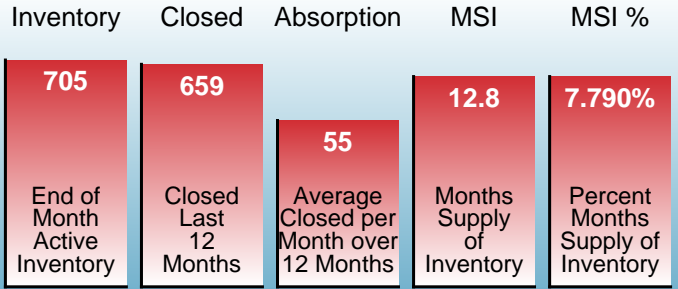
MONTHS SUPPLY of INVENTORY (MSI)

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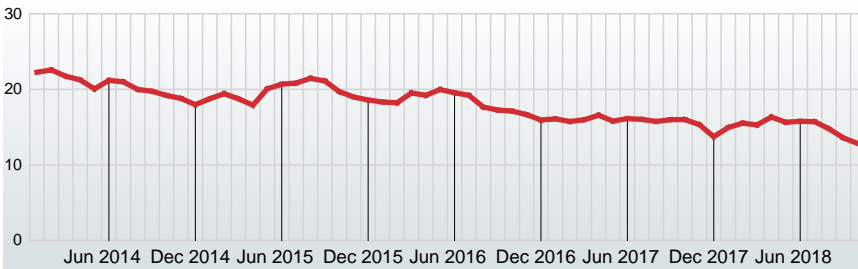
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018



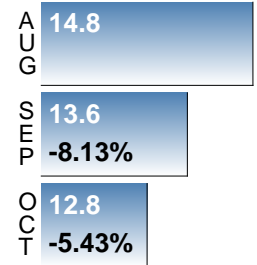
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 17.0

3 MONTHS

High
Feb 2014 = 22.6
Low
Oct 2018 = 12.8
Months Supply
this month at **12.8**,
below the 5 yr OCT
average of **17.0**



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	15	2.13%	7.2	7.2	0.0	0.0	0.0
\$10,001 - \$20,000	144	20.43%	45.5	54.0	0.0	0.0	0.0
\$20,001 - \$40,000	89	12.62%	15.7	19.3	5.6	12.0	0.0
\$40,001 - \$90,000	190	26.95%	14.8	23.1	5.2	6.5	0.0
\$90,001 - \$170,000	101	14.33%	5.6	12.9	3.7	4.6	4.0
\$170,001 - \$300,000	94	13.33%	8.8	21.0	6.6	7.5	32.0
\$300,001 and up	72	10.21%	30.9	87.0	43.2	12.8	27.0
Market Supply of Inventory (MSI)	12.8			24.0	5.4	7.3	16.6
Total Active Inventory by Units	705	100%	12.8	489	135	63	18

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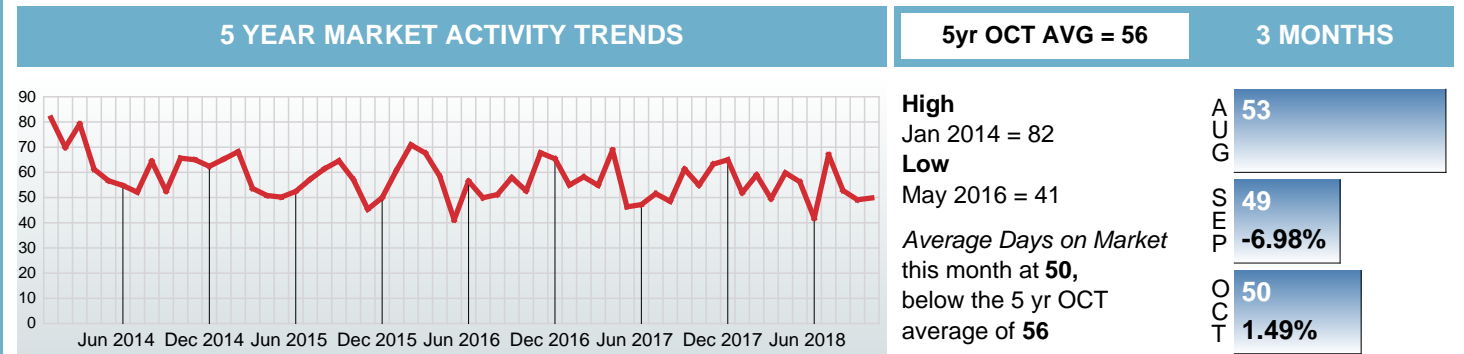
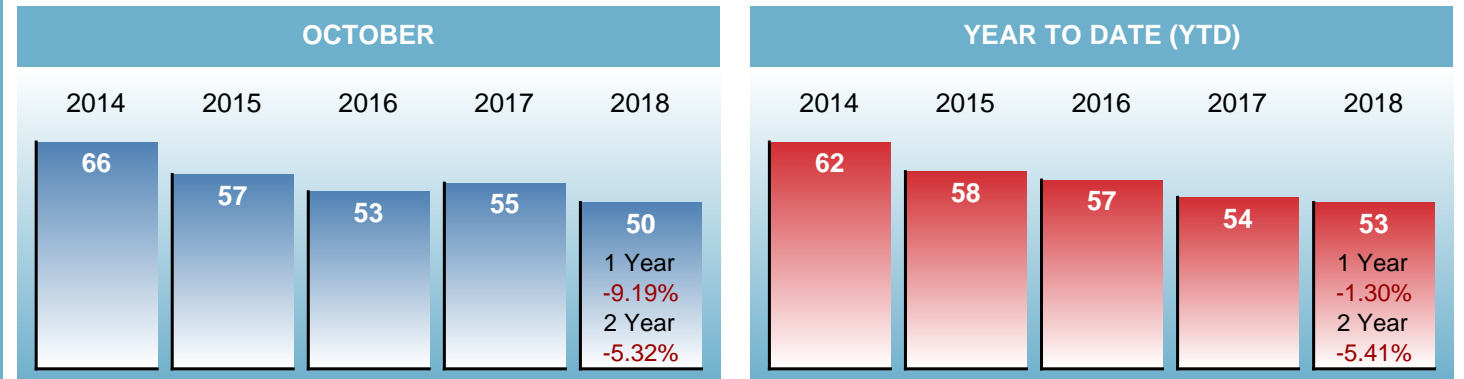
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AVERAGE DAYS ON MARKET TO SALE

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



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	4	6.06%	67.0	67.0	0.0	0.0	0.0
\$10,001 \$40,000	11	16.67%	38.2	40.5	15.0	0.0	0.0
\$40,001 \$70,000	9	13.64%	62.6	71.6	64.3	12.0	0.0
\$70,001 \$110,000	16	24.24%	62.1	70.5	43.1	113.0	0.0
\$110,001 \$130,000	8	12.12%	33.9	96.0	25.0	0.0	0.0
\$130,001 \$190,000	11	16.67%	15.8	4.0	20.0	10.0	0.0
\$190,001 and up	7	10.61%	85.7	135.0	52.0	90.3	0.0
Average Closed DOM	49.8			60.3	34.7	62.9	0.0
Total Closed Units	66	100%	49.8	28	28	10	
Total Closed Volume	6,934,625			1.72M	3.40M	1.81M	0.00B

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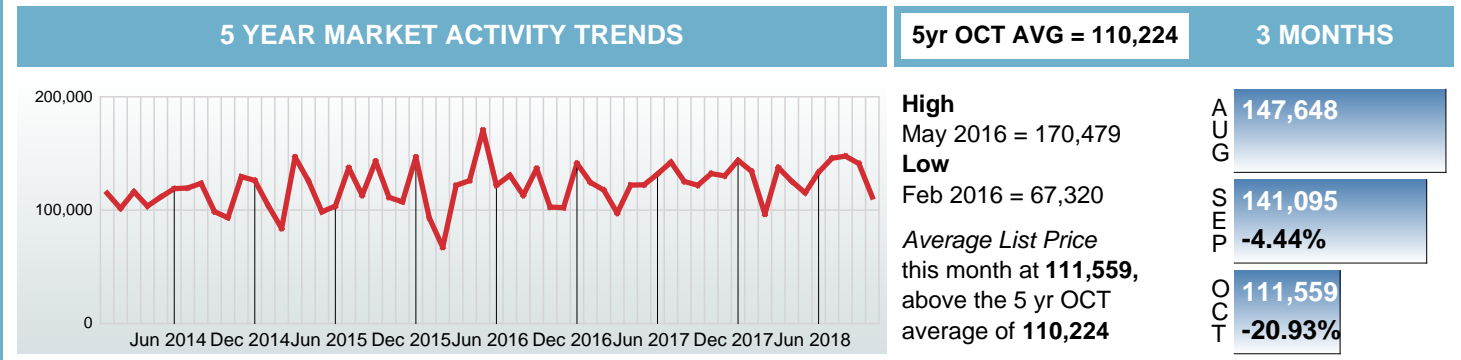
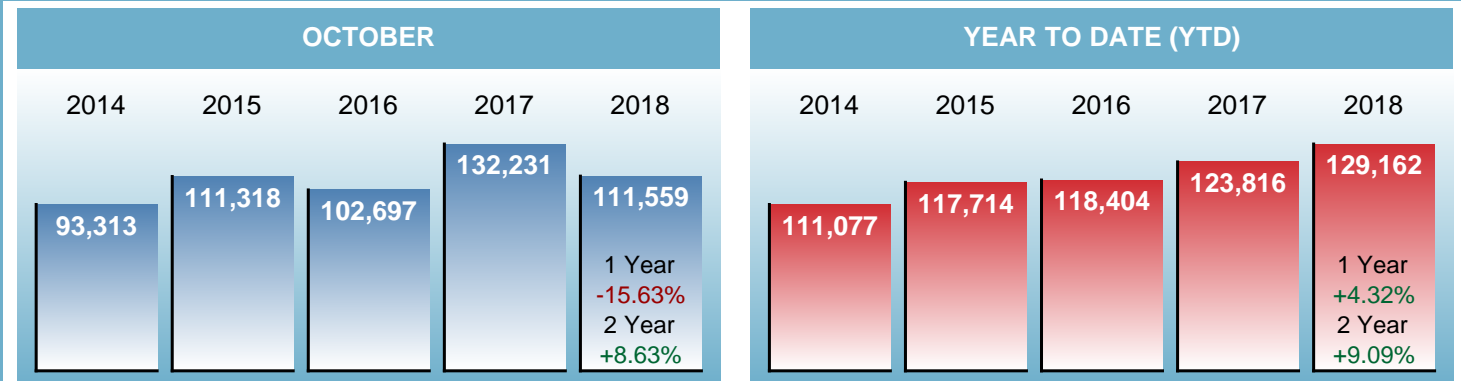
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AVERAGE LIST PRICE AT CLOSING

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



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	1	1.52%	3,475	13,294	0	0	0
\$10,001 \$40,000	14	21.21%	24,707	25,870	49,000	0	0
\$40,001 \$70,000	8	12.12%	54,538	55,240	60,167	48,000	0
\$70,001 \$110,000	12	18.18%	90,492	135,950	88,950	106,000	0
\$110,001 \$130,000	11	16.67%	122,845	124,900	125,443	0	0
\$130,001 \$190,000	11	16.67%	150,409	199,000	154,686	145,567	0
\$190,001 and up	9	13.64%	276,167	299,900	298,700	284,800	0
Average List Price	111,559			72,413	124,979	183,590	0
Total Closed Units	66	100%	111,559	28	28	10	
Total Closed Volume	7,362,874			2.03M	3.50M	1.84M	0.00B

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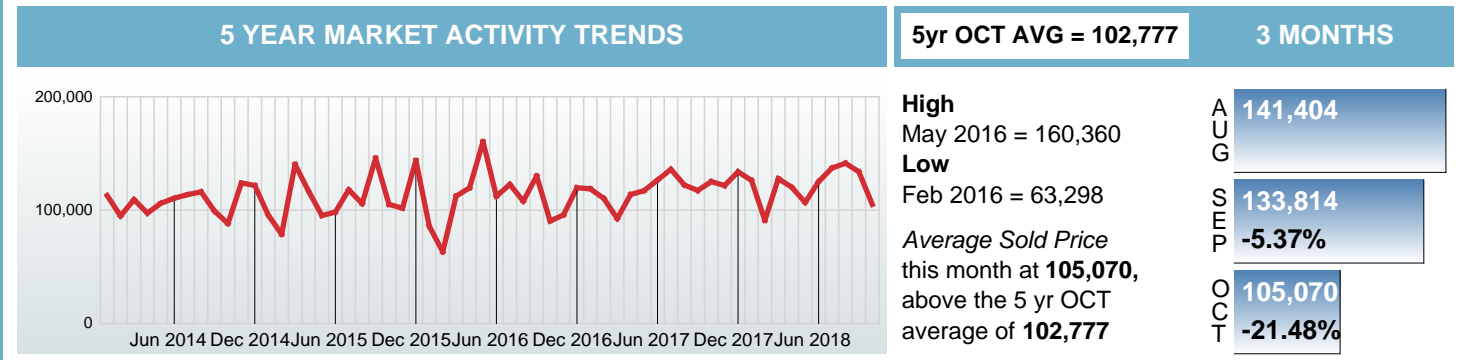
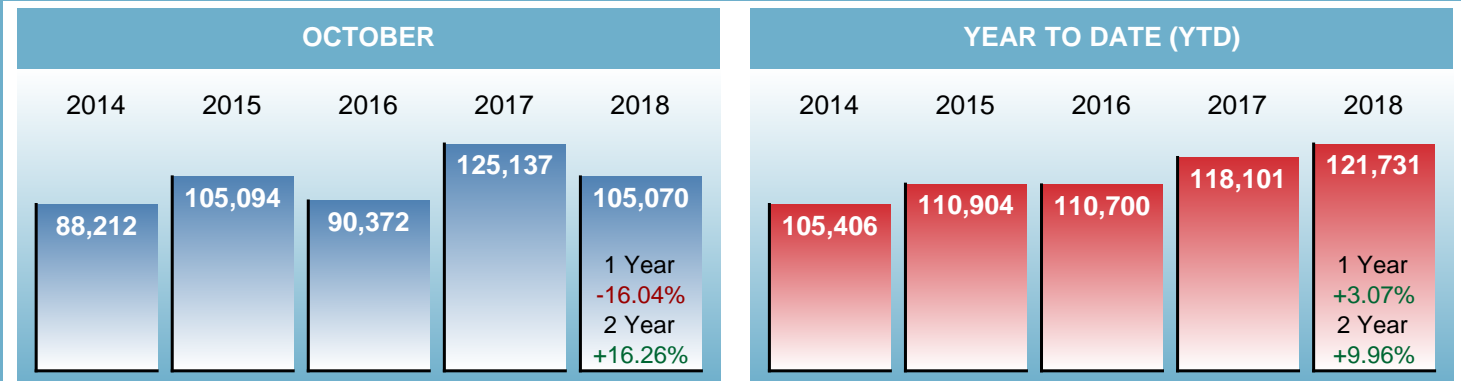
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AVERAGE SOLD PRICE AT CLOSING

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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	4	6.06%	8,369	8,369	0	0	0
\$10,001 - \$40,000	11	16.67%	24,905	24,145	32,500	0	0
\$40,001 - \$70,000	9	13.64%	54,861	51,960	55,983	66,000	0
\$70,001 - \$110,000	16	24.24%	93,853	98,733	88,719	99,750	0
\$110,001 - \$130,000	8	12.12%	122,113	117,500	122,771	0	0
\$130,001 - \$190,000	11	16.67%	152,782	184,000	152,043	144,100	0
\$190,001 and up	7	10.61%	282,043	294,500	281,500	279,200	0
Average Sold Price			105,070	61,540	121,318	181,460	0
Total Closed Units		100%	105,070	28	28	10	
Total Closed Volume			6,934,625	1.72M	3.40M	1.81M	0.00B

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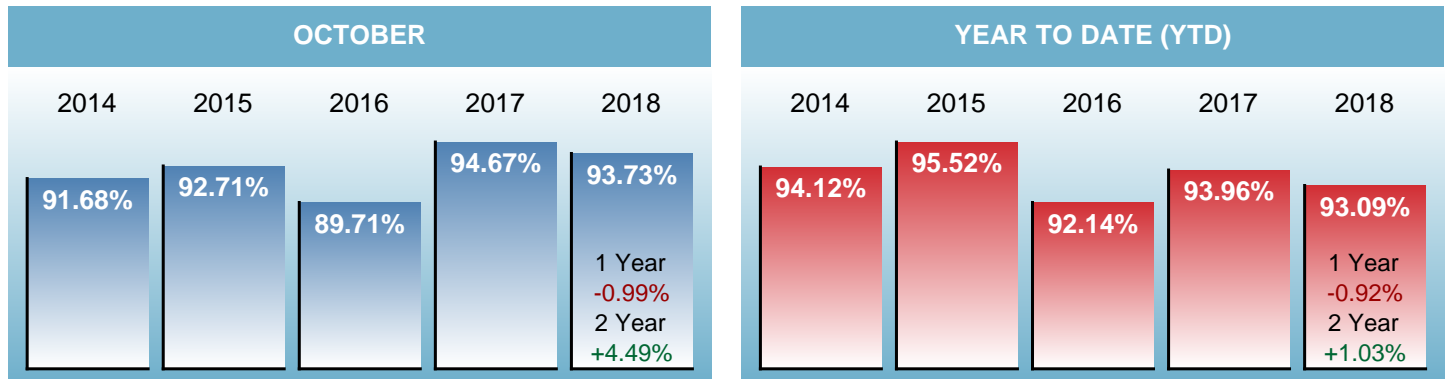
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

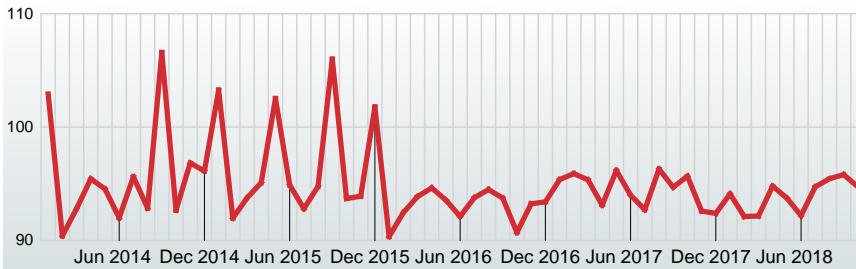
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 92.50%

3 MONTHS



High
Sep 2014 = 105.58%

Low
Jan 2016 = 89.35%

Average Sold/List Ratio this month at **93.73%**, above the 5 yr OCT average of **92.50%**

AUG	94.45%
SEP	94.81%
OCT	93.73%
YTD	93.09%
3 MONTHS	-1.14%

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	4	6.06%	71.12%	71.12%	0.00%	0.00%	0.00%
\$10,001 \$40,000	11	16.67%	90.69%	93.13%	66.33%	0.00%	0.00%
\$40,001 \$70,000	9	13.64%	99.72%	96.13%	93.10%	137.50%	0.00%
\$70,001 \$110,000	16	24.24%	91.84%	80.19%	99.99%	94.18%	0.00%
\$110,001 \$130,000	8	12.12%	97.46%	94.08%	97.95%	0.00%	0.00%
\$130,001 \$190,000	11	16.67%	98.07%	92.46%	98.41%	99.16%	0.00%
\$190,001 and up	7	10.61%	96.99%	98.20%	93.47%	98.46%	0.00%
Average Sold/List Ratio			93.70%	87.94%	96.68%	101.72%	0.00%
Total Closed Units	66	100%	93.70%	28	28	10	
Total Closed Volume	6,934,625			1.72M	3.40M	1.81M	0.00B

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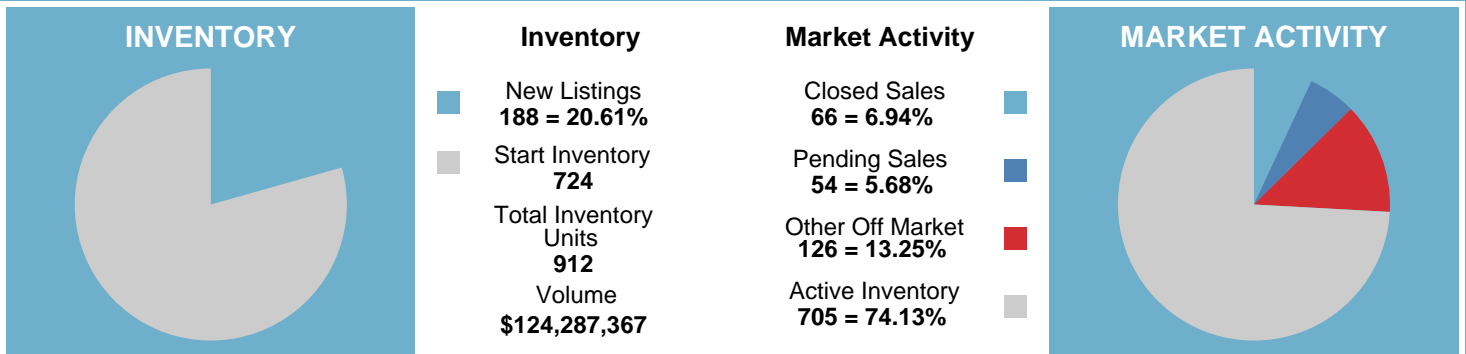
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MARKET SUMMARY

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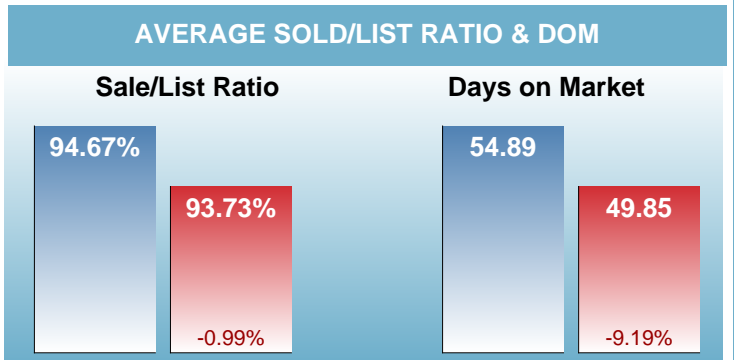
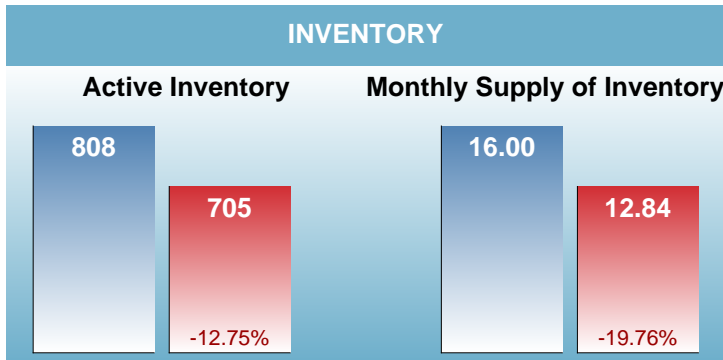
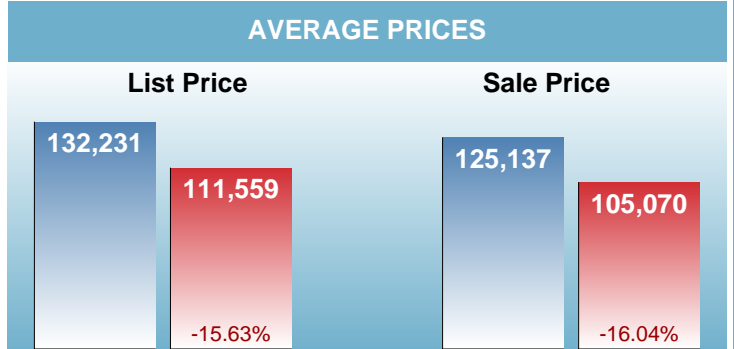
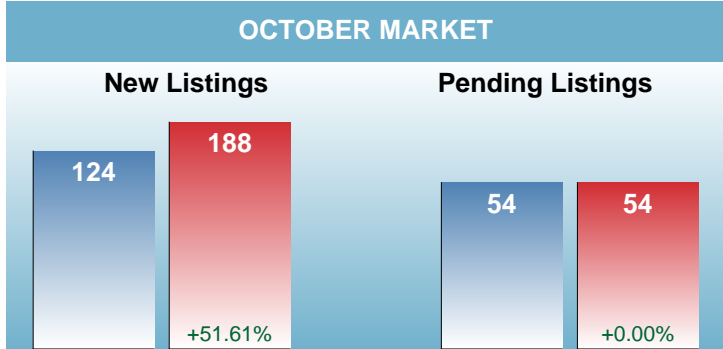


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	66	40.43%	523	552	5.54%
Pending Sales	54	54	0.00%	546	593	8.61%
New Listings	124	188	51.61%	1,652	1,694	2.54%
Average List Price	132,231	111,559	-15.63%	123,816	129,162	4.32%
Average Sale Price	125,137	105,070	-16.04%	118,101	121,731	3.07%
Average Percent of Selling Price to List Price	94.67%	93.73%	-0.99%	93.96%	93.09%	-0.92%
Average Days on Market to Sale	54.89	49.85	-9.19%	54.17	53.47	-1.30%
Monthly Inventory	808	705	-12.75%	808	705	-12.75%
Months Supply of Inventory	16.00	12.84	-19.76%	16.00	12.84	-19.76%

Absorption: Last 12 months, an Average of **55** Sales/Month

Inventory on October 31, 2018 = **705**

2017 2018



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