

July 2018

Area Delimited by County Of Cherokee

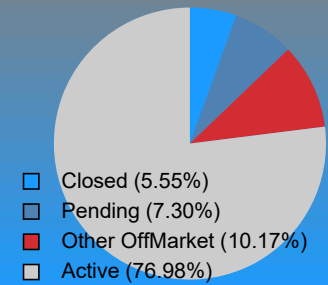


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	112,500	107,400	-4.53%
Median Sale Price	110,000	105,850	-3.77%
Median Percent of List Price to Selling Price	97.10%	96.66%	-0.45%
Median Days on Market to Sale	48.00	56.00	16.67%
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.

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 **3.77%** in July 2018 to \$105,850 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **56.00** days that homes spent on the market before selling increased by 8.00 days or **16.67%** in July 2018 compared to last year's same month at **48.00** DOM.

Sales Success for July 2018 is Positive

Overall, with Median Prices falling 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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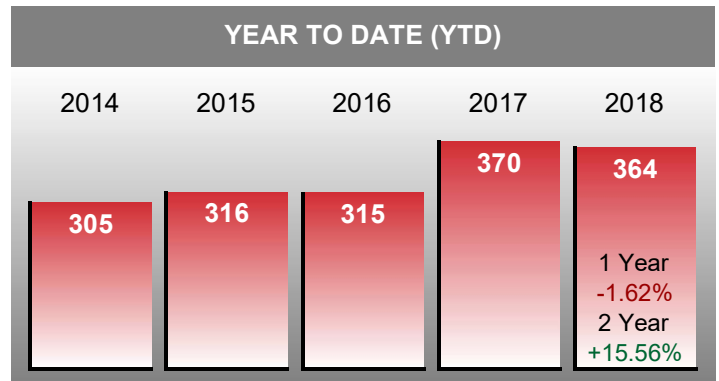
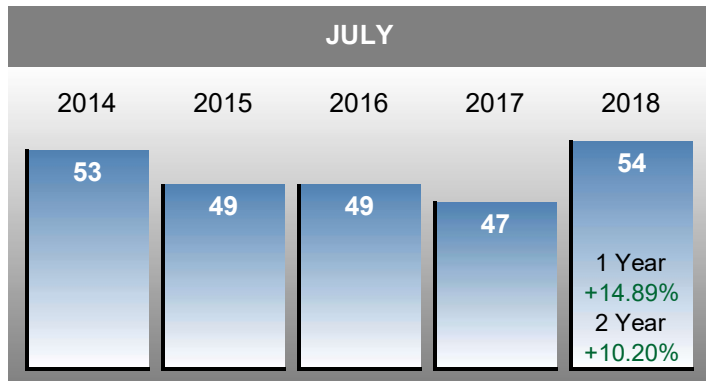
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CLOSED LISTINGS

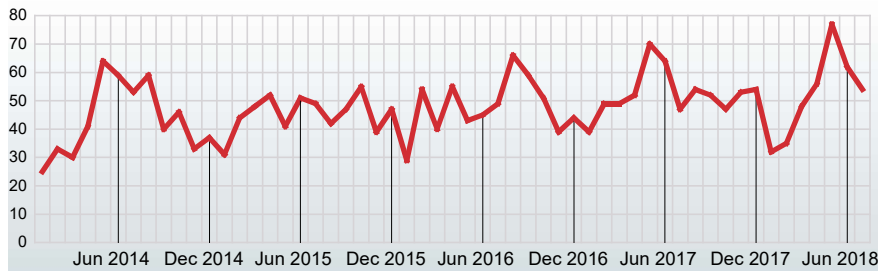
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	9.26%	70.0	4	0	0	1
\$20,001 - \$40,000	8	14.81%	66.0	5	2	0	1
\$40,001 - \$70,000	7	12.96%	24.0	4	2	1	0
\$70,001 - \$130,000	12	22.22%	29.5	3	6	3	0
\$130,001 - \$170,000	7	12.96%	28.0	3	4	0	0
\$170,001 - \$260,000	10	18.52%	82.5	1	5	3	1
\$260,001 and up	5	9.26%	124.0	3	1	1	0
Total Closed Units	54			23	20	8	3
Total Closed Volume	7,391,569	100%	56.0	3.18M	2.56M	1.37M	278.90K
Median Closed Price	\$105,850			\$58,000	\$128,500	\$145,000	\$35,900

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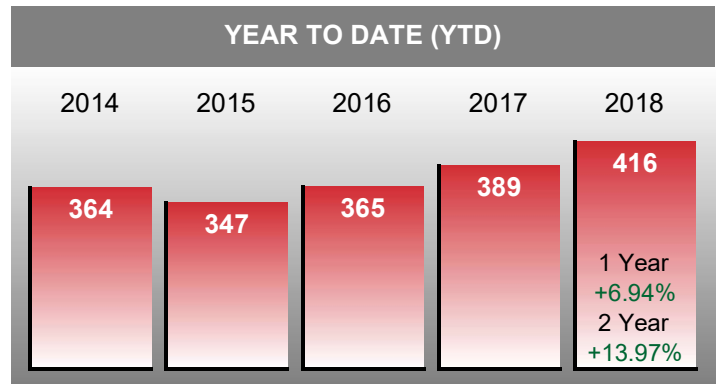
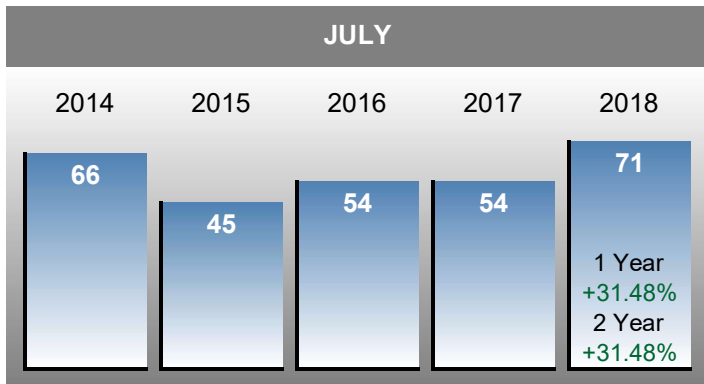
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PENDING LISTINGS

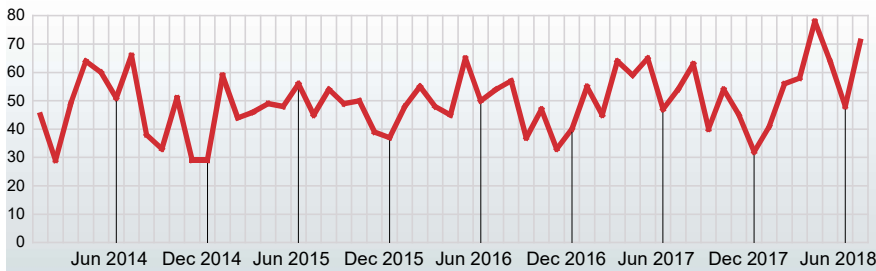
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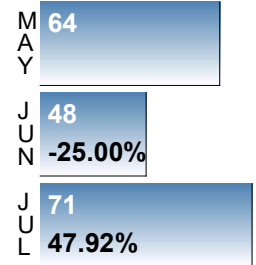
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.45%	33.0	5	1	0	0
\$20,001 - \$50,000	7	9.86%	116.0	5	2	0	0
\$50,001 - \$80,000	13	18.31%	20.0	8	5	0	0
\$80,001 - \$150,000	16	22.54%	61.5	2	13	1	0
\$150,001 - \$190,000	11	15.49%	33.0	1	6	3	1
\$190,001 - \$250,000	10	14.08%	60.5	1	8	1	0
\$250,001 and up	8	11.27%	102.0	1	5	1	1
Total Pending Units	71			23	40	6	2
Total Pending Volume	10,159,450	100%	52.0	1.70M	6.68M	1.30M	474.80K
Median Listing Price	\$133,000			\$59,800	\$142,950	\$184,450	\$237,400

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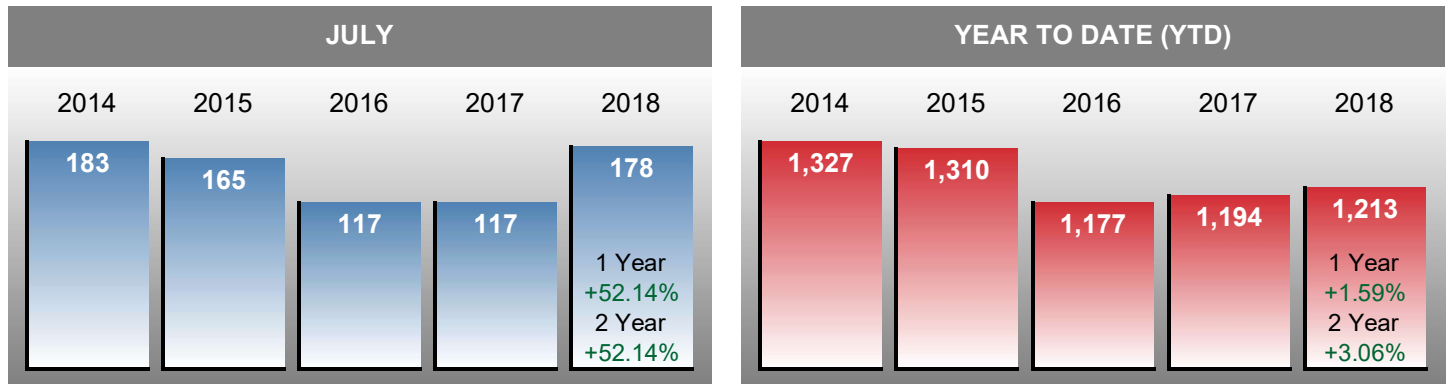
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NEW LISTINGS

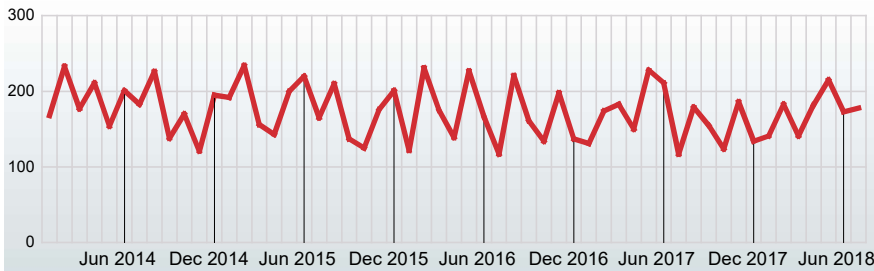
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5 YEAR MARKET ACTIVITY TRENDS

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
-19.53%	
2.89%	

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	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
Total New Listed Units	178		98	50	25	5
Total New Listed Volume	21,215,994	100%	5.78M	6.82M	7.10M	1.51M
Median New Listed Listing Price	\$79,450		\$24,700	\$126,450	\$199,900	\$299,900

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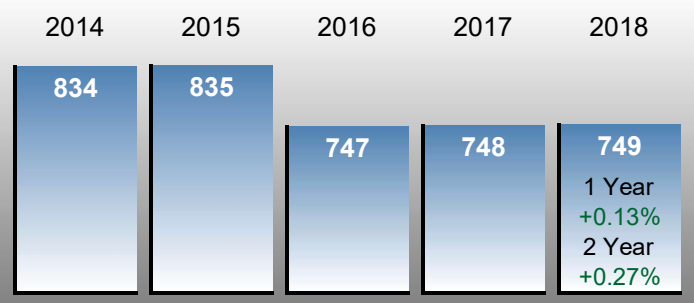
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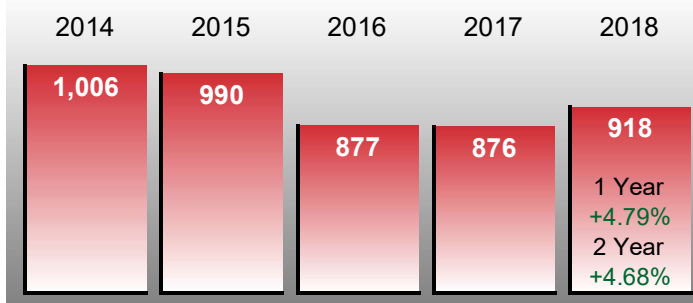
ACTIVE INVENTORY

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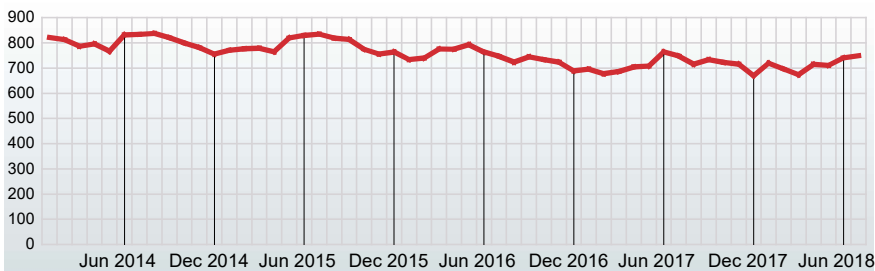
END OF JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	2.54%	84.0	19	0	0	0
\$10,001 - \$10,000	0	0.00%	84.0	0	0	0	0
\$10,001 - \$40,000	253	33.78%	74.0	243	10	0	0
\$40,001 - \$90,000	186	24.83%	85.0	156	24	6	0
\$90,001 - \$170,000	121	16.15%	77.0	55	51	13	2
\$170,001 - \$290,000	88	11.75%	67.5	23	40	22	3
\$290,001 and up	82	10.95%	67.0	34	15	23	10
Total Active Inventory by Units	749			530	140	64	15
Total Active Inventory by Volume	103,476,244	100%	78.0	48.25M	28.65M	21.78M	4.80M
Median Active Inventory Listing Price	\$66,000			\$43,875	\$139,900	\$244,450	\$299,900

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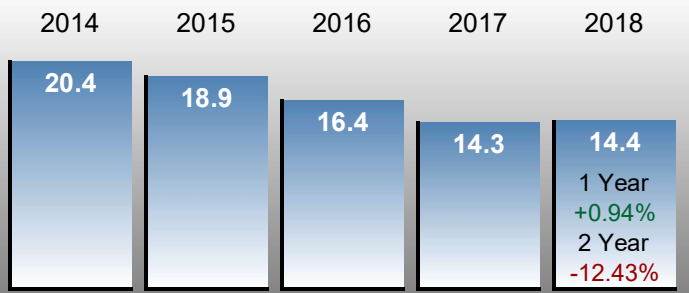
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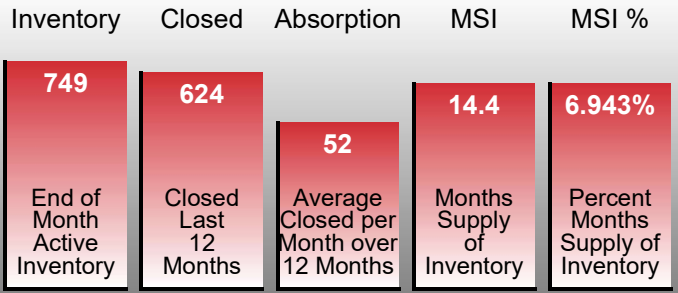
MONTHS SUPPLY of INVENTORY (MSI)

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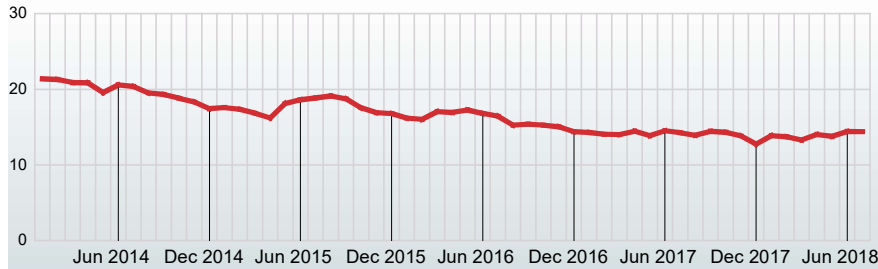
MSI FOR JULY



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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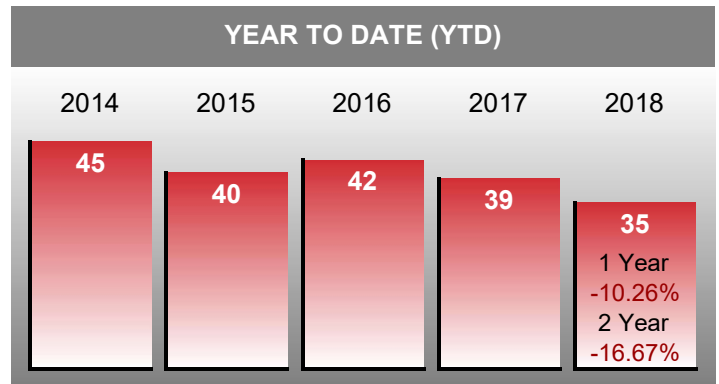
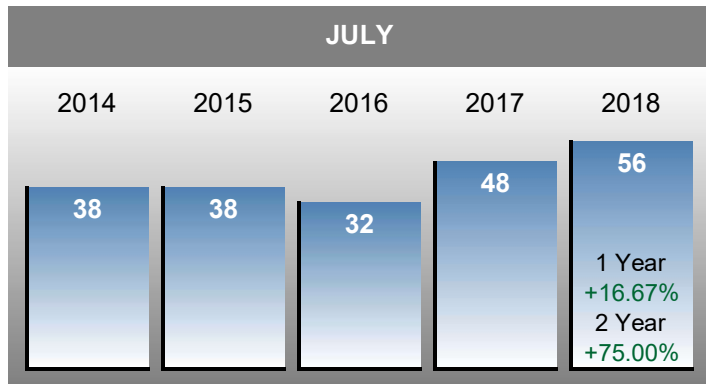
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MEDIAN DAYS ON MARKET TO SALE

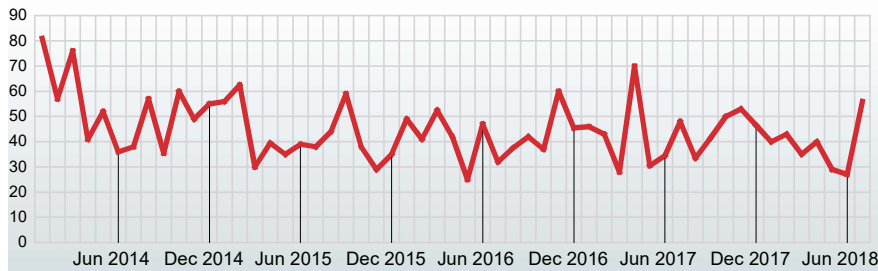
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 42

3 MONTHS



High
Jan 2014 = 81
Low
May 2016 = 25
Median Days on Market
this month at **56**,
above the 5 yr JUL
average of **42**

MAY	29
JUN	27
JUL	56
-6.90%	
107.41%	

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
\$20,000 and less	5	9.26%	70.0	56.0	0.0	0.0	70.0
\$20,001 \$40,000	8	14.81%	66.0	7.0	121.5	0.0	109.0
\$40,001 \$70,000	7	12.96%	24.0	65.0	47.5	9.0	0.0
\$70,001 \$130,000	12	22.22%	29.5	29.0	22.5	121.0	0.0
\$130,001 \$170,000	7	12.96%	28.0	69.0	23.5	0.0	0.0
\$170,001 \$260,000	10	18.52%	82.5	164.0	27.0	43.0	144.0
\$260,001 and up	5	9.26%	124.0	124.0	137.0	79.0	0.0
Median Closed DOM			56.0	69.0	29.0	61.0	109.0
Total Closed Units		100%	56.0	23	20	8	3
Total Closed Volume			7,391,569	3.18M	2.56M	1.37M	278.90K

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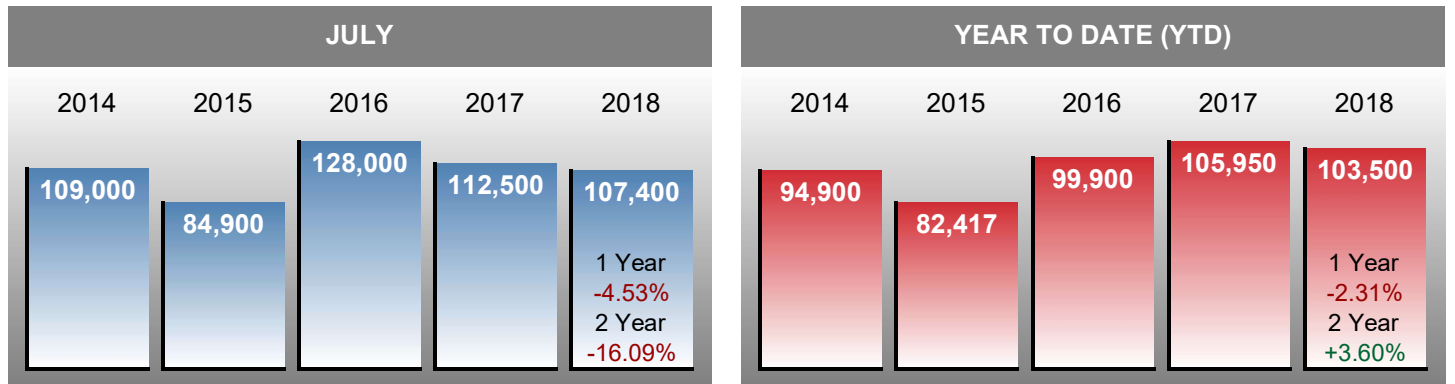
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MEDIAN LIST PRICE AT CLOSING

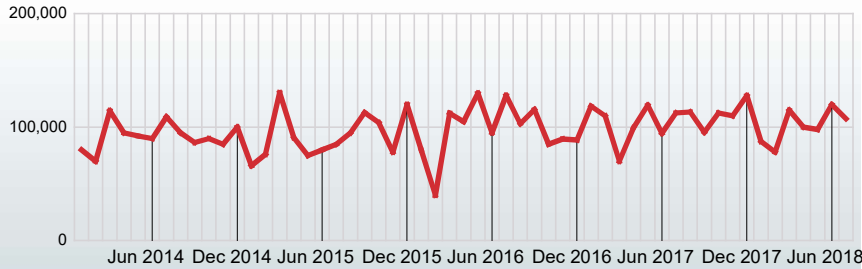
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 108,360

3 MONTHS



High
Mar 2015 = 130,450
Low
Feb 2016 = 39,900
Median List Price
this month at **107,400**,
below the 5 yr JUL
average of **108,360**

MAY	97,900
JUN	119,900
	22.47%
JUL	107,400
	-10.43%

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
\$20,000 and less	4	7.41%	16,450	15,000	0	0	18,000
\$20,001 \$40,000	8	14.81%	30,450	24,950	39,000	0	35,900
\$40,001 \$70,000	7	12.96%	55,000	60,750	52,000	0	0
\$70,001 \$130,000	13	24.07%	97,900	85,000	107,400	95,900	0
\$130,001 \$170,000	7	12.96%	145,000	145,000	149,450	0	0
\$170,001 \$260,000	9	16.67%	182,500	0	179,900	182,500	239,900
\$260,001 and up	6	11.11%	409,441	601,691	289,900	414,500	0
Median List Price			107,400	61,500	126,450	154,900	35,900
Total Closed Units		100%	107,400	23	20	8	3
Total Closed Volume			7,863,431	3.49M	2.66M	1.42M	293.80K

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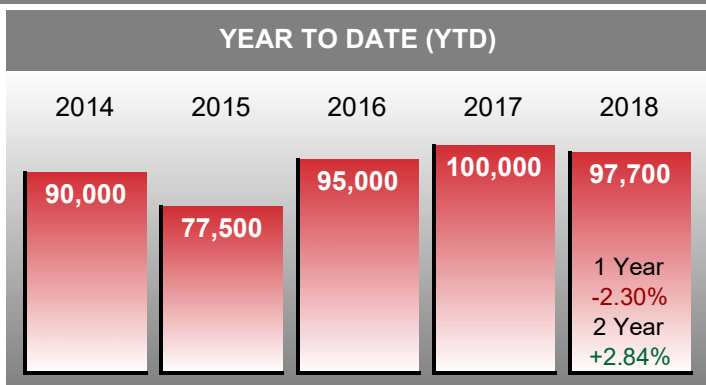
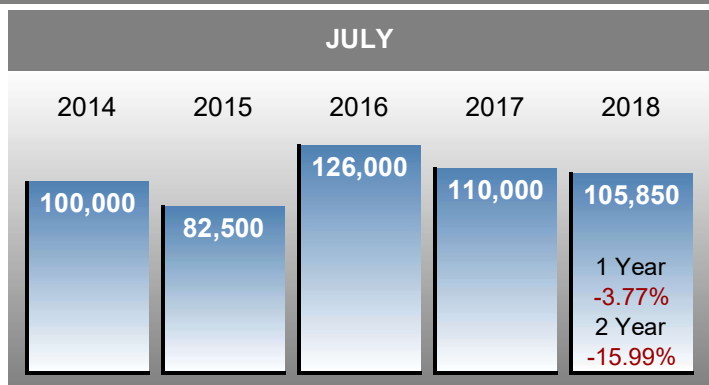
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MEDIAN SOLD PRICE AT CLOSING

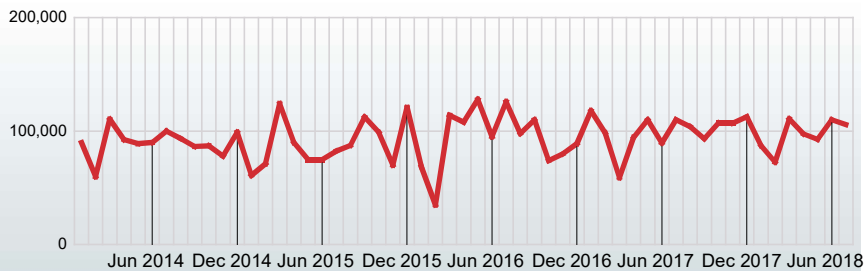
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 104,870

3 MONTHS



High
May 2016 = 128,000
Low
Feb 2016 = 35,000
Median Sold Price
this month at **105,850**,
above the 5 yr JUL
average of **104,870**

MAY	92,800
JUN	110,050
JUL	18.59%
JUL	105,850
JUL	-3.82%

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
\$20,000 and less	5	9.26%	14,750	12,375	0	0	18,000
\$20,001 \$40,000	8	14.81%	28,750	24,900	33,750	0	35,900
\$40,001 \$70,000	7	12.96%	57,705	57,250	51,353	61,750	0
\$70,001 \$130,000	12	22.22%	98,900	80,000	105,850	97,900	0
\$130,001 \$170,000	7	12.96%	140,000	140,000	146,750	0	0
\$170,001 \$260,000	10	18.52%	186,250	260,000	174,000	182,500	225,000
\$260,001 and up	5	9.26%	400,000	604,500	260,814	400,000	0
Median Sold Price			105,850	58,000	128,500	145,000	35,900
Total Closed Units		100%	105,850	23	20	8	3
Total Closed Volume			7,391,569	3.18M	2.56M	1.37M	278.90K

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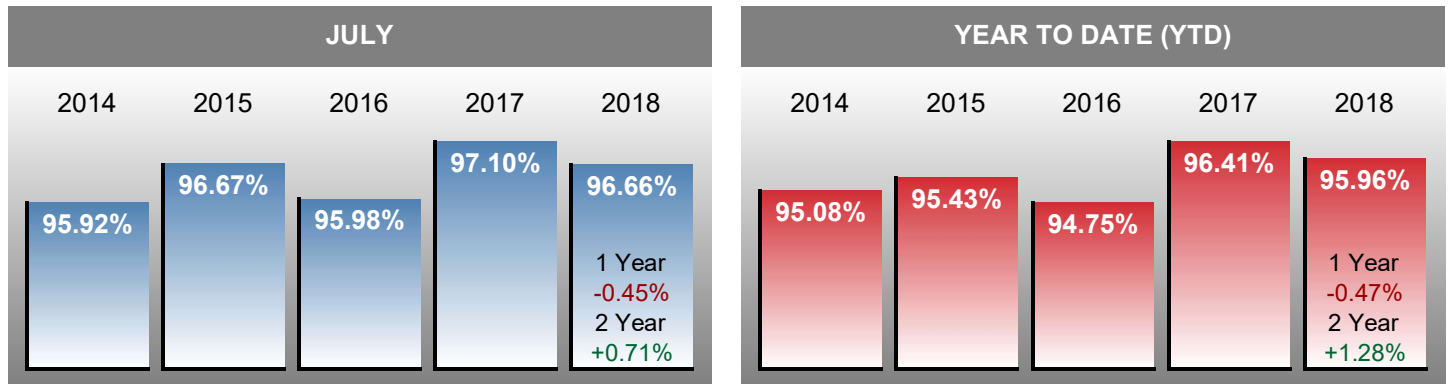
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

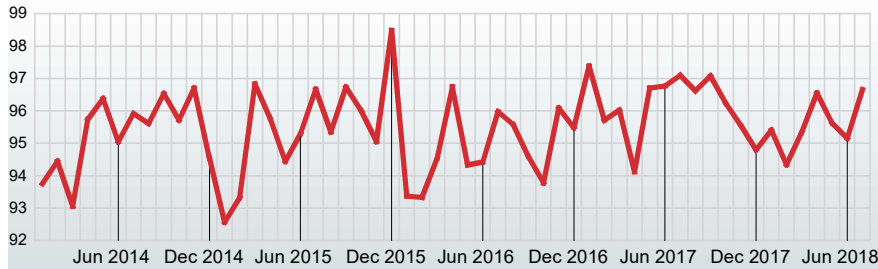
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 96.46%

3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **96.66%**, above the 5 yr JUL average of **96.46%**

MAY 95.63%

JUN -0.50%

JUL 96.66%
1.59%

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
\$20,000 and less	5	9.26%	82.40%	74.53%	0.00%	0.00%	100.00%
\$20,001 \$40,000	8	14.81%	92.33%	94.00%	79.70%	0.00%	100.00%
\$40,001 \$70,000	7	12.96%	91.87%	94.27%	95.97%	85.76%	0.00%
\$70,001 \$130,000	12	22.22%	100.00%	100.00%	99.44%	100.00%	0.00%
\$130,001 \$170,000	7	12.96%	97.63%	96.97%	98.82%	0.00%	0.00%
\$170,001 \$260,000	10	18.52%	96.83%	96.65%	96.72%	97.80%	93.79%
\$260,001 and up	5	9.26%	89.97%	83.46%	89.97%	96.50%	0.00%
Median Sold/List Ratio		96.66%		94.12%	96.83%	97.54%	100.00%
Total Closed Units	54	100%	96.66%	23	20	8	3
Total Closed Volume	7,391,569			3.18M	2.56M	1.37M	278.90K

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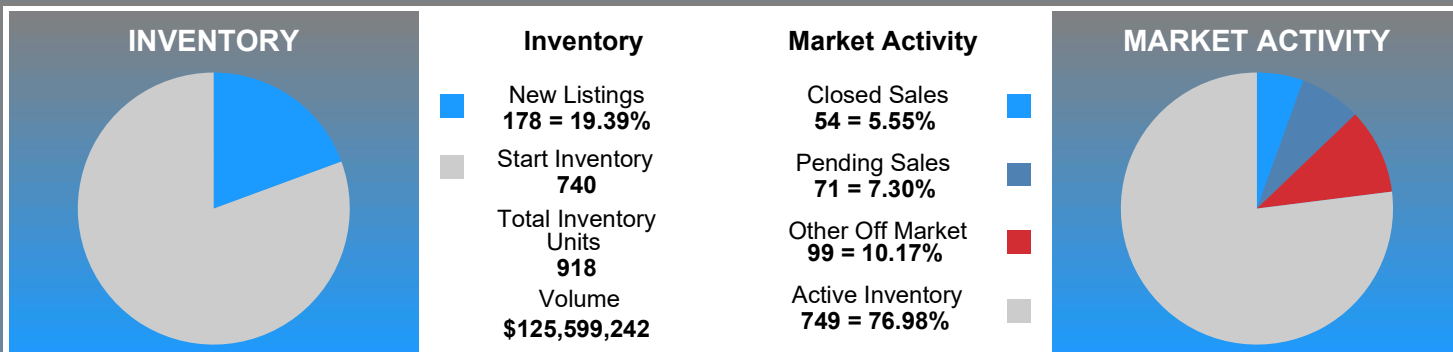
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MARKET SUMMARY

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

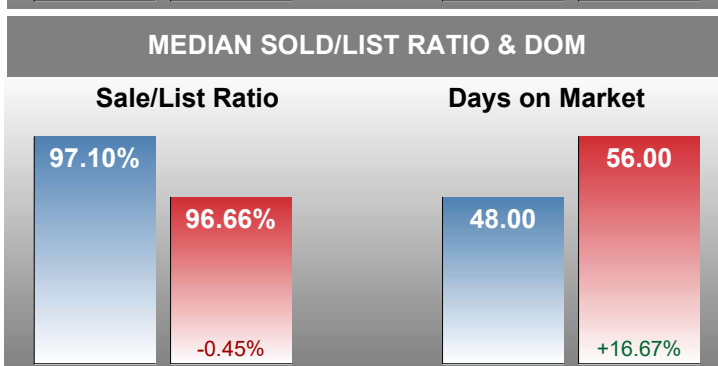
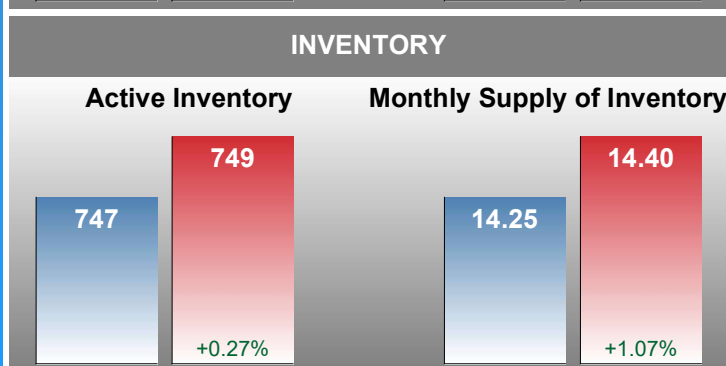
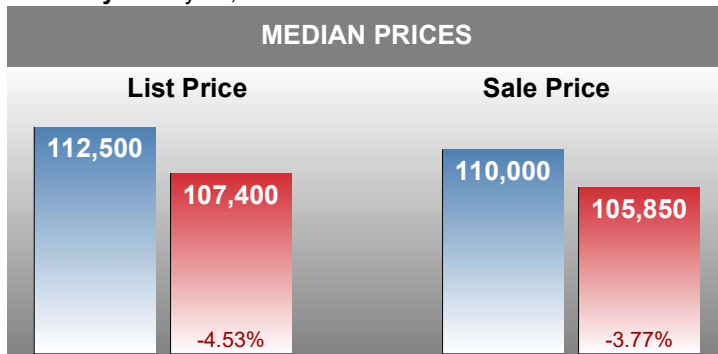
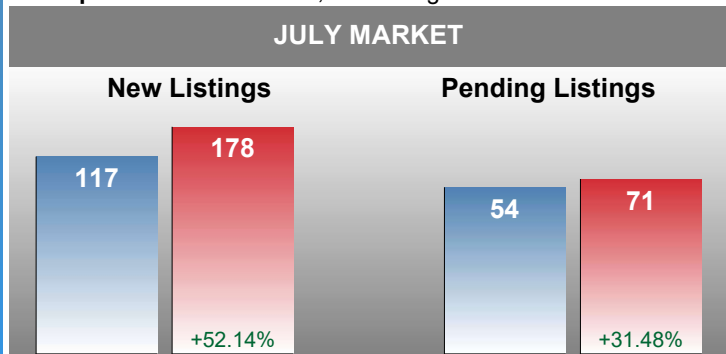


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	54	14.89%	370	364	-1.62%
Pending Sales	54	71	31.48%	389	416	6.94%
New Listings	117	178	52.14%	1,194	1,213	1.59%
Median List Price	112,500	107,400	-4.53%	105,950	103,500	-2.31%
Median Sale Price	110,000	105,850	-3.77%	100,000	97,700	-2.30%
Median Percent of Selling Price to List Price	97.10%	96.66%	-0.45%	96.41%	95.96%	-0.47%
Median Days on Market to Sale	48.00	56.00	16.67%	39.00	35.00	-10.26%
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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