

July 2018

Area Delimited by County Of Cherokee

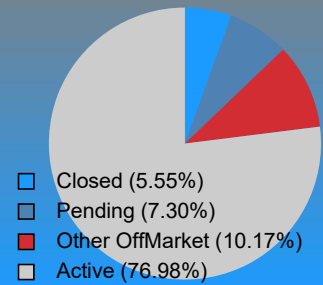


## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	47	54	14.89%
Pending Listings	54	71	31.48%
New Listings	117	178	52.14%
Average List Price	142,338	145,619	2.30%
Average Sale Price	135,991	136,881	0.65%
Average Percent of List Price to Selling Price	91.72%	93.66%	2.12%
Average Days on Market to Sale	51.55	68.09	32.08%
End of Month Inventory	747	749	0.27%
Months Supply of Inventory	14.25	14.40	1.07%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of July 31, 2018 = **749**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **0.27%** to 749 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **14.40** 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 **0.65%** in July 2018 to \$136,881 versus the previous year at \$135,991.

## Average Days on Market Lengthens

The average number of **68.09** days that homes spent on the market before selling increased by 16.54 days or **32.08%** in July 2018 compared to last year's same month at **51.55** DOM.

## Sales Success for July 2018 is Positive

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

There were 178 New Listings in July 2018, up **52.14%** from last year at 117. Furthermore, there were 54 Closed Listings this month versus last year at 47, a **14.89%** increase.

Closed versus Listed trends yielded a **30.3%** ratio, down from previous year's, July 2017, at **40.2%**, a **24.48%** downswing. This will certainly create pressure on an increasing 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

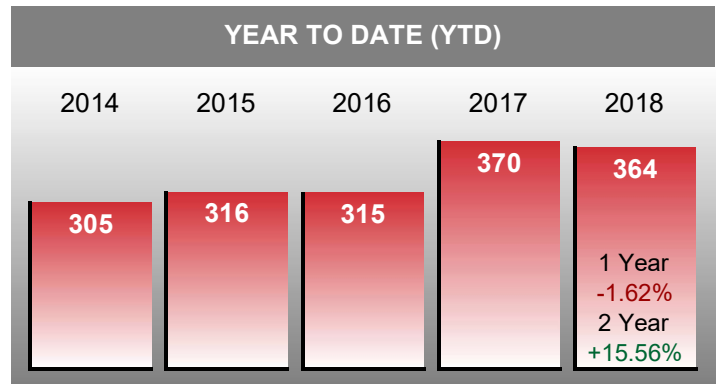
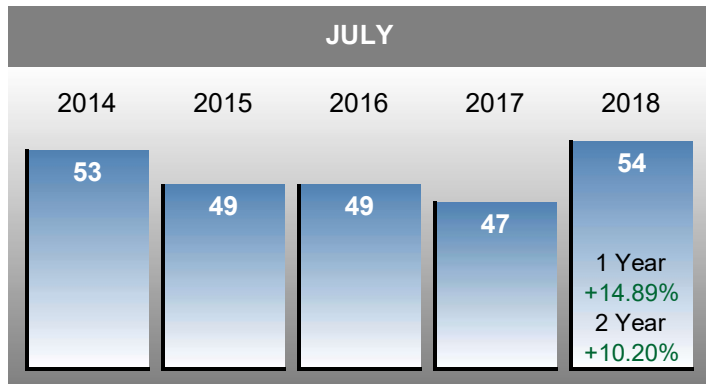
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## CLOSED LISTINGS

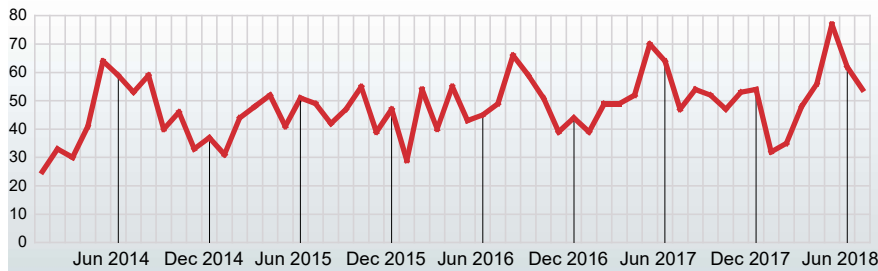
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 50

3 MONTHS



**High**  
May 2018 = 77  
**Low**  
Jan 2014 = 25  
*Closed Listings*  
this month at **54**,  
above the 5 yr JUL  
average of **50**

MAY	77
JUN	62
-19.48%	
JUL	54
-12.90%	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	9.26%	53.6	4	0	0	1
\$20,001 - \$40,000	8	14.81%	67.6	5	2	0	1
\$40,001 - \$70,000	7	12.96%	58.6	4	2	1	0
\$70,001 - \$130,000	12	22.22%	55.7	3	6	3	0
\$130,001 - \$170,000	7	12.96%	46.9	3	4	0	0
\$170,001 - \$260,000	10	18.52%	87.1	1	5	3	1
\$260,001 and up	5	9.26%	118.2	3	1	1	0
<b>Total Closed Units</b>	<b>54</b>			<b>23</b>	<b>20</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>7,391,569</b>	<b>100%</b>	<b>68.1</b>	<b>3.18M</b>	<b>2.56M</b>	<b>1.37M</b>	<b>278.90K</b>
<b>Average Closed Price</b>	<b>\$136,881</b>			<b>\$138,420</b>	<b>\$128,073</b>	<b>\$170,944</b>	<b>\$92,967</b>

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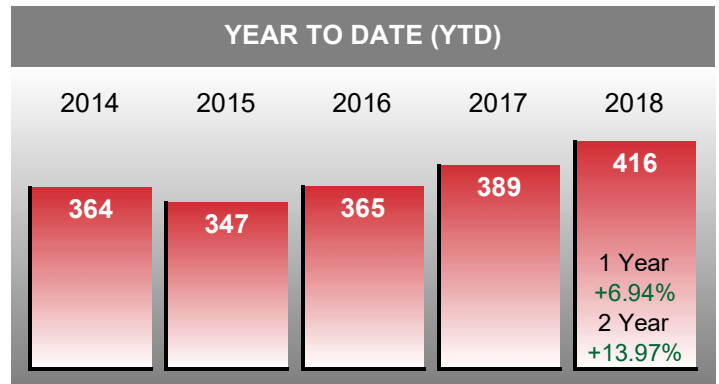
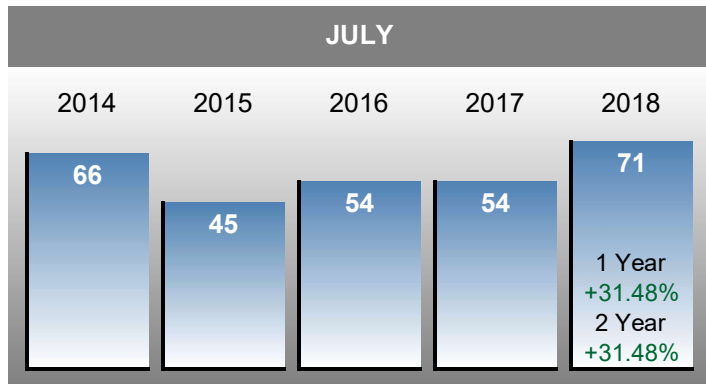
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## PENDING LISTINGS

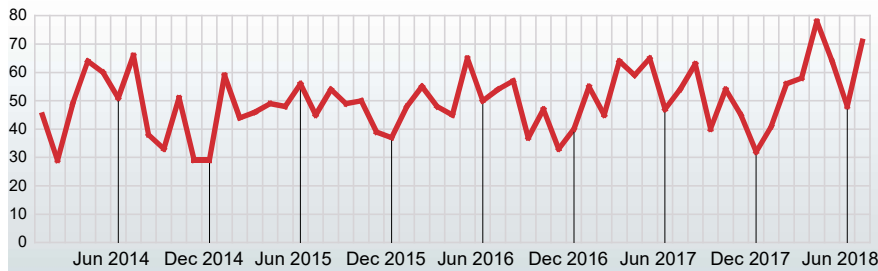
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 58

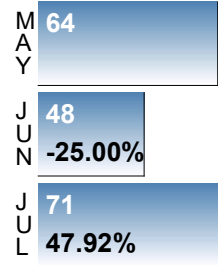
3 MONTHS



**High**  
Apr 2018 = 78

**Low**  
Dec 2014 = 29

*Pending Listings*  
this month at **71**,  
above the 5 yr JUL  
average of **58**



### 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	6	8.45%	29.0	5	1	0	0
\$20,001 - \$50,000	7	9.86%	102.4	5	2	0	0
\$50,001 - \$80,000	13	18.31%	42.2	8	5	0	0
\$80,001 - \$150,000	16	22.54%	52.6	2	13	1	0
\$150,001 - \$190,000	11	15.49%	44.6	1	6	3	1
\$190,001 - \$250,000	10	14.08%	68.6	1	8	1	0
\$250,001 and up	8	11.27%	95.6	1	5	1	1
<b>Total Pending Units</b>	<b>71</b>			<b>23</b>	<b>40</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,159,450</b>	<b>100%</b>	<b>74.7</b>	<b>1.70M</b>	<b>6.68M</b>	<b>1.30M</b>	<b>474.80K</b>
<b>Average Listing Price</b>	<b>\$92,470</b>			<b>\$74,013</b>	<b>\$166,939</b>	<b>\$217,467</b>	<b>\$237,400</b>

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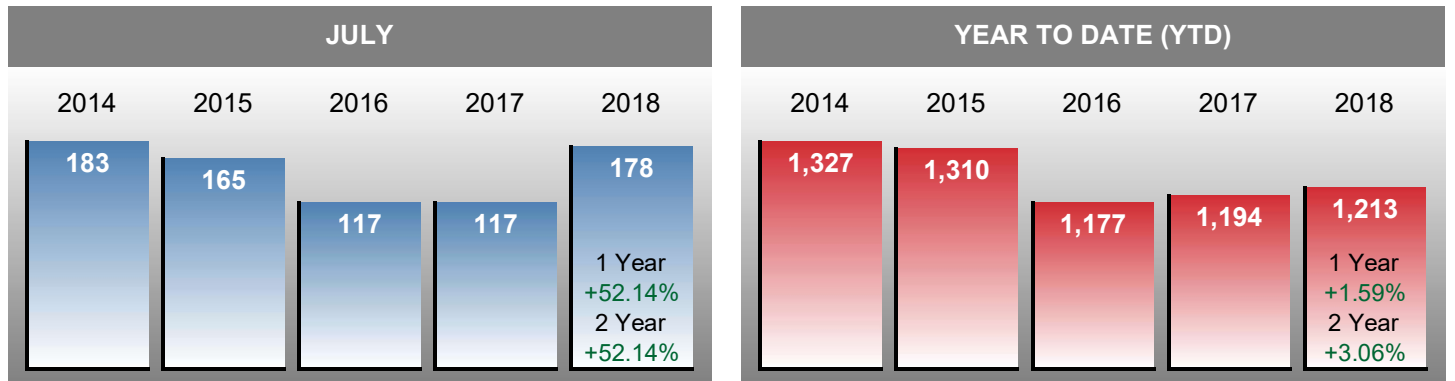
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## NEW LISTINGS

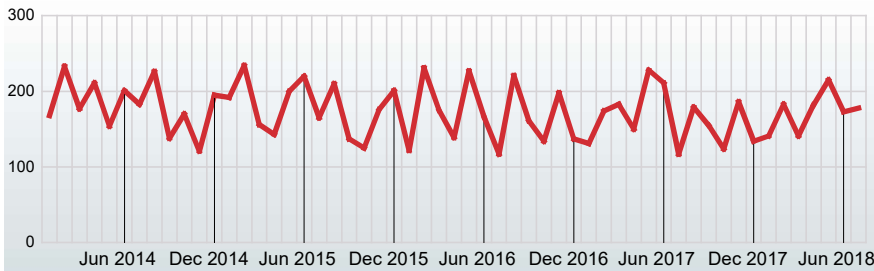
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 152

3 MONTHS



**High**  
Feb 2015 = 234  
**Low**  
Jul 2017 = 117  
*New Listings*  
this month at **178**,  
above the 5 yr JUL  
average of **152**

MAY	215
JUN	173
JUL	178
<b>-19.53%</b>	
<b>2.89%</b>	

### 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	4	2.25%	4	0	0	0
\$10,001 - \$20,000	32	17.98%	32	0	0	0
\$20,001 - \$40,000	29	16.29%	23	6	0	0
\$40,001 - \$110,000	44	24.72%	27	14	3	0
\$110,001 - \$170,000	28	15.73%	6	15	6	1
\$170,001 - \$260,000	22	12.36%	3	13	6	0
\$260,001 and up	19	10.67%	3	2	10	4
<b>Total New Listed Units</b>	<b>178</b>		<b>98</b>	<b>50</b>	<b>25</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>21,215,994</b>	<b>100%</b>	<b>5.78M</b>	<b>6.82M</b>	<b>7.10M</b>	<b>1.51M</b>
<b>Average New Listed Listing Price</b>	<b>\$78,950</b>		<b>\$59,002</b>	<b>\$136,434</b>	<b>\$284,016</b>	<b>\$302,340</b>

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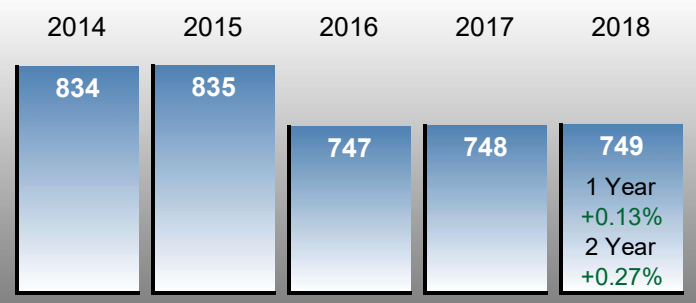
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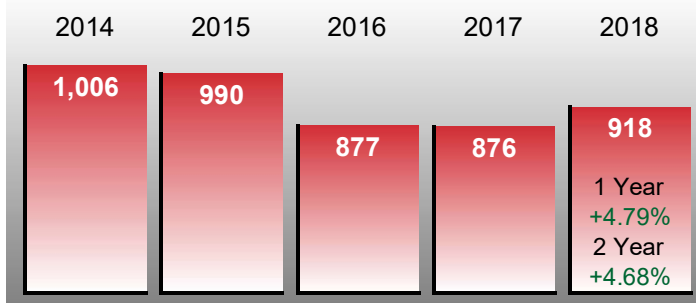
## ACTIVE INVENTORY

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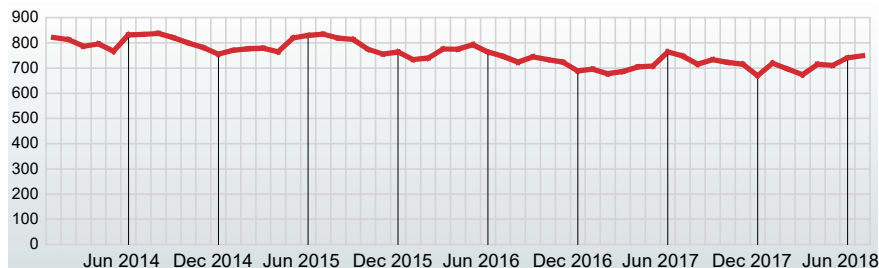
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 783

3 MONTHS

**High**  
Aug 2014 = 838  
**Low**  
Dec 2017 = 670  
*Inventory*  
this month at **749**,  
below the 5 yr JUL  
average of **783**

MAY	711
JUN	741 4.22%
JUL	749 1.08%

### 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	19	2.54%	83.4	19	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	253	33.78%	83.4	243	10	0	0
\$40,001 - \$90,000	186	24.83%	88.8	156	24	6	0
\$90,001 - \$170,000	121	16.15%	80.0	55	51	13	2
\$170,001 - \$290,000	88	11.75%	70.5	23	40	22	3
\$290,001 and up	82	10.95%	88.5	34	15	23	10
<b>Total Active Inventory by Units</b>	<b>749</b>			<b>530</b>	<b>140</b>	<b>64</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>103,476,244</b>	<b>100%</b>	<b>83.2</b>	<b>48.25M</b>	<b>28.65M</b>	<b>21.78M</b>	<b>4.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$138,153</b>			<b>\$91,045</b>	<b>\$204,637</b>	<b>\$340,248</b>	<b>\$319,820</b>

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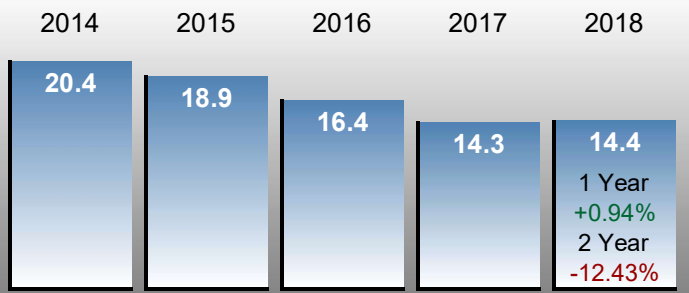
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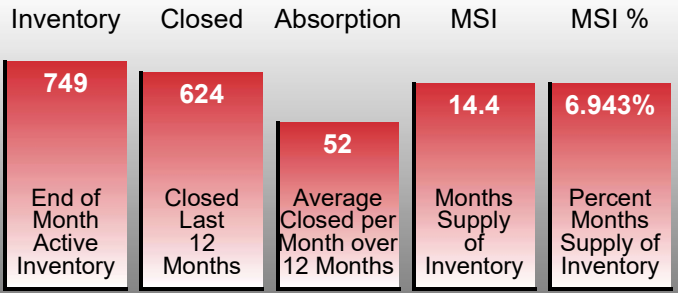
## MONTHS SUPPLY of INVENTORY (MSI)

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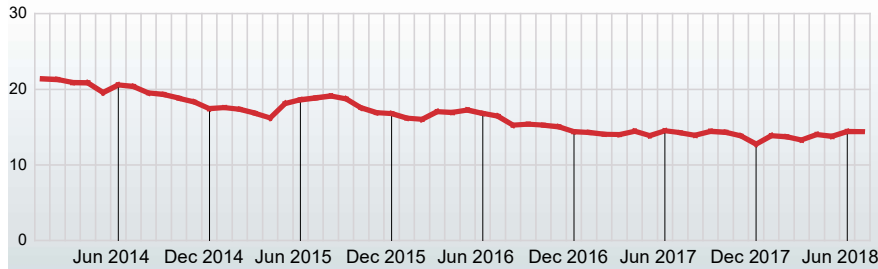
### MSI FOR JULY



### INDICATORS FOR JULY 2018



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 16.9

3 MONTHS

**High**  
Jan 2014 = 21.4  
**Low**  
Dec 2017 = 12.8  
*Months Supply*  
this month at **14.4**,  
below the 5 yr JUL  
average of **16.9**

MAY	13.8
JUN	14.4
JUL	14.4
JUL	4.56%
JUL	-0.05%

### 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	19	2.54%	10.4	10.4	0.0	0.0	0.0
\$10,001 - \$10,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 - \$40,000	253	33.78%	30.7	38.4	7.1	0.0	0.0
\$40,001 - \$90,000	186	24.83%	14.7	23.7	4.8	6.0	0.0
\$90,001 - \$170,000	121	16.15%	6.9	19.4	4.3	5.2	24.0
\$170,001 - \$290,000	88	11.75%	9.3	30.7	7.2	7.8	9.0
\$290,001 and up	82	10.95%	35.1	81.6	36.0	23.0	20.0
Market Supply of Inventory (MSI)	14.4	100%	14.4	28.3	5.7	8.3	12.9
Total Active Inventory by Units	749			530	140	64	15

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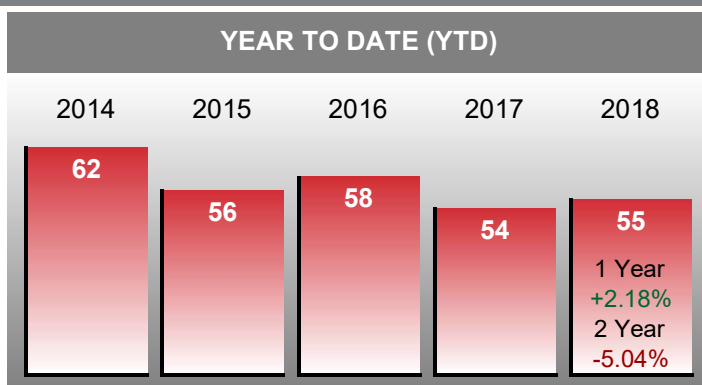
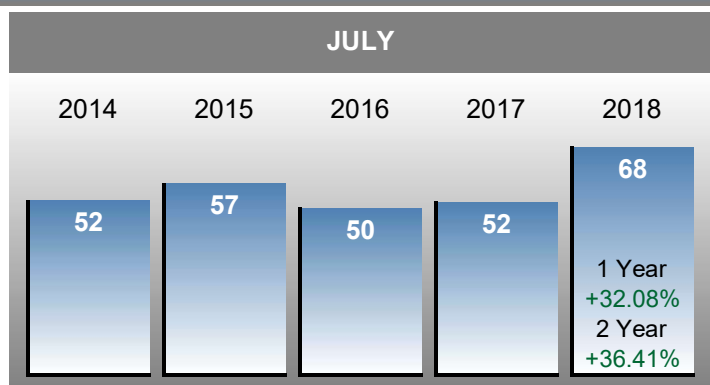
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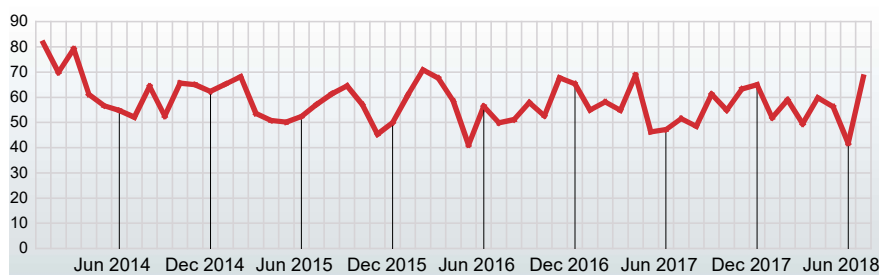


## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JUL AVG = 56**

**3 MONTHS**

**High**  
Jan 2014 = 82

**Low**  
May 2016 = 41

*Average Days on Market*  
this month at **68**,  
above the 5 yr JUL  
average of **56**

MAY	56
JUN	42
JUL	68
<b>-25.66%</b>	
<b>62.81%</b>	

### 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
\$20,000 and less	5	9.26%	53.6	49.5	0.0	0.0	70.0
\$20,001 \$40,000	8	14.81%	67.6	37.8	121.5	0.0	109.0
\$40,001 \$70,000	7	12.96%	58.6	76.5	47.5	9.0	0.0
\$70,001 \$130,000	12	22.22%	55.7	68.3	30.0	94.3	0.0
\$130,001 \$170,000	7	12.96%	46.9	60.7	36.5	0.0	0.0
\$170,001 \$260,000	10	18.52%	87.1	164.0	69.6	71.7	144.0
\$260,001 and up	5	9.26%	118.2	125.0	137.0	79.0	0.0
<b>Average Closed DOM</b>			68.1	70.4	57.5	73.3	107.7
<b>Total Closed Units</b>		100%	68.1	23	20	8	3
<b>Total Closed Volume</b>			7,391,569	3.18M	2.56M	1.37M	278.90K

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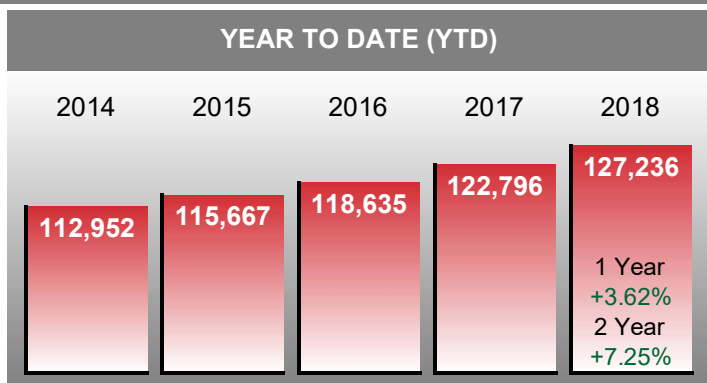
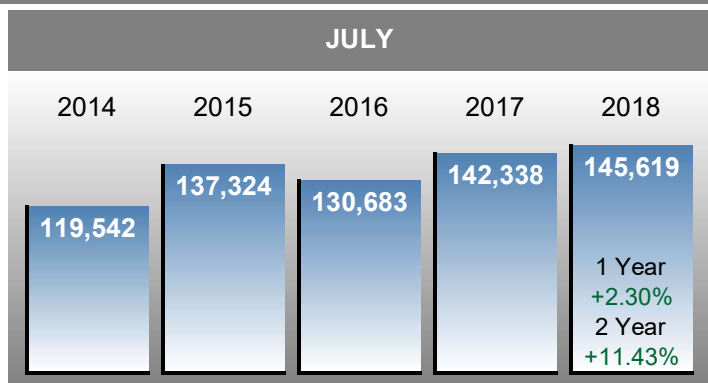
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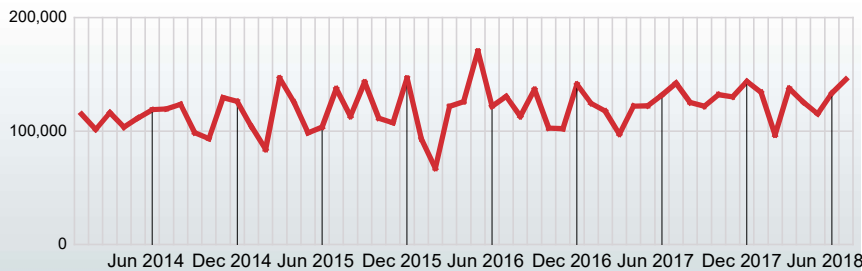
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUL AVG = 135,101**      **3 MONTHS**



**High**  
May 2016 = 170,479  
**Low**  
Feb 2016 = 67,320  
*Average List Price*  
this month at **145,619**,  
above the 5 yr JUL  
average of **135,101**

MAY	115,265
JUN	133,410
JUL	145,619
<b>15.74%</b>	
<b>9.15%</b>	

### 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
\$20,000 and less	4	7.41%	15,600	16,825	0	0	18,000
\$20,001 \$40,000	8	14.81%	31,025	30,080	42,000	0	35,900
\$40,001 \$70,000	7	12.96%	56,878	61,600	53,375	72,000	0
\$70,001 \$130,000	13	24.07%	99,746	92,667	104,167	107,233	0
\$130,001 \$170,000	7	12.96%	150,257	150,000	150,450	0	0
\$170,001 \$260,000	9	16.67%	200,489	269,000	191,440	202,433	239,900
\$260,001 and up	6	11.11%	500,297	676,127	289,900	414,500	0
<b>Average List Price</b>			145,619	151,717	133,233	176,938	97,933
<b>Total Closed Units</b>		100%	145,619	23	20	8	3
<b>Total Closed Volume</b>			7,863,431	3.49M	2.66M	1.42M	293.80K

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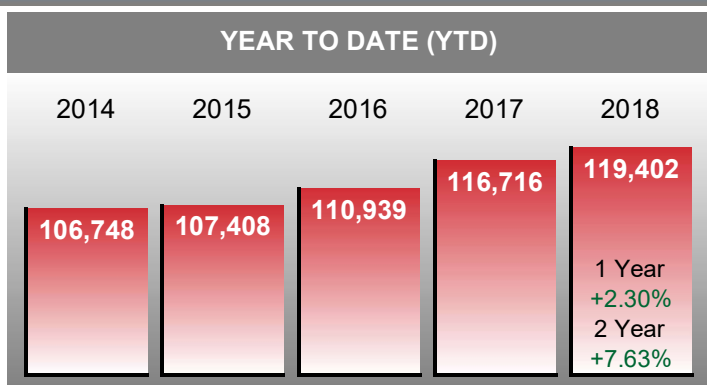
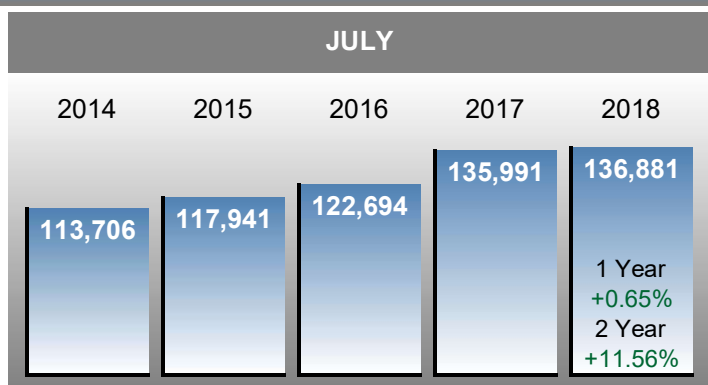
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## AVERAGE SOLD PRICE AT CLOSING

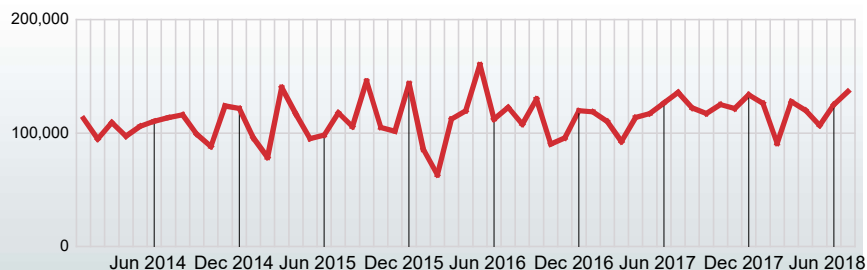
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 125,443

3 MONTHS



**High**  
May 2016 = 160,360  
**Low**  
Feb 2016 = 63,298  
*Average Sold Price*  
this month at **136,881**,  
above the 5 yr JUL  
average of **125,443**

MAY	106,804
JUN	125,099
JUL	17.13%
JUL	136,881
JUL	9.42%

### 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
\$20,000 and less	5	9.26%	13,550	12,438	0	0	18,000
\$20,001 - \$40,000	8	14.81%	29,850	27,080	33,750	0	35,900
\$40,001 - \$70,000	7	12.96%	56,851	58,375	51,353	61,750	0
\$70,001 - \$130,000	12	22.22%	99,783	91,000	102,600	102,933	0
\$130,001 - \$170,000	7	12.96%	146,929	146,667	147,125	0	0
\$170,001 - \$260,000	10	18.52%	200,835	260,000	185,270	199,000	225,000
\$260,001 and up	5	9.26%	490,563	597,333	260,814	400,000	0
<b>Average Sold Price</b>			136,881	138,420	128,073	170,944	92,967
<b>Total Closed Units</b>		100%	136,881	23	20	8	3
<b>Total Closed Volume</b>			7,391,569	3.18M	2.56M	1.37M	278.90K

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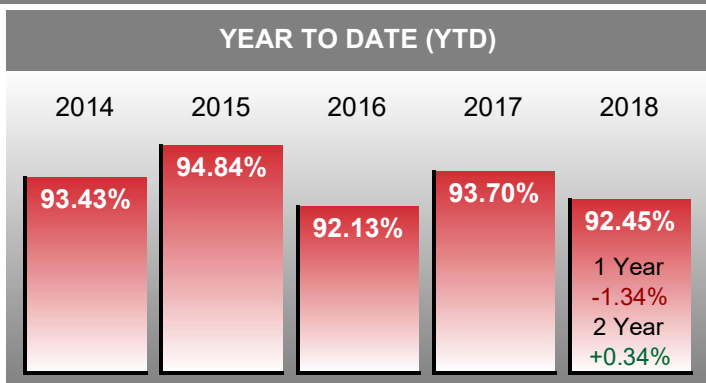
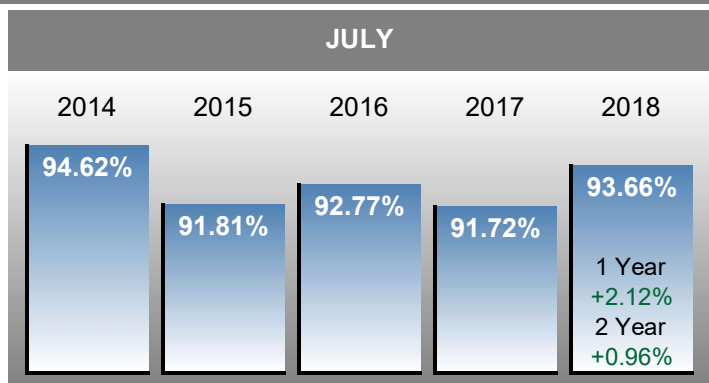
# July 2018

Area Delimited by County Of Cherokee



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

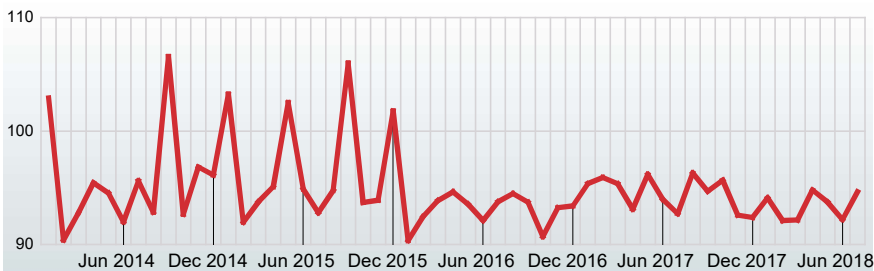
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 92.92%

3 MONTHS



**High**  
Sep 2014 = 105.58%  
**Low**  
Jan 2016 = 89.35%  
*Average Sold/List Ratio*  
this month at **93.66%**,  
above the 5 yr JUL  
average of **92.92%**

MAY	92.74%
JUN	91.20%
JUL	93.66%
JUL	2.70%

## 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
\$20,000 and less	5	9.26%	80.31%	75.38%	0.00%	0.00%	100.00%
\$20,001 \$40,000	8	14.81%	89.88%	91.93%	79.70%	0.00%	100.00%
\$40,001 \$70,000	7	12.96%	93.97%	95.02%	95.97%	85.76%	0.00%
\$70,001 \$130,000	12	22.22%	97.93%	98.04%	98.39%	96.89%	0.00%
\$130,001 \$170,000	7	12.96%	98.02%	97.84%	98.15%	0.00%	0.00%
\$170,001 \$260,000	10	18.52%	96.96%	96.65%	96.81%	98.36%	93.79%
\$260,001 and up	5	9.26%	89.72%	87.38%	89.97%	96.50%	0.00%
<b>Average Sold/List Ratio</b>			<b>93.70%</b>	<b>90.77%</b>	<b>95.41%</b>	<b>96.00%</b>	<b>97.93%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.70%</b>	<b>23</b>	<b>20</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>				<b>3.18M</b>	<b>2.56M</b>	<b>1.37M</b>	<b>278.90K</b>

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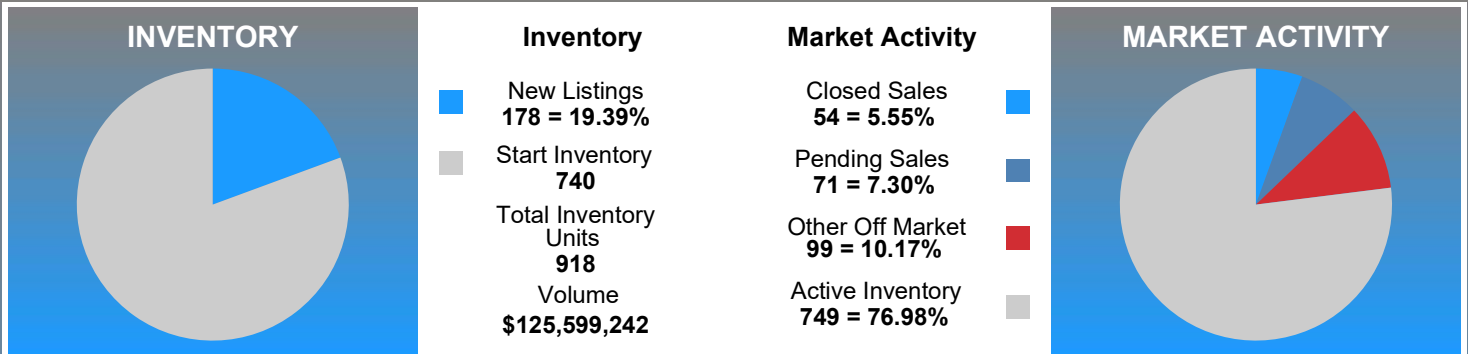
# July 2018

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## MARKET SUMMARY

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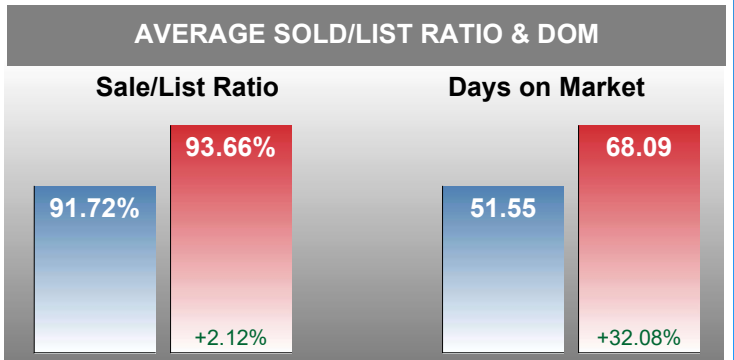
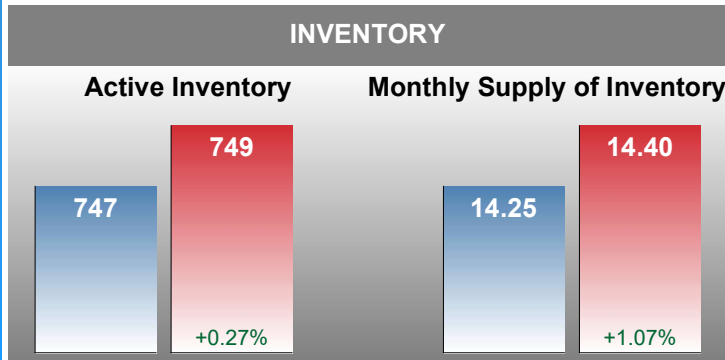
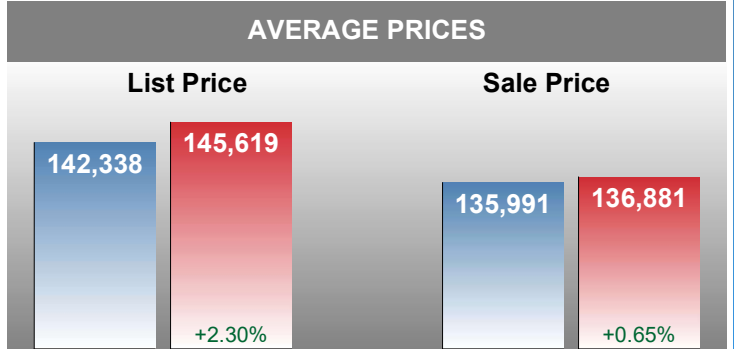
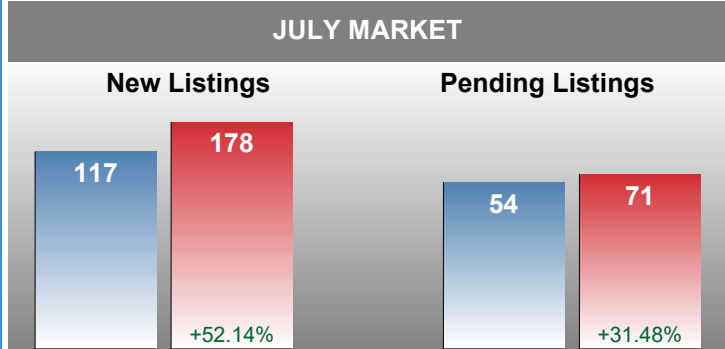


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	54	14.89%	370	364	-1.62%
Pending Sales	54	71	31.48%	389	416	6.94%
New Listings	117	178	52.14%	1,194	1,213	1.59%
Average List Price	142,338	145,619	2.30%	122,796	127,236	3.62%
Average Sale Price	135,991	136,881	0.65%	116,716	119,402	2.30%
Average Percent of Selling Price to List Price	91.72%	93.66%	2.12%	93.70%	92.45%	-1.34%
Average Days on Market to Sale	51.55	68.09	32.08%	53.91	55.09	2.18%
Monthly Inventory	747	749	0.27%	747	749	0.27%
Months Supply of Inventory	14.25	14.40	1.07%	14.25	14.40	1.07%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

**Inventory on July 31, 2018 = 749**

**2017** **2018**



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Phone: 918-663-7500

Email: [support@mlstechnology.com](mailto:support@mlstechnology.com)