

# October 2024



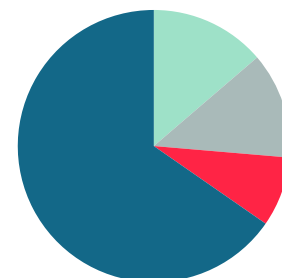
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2024 for MLS Technology Inc.

Compared Metrics	2023	October 2024	+/-%
Closed Listings	35	38	8.57%
Pending Listings	28	35	25.00%
New Listings	43	53	23.26%
Average List Price	199,434	245,504	23.10%
Average Sale Price	191,004	246,094	28.84%
Average Percent of Selling Price to List Price	94.46%	97.92%	3.66%
Average Days on Market to Sale	33.94	52.95	55.99%
End of Month Inventory	150	181	20.67%
Months Supply of Inventory	4.38	5.13	17.24%



■ Closed (13.72%)  
■ Pending (12.64%)  
■ Other OffMarket (8.30%)  
■ Active (65.34%)

**Absorption:** Last 12 months, an Average of **35** Sales/Month  
**Active Inventory** as of October 31, 2024 = **181**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2024 rose **20.67%** to 181 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **5.13** 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 **28.84%** in October 2024 to \$246,094 versus the previous year at \$191,004.

#### Average Days on Market Lengthens

The average number of **52.95** days that homes spent on the market before selling increased by 19.00 days or **55.99%** in October 2024 compared to last year's same month at **33.94** DOM.

#### Sales Success for October 2024 is Positive

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

There were 53 New Listings in October 2024, up **23.26%** from last year at 43. Furthermore, there were 38 Closed Listings this month versus last year at 35, a **8.57%** increase.

Closed versus Listed trends yielded a **71.7%** ratio, down from previous year's, October 2023, at **81.4%**, a **11.91%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

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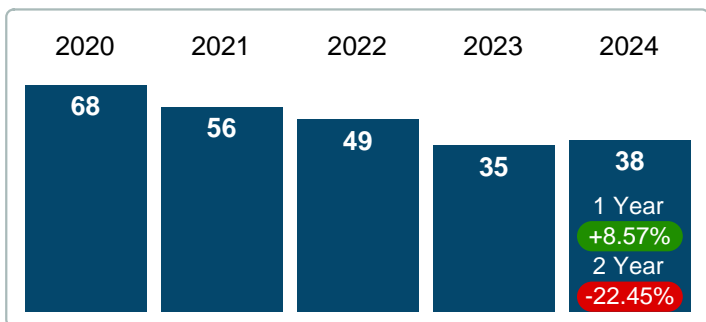
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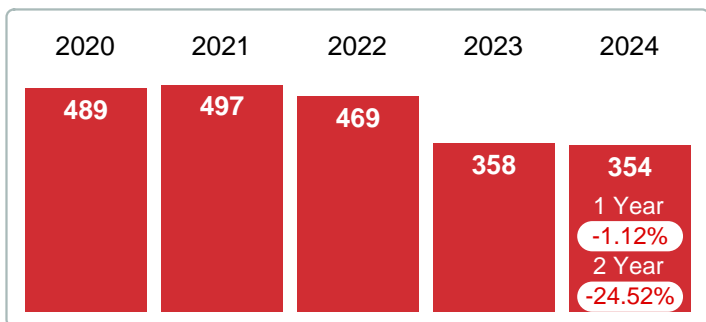
## CLOSED LISTINGS

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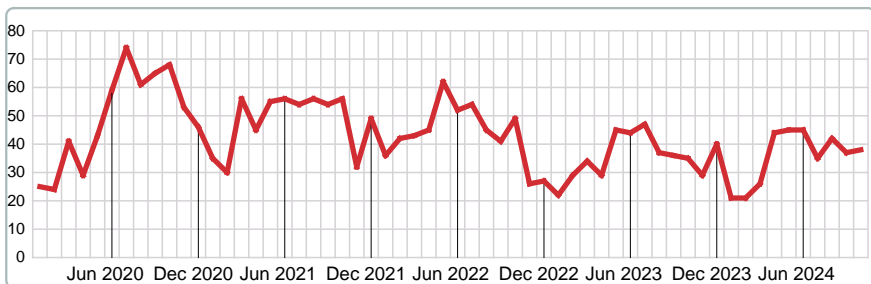
### OCTOBER



### YEAR TO DATE (YTD)

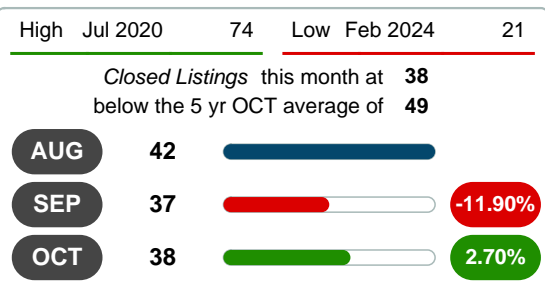


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.89%	51.7	2	1	0	0
\$100,001 - \$150,000	4	10.53%	61.0	2	1	0	1
\$150,001 - \$175,000	7	18.42%	30.1	2	4	1	0
\$175,001 - \$225,000	8	21.05%	45.6	2	5	0	1
\$225,001 - \$300,000	7	18.42%	71.0	1	4	2	0
\$300,001 - \$450,000	6	15.79%	50.8	0	1	4	1
\$450,001 and up	3	7.89%	78.3	0	2	1	0
<b>Total Closed Units</b>	<b>38</b>			<b>9</b>	<b>18</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,351,582</b>	<b>100%</b>	<b>52.9</b>	<b>1.38M</b>	<b>4.09M</b>	<b>3.11M</b>	<b>775.00K</b>
<b>Average Closed Price</b>	<b>\$246,094</b>			<b>\$153,389</b>	<b>\$227,093</b>	<b>\$388,550</b>	<b>\$258,333</b>

# October 2024



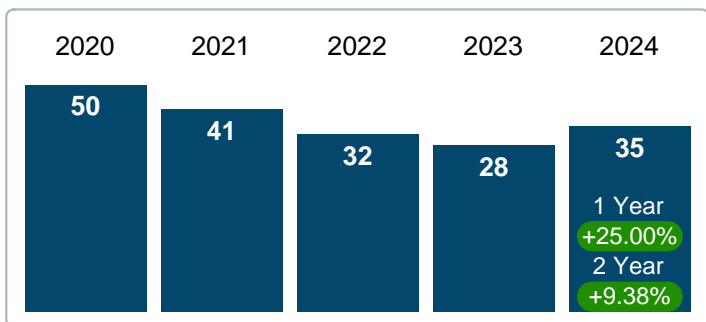
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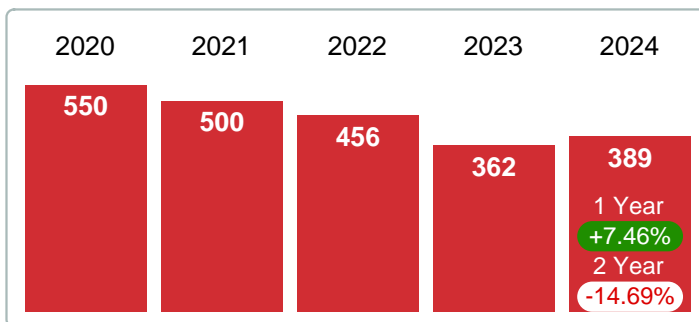
## PENDING LISTINGS

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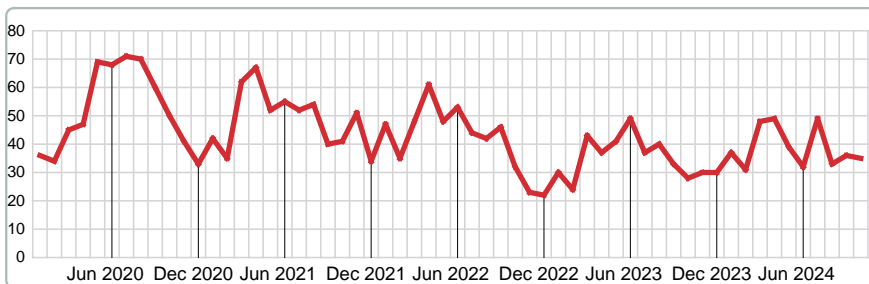
### OCTOBER



### YEAR TO DATE (YTD)

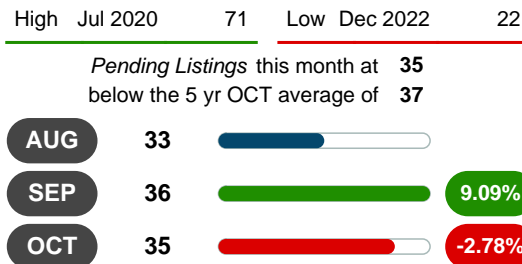


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	5.71%	129.5	2	0	0	0
\$75,001 - \$125,000	5	14.29%	53.4	2	3	0	0
\$125,001 - \$175,000	3	8.57%	71.3	2	1	0	0
\$175,001 - \$275,000	12	34.29%	44.9	3	6	3	0
\$275,001 - \$300,000	5	14.29%	86.4	1	3	0	1
\$300,001 - \$550,000	5	14.29%	65.2	0	3	2	0
\$550,001 and up	3	8.57%	44.3	0	1	2	0
<b>Total Pending Units</b>	<b>35</b>			<b>10</b>	<b>17</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,755,899</b>	<b>100%</b>	<b>34.3</b>	<b>1.55M</b>	<b>4.71M</b>	<b>3.20M</b>	<b>294.90K</b>
<b>Average Listing Price</b>	<b>\$235,375</b>			<b>\$155,490</b>	<b>\$276,812</b>	<b>\$457,186</b>	<b>\$294,900</b>

# October 2024



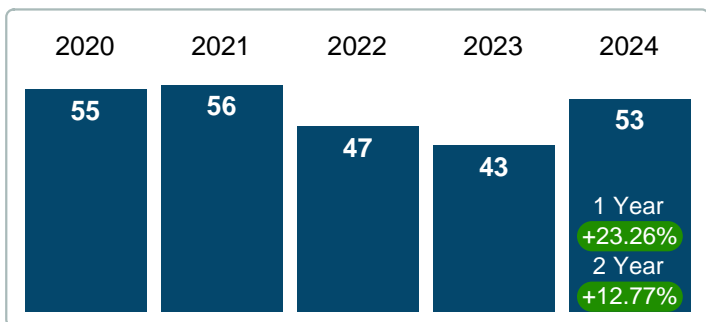
Area Delimited by County Of Cherokee - Residential Property Type



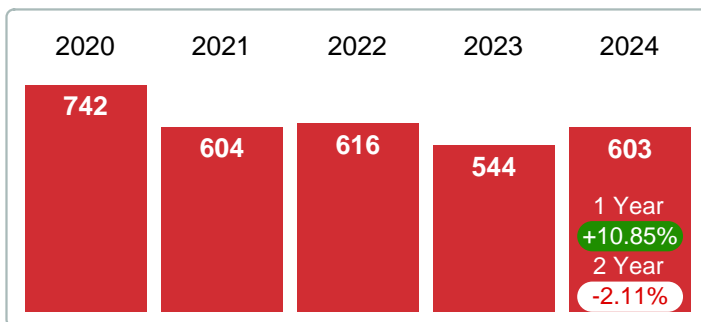
## NEW LISTINGS

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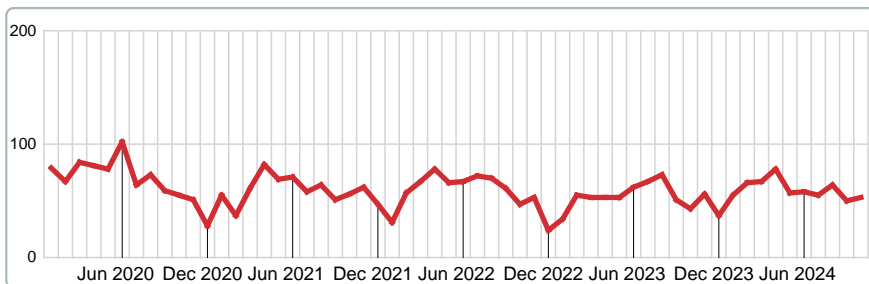
### OCTOBER



### YEAR TO DATE (YTD)

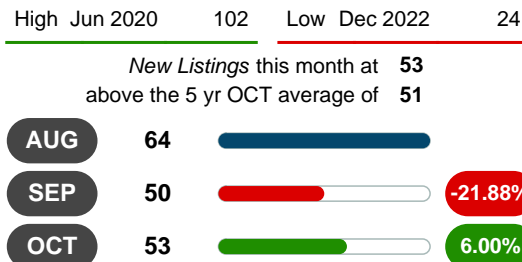


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.43%	3	2	0	0
\$100,001 - \$125,000	3	5.66%	1	1	1	0
\$125,001 - \$175,000	8	15.09%	4	4	0	0
\$175,001 - \$250,000	14	26.42%	3	6	5	0
\$250,001 - \$375,000	10	18.87%	1	8	1	0
\$375,001 - \$650,000	8	15.09%	1	3	1	3
\$650,001 and up	5	9.43%	0	2	1	2
<b>Total New Listed Units</b>	<b>53</b>		<b>13</b>	<b>26</b>	<b>9</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>16,872,100</b>	<b>100%</b>	<b>2.28M</b>	<b>8.79M</b>	<b>2.75M</b>	<b>3.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$255,000</b>		<b>\$175,308</b>	<b>\$338,177</b>	<b>\$305,478</b>	<b>\$610,240</b>

# October 2024



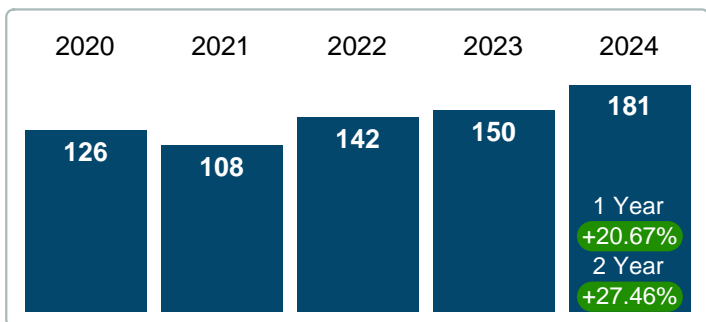
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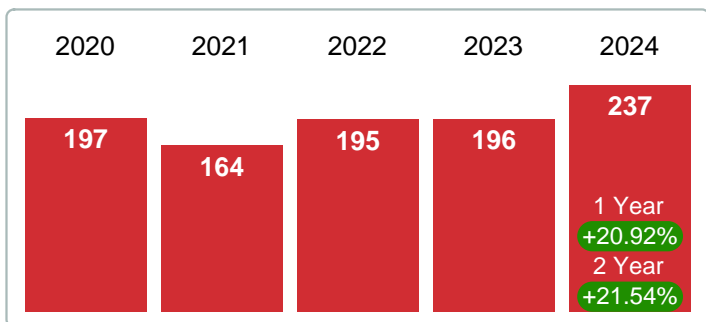
## ACTIVE INVENTORY

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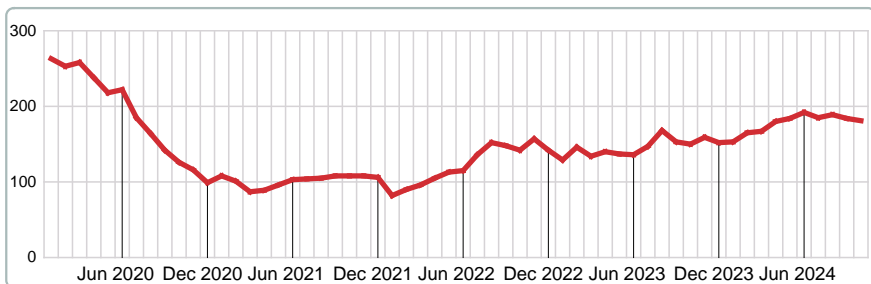
### END OF OCTOBER



### ACTIVE DURING OCTOBER

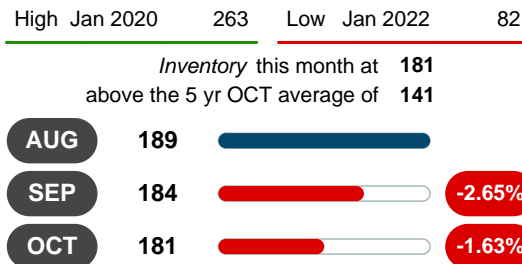


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 141



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	8.29%	73.8	8	7	0	0
\$100,001 - \$150,000	22	12.15%	65.6	12	8	2	0
\$150,001 - \$200,000	28	15.47%	85.3	9	15	4	0
\$200,001 - \$325,000	49	27.07%	79.3	8	29	11	1
\$325,001 - \$475,000	24	13.26%	103.6	4	9	8	3
\$475,001 - \$675,000	22	12.15%	114.1	1	10	7	4
\$675,001 and up	21	11.60%	71.0	1	10	7	3
<b>Total Active Inventory by Units</b>	<b>181</b>			<b>43</b>	<b>88</b>	<b>39</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>69,337,298</b>	<b>100%</b>	<b>84.6</b>	<b>9.64M</b>	<b>35.80M</b>	<b>17.28M</b>	<b>6.61M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$383,079</b>			<b>\$224,140</b>	<b>\$406,824</b>	<b>\$443,205</b>	<b>\$601,250</b>

# October 2024



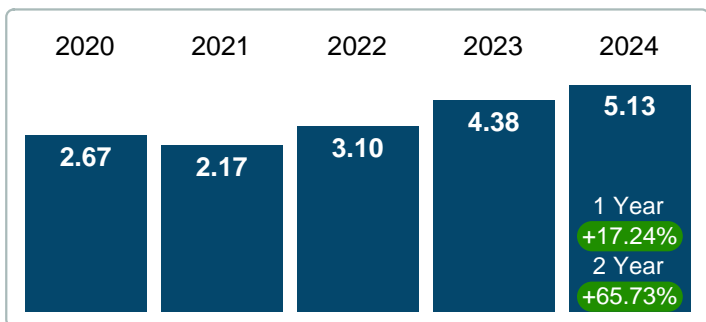
Area Delimited by County Of Cherokee - Residential Property Type



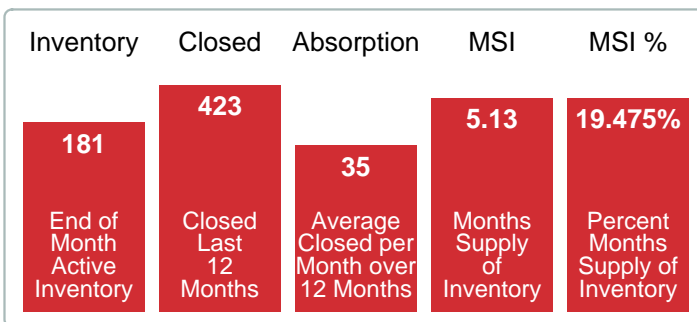
## MONTHS SUPPLY of INVENTORY (MSI)

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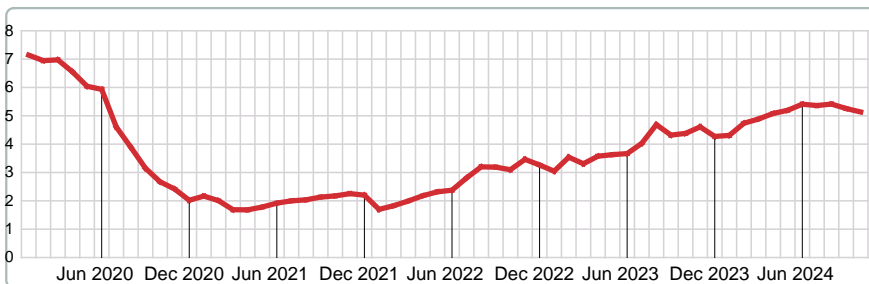
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3.49

High Jan 2020 7.14 Low Apr 2021 1.68

Months Supply this month at 5.13 above the 5 yr OCT average of 3.49



### 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
\$100,000 and less	15	8.29%	2.95	2.91	3.36	0.00	0.00
\$100,001 - \$150,000	22	12.15%	3.72	4.65	3.00	4.00	0.00
\$150,001 - \$200,000	28	15.47%	4.05	7.71	3.33	3.43	0.00
\$200,001 - \$325,000	49	27.07%	4.26	7.38	3.63	4.89	6.00
\$325,001 - \$475,000	24	13.26%	6.55	24.00	5.68	4.80	12.00
\$475,001 - \$675,000	22	12.15%	17.60	12.00	17.14	14.00	48.00
\$675,001 and up	21	11.60%	22.91	12.00	30.00	16.80	36.00
Market Supply of Inventory (MSI)			5.13	5.43	4.46	5.78	13.20
Total Active Inventory by Units		100%	5.13	43	88	39	11

# October 2024



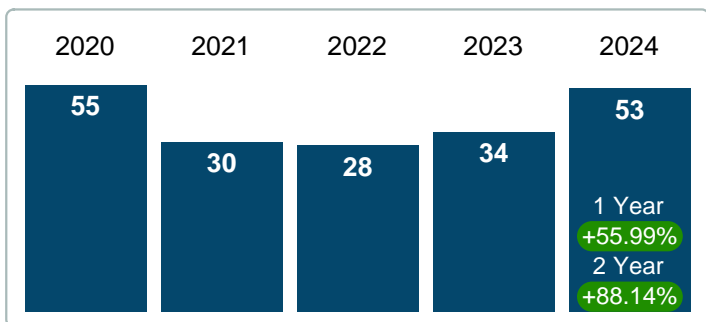
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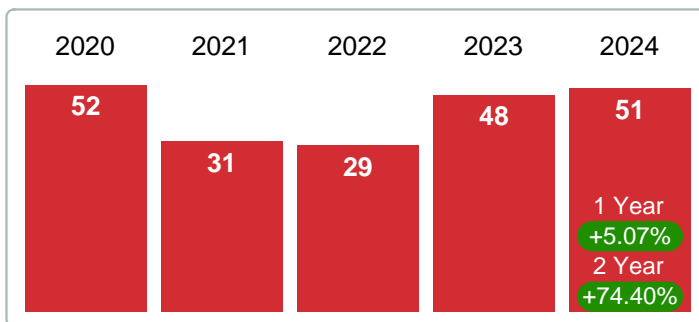
## AVERAGE DAYS ON MARKET TO SALE

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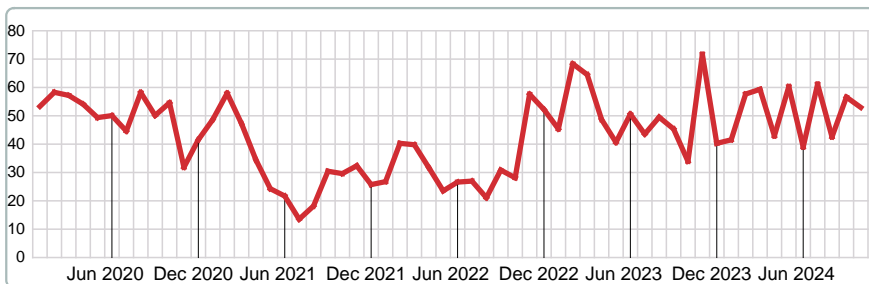
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 40

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 53 above the 5 yr OCT average of 40



### 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
\$100,000 and less	7.89%	52	75	6	0	0
\$100,001 - \$150,000	10.53%	61	66	98	0	14
\$150,001 - \$175,000	18.42%	30	8	40	35	0
\$175,001 - \$225,000	21.05%	46	44	49	0	32
\$225,001 - \$300,000	18.42%	71	13	102	39	0
\$300,001 - \$450,000	15.79%	51	0	39	63	16
\$450,001 and up	7.89%	78	0	27	181	0
<b>Average Closed DOM</b>		<b>53</b>	<b>44</b>	<b>56</b>	<b>68</b>	<b>21</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>53</b>	<b>9</b>	<b>18</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>1.38M</b>	<b>4.09M</b>	<b>3.11M</b>	<b>775.00K</b>

# October 2024



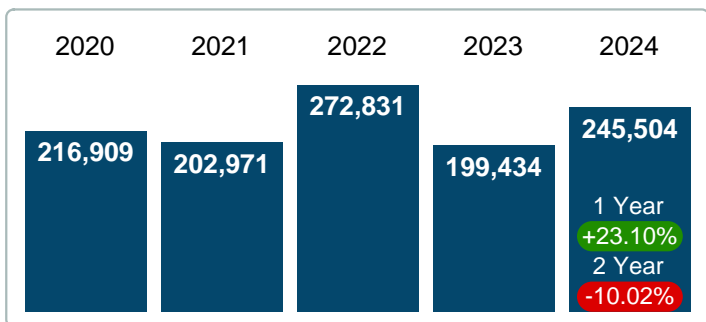
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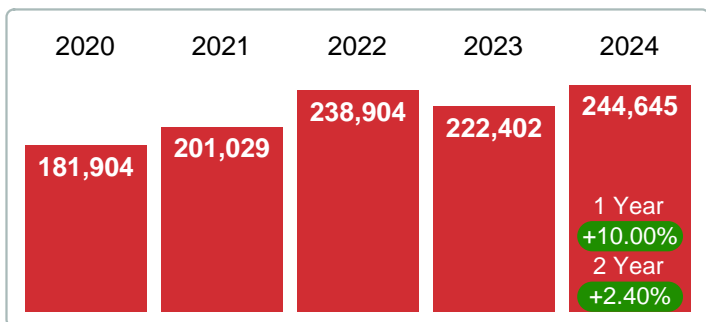
## AVERAGE LIST PRICE AT CLOSING

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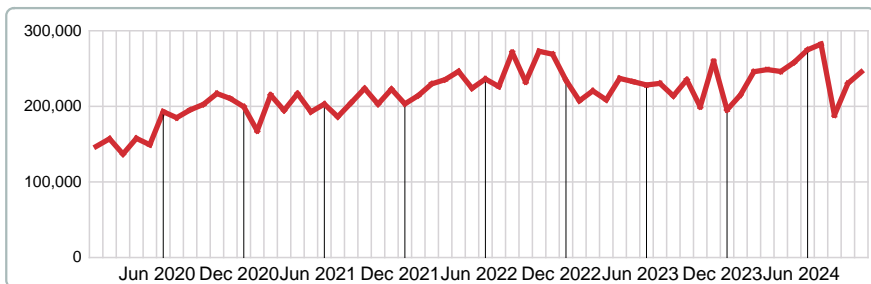
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 227,530

High Jul 2024 282,330 Low Mar 2020 136,886

Average List Price at Closing this month at **245,504** above the 5 yr OCT average of **227,530**

- AUG** 188,369
- SEP** 230,322 **22.27%**
- OCT** 245,504 **6.59%**

### 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
\$100,000 and less	7.89%	67,100	76,200	48,900	0	0
\$100,001 - \$150,000	5.26%	139,950	172,400	130,000	0	149,900
\$150,001 - \$175,000	21.05%	166,263	167,400	169,375	165,000	0
\$175,001 - \$225,000	26.32%	204,505	205,000	199,630	0	225,000
\$225,001 - \$300,000	15.79%	261,317	219,900	256,250	271,450	0
\$300,001 - \$450,000	15.79%	359,483	0	315,000	348,225	449,000
\$450,001 and up	7.89%	582,667	0	484,000	780,000	0
<b>Average List Price</b>		<b>245,504</b>	<b>162,433</b>	<b>231,253</b>	<b>360,100</b>	<b>274,633</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,504</b>	<b>9</b>	<b>18</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,329,148</b>	<b>1.46M</b>	<b>4.16M</b>	<b>2.88M</b>	<b>823.90K</b>



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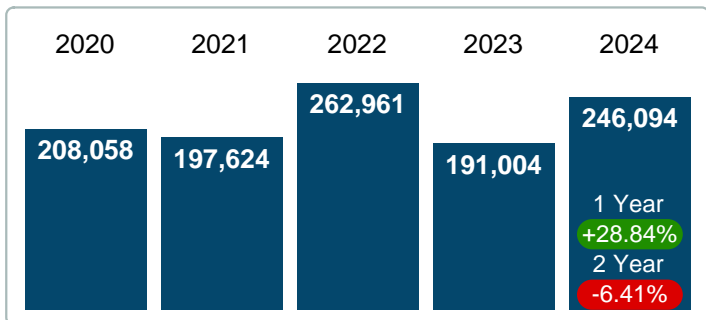
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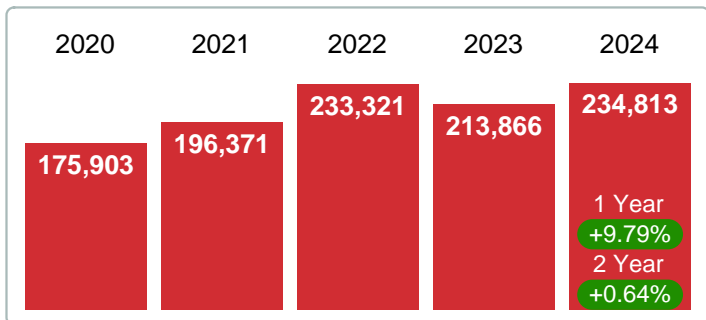
## AVERAGE SOLD PRICE AT CLOSING

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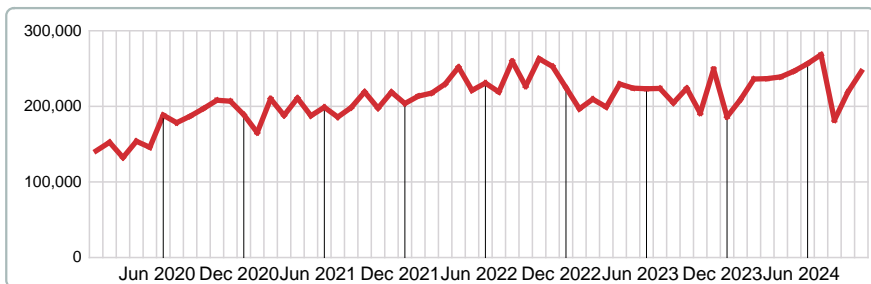
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

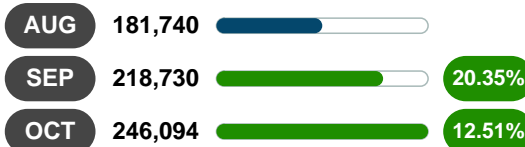


### 3 MONTHS

5 year OCT AVG = 221,148

High Jul 2024 268,304 Low Mar 2020 132,282

Average Sold Price at Closing this month at **246,094** above the 5 yr OCT average of **221,148**



### 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
\$100,000 and less	3	7.89%	64,000	72,250	47,500	0	0
\$100,001 - \$150,000	4	10.53%	133,625	133,500	132,500	0	135,000
\$150,001 - \$175,000	7	18.42%	163,714	168,500	161,000	165,000	0
\$175,001 - \$225,000	8	21.05%	194,238	200,000	192,780	0	190,000
\$225,001 - \$300,000	7	18.42%	256,571	232,000	255,250	271,500	0
\$300,001 - \$450,000	6	15.79%	367,150	0	315,000	359,475	450,000
\$450,001 and up	3	7.89%	642,094	0	481,892	962,500	0
<b>Average Sold Price</b>			<b>246,094</b>	<b>153,389</b>	<b>227,093</b>	<b>388,550</b>	<b>258,333</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>246,094</b>	<b>9</b>	<b>18</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>9,351,582</b>	<b>1.38M</b>	<b>4.09M</b>	<b>3.11M</b>	<b>775.00K</b>

# October 2024



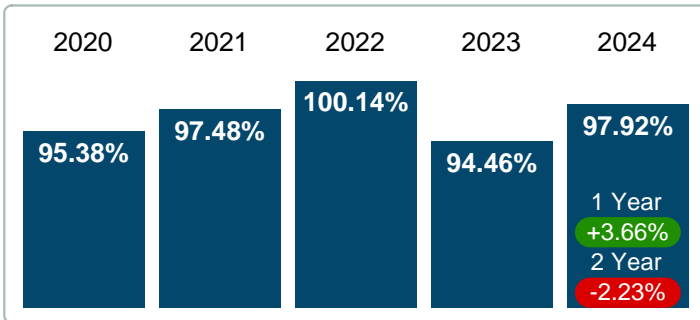
Area Delimited by County Of Cherokee - Residential Property Type



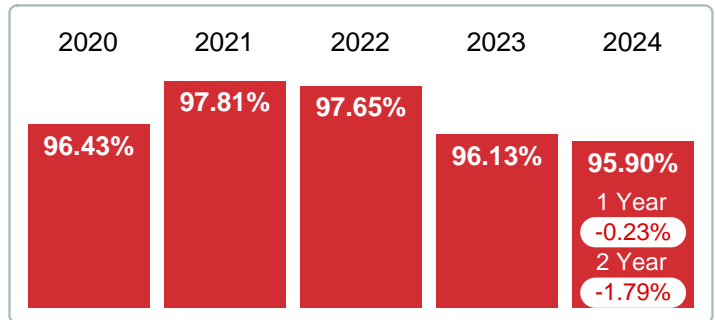
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2024 for MLS Technology Inc.

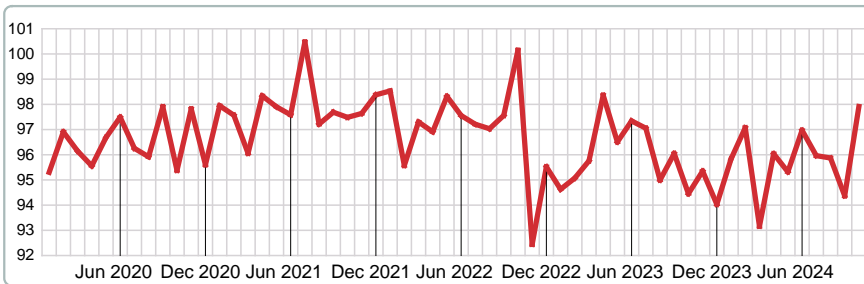
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

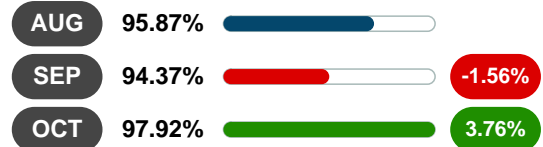


### 3 MONTHS

5 year OCT AVG = 97.08%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **97.92%** above the 5 yr OCT average of **97.08%**



## 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
\$100,000 and less	3	7.89%	95.71%	94.99%	97.14%	0.00%	0.00%
\$100,001 - \$150,000	4	10.53%	86.79%	77.59%	101.92%	0.00%	90.06%
\$150,001 - \$175,000	7	18.42%	97.59%	100.82%	95.37%	100.00%	0.00%
\$175,001 - \$225,000	8	21.05%	95.30%	97.67%	96.52%	0.00%	84.44%
\$225,001 - \$300,000	7	18.42%	100.51%	105.50%	99.57%	99.88%	0.00%
\$300,001 - \$450,000	6	15.79%	102.48%	0.00%	100.00%	103.67%	100.22%
\$450,001 and up	3	7.89%	107.50%	0.00%	99.55%	123.40%	0.00%
Average Sold/List Ratio		97.90%		94.18%	97.81%	104.73%	91.58%
Total Closed Units		38	100%	9	18	8	3
Total Closed Volume		9,351,582		1.38M	4.09M	3.11M	775.00K

# October 2024



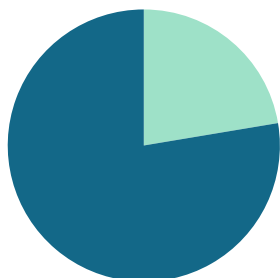
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 11, 2024 for MLS Technology Inc.

### INVENTORY

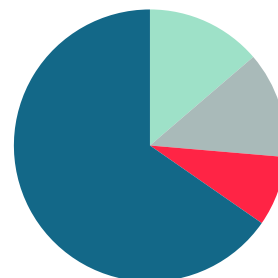


**Inventory**  
 New Listings  
**53 = 22.36%**  
 Start Inventory  
**184**  
 Total Inventory Units  
**237**  
 Volume  
**\$87,537,496**

### Market Activity

Closed Sales  
**38 = 13.72%**  
 Pending Sales  
**35 = 12.64%**  
 Other Off Market  
**23 = 8.30%**  
 Active Inventory  
**181 = 65.34%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	35	38	8.57%	358	354	-1.12%
Pending Sales	28	35	25.00%	362	389	7.46%
New Listings	43	53	23.26%	544	603	10.85%
Average List Price	199,434	245,504	23.10%	222,402	244,645	10.00%
Average Sale Price	191,004	246,094	28.84%	213,866	234,813	9.79%
Average Percent of Selling Price to List Price	94.46%	97.92%	3.66%	96.13%	95.90%	-0.23%
Average Days on Market to Sale	33.94	52.95	55.99%	48.44	50.90	5.07%
Monthly Inventory	150	181	20.67%	150	181	20.67%
Months Supply of Inventory	4.38	5.13	17.24%	4.38	5.13	17.24%

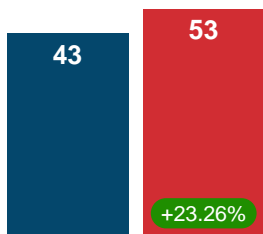
**Absorption:** Last 12 months, an Average of **35** Sales/Month

**Inventory** on October 31, 2024 = **181** 2023 2024

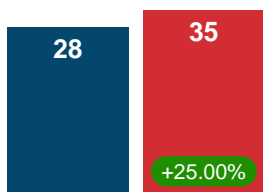
### OCTOBER MARKET

### AVERAGE PRICES

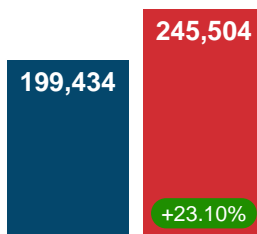
#### New Listings



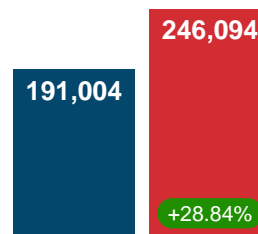
#### Pending Listings



#### List Price



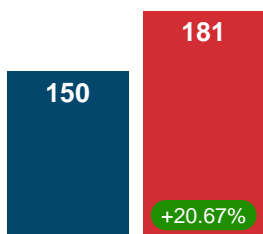
#### Sale Price



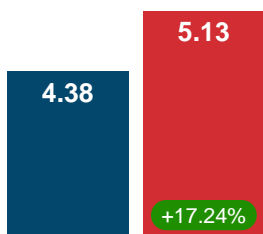
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

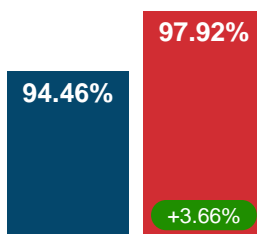
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

