

## October 2018

Area Delimited by County Of Cherokee

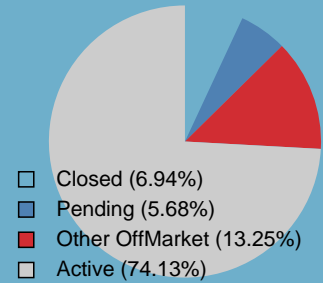


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	112,500	99,250	-11.78%
Median Sale Price	107,000	96,250	-10.05%
Median Percent of List Price to Selling Price	96.24%	96.90%	0.69%
Median Days on Market to Sale	50.00	32.00	-36.00%
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.

## 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 **10.05%** in October 2018 to \$96,250 versus the previous year at \$107,000.

## Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 18.00 days or **36.00%** in October 2018 compared to last year's same month at **50.00** DOM.

## Sales Success for October 2018 is Positive

Overall, with Median 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.

## 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.

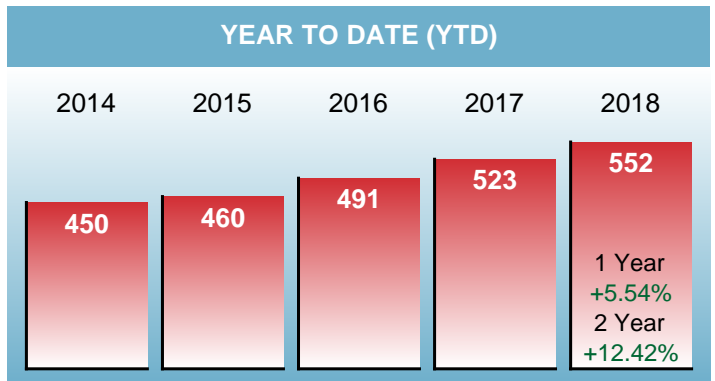
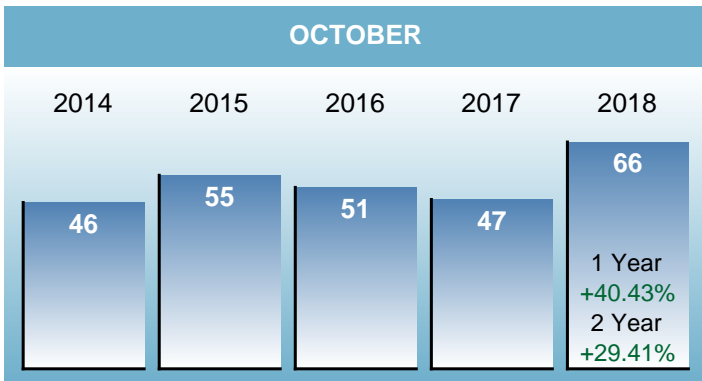
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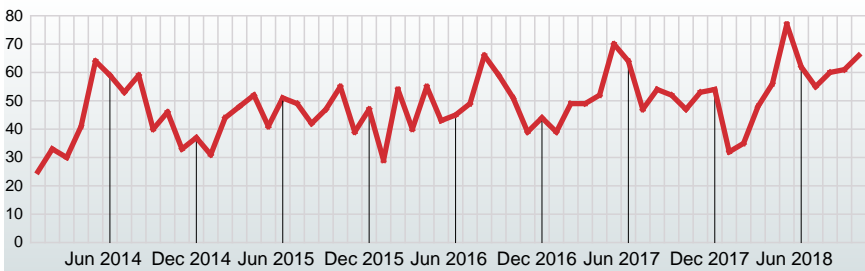


## CLOSED LISTINGS

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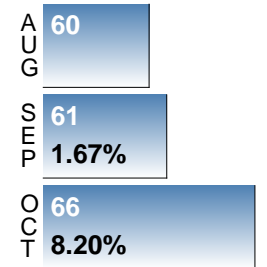


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	6.06%	89.0	4	0	0	0
\$10,001 - \$40,000	11	16.67%	32.0	10	1	0	0
\$40,001 - \$70,000	9	13.64%	67.0	5	3	1	0
\$70,001 - \$110,000	16	24.24%	38.5	6	8	2	0
\$110,001 - \$130,000	8	12.12%	27.5	1	7	0	0
\$130,001 - \$190,000	11	16.67%	8.0	1	7	3	0
\$190,001 and up	7	10.61%	85.0	1	2	4	0
<b>Total Closed Units</b>	<b>66</b>			<b>28</b>	<b>28</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,934,625</b>	<b>100%</b>	<b>32.0</b>	<b>1.72M</b>	<b>3.40M</b>	<b>1.81M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$96,250</b>			<b>\$40,500</b>	<b>\$118,000</b>	<b>\$147,700</b>	<b>\$0</b>

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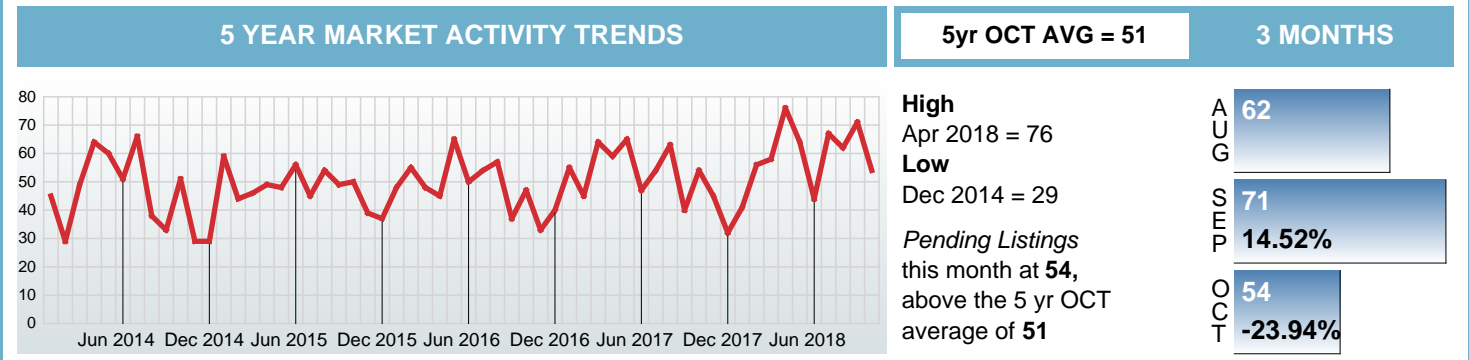
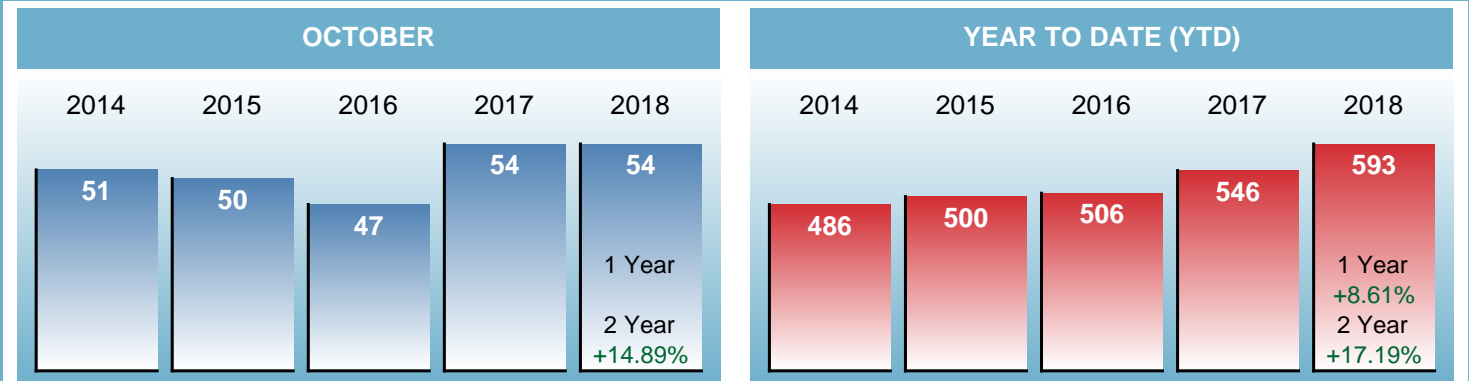
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## PENDING LISTINGS

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



## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.56%	15.0	3	0	0	0
\$20,001 - \$50,000	10	18.52%	52.5	7	2	1	0
\$50,001 - \$70,000	7	12.96%	49.0	2	3	2	0
\$70,001 - \$100,000	10	18.52%	15.0	5	5	0	0
\$100,001 - \$120,000	10	18.52%	17.5	1	6	3	0
\$120,001 - \$150,000	8	14.81%	71.0	3	5	0	0
\$150,001 and up	6	11.11%	55.0	0	5	1	0
<b>Total Pending Units</b>	<b>54</b>			<b>21</b>	<b>26</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,182,900</b>	<b>100%</b>	<b>40.0</b>	<b>1.39M</b>	<b>3.08M</b>	<b>713.80K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$95,400</b>			<b>\$64,900</b>	<b>\$111,700</b>	<b>\$112,500</b>	<b>\$0</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

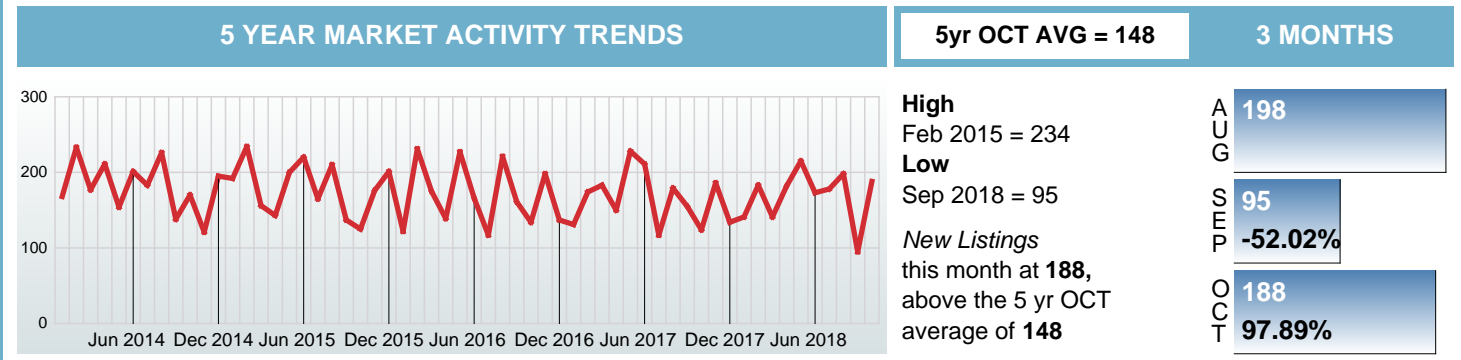
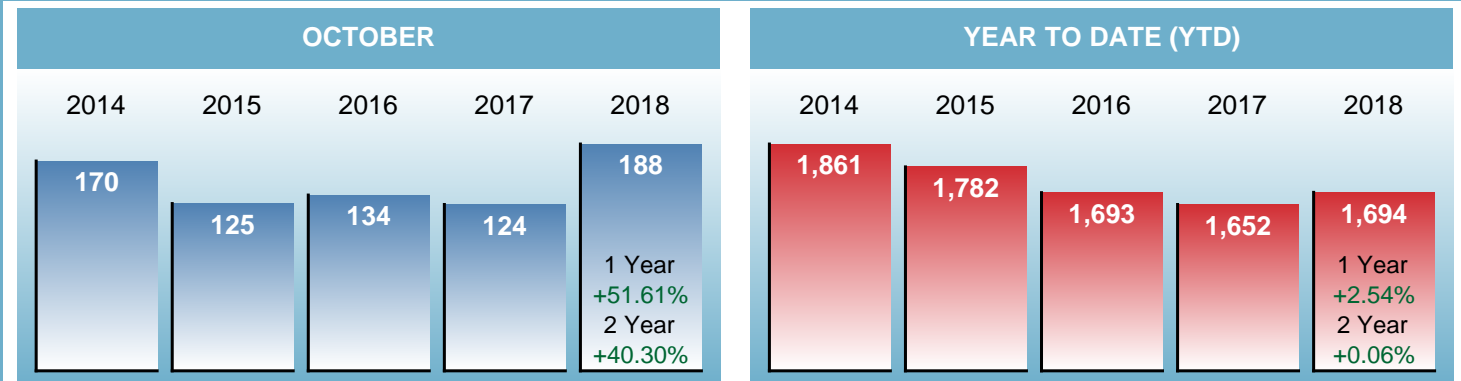
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## NEW LISTINGS

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## 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
<b>Total New Listed Units</b>	188		120	47	19	2
<b>Total New Listed Volume</b>	21,582,813		8.03M	9.48M	3.63M	432.90K
<b>Median New Listed Listing Price</b>	\$69,700		\$28,000	\$119,900	\$199,900	\$216,450

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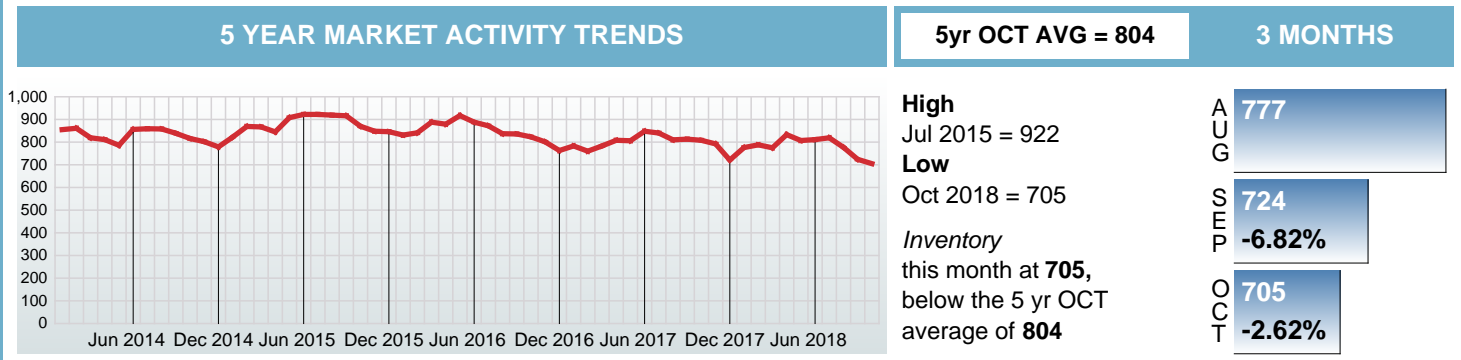
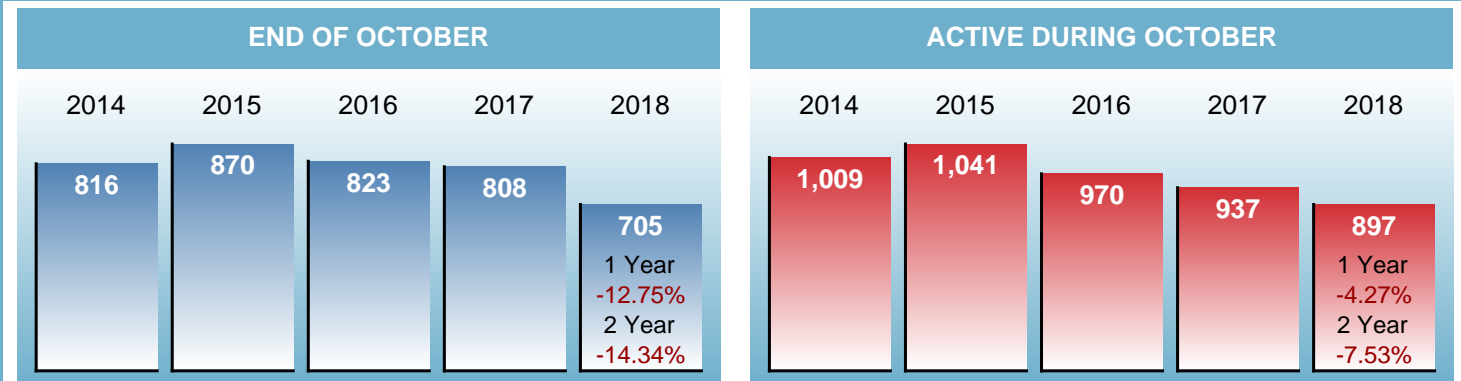
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## ACTIVE INVENTORY

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



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	15	2.13%	115.0	15	0	0	0
\$10,001 - \$20,000	144	20.43%	70.0	144	0	0	0
\$20,001 - \$40,000	89	12.62%	100.0	79	7	3	0
\$40,001 - \$90,000	190	26.95%	109.5	158	26	6	0
\$90,001 - \$170,000	101	14.33%	63.0	43	44	13	1
\$170,001 - \$300,000	94	13.33%	90.0	21	40	25	8
\$300,001 and up	72	10.21%	106.5	29	18	16	9
<b>Total Active Inventory by Units</b>	<b>705</b>			<b>489</b>	<b>135</b>	<b>63</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>99,791,620</b>	<b>100%</b>	<b>86.0</b>	<b>43.74M</b>	<b>30.69M</b>	<b>19.62M</b>	<b>5.73M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$66,000</b>			<b>\$44,500</b>	<b>\$149,900</b>	<b>\$220,000</b>	<b>\$304,900</b>

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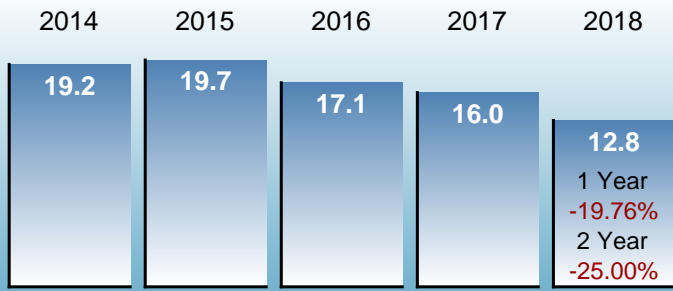
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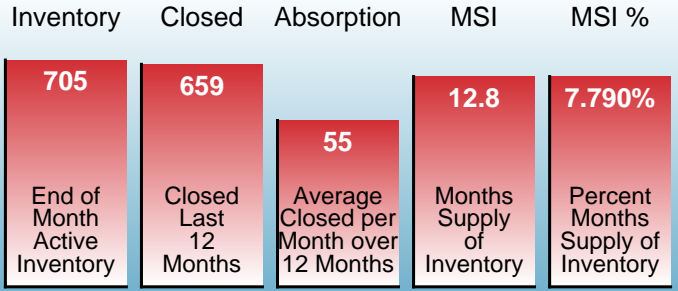
## MONTHS SUPPLY of INVENTORY (MSI)

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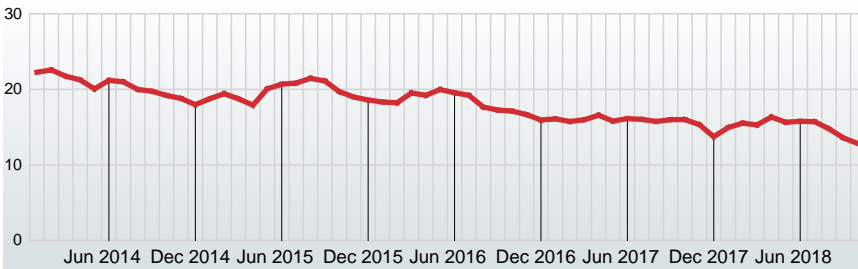
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018



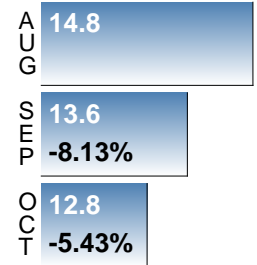
### 5 YEAR MARKET ACTIVITY TRENDS



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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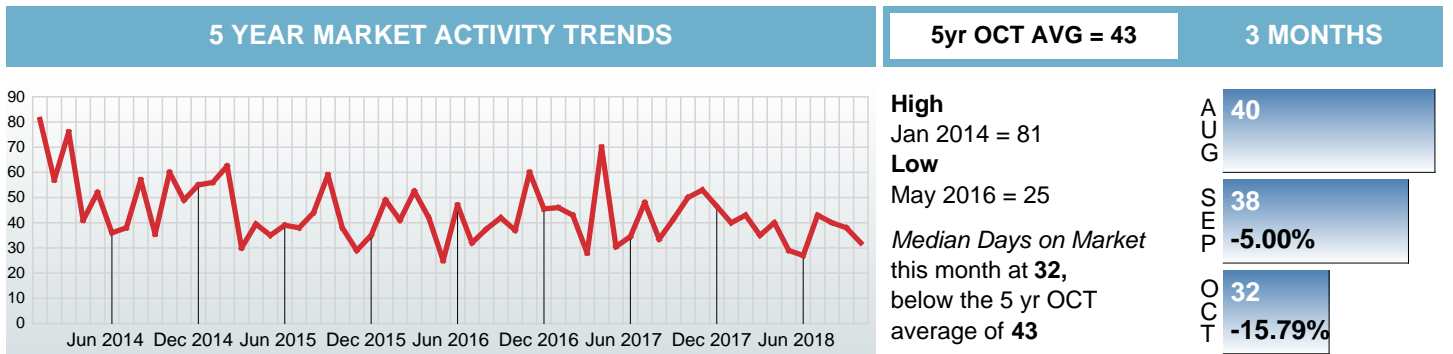
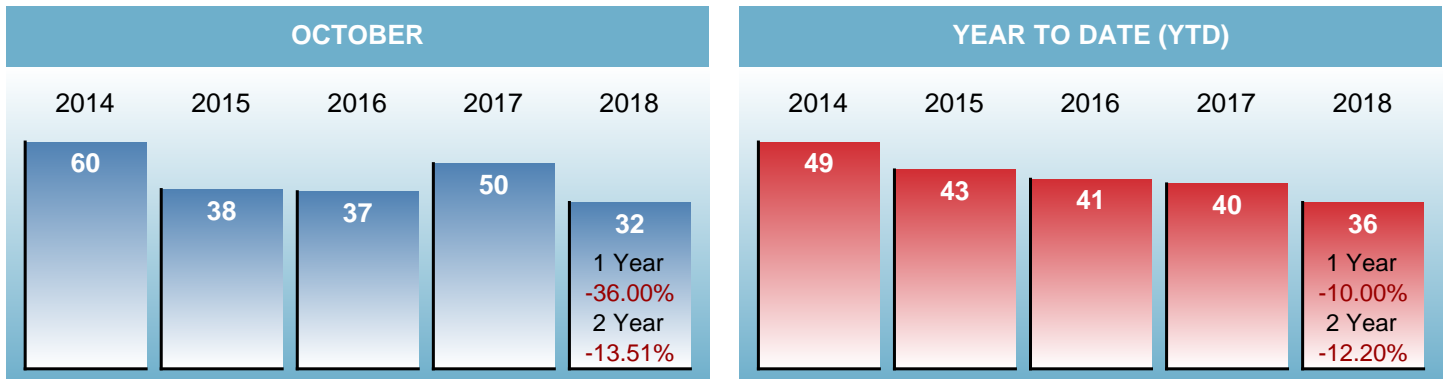
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## MEDIAN DAYS ON MARKET TO SALE

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



## 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	4	6.06%	89.0	89.0	0.0	0.0	0.0
\$10,001 \$40,000	11	16.67%	32.0	37.0	15.0	0.0	0.0
\$40,001 \$70,000	9	13.64%	67.0	85.0	67.0	12.0	0.0
\$70,001 \$110,000	16	24.24%	38.5	47.0	32.5	113.0	0.0
\$110,001 \$130,000	8	12.12%	27.5	96.0	23.0	0.0	0.0
\$130,001 \$190,000	11	16.67%	8.0	4.0	22.0	5.0	0.0
\$190,001 and up	7	10.61%	85.0	135.0	52.0	95.0	0.0
Median Closed DOM			32.0	57.0	23.0	35.5	0.0
Total Closed Units		100%	32.0	28	28	10	
Total Closed Volume			6,934,625	1.72M	3.40M	1.81M	0.00B

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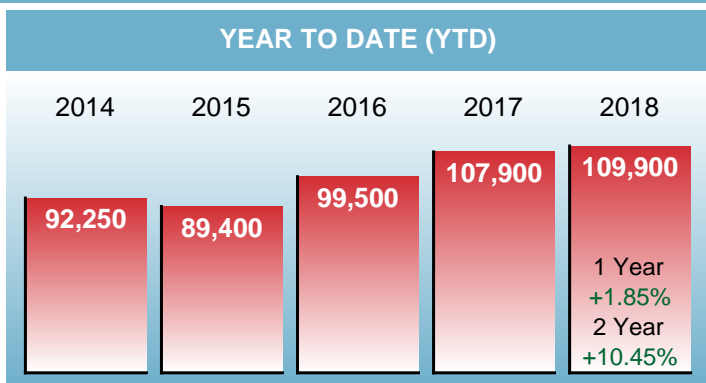
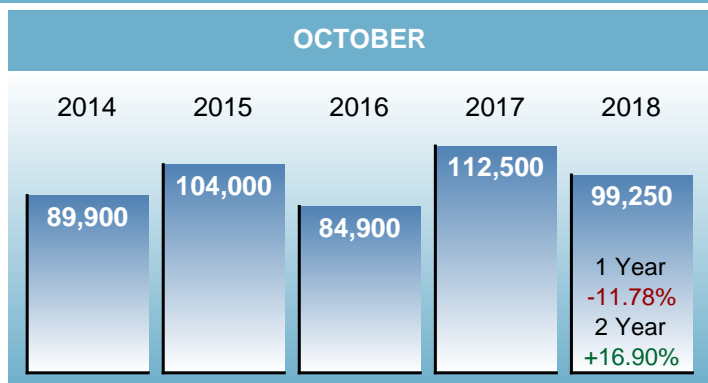
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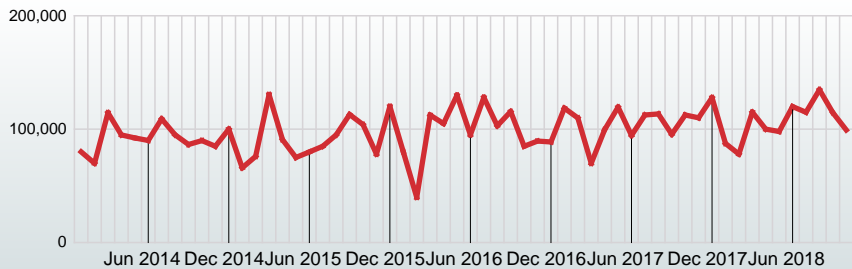
## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 98,110**      **3 MONTHS**



**High**  
 Aug 2018 = 134,750  
**Low**  
 Feb 2016 = 39,900  
*Median List Price*  
 this month at **99,250**,  
 above the 5 yr OCT  
 average of **98,110**

<b>AUG</b>	134,750
<b>SEP</b>	114,500
	<b>-15.03%</b>
<b>OCT</b>	99,250
	<b>-13.32%</b>

### 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	1.52%	3,475	3,475	0	0	0
\$10,001 \$40,000	14	21.21%	24,750	24,750	0	0	0
\$40,001 \$70,000	8	12.12%	57,950	57,900	59,000	48,000	0
\$70,001 \$110,000	12	18.18%	88,750	85,000	88,750	99,500	0
\$110,001 \$130,000	11	16.67%	124,900	124,900	123,950	112,500	0
\$130,001 \$190,000	11	16.67%	140,000	0	142,950	139,900	0
\$190,001 and up	9	13.64%	250,000	250,000	298,700	269,900	0
Median List Price			99,250	38,000	118,950	149,900	0
Total Closed Units		100%	99,250	28	28	10	
Total Closed Volume			7,362,874	2.03M	3.50M	1.84M	0.00B

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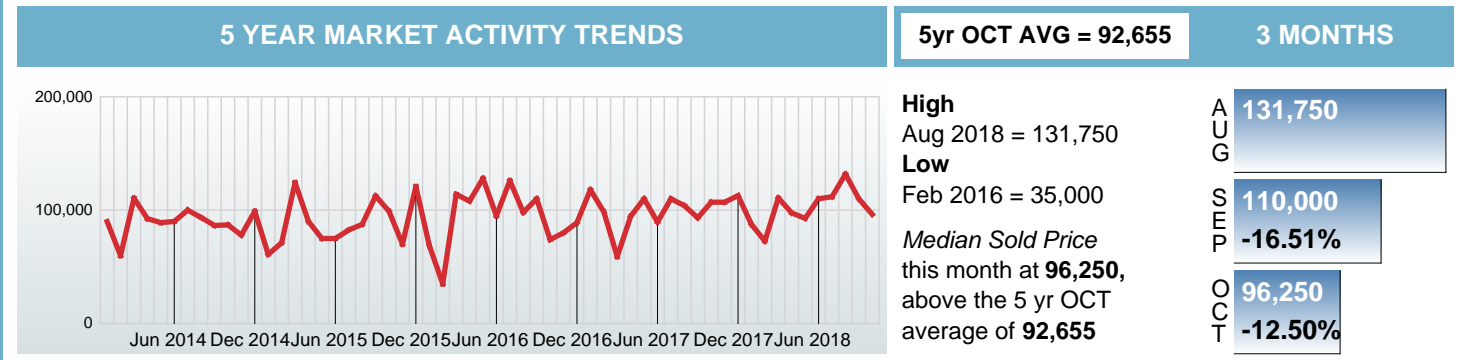
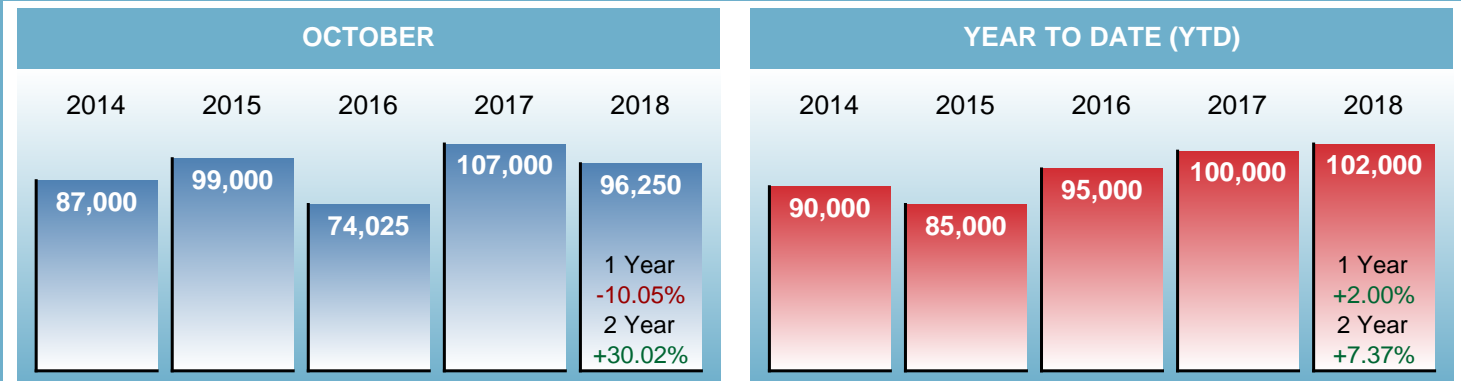
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## MEDIAN SOLD PRICE AT CLOSING

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## 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	4	6.06%	10,000	10,000	0	0	0
\$10,001 \$40,000	11	16.67%	25,000	24,900	32,500	0	0
\$40,001 \$70,000	9	13.64%	56,250	48,000	56,250	66,000	0
\$70,001 \$110,000	16	24.24%	94,000	102,450	89,250	99,750	0
\$110,001 \$130,000	8	12.12%	119,250	117,500	120,000	0	0
\$130,001 \$190,000	11	16.67%	145,900	184,000	145,900	142,400	0
\$190,001 and up	7	10.61%	294,500	294,500	281,500	267,450	0
<b>Median Sold Price</b>			96,250	40,500	118,000	147,700	0
<b>Total Closed Units</b>	66	100%	96,250	28	28	10	
<b>Total Closed Volume</b>	6,934,625			1.72M	3.40M	1.81M	0.00B

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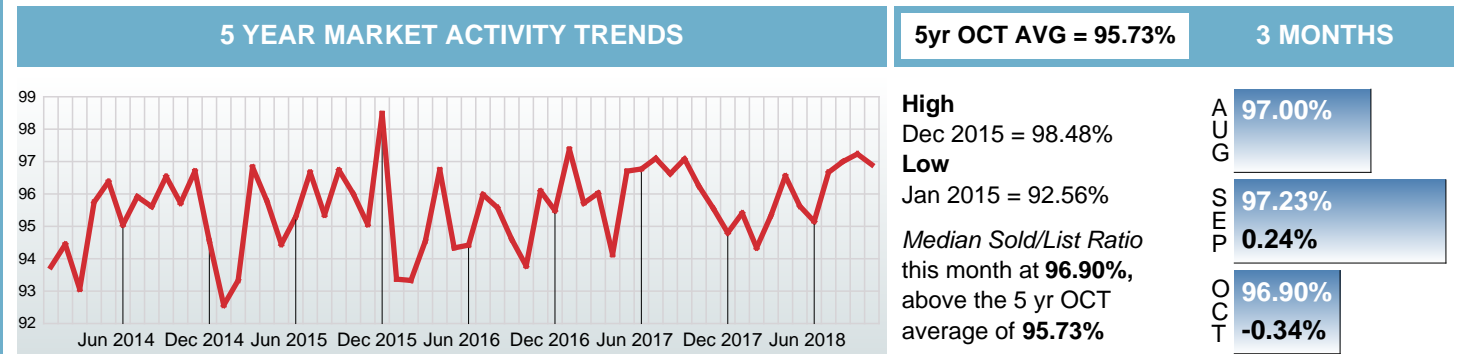
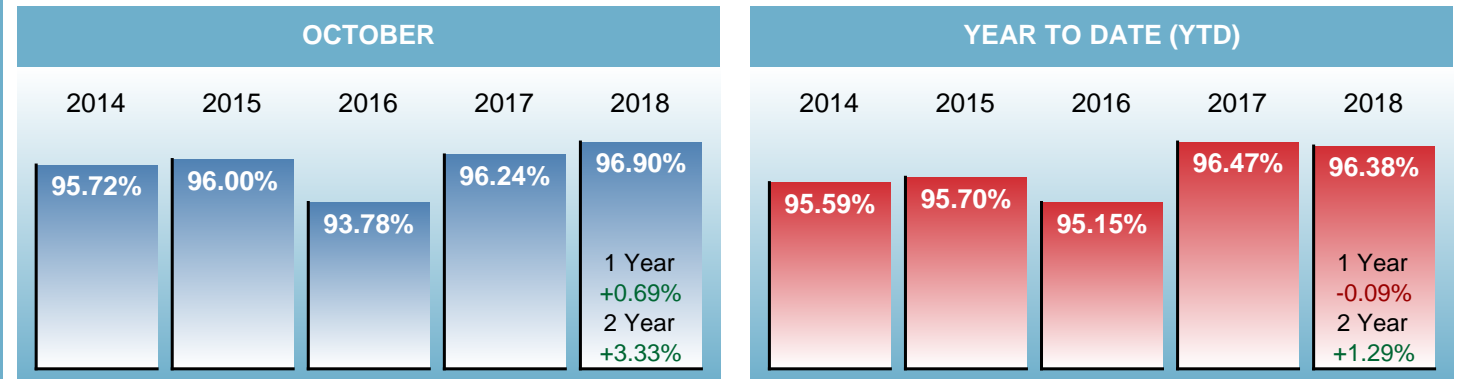
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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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## 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	4	6.06%	67.11%	67.11%	0.00%	0.00%	0.00%
\$10,001 \$40,000	11	16.67%	95.38%	96.03%	66.33%	0.00%	0.00%
\$40,001 \$70,000	9	13.64%	94.83%	100.00%	93.75%	137.50%	0.00%
\$70,001 \$110,000	16	24.24%	95.46%	83.85%	99.38%	94.18%	0.00%
\$110,001 \$130,000	8	12.12%	98.27%	94.08%	98.39%	0.00%	0.00%
\$130,001 \$190,000	11	16.67%	99.18%	92.46%	99.18%	100.00%	0.00%
\$190,001 and up	7	10.61%	98.20%	98.20%	93.47%	99.22%	0.00%
Median Sold/List Ratio			96.90%	94.35%	98.27%	99.22%	0.00%
Total Closed Units		100%	96.90%	28	28	10	
Total Closed Volume			6,934,625	1.72M	3.40M	1.81M	0.00B

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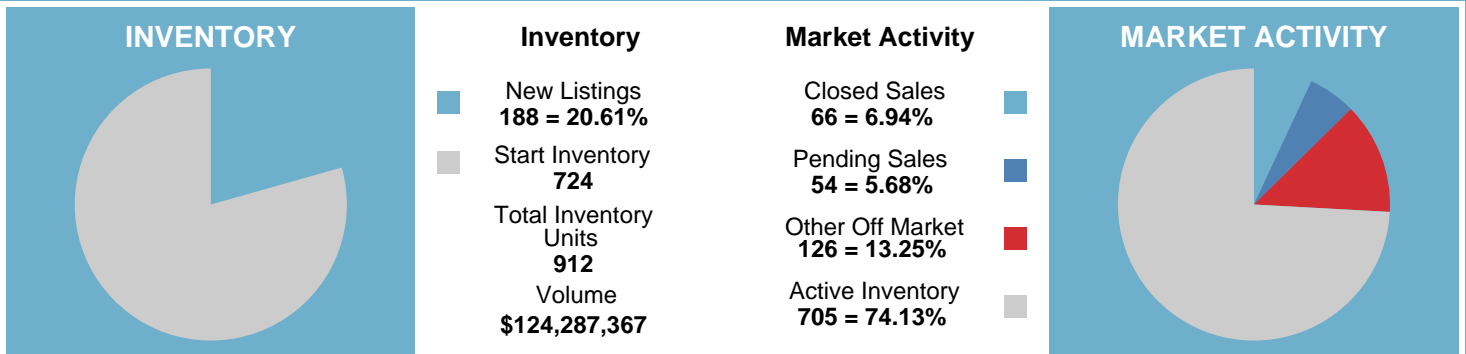
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## MARKET SUMMARY

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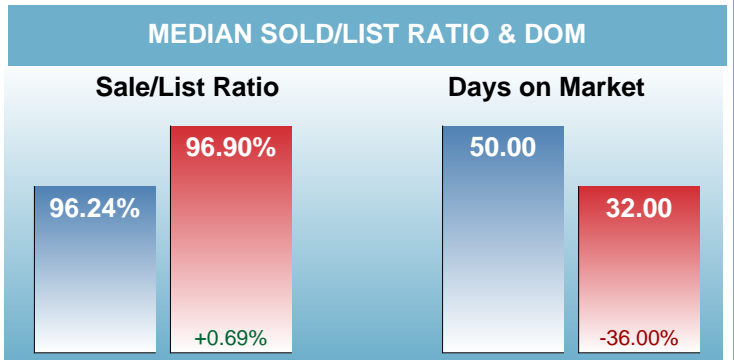
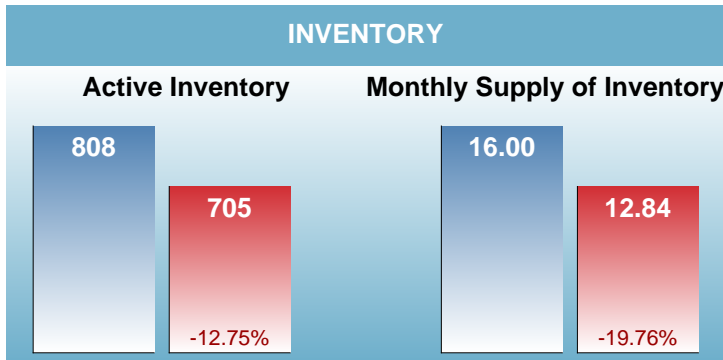
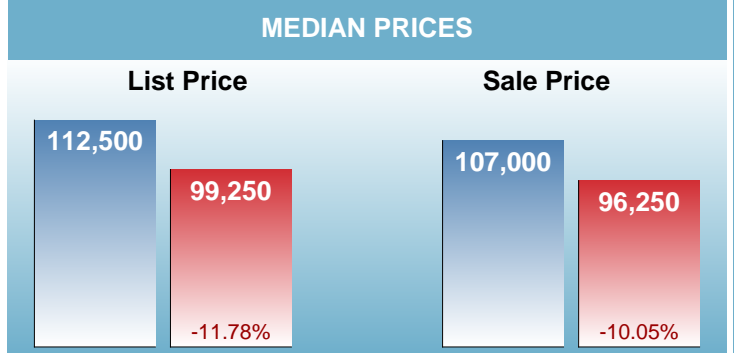
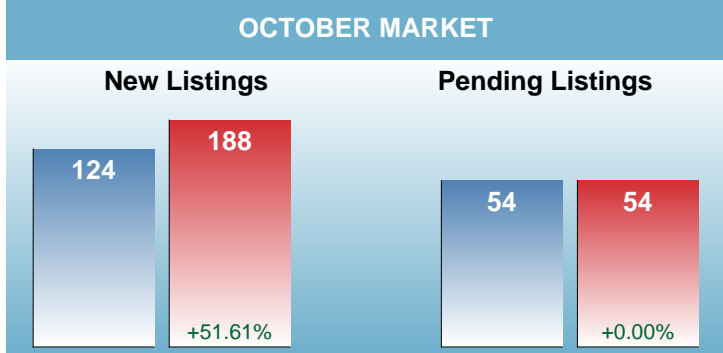


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	66	40.43%	523	552	5.54%
Pending Sales	54	54	0.00%	546	593	8.61%
New Listings	124	188	51.61%	1,652	1,694	2.54%
Median List Price	112,500	99,250	-11.78%	107,900	109,900	1.85%
Median Sale Price	107,000	96,250	-10.05%	100,000	102,000	2.00%
Median Percent of Selling Price to List Price	96.24%	96.90%	0.69%	96.47%	96.38%	-0.09%
Median Days on Market to Sale	50.00	32.00	-36.00%	40.00	36.00	-10.00%
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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