



September 2018

Area Delimited by County Of Cherokee

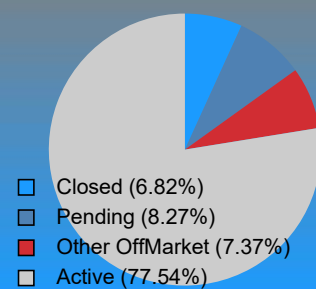


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	95,450	114,500	19.96%
Median Sale Price	93,250	110,000	17.96%
Median Percent of List Price to Selling Price	97.08%	97.23%	0.16%
Median Days on Market to Sale	41.50	38.00	-8.43%
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.

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 **17.96%** in September 2018 to \$110,000 versus the previous year at \$93,250.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 3.50 days or **8.43%** in September 2018 compared to last year's same month at **41.50** DOM.

Sales Success for September 2018 is Positive

Overall, with Median 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.

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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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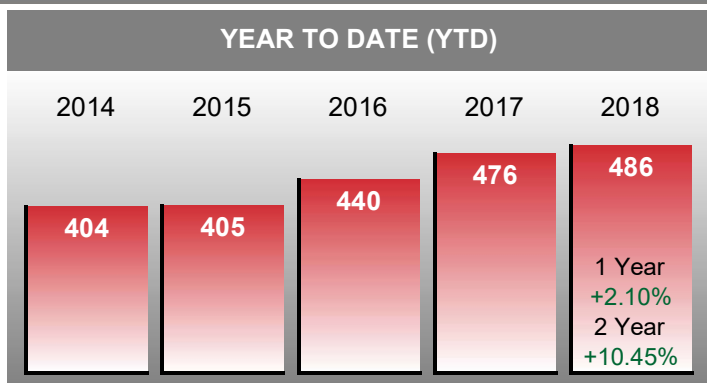
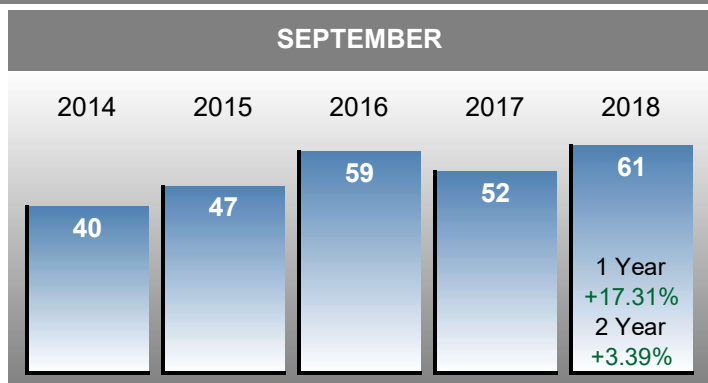
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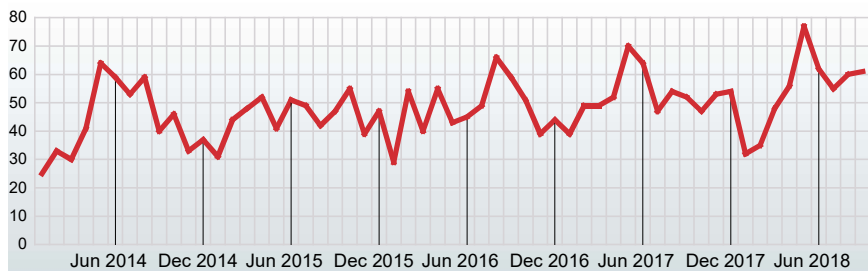


CLOSED LISTINGS

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



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**

JUL	55
AUG	60
SEP	61
9.09%	
1.67%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.84%	34.5	5	1	0	0
\$40,001 - \$50,000	5	8.20%	8.0	3	2	0	0
\$50,001 - \$80,000	9	14.75%	60.0	7	2	0	0
\$80,001 - \$140,000	18	29.51%	41.0	4	12	1	1
\$140,001 - \$180,000	8	13.11%	37.0	2	4	2	0
\$180,001 - \$230,000	7	11.48%	11.0	1	6	0	0
\$230,001 and up	8	13.11%	79.0	1	3	4	0
Total Closed Units	61			23	30	7	1
Total Closed Volume	8,162,675	100%	38.0	1.93M	4.51M	1.60M	126.00K
Median Closed Price	\$110,000			\$72,000	\$133,250	\$235,000	\$126,000

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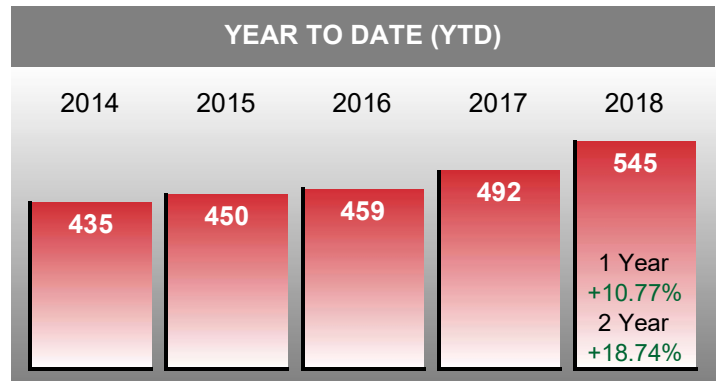
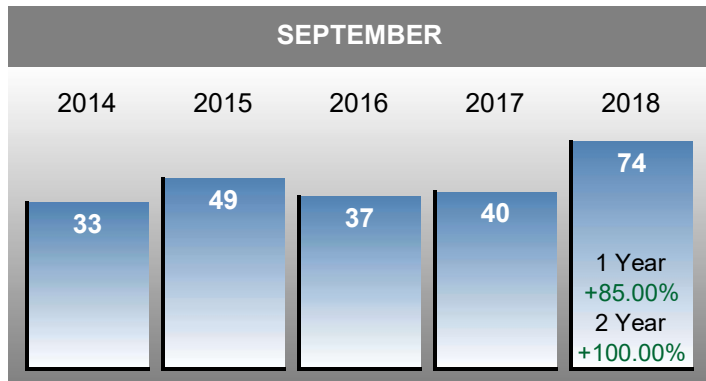
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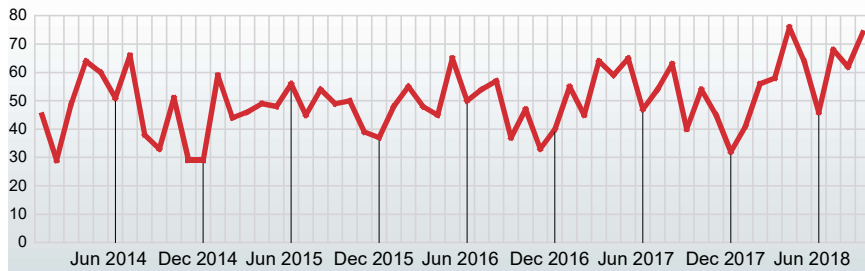


PENDING LISTINGS

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		%	MDOM	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%	46.0	14	0	0	0
\$50,001 - \$90,000	10	13.51%	61.0	1	8	0	1
\$90,001 - \$130,000	18	24.32%	53.5	3	13	2	0
\$130,001 - \$200,000	14	18.92%	17.0	0	12	2	0
\$200,001 - \$280,000	10	13.51%	50.5	3	3	4	0
\$280,001 and up	7	9.46%	90.0	1	4	2	0
Total Pending Units	74			23	40	10	1
Total Pending Volume	10,427,574	100%	40.0	2.28M	5.88M	2.19M	80.00K
Median Listing Price	\$126,400			\$24,500	\$129,900	\$219,950	\$80,000

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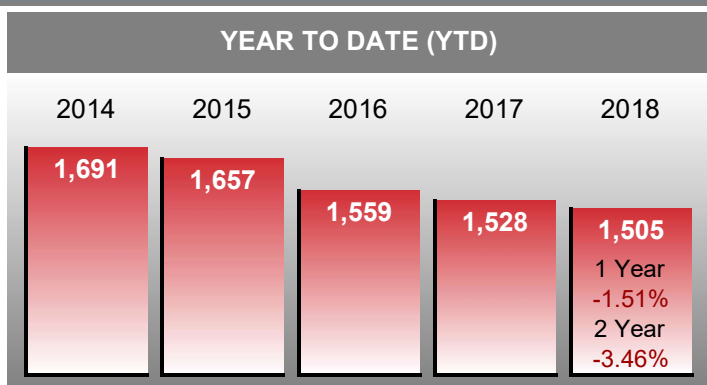
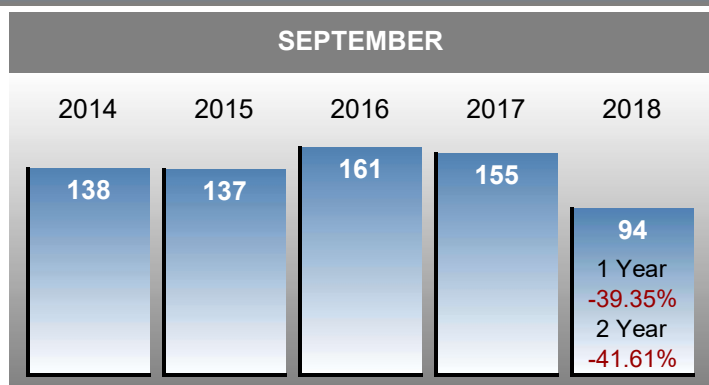
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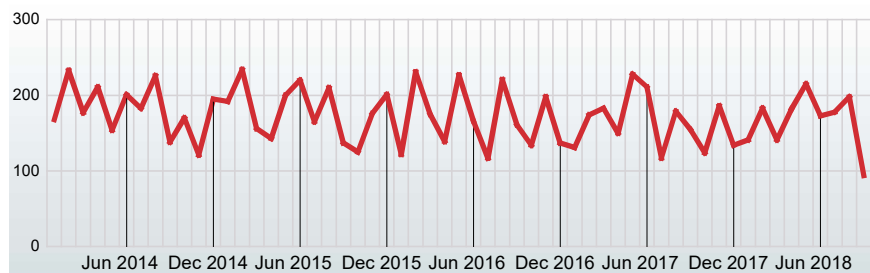


NEW LISTINGS

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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
Total New Listed Units	94		44	37	10	3
Total New Listed Volume	18,919,710	100%	8.65M	7.55M	1.80M	924.50K
Median New Listed Listing Price	\$109,750		\$49,950	\$140,000	\$167,950	\$395,000

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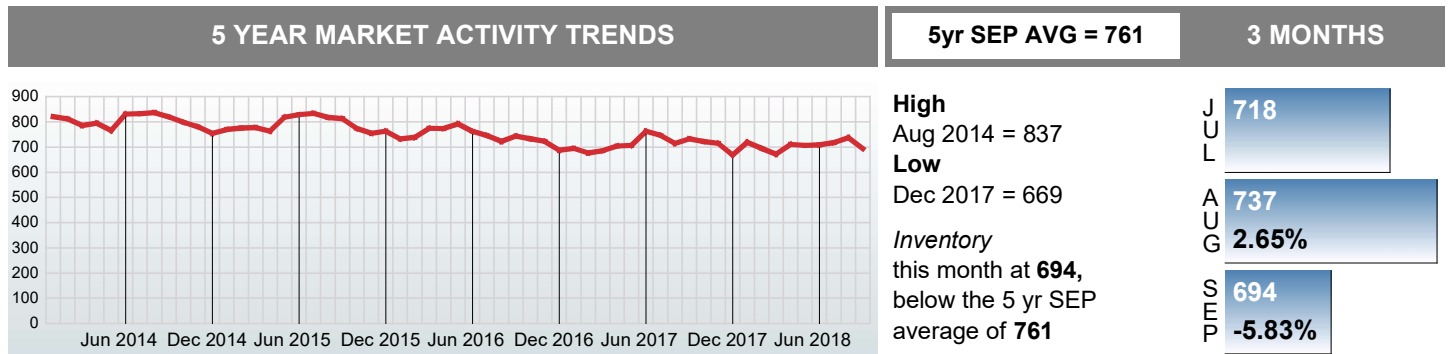
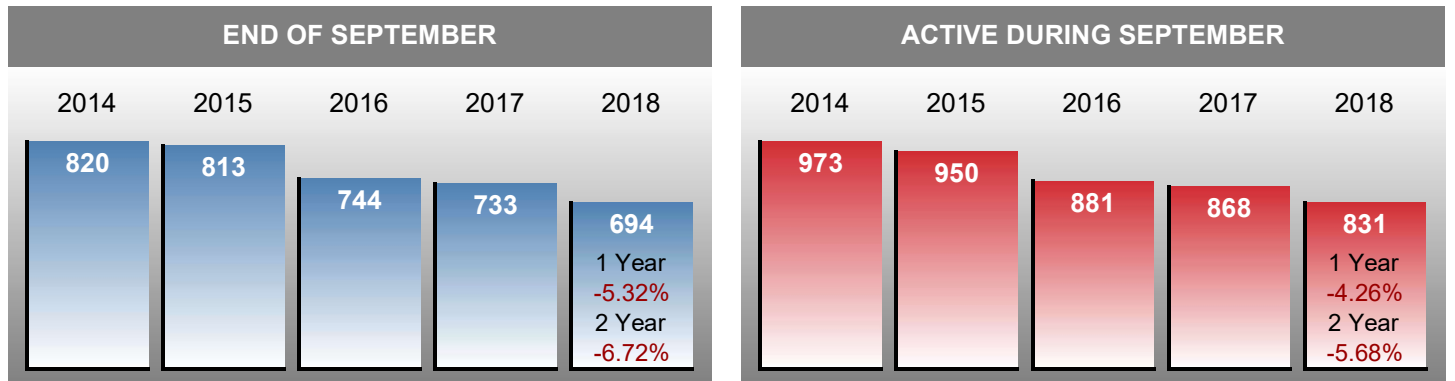
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ACTIVE INVENTORY

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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	2.16%	97.0	15	0	0	0
\$10,001 - \$20,000	140	20.17%	86.0	140	0	0	0
\$20,001 - \$40,000	83	11.96%	83.0	75	8	0	0
\$40,001 - \$90,000	194	27.95%	130.5	159	27	8	0
\$90,001 - \$160,000	101	14.55%	73.0	46	44	10	1
\$160,001 - \$300,000	93	13.40%	81.0	22	39	25	7
\$300,001 and up	68	9.80%	94.0	28	15	16	9
Total Active Inventory by Units	694			485	133	59	17
Total Active Inventory by Volume	98,891,980	100%	90.0	43.78M	29.76M	19.83M	5.53M
Median Active Inventory Listing Price	\$66,750			\$45,000	\$140,000	\$220,000	\$309,900

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September 2018

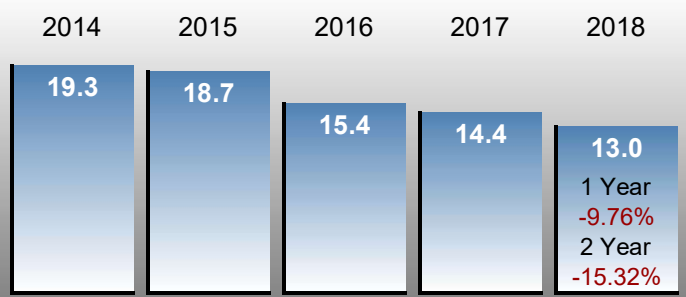
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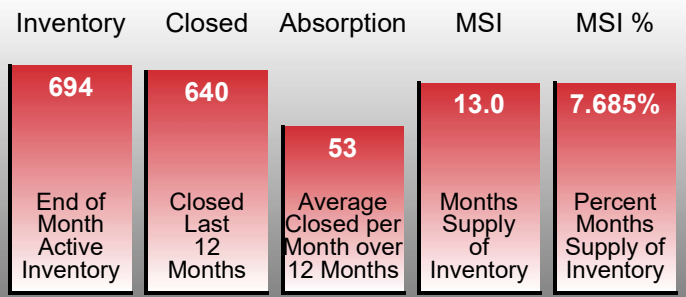
MONTHS SUPPLY of INVENTORY (MSI)

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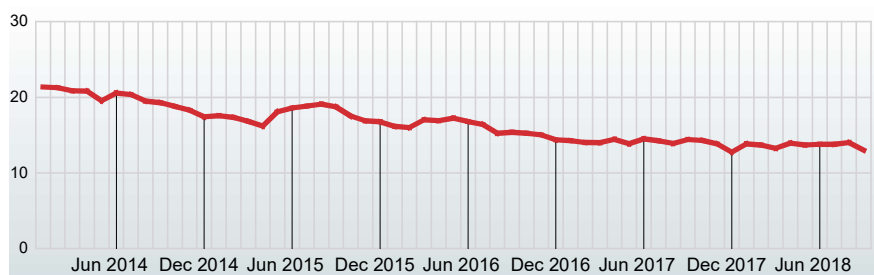
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



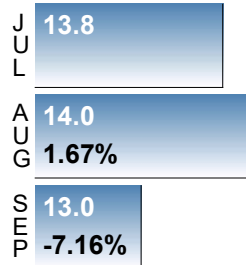
5 YEAR MARKET ACTIVITY TRENDS



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	100%	13.0	25.6	5.4	7.0	14.6
Total Active Inventory by Units	694			485	133	59	17

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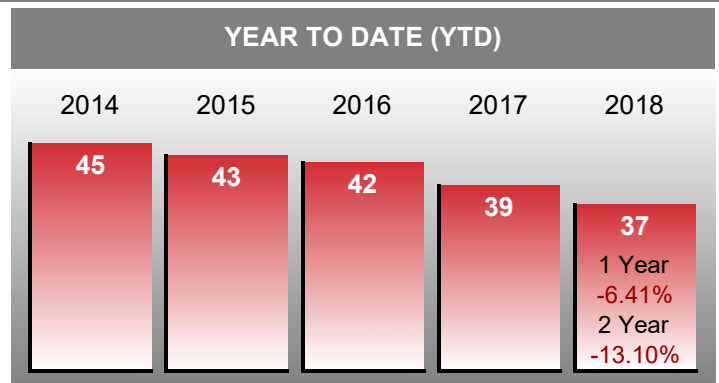
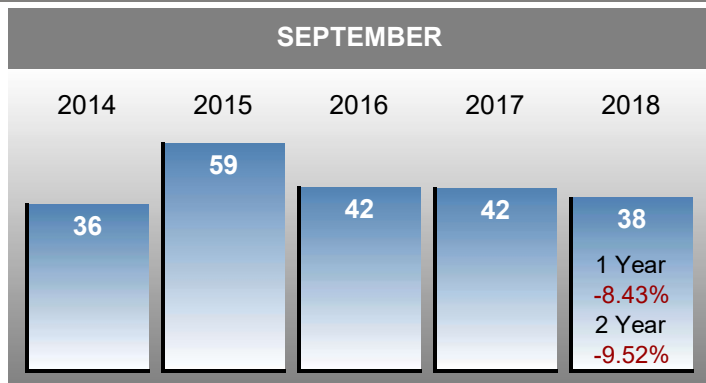
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MEDIAN DAYS ON MARKET TO SALE

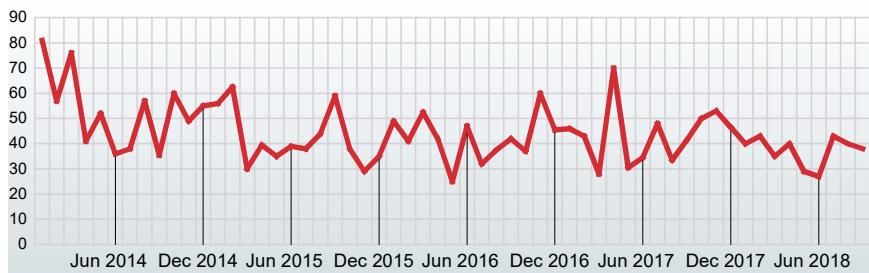
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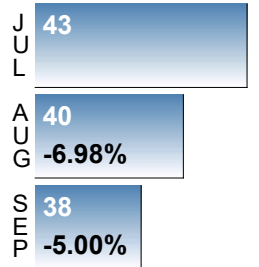
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 43

3 MONTHS



High
Jan 2014 = 81
Low
May 2016 = 25
Median Days on Market
this month at **38**,
below the 5 yr SEP
average of **43**



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
\$40,000 and less	6	9.84%	34.5	22.0	84.0	0.0	0.0
\$40,001 - \$50,000	5	8.20%	8.0	8.0	6.0	0.0	0.0
\$50,001 - \$80,000	9	14.75%	60.0	60.0	51.5	0.0	0.0
\$80,001 - \$140,000	18	29.51%	41.0	62.0	34.0	50.0	66.0
\$140,001 - \$180,000	8	13.11%	37.0	52.5	44.5	23.0	0.0
\$180,001 - \$230,000	7	11.48%	11.0	37.0	8.0	0.0	0.0
\$230,001 and up	8	13.11%	79.0	79.0	69.0	94.0	0.0
Median Closed DOM	38.0			37.0	31.5	50.0	66.0
Total Closed Units	61	100%	38.0	23	30	7	1
Total Closed Volume	8,162,675			1.93M	4.51M	1.60M	126.00K

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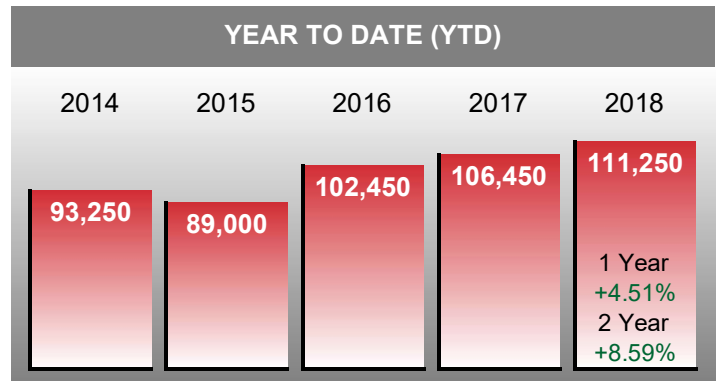
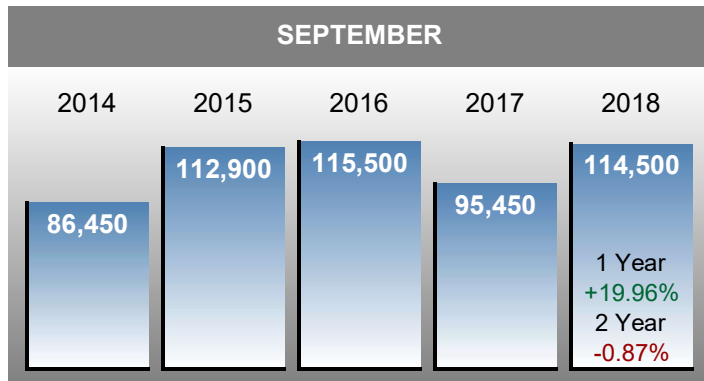
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MEDIAN LIST PRICE AT CLOSING

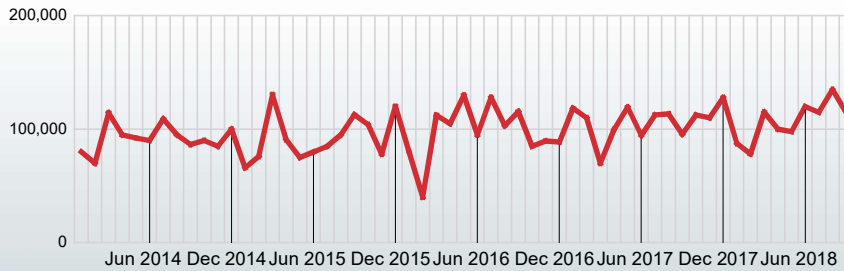
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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 104,960

3 MONTHS



High
Aug 2018 = 134,750
Low
Feb 2016 = 39,900
Median List Price
this month at **114,500**,
above the 5 yr SEP
average of **104,960**

JUL	114,900
AUG	134,750
SEP	114,500
	17.28%
	-15.03%

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
\$40,000 and less	3	4.92%	12,000	12,000	0	0	0
\$40,001 - \$50,000	7	11.48%	45,000	45,000	47,375	0	0
\$50,001 - \$80,000	8	13.11%	66,450	64,900	68,000	0	0
\$80,001 - \$140,000	20	32.79%	109,950	100,000	109,900	129,900	128,000
\$140,001 - \$180,000	7	11.48%	159,900	158,750	159,900	162,500	0
\$180,001 - \$230,000	7	11.48%	202,000	185,000	208,250	0	0
\$230,001 and up	9	14.75%	262,153	292,500	262,153	259,900	0
Median List Price			114,500	74,900	134,200	249,000	128,000
Total Closed Units	61	100%	114,500	23	30	7	1
Total Closed Volume	8,606,803			2.20M	4.63M	1.65M	128.00K

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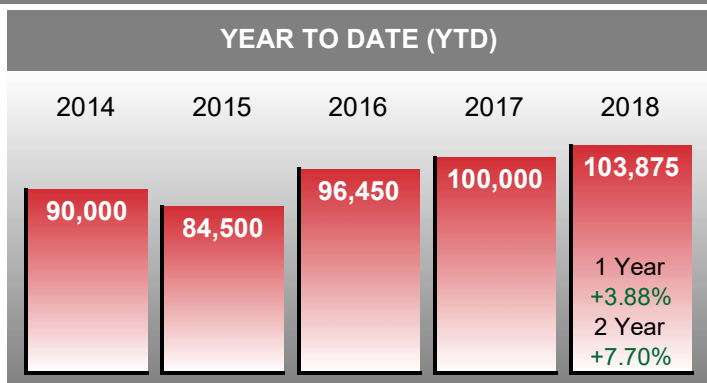
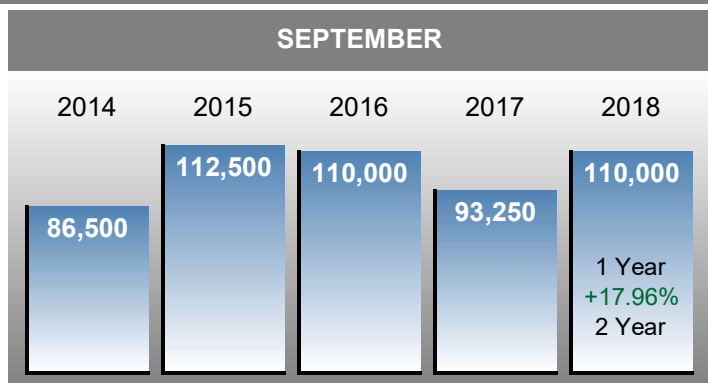
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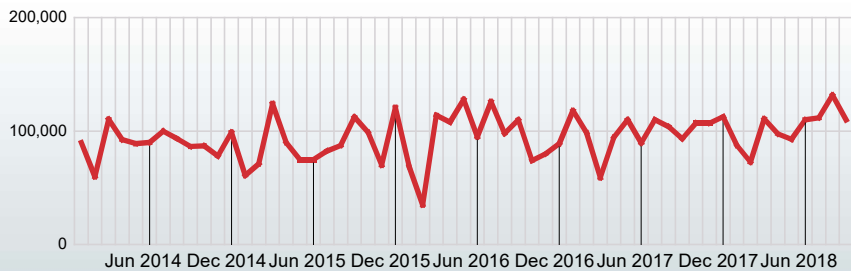
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 102,450 3 MONTHS



High
Aug 2018 = 131,750
Low
Feb 2016 = 35,000
Median Sold Price
this month at **110,000**,
above the 5 yr SEP
average of **102,450**

JUL	111,800
AUG	131,750 17.84%
SEP	110,000 -16.51%

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
\$40,000 and less	6	9.84%	25,500	12,000	39,000	0	0
\$40,001 - \$50,000	5	8.20%	45,000	48,500	45,000	0	0
\$50,001 - \$80,000	9	14.75%	72,000	72,000	69,450	0	0
\$80,001 - \$140,000	18	29.51%	108,250	100,625	108,250	110,000	126,000
\$140,001 - \$180,000	8	13.11%	162,500	165,000	154,450	166,750	0
\$180,001 - \$230,000	7	11.48%	214,500	228,500	204,750	0	0
\$230,001 and up	8	13.11%	256,882	250,000	258,864	259,950	0
Median Sold Price			110,000	72,000	133,250	235,000	126,000
Total Closed Units		100%	110,000	23	30	7	1
Total Closed Volume			8,162,675	1.93M	4.51M	1.60M	126.00K

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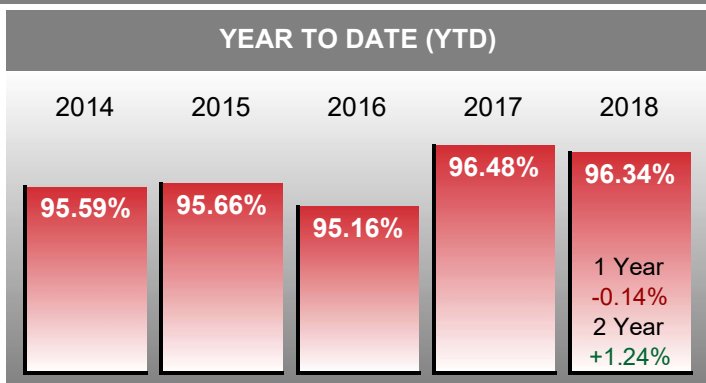
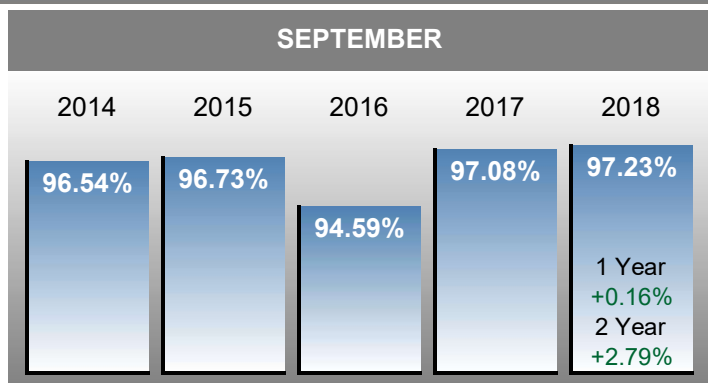
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

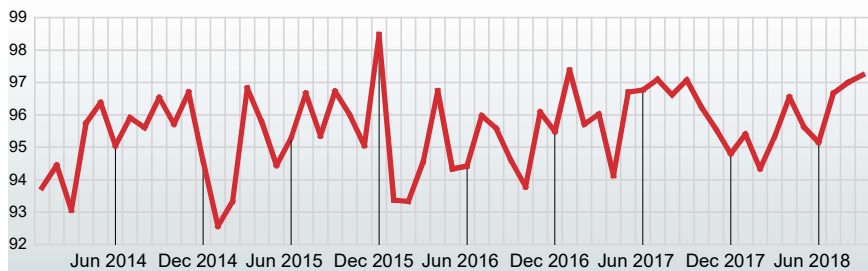
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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 96.44%

3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **97.23%**, above the 5 yr SEP average of **96.44%**

JUL 96.67%

AUG 97.00%
0.34%

SEPT 97.23%
0.24%

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
\$40,000 and less	6	9.84%	84.44%	88.89%	78.39%	0.00%	0.00%
\$40,001 - \$50,000	5	8.20%	97.78%	97.78%	87.50%	0.00%	0.00%
\$50,001 - \$80,000	9	14.75%	90.11%	90.11%	90.26%	0.00%	0.00%
\$80,001 - \$140,000	18	29.51%	98.88%	90.50%	99.35%	84.68%	98.44%
\$140,001 - \$180,000	8	13.11%	99.72%	93.56%	99.72%	102.58%	0.00%
\$180,001 - \$230,000	7	11.48%	97.82%	97.23%	98.71%	0.00%	0.00%
\$230,001 and up	8	13.11%	95.24%	71.43%	95.19%	96.74%	0.00%
Median Sold/List Ratio			97.23%	90.91%	98.67%	98.18%	98.44%
Total Closed Units	61	100%	97.23%	23	30	7	1
Total Closed Volume	8,162,675			1.93M	4.51M	1.60M	126.00K

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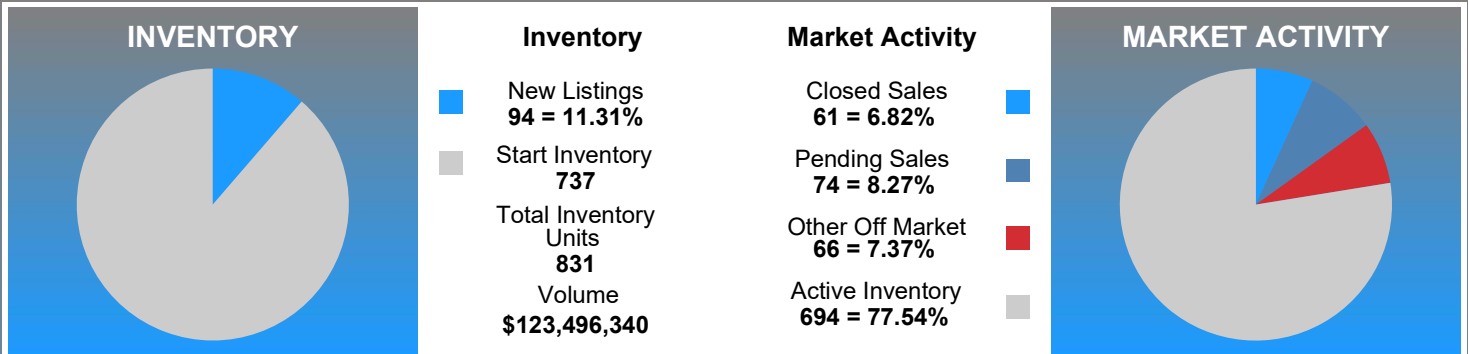
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Area Delimited by County Of Cherokee



MARKET SUMMARY

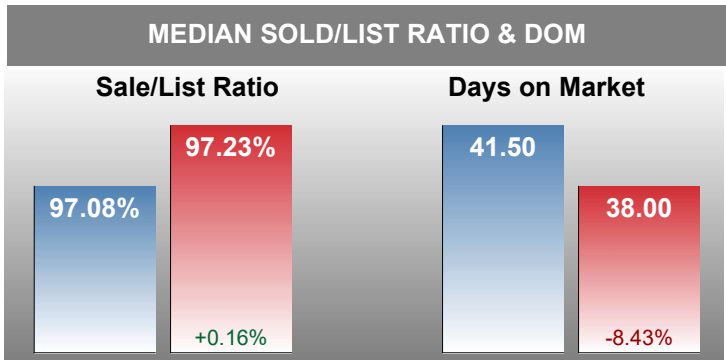
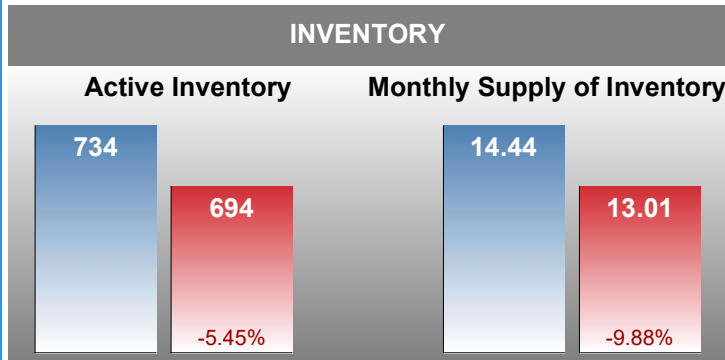
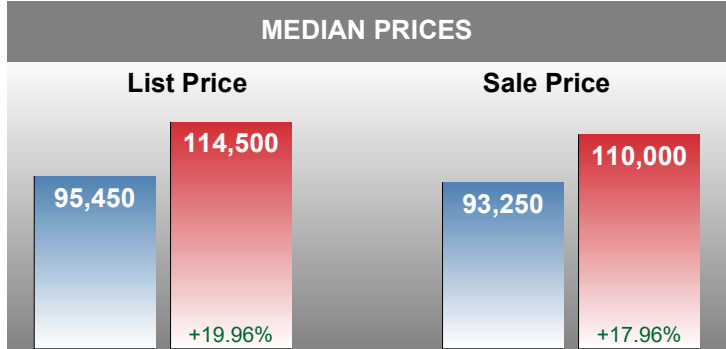
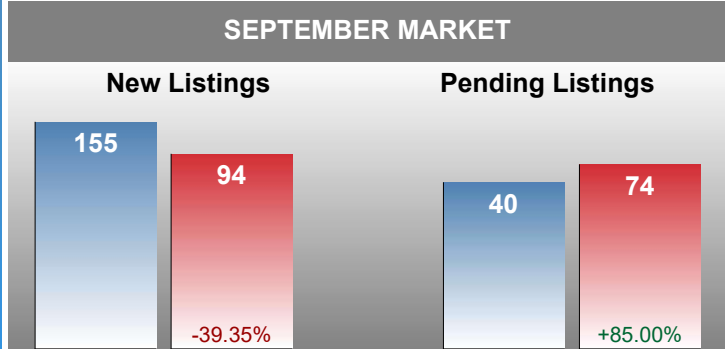
Report produced on Oct 11, 2018 for MLS Technology Inc.



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%
Median List Price	95,450	114,500	19.96%	106,450	111,250	4.51%
Median Sale Price	93,250	110,000	17.96%	100,000	103,875	3.88%
Median Percent of Selling Price to List Price	97.08%	97.23%	0.16%	96.48%	96.34%	-0.14%
Median Days on Market to Sale	41.50	38.00	-8.43%	39.00	36.50	-6.41%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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