

# October 2024



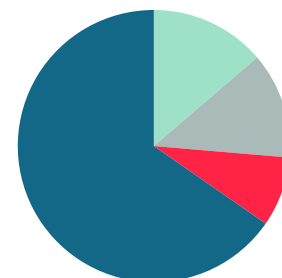
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	179,900	203,950	13.37%
Median Sale Price	167,500	199,950	19.37%
Median Percent of Selling Price to List Price	96.00%	99.23%	3.37%
Median Days on Market to Sale	30.00	35.00	16.67%
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.

#### 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 **19.37%** in October 2024 to \$199,950 versus the previous year at \$167,500.

#### Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 5.00 days or **16.67%** in October 2024 compared to last year's same month at **30.00** DOM.

#### Sales Success for October 2024 is Positive

Overall, with Median 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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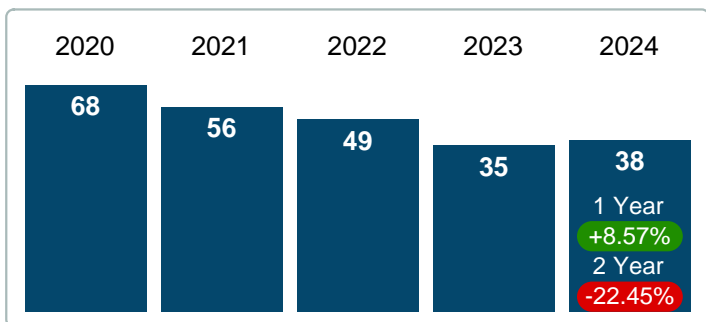
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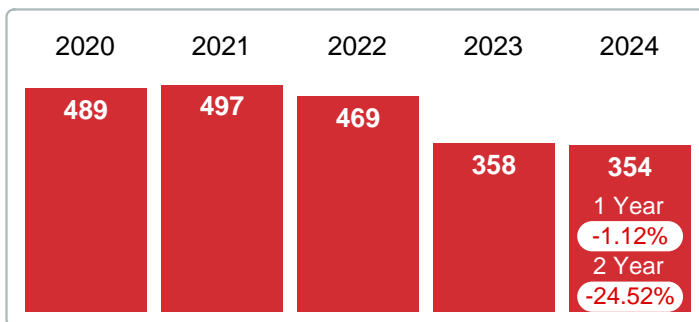
## CLOSED LISTINGS

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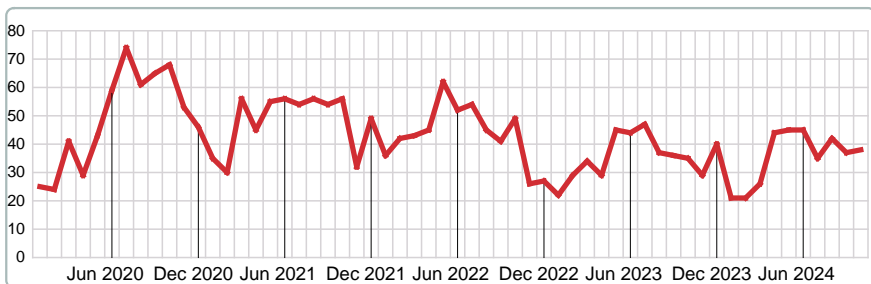
### OCTOBER



### YEAR TO DATE (YTD)

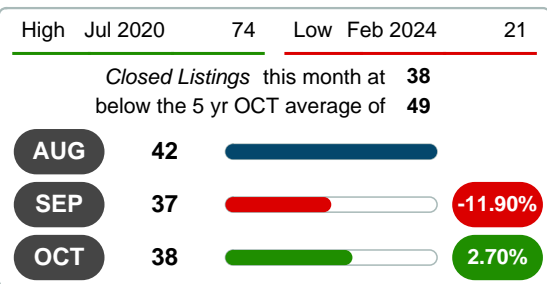


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.89%	35.0	2	1	0	0
\$100,001 - \$150,000	4	10.53%	66.0	2	1	0	1
\$150,001 - \$175,000	7	18.42%	13.0	2	4	1	0
\$175,001 - \$225,000	8	21.05%	25.0	2	5	0	1
\$225,001 - \$300,000	7	18.42%	41.0	1	4	2	0
\$300,001 - \$450,000	6	15.79%	37.0	0	1	4	1
\$450,001 and up	3	7.89%	46.0	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>35.0</b>	<b>1.38M</b>	<b>4.09M</b>	<b>3.11M</b>	<b>775.00K</b>
<b>Median Closed Price</b>	<b>\$199,950</b>			<b>\$167,000</b>	<b>\$197,450</b>	<b>\$349,950</b>	<b>\$190,000</b>

# October 2024



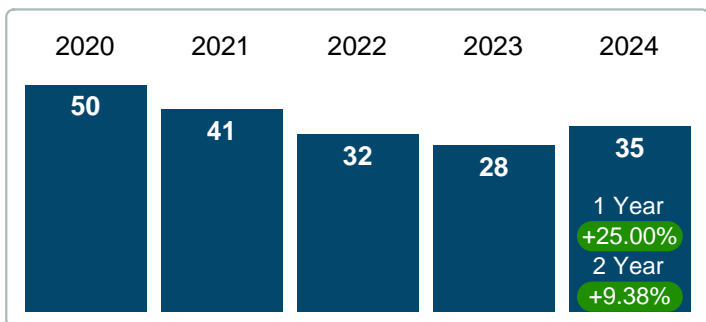
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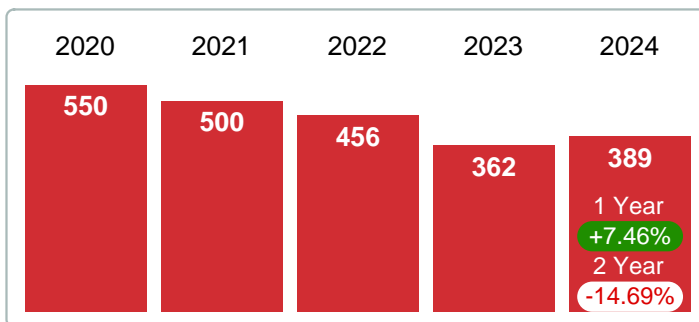
## PENDING LISTINGS

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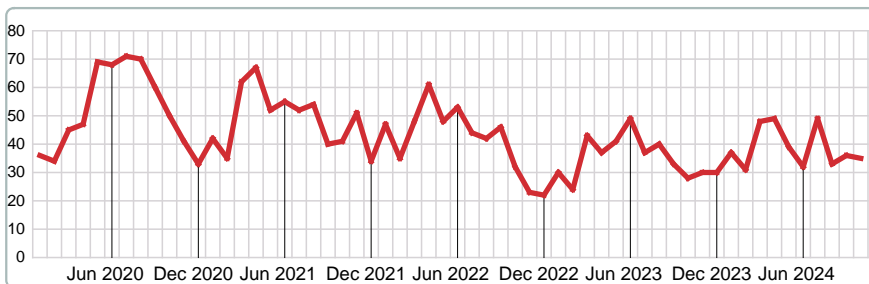
### OCTOBER



### YEAR TO DATE (YTD)

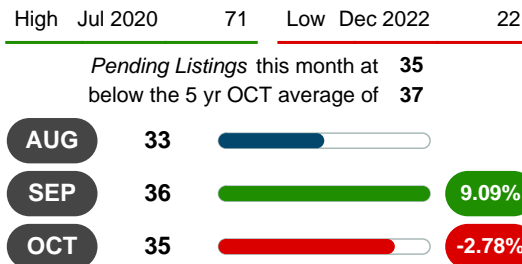


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	64.0	2	3	0	0
\$125,001 - \$175,000	3	8.57%	51.0	2	1	0	0
\$175,001 - \$275,000	12	34.29%	14.0	3	6	3	0
\$275,001 - \$300,000	5	14.29%	43.0	1	3	0	1
\$300,001 - \$550,000	5	14.29%	40.0	0	3	2	0
\$550,001 and up	3	8.57%	8.0	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>40.0</b>	<b>1.55M</b>	<b>4.71M</b>	<b>3.20M</b>	<b>294.90K</b>
<b>Median Listing Price</b>	<b>\$240,000</b>			<b>\$156,700</b>	<b>\$259,000</b>	<b>\$484,900</b>	<b>\$294,900</b>

# October 2024



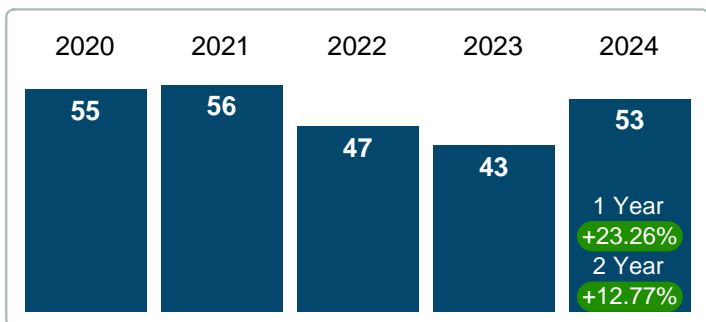
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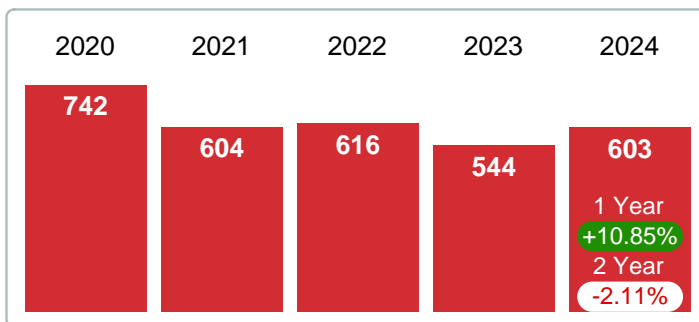
## NEW LISTINGS

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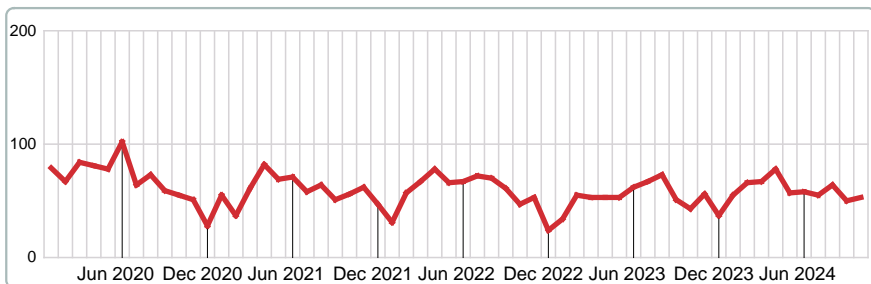
### OCTOBER



### YEAR TO DATE (YTD)

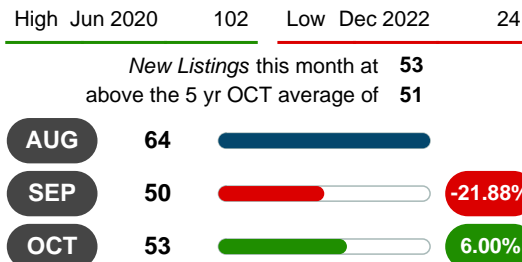


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$230,000</b>		<b>\$169,000</b>	<b>\$249,450</b>	<b>\$230,000</b>	<b>\$585,000</b>

# October 2024



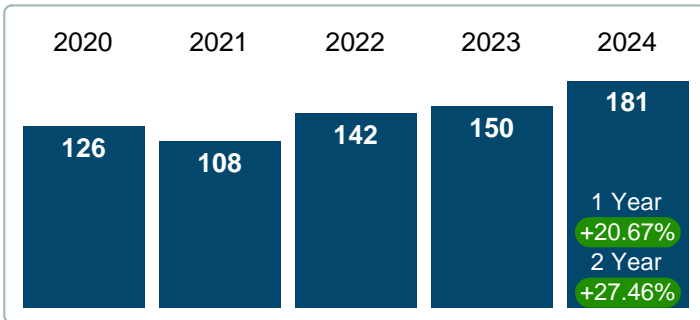
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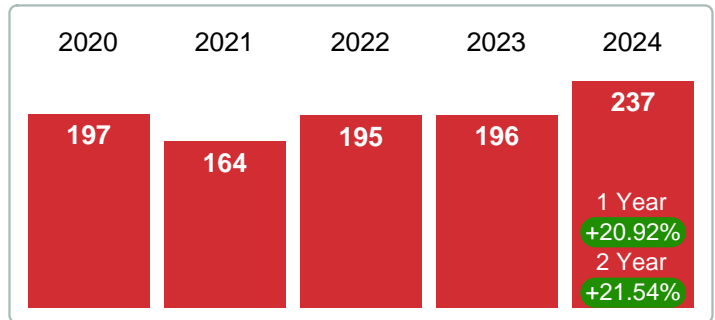
## ACTIVE INVENTORY

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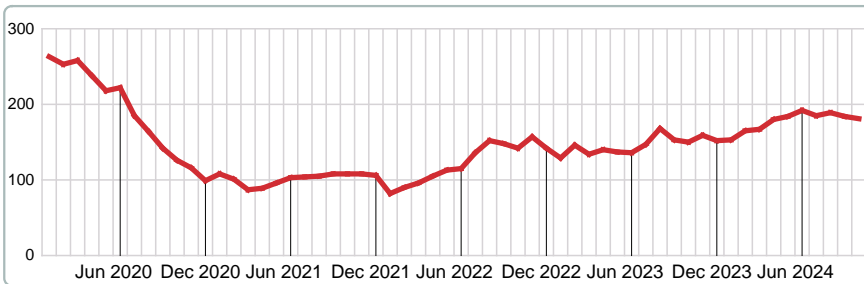
### END OF OCTOBER



### ACTIVE DURING OCTOBER

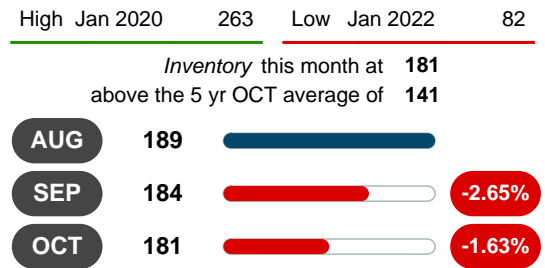


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 141



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	8.29%	97.0	8	7	0	0
\$100,001 - \$150,000	22	12.15%	38.0	12	8	2	0
\$150,001 - \$200,000	28	15.47%	64.0	9	15	4	0
\$200,001 - \$325,000	49	27.07%	68.0	8	29	11	1
\$325,001 - \$475,000	24	13.26%	86.0	4	9	8	3
\$475,001 - \$675,000	22	12.15%	103.0	1	10	7	4
\$675,001 and up	21	11.60%	58.0	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>69.0</b>	<b>9.64M</b>	<b>35.80M</b>	<b>17.28M</b>	<b>6.61M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$279,900</b>			<b>\$169,000</b>	<b>\$272,500</b>	<b>\$349,900</b>	<b>\$585,000</b>

# October 2024



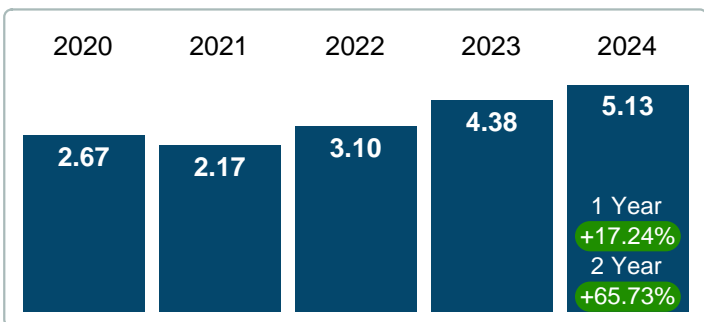
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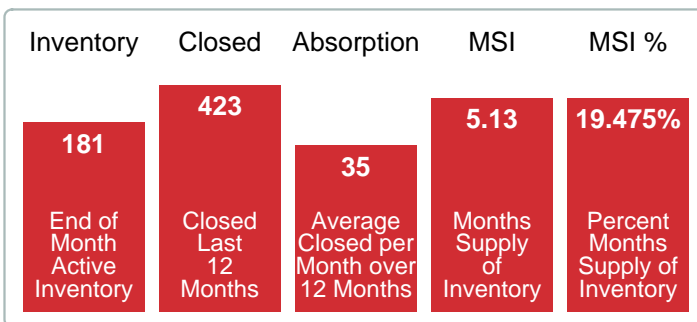
## MONTHS SUPPLY of INVENTORY (MSI)

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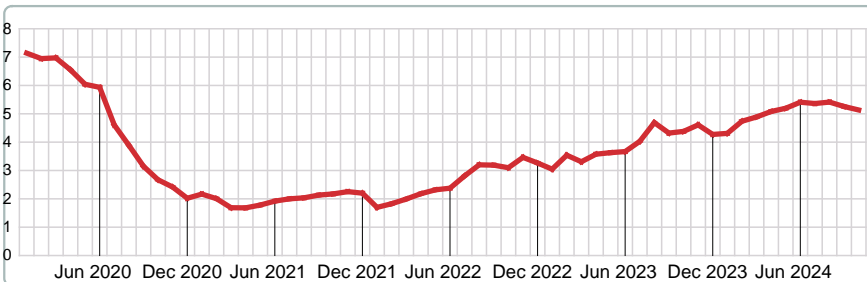
### MSI FOR OCTOBER



### 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



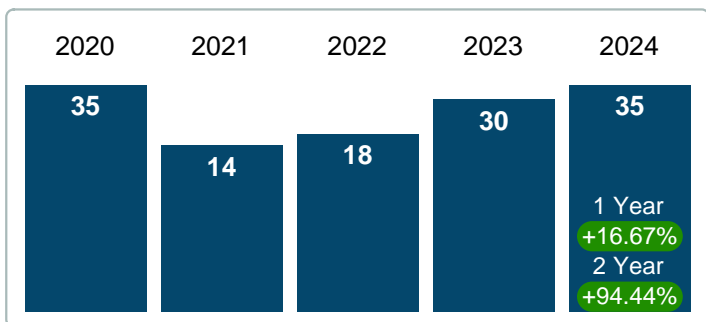
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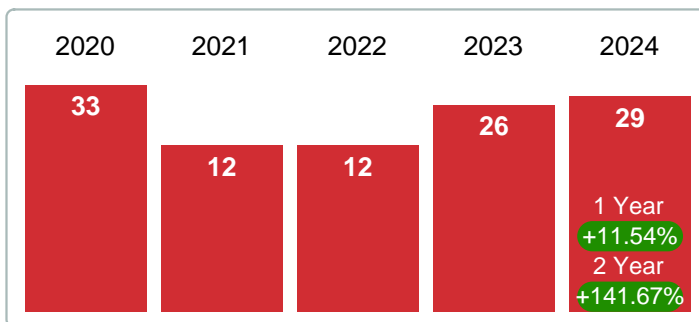
## MEDIAN DAYS ON MARKET TO SALE

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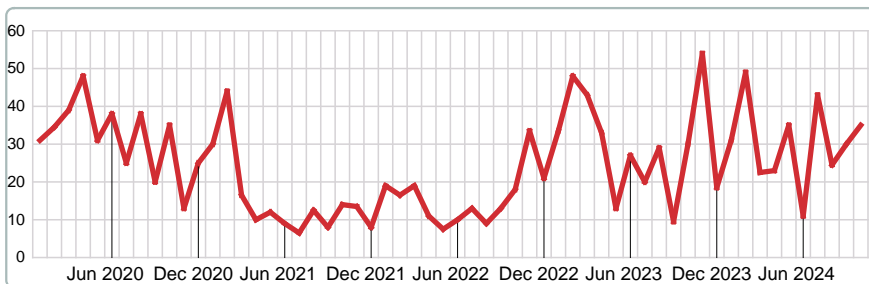
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

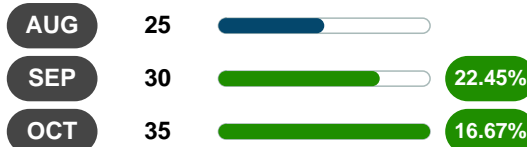


### 3 MONTHS

5 year OCT AVG = 26

High Nov 2023 54 Low Jul 2021 7

Median Days on Market to Sale this month at 35 above the 5 yr OCT average of 26



### 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
\$100,000 and less	7.89%	35	75	6	0	0
\$100,001 - \$150,000	10.53%	66	66	98	0	14
\$150,001 - \$175,000	18.42%	13	8	14	35	0
\$175,001 - \$225,000	21.05%	25	44	14	0	32
\$225,001 - \$300,000	18.42%	41	13	57	39	0
\$300,001 - \$450,000	15.79%	37	0	39	58	16
\$450,001 and up	7.89%	46	0	27	181	0
Median Closed DOM		35	35	40	56	16
Total Closed Units	100%	38	9	18	8	3
Total Closed Volume		9,351,582	1.38M	4.09M	3.11M	775.00K



# October 2024



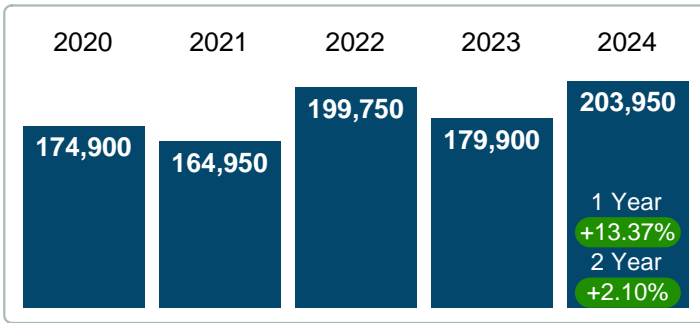
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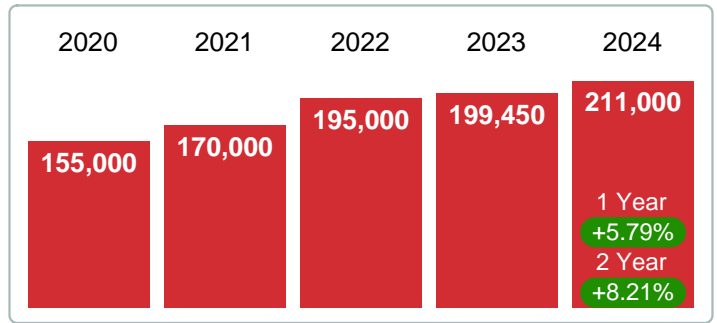
## MEDIAN LIST PRICE AT CLOSING

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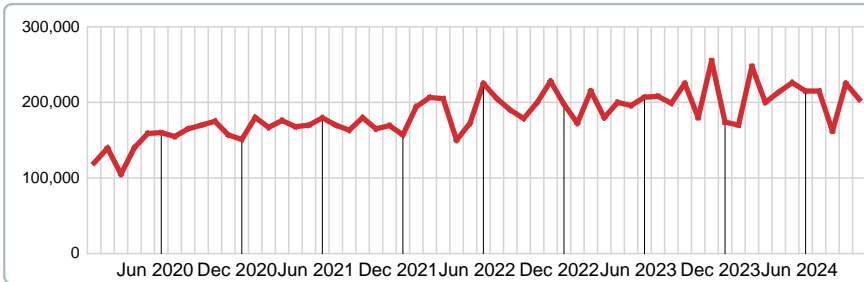
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

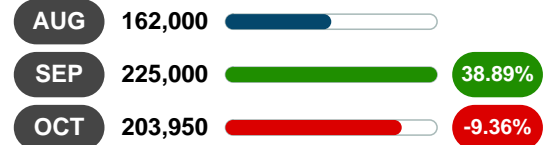


### 3 MONTHS

5 year OCT AVG = 184,690

High Nov 2023 255,000 Low Mar 2020 105,000

Median List Price at Closing this month at **203,950**  
above the 5 yr OCT average of **184,690**



### 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
\$100,000 and less	3	7.89%	59,500	76,200	48,900	0	0
\$100,001 - \$150,000	2	5.26%	139,950	0	130,000	0	149,900
\$150,001 - \$175,000	8	21.05%	165,000	172,400	162,500	165,000	0
\$175,001 - \$225,000	10	26.32%	200,375	215,000	197,625	0	225,000
\$225,001 - \$300,000	6	15.79%	261,750	0	255,500	271,450	0
\$300,001 - \$450,000	6	15.79%	345,950	0	315,000	345,950	449,000
\$450,001 and up	3	7.89%	499,000	0	484,000	780,000	0
Median List Price			203,950	174,900	200,375	333,500	225,000
Total Closed Units		100%	203,950	9	18	8	3
Total Closed Volume			9,329,148	1.46M	4.16M	2.88M	823.90K



# October 2024



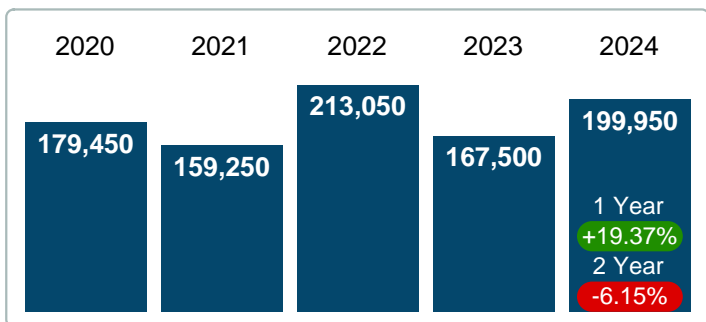
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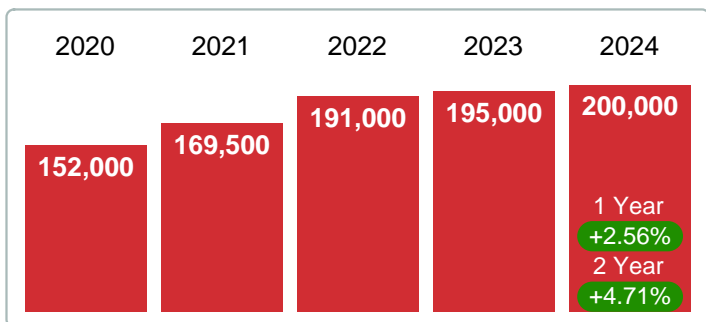
## MEDIAN SOLD PRICE AT CLOSING

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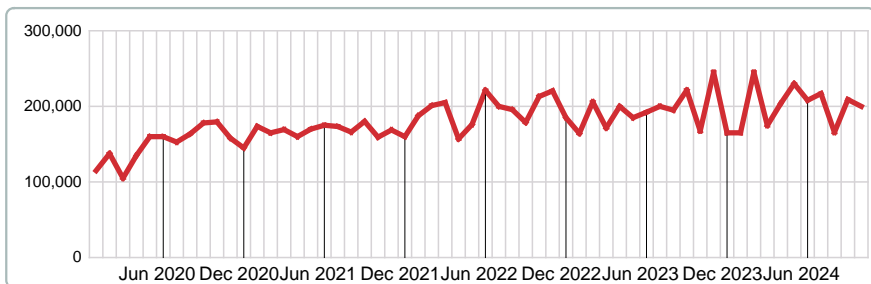
### OCTOBER



### YEAR TO DATE (YTD)

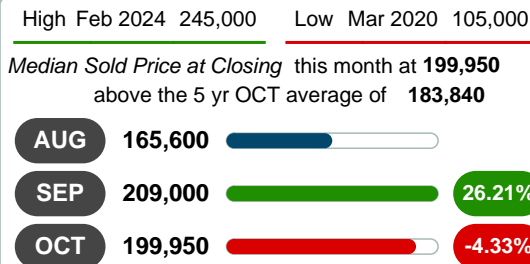


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 183,840



## 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
\$100,000 and less	7.89%	57,000	72,250	47,500	0	0
\$100,001 - \$150,000	10.53%	133,750	133,500	132,500	0	135,000
\$150,001 - \$175,000	18.42%	165,000	168,500	158,500	165,000	0
\$175,001 - \$225,000	21.05%	192,500	200,000	190,000	0	190,000
\$225,001 - \$300,000	18.42%	249,000	232,000	254,500	271,500	0
\$300,001 - \$450,000	15.79%	354,000	0	315,000	354,000	450,000
\$450,001 and up	7.89%	499,000	0	481,892	962,500	0
<b>Median Sold Price</b>		<b>199,950</b>	<b>167,000</b>	<b>197,450</b>	<b>349,950</b>	<b>190,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,950</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>

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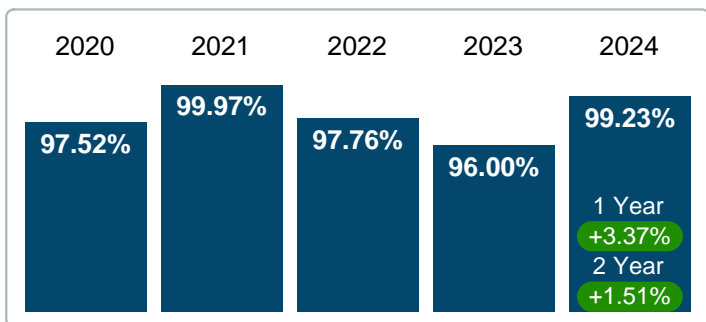
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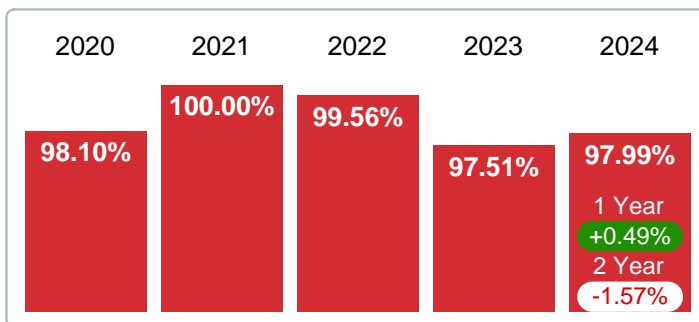
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

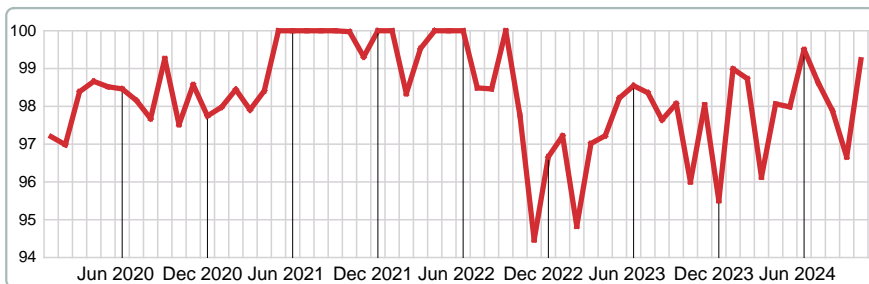
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

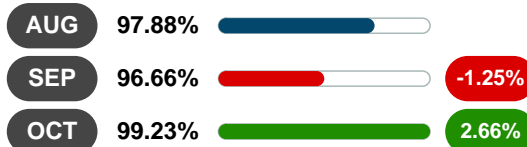


### 3 MONTHS

5 year OCT AVG = 98.10%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **99.23%**  
above the 5 yr OCT average of **98.10%**



## 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	
\$100,000 and less	3	7.89%	95.80%	94.99%	97.14%	0.00%	0.00%	
\$100,001 - \$150,000	4	10.53%	89.17%	77.59%	101.92%	0.00%	90.06%	
\$150,001 - \$175,000	7	18.42%	97.20%	100.82%	96.79%	100.00%	0.00%	
\$175,001 - \$225,000	8	21.05%	96.39%	97.67%	97.44%	0.00%	84.44%	
\$225,001 - \$300,000	7	18.42%	100.00%	105.50%	100.00%	99.88%	0.00%	
\$300,001 - \$450,000	6	15.79%	100.11%	0.00%	100.00%	102.34%	100.22%	
\$450,001 and up	3	7.89%	100.00%	0.00%	99.55%	123.40%	0.00%	
Median Sold/List Ratio		99.23%		95.80%	99.23%	101.06%	90.06%	
Total Closed Units		38	100%	99.23%	9	18	8	3
Total Closed Volume		9,351,582			1.38M	4.09M	3.11M	775.00K

# October 2024



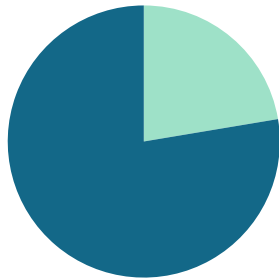
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

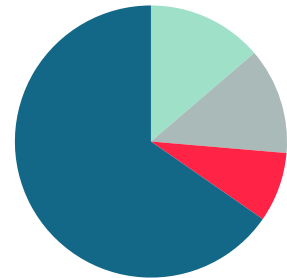


**Inventory**  
 New Listings  
**53 = 22.36%**  
 Start Inventory  
**184**  
 Total Inventory Units  
**237**  
 Volume  
**\$87,537,496**

### 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%
Median List Price	179,900	203,950	13.37%	199,450	211,000	5.79%
Median Sale Price	167,500	199,950	19.37%	195,000	200,000	2.56%
Median Percent of Selling Price to List Price	96.00%	99.23%	3.37%	97.51%	97.99%	0.49%
Median Days on Market to Sale	30.00	35.00	16.67%	26.00	29.00	11.54%
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

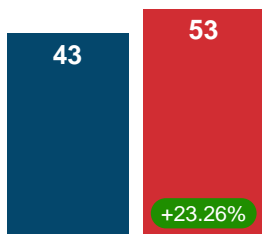
**Inventory** on October 31, 2024 = **181**

**2023** **2024**

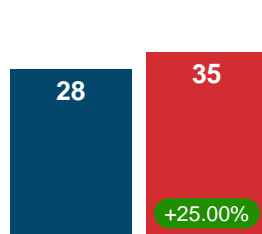
### OCTOBER MARKET

### MEDIAN PRICES

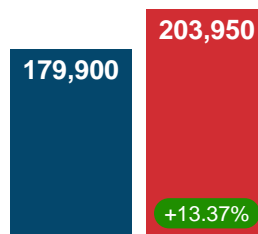
#### New Listings



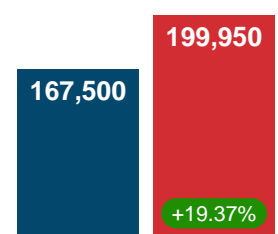
#### Pending Listings



#### List Price



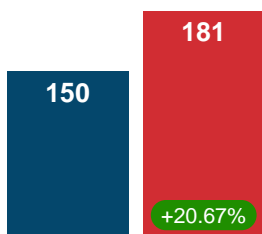
#### Sale Price



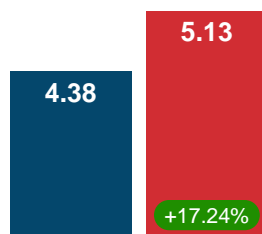
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

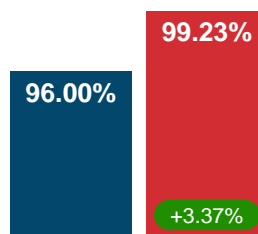
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

