



# September 2018

Area Delimited by County Of Cherokee

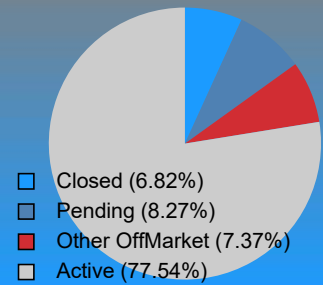


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	52	61	17.31%
Pending Listings	40	74	85.00%
New Listings	155	94	-39.35%
Average List Price	121,923	141,095	15.72%
Average Sale Price	117,334	133,814	14.05%
Average Percent of List Price to Selling Price	93.70%	94.81%	1.19%
Average Days on Market to Sale	61.27	49.11	-19.84%
End of Month Inventory	734	694	-5.45%
Months Supply of Inventory	14.44	13.01	-9.88%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of September 30, 2018 = **694**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2018 decreased **5.45%** to 694 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 **13.01** 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 **14.05%** in September 2018 to \$133,814 versus the previous year at \$117,334.

#### Average Days on Market Shortens

The average number of **49.11** days that homes spent on the market before selling decreased by 12.15 days or **19.84%** in September 2018 compared to last year's same month at **61.27** DOM.

#### Sales Success for September 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 94 New Listings in September 2018, down **39.35%** from last year at 155. Furthermore, there were 61 Closed Listings this month versus last year at 52, a **17.31%** increase.

Closed versus Listed trends yielded a **64.9%** ratio, up from previous year's, September 2017, at **33.5%**, a **93.43%** upswing. 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>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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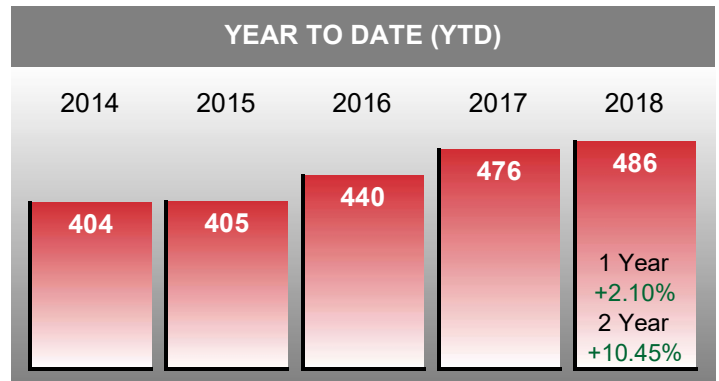
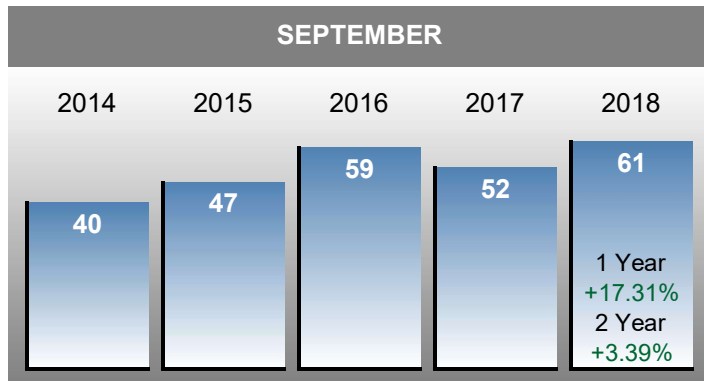
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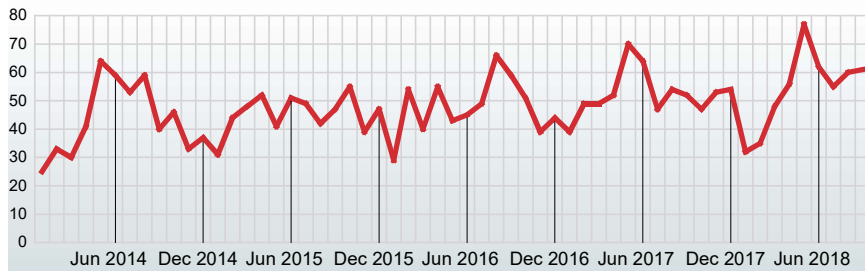


## CLOSED LISTINGS

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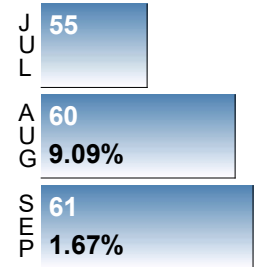
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 52

3 MONTHS

**High**  
May 2018 = 77  
**Low**  
Jan 2014 = 25  
*Closed Listings*  
this month at **61**,  
above the 5 yr SEP  
average of **52**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.84%	46.3	5	1	0	0
\$40,001 - \$50,000	5	8.20%	10.4	3	2	0	0
\$50,001 - \$80,000	9	14.75%	67.6	7	2	0	0
\$80,001 - \$140,000	18	29.51%	47.6	4	12	1	1
\$140,001 - \$180,000	8	13.11%	38.4	2	4	2	0
\$180,001 - \$230,000	7	11.48%	35.6	1	6	0	0
\$230,001 and up	8	13.11%	80.6	1	3	4	0
<b>Total Closed Units</b>	<b>61</b>			<b>23</b>	<b>30</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,162,675</b>	<b>100%</b>	<b>49.1</b>	<b>1.93M</b>	<b>4.51M</b>	<b>1.60M</b>	<b>126.00K</b>
<b>Average Closed Price</b>	<b>\$133,814</b>			<b>\$83,787</b>	<b>\$150,206</b>	<b>\$229,057</b>	<b>\$126,000</b>

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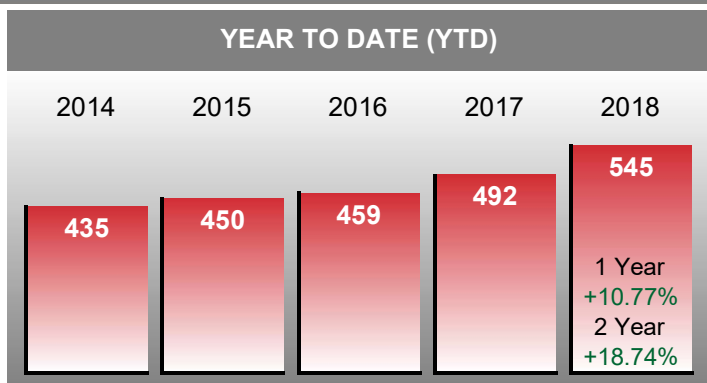
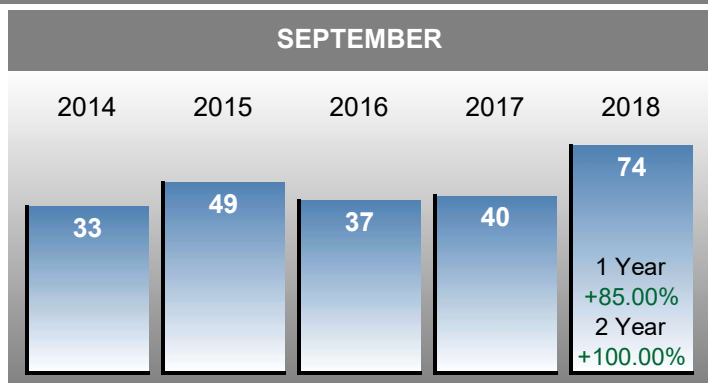
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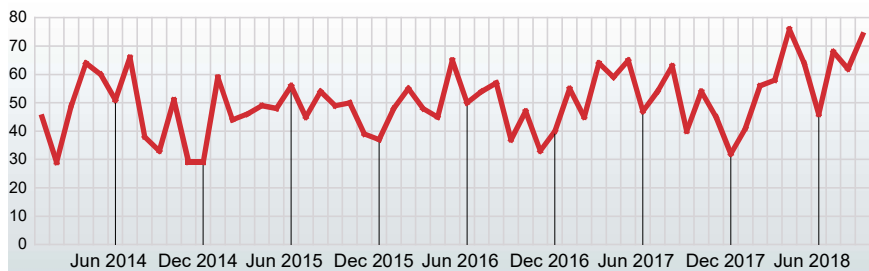
## PENDING LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 47**      **3 MONTHS**



**High**  
Apr 2018 = 76  
**Low**  
Dec 2014 = 29  
*Pending Listings*  
this month at **74**,  
above the 5 yr SEP  
average of **47**

JUL	68
AUG	62 -8.82%
SEP	74 19.35%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.35%	0.0	1	0	0	0
\$10,001 - \$50,000	14	18.92%	51.0	14	0	0	0
\$50,001 - \$90,000	10	13.51%	58.3	1	8	0	1
\$90,001 - \$130,000	18	24.32%	64.1	3	13	2	0
\$130,001 - \$200,000	14	18.92%	22.6	0	12	2	0
\$200,001 - \$280,000	10	13.51%	55.0	3	3	4	0
\$280,001 and up	7	9.46%	83.4	1	4	2	0
<b>Total Pending Units</b>	<b>74</b>			<b>23</b>	<b>40</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,427,574</b>	<b>100%</b>	<b>39.3</b>	<b>2.28M</b>	<b>5.88M</b>	<b>2.19M</b>	<b>80.00K</b>
<b>Average Listing Price</b>	<b>\$130,058</b>			<b>\$99,097</b>	<b>\$146,921</b>	<b>\$219,150</b>	<b>\$80,000</b>

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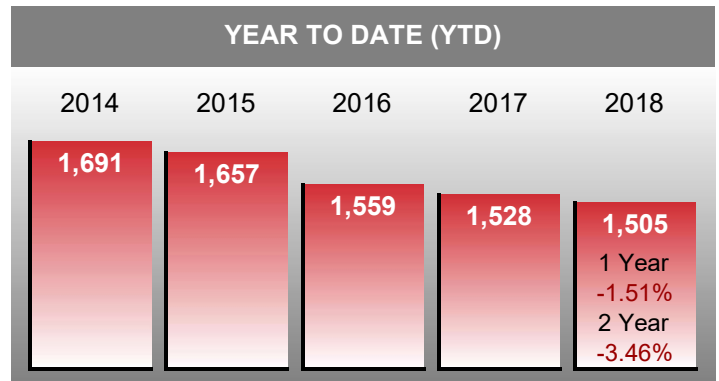
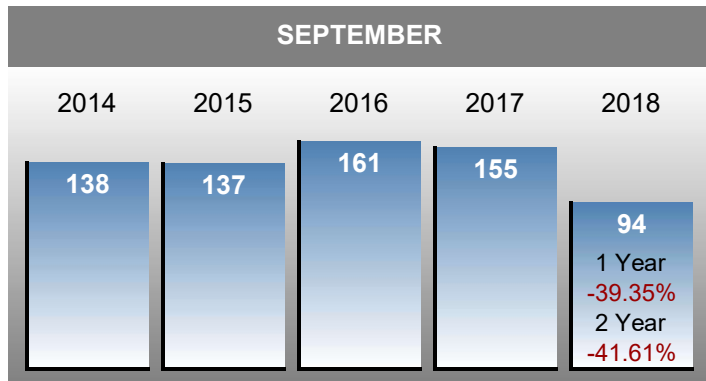
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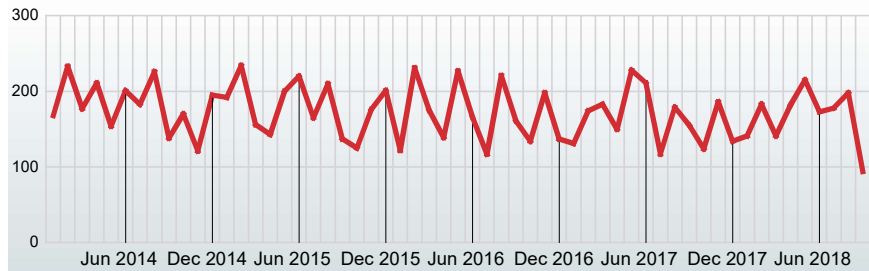
## NEW LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 137**      **3 MONTHS**



**High**  
Feb 2015 = 234  
**Low**  
Sep 2018 = 94  
*New Listings*  
this month at **94**,  
below the 5 yr SEP  
average of **137**

JUL	178
AUG	198
SEP	11.24%
SEP	94
SEP	-52.53%

### 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		3.19%	3	0	0	0
\$10,001 - \$40,000	15		15.96%	15	0	0	0
\$40,001 - \$70,000	15		15.96%	9	5	1	0
\$70,001 - \$140,000	27		28.72%	9	15	2	1
\$140,001 - \$180,000	12		12.77%	1	8	3	0
\$180,001 - \$350,000	12		12.77%	3	6	3	0
\$350,001 and up	10		10.64%	4	3	1	2
<b>Total New Listed Units</b>	94			44	37	10	3
<b>Total New Listed Volume</b>	18,919,710		100%	8.65M	7.55M	1.80M	924.50K
<b>Average New Listed Listing Price</b>	\$115,650			\$196,512	\$204,089	\$179,740	\$308,167

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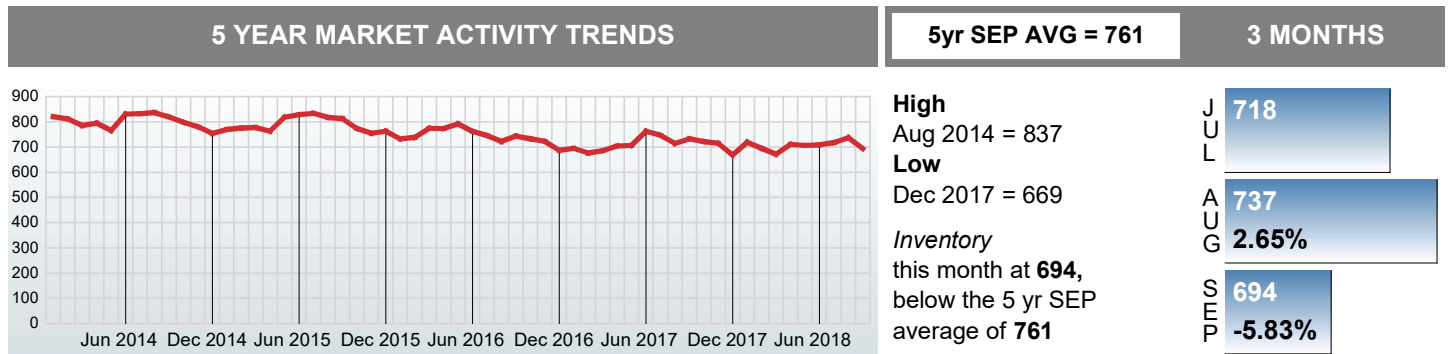
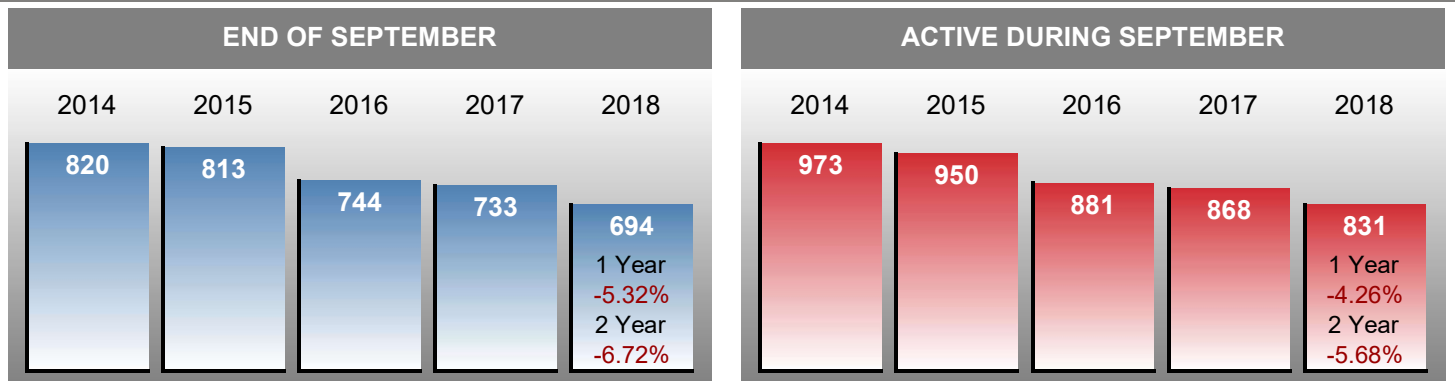
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## ACTIVE INVENTORY

Report produced on Oct 11, 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	2.16%	95.4	15	0	0	0
\$10,001 - \$20,000	140	20.17%	99.0	140	0	0	0
\$20,001 - \$40,000	83	11.96%	94.5	75	8	0	0
\$40,001 - \$90,000	194	27.95%	102.3	159	27	8	0
\$90,001 - \$160,000	101	14.55%	84.3	46	44	10	1
\$160,001 - \$300,000	93	13.40%	91.0	22	39	25	7
\$300,001 and up	68	9.80%	105.1	28	15	16	9
<b>Total Active Inventory by Units</b>	694			485	133	59	17
<b>Total Active Inventory by Volume</b>	98,891,980	100%	96.7	43.78M	29.76M	19.83M	5.53M
<b>Average Active Inventory Listing Price</b>	\$142,496			\$90,262	\$223,731	\$336,019	\$325,494

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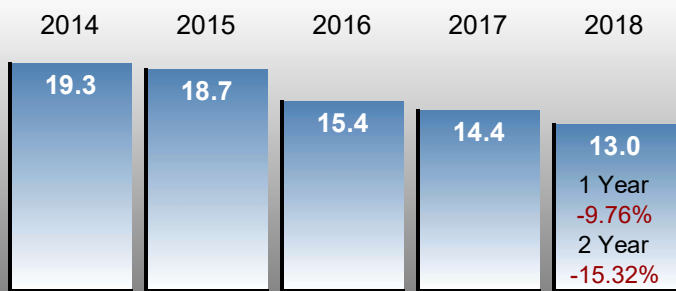
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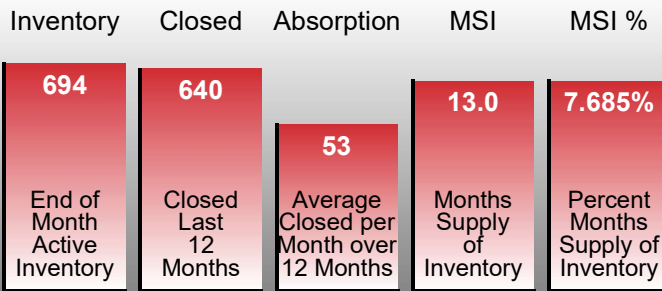
## MONTHS SUPPLY of INVENTORY (MSI)

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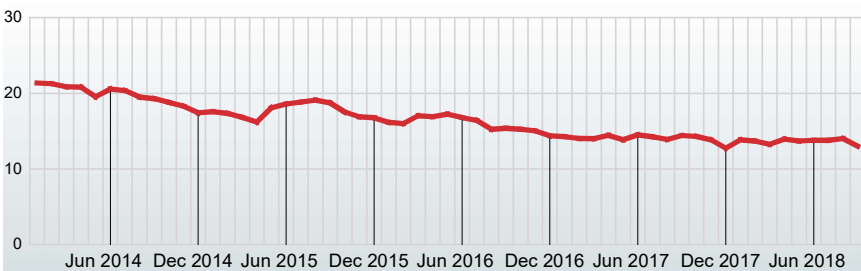
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2018



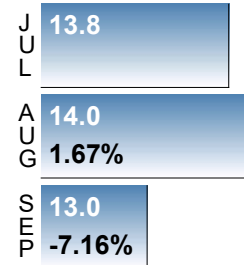
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 16.2

3 MONTHS

**High**  
Jan 2014 = 21.4  
**Low**  
Dec 2017 = 12.7  
*Months Supply*  
this month at **13.0**,  
below the 5 yr SEP  
average of **16.2**



### 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	2.16%	8.6	8.6	0.0	0.0	0.0
\$10,001 - \$20,000	140	20.17%	46.7	56.0	0.0	0.0	0.0
\$20,001 - \$40,000	83	11.96%	15.6	20.0	6.9	0.0	0.0
\$40,001 - \$90,000	194	27.95%	15.1	23.6	5.3	8.7	0.0
\$90,001 - \$160,000	101	14.55%	6.3	16.7	4.2	4.1	4.0
\$160,001 - \$300,000	93	13.40%	7.6	22.0	5.4	6.8	28.0
\$300,001 and up	68	9.80%	29.1	67.2	36.0	14.8	21.6
Market Supply of Inventory (MSI)	13.0			25.6	5.4	7.0	14.6
Total Active Inventory by Units	694	100%	13.0	485	133	59	17

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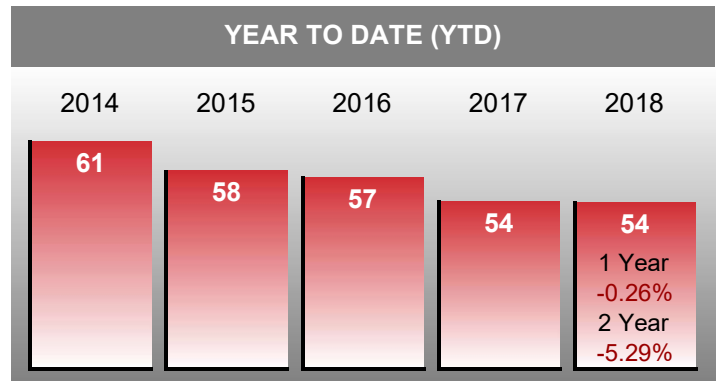
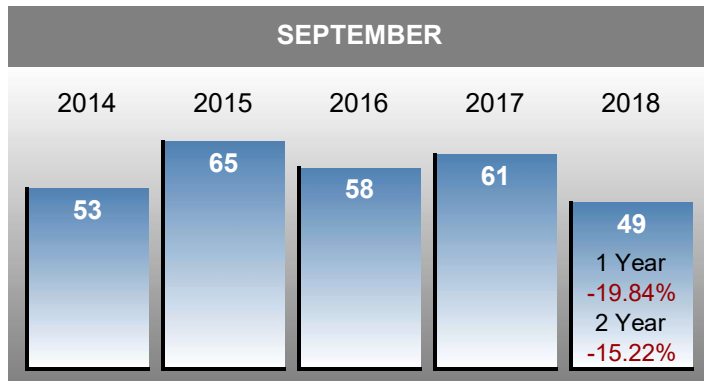
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## AVERAGE DAYS ON MARKET TO SALE

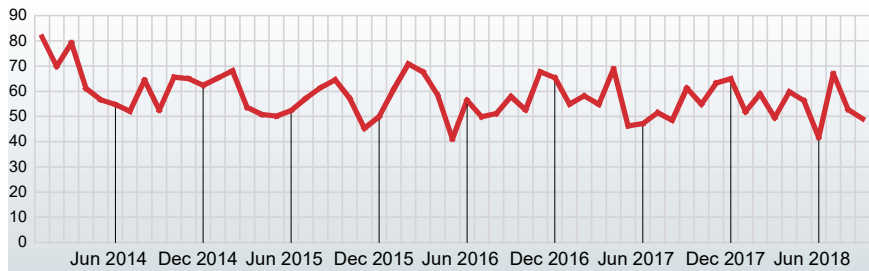
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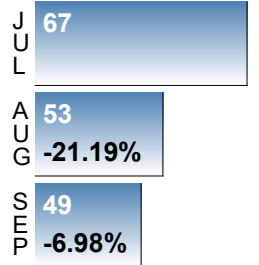
### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 57**

### 3 MONTHS



**High**  
Jan 2014 = 82  
**Low**  
May 2016 = 41  
*Average Days on Market*  
this month at **49**,  
below the 5 yr SEP  
average of **57**



### 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
\$40,000 and less	6	9.84%	46.3	38.8	84.0	0.0	0.0
\$40,001 - \$50,000	5	8.20%	10.4	13.3	6.0	0.0	0.0
\$50,001 - \$80,000	9	14.75%	67.6	72.1	51.5	0.0	0.0
\$80,001 - \$140,000	18	29.51%	47.6	74.0	37.1	50.0	66.0
\$140,001 - \$180,000	8	13.11%	38.4	52.5	39.0	23.0	0.0
\$180,001 - \$230,000	7	11.48%	35.6	37.0	35.3	0.0	0.0
\$230,001 and up	8	13.11%	80.6	79.0	79.7	81.8	0.0
<b>Average Closed DOM</b>			49.1	54.6	41.7	60.4	66.0
<b>Total Closed Units</b>		100%	49.1	23	30	7	1
<b>Total Closed Volume</b>			8,162,675	1.93M	4.51M	1.60M	126.00K

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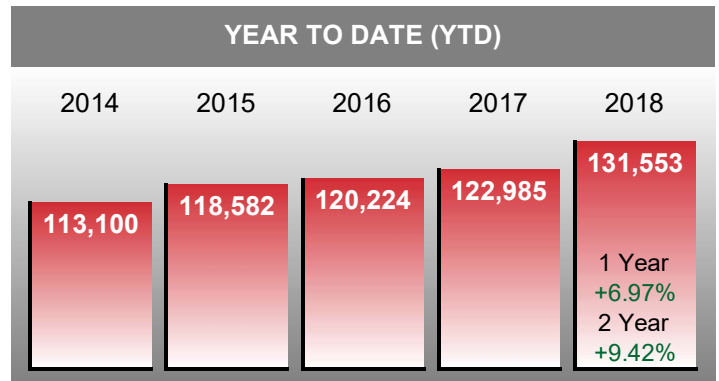
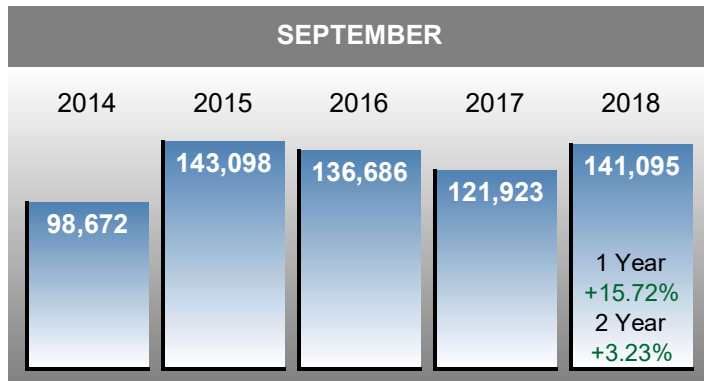
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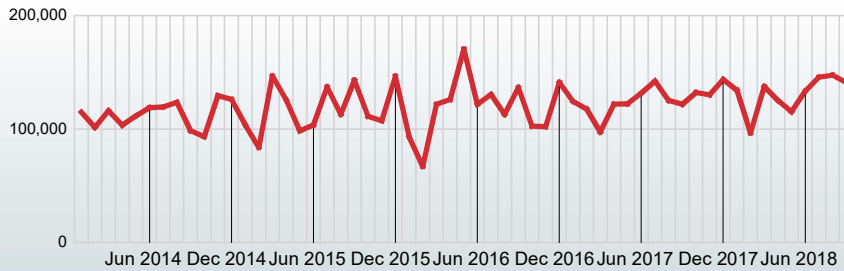
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 128,295**      **3 MONTHS**



**High**  
May 2016 = 170,479  
**Low**  
Feb 2016 = 67,320  
*Average List Price*  
this month at **141,095**,  
above the 5 yr SEP  
average of **128,295**

JUL	145,790
AUG	147,648
SEP	141,095

**1.27%**  
**-4.44%**

### 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
\$40,000 and less	3	4.92%	12,817	25,490	49,750	0	0
\$40,001 - \$50,000	7	11.48%	46,579	49,500	52,500	0	0
\$50,001 - \$80,000	8	13.11%	66,563	71,271	77,400	0	0
\$80,001 - \$140,000	20	32.79%	110,543	121,000	107,554	129,900	128,000
\$140,001 - \$180,000	7	11.48%	162,886	176,750	159,400	162,500	0
\$180,001 - \$230,000	7	11.48%	205,471	235,000	208,883	0	0
\$230,001 and up	9	14.75%	324,495	350,000	380,551	298,450	0
<b>Average List Price</b>			<b>141,095</b>	<b>95,537</b>	<b>154,425</b>	<b>235,529</b>	<b>128,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>141,095</b>	<b>23</b>	<b>30</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>8,606,803</b>	<b>2.20M</b>	<b>4.63M</b>	<b>1.65M</b>	<b>128.00K</b>

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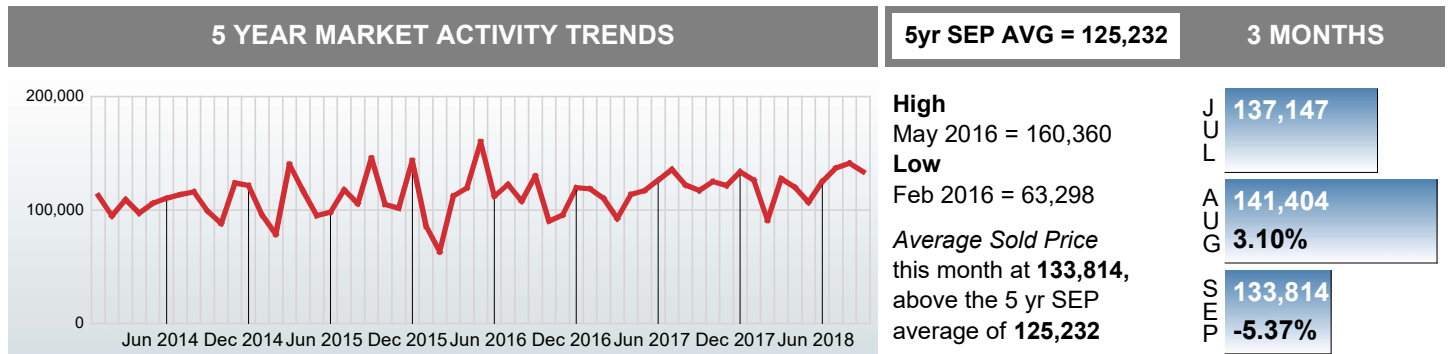
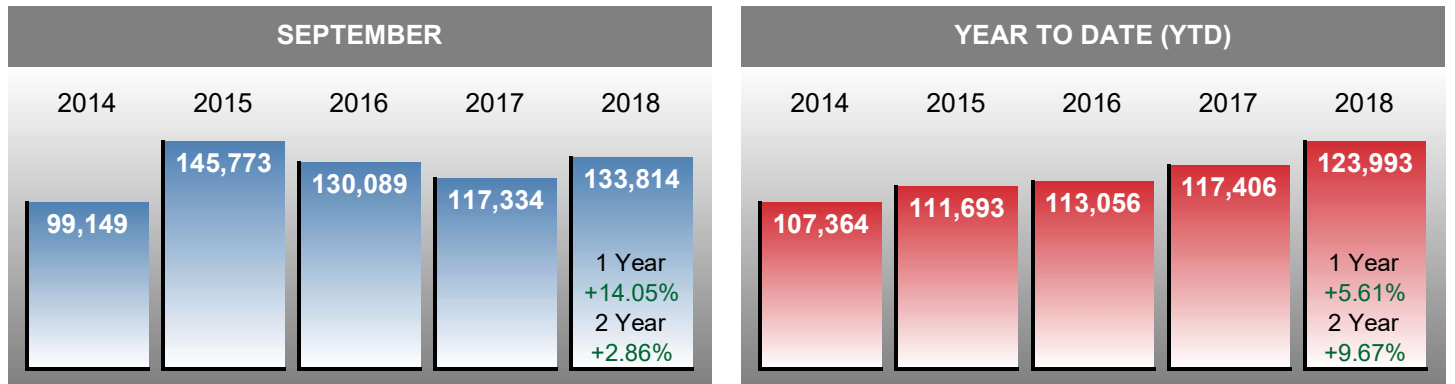
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## AVERAGE SOLD PRICE AT CLOSING

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



## 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
\$40,000 and less	6	9.84%	25,227	22,472	39,000	0	0
\$40,001 - \$50,000	5	8.20%	46,500	47,500	45,000	0	0
\$50,001 - \$80,000	9	14.75%	66,267	65,357	69,450	0	0
\$80,001 - \$140,000	18	29.51%	108,436	101,563	109,133	110,000	126,000
\$140,001 - \$180,000	8	13.11%	161,663	165,000	157,450	166,750	0
\$180,001 - \$230,000	7	11.48%	208,714	228,500	205,417	0	0
\$230,001 and up	8	13.11%	309,533	250,000	355,455	289,975	0
<b>Average Sold Price</b>			133,814	83,787	150,206	229,057	126,000
<b>Total Closed Units</b>		100%	133,814	23	30	7	1
<b>Total Closed Volume</b>			8,162,675	1.93M	4.51M	1.60M	126.00K

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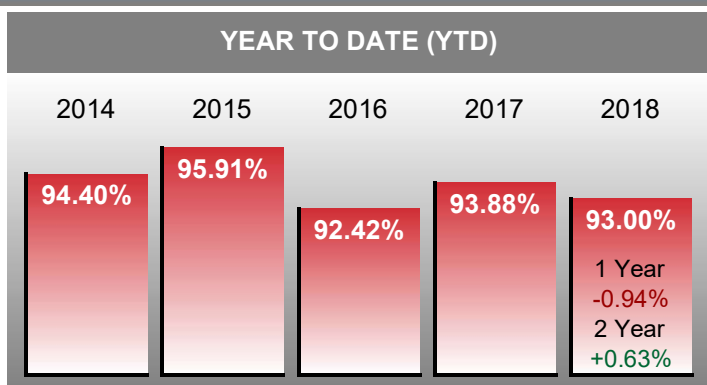
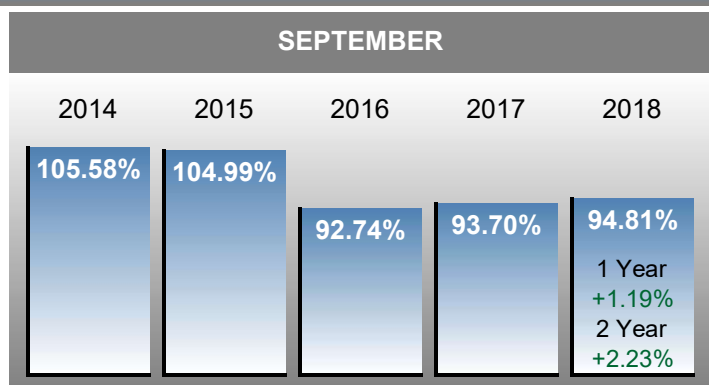
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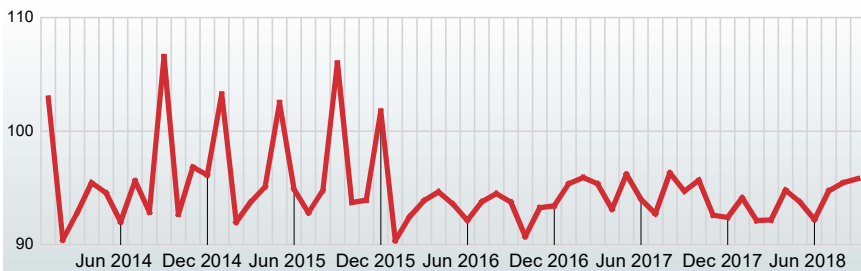


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 98.37%**

### 3 MONTHS

**High**  
 Sep 2014 = 105.58%  
**Low**  
 Jan 2016 = 89.35%  
*Average Sold/List Ratio*  
 this month at **94.81%**,  
 below the 5 yr SEP  
 average of **98.37%**

JUL	93.74%
AUG	94.45%
SEP	94.81%
	0.39%

## 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
\$40,000 and less	6	9.84%	85.41%	86.81%	78.39%	0.00%	0.00%
\$40,001 - \$50,000	5	8.20%	92.74%	96.23%	87.50%	0.00%	0.00%
\$50,001 - \$80,000	9	14.75%	92.08%	92.60%	90.26%	0.00%	0.00%
\$80,001 - \$140,000	18	29.51%	97.70%	86.19%	102.56%	84.68%	98.44%
\$140,001 - \$180,000	8	13.11%	98.43%	93.56%	98.79%	102.58%	0.00%
\$180,001 - \$230,000	7	11.48%	98.16%	97.23%	98.32%	0.00%	0.00%
\$230,001 and up	8	13.11%	93.21%	71.43%	94.80%	97.46%	0.00%
<b>Average Sold/List Ratio</b>			<b>94.80%</b>	<b>90.06%</b>	<b>97.80%</b>	<b>97.10%</b>	<b>98.44%</b>
<b>Total Closed Units</b>	<b>61</b>	<b>100%</b>	<b>94.80%</b>	<b>23</b>	<b>30</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,162,675</b>			<b>1.93M</b>	<b>4.51M</b>	<b>1.60M</b>	<b>126.00K</b>

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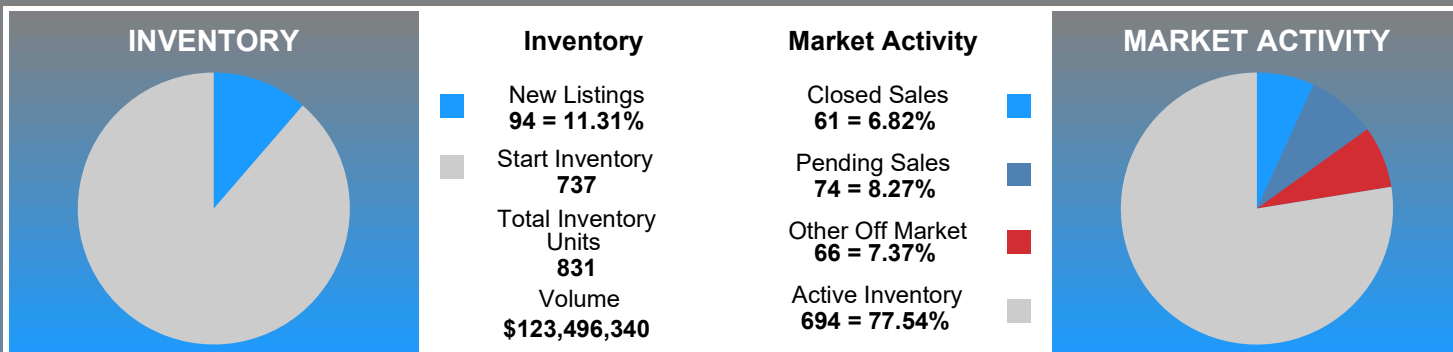
# September 2018

Area Delimited by County Of Cherokee



## MARKET SUMMARY

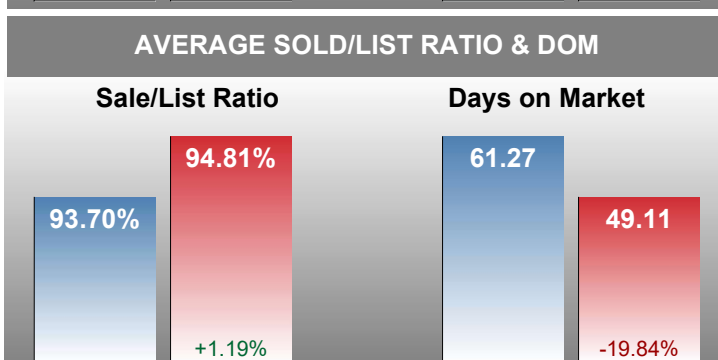
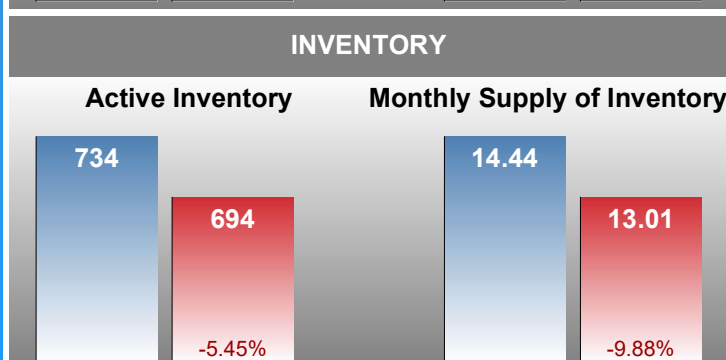
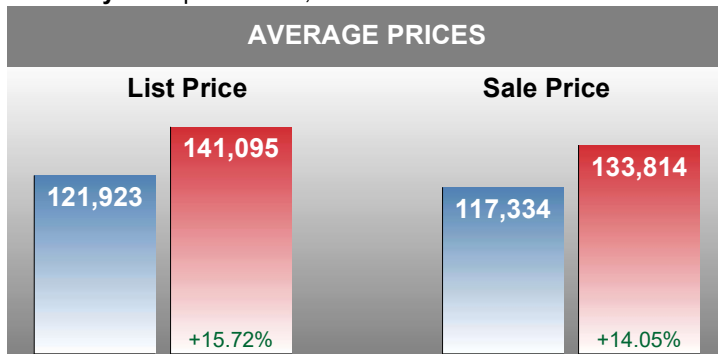
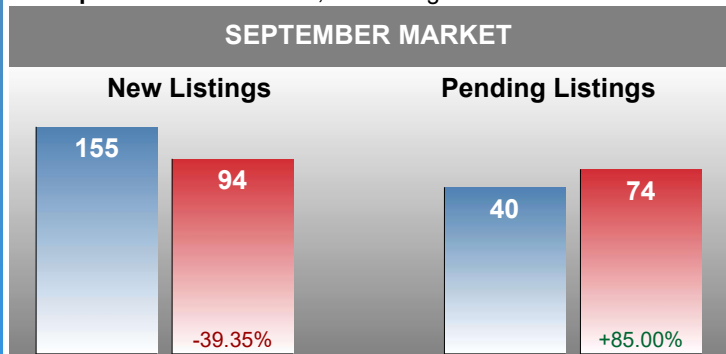
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	52	61	17.31%	476	486	2.10%
Pending Sales	40	74	85.00%	492	545	10.77%
New Listings	155	94	-39.35%	1,528	1,505	-1.51%
Average List Price	121,923	141,095	15.72%	122,985	131,553	6.97%
Average Sale Price	117,334	133,814	14.05%	117,406	123,993	5.61%
Average Percent of Selling Price to List Price	93.70%	94.81%	1.19%	93.88%	93.00%	-0.94%
Average Days on Market to Sale	61.27	49.11	-19.84%	54.10	53.96	-0.26%
Monthly Inventory	734	694	-5.45%	734	694	-5.45%
Months Supply of Inventory	14.44	13.01	-9.88%	14.44	13.01	-9.88%

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

**Inventory** on September 30, 2018 = **694** 2017 2018



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