

June 2020

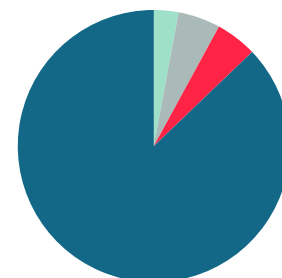
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2020 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	56	25	-55.36%
Pending Listings	49	43	-12.24%
New Listings	183	90	-50.82%
Median List Price	99,000	159,900	61.52%
Median Sale Price	88,500	155,000	75.14%
Median Percent of Selling Price to List Price	94.52%	94.88%	0.38%
Median Days on Market to Sale	47.00	42.00	-10.64%
End of Month Inventory	907	746	-17.75%
Months Supply of Inventory	17.47	20.72	18.61%



■ Closed (2.92%)
■ Pending (5.02%)
■ Other OffMarket (4.91%)
■ Active (87.15%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of June 30, 2020 = **746**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **17.75%** to 746 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **20.72** 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 **75.14%** in June 2020 to \$155,000 versus the previous year at \$88,500.

Median Days on Market Shortens

The median number of **42.00** days that homes spent on the market before selling decreased by 5.00 days or **10.64%** in June 2020 compared to last year's same month at **47.00** DOM.

Sales Success for June 2020 is Positive

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

There were 90 New Listings in June 2020, down **50.82%** from last year at 183. Furthermore, there were 25 Closed Listings this month versus last year at 56, a **-55.36%** decrease.

Closed versus Listed trends yielded a **27.8%** ratio, down from previous year's, June 2019, at **30.6%**, a **9.23%** downswing. 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

June 2020



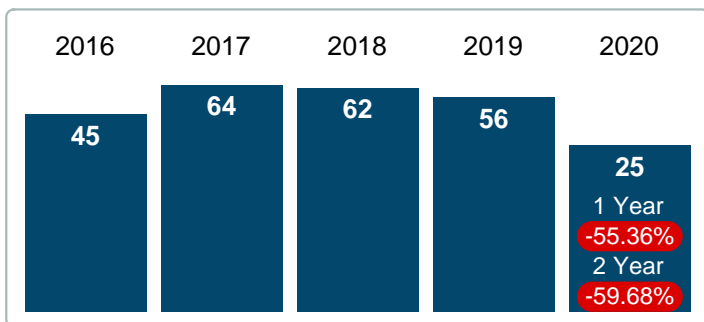
Area Delimited by County Of Cherokee



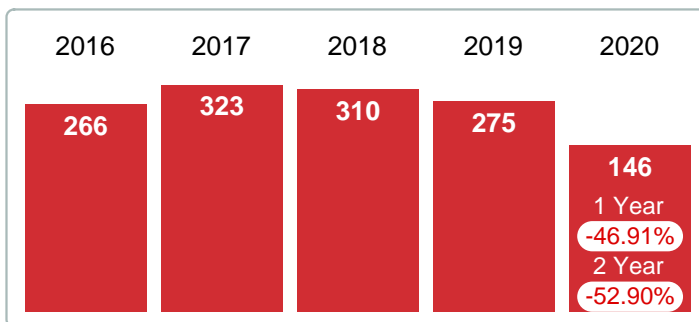
CLOSED LISTINGS

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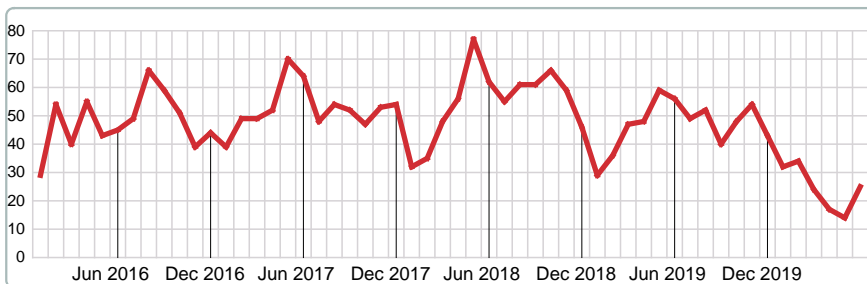
JUNE



YEAR TO DATE (YTD)

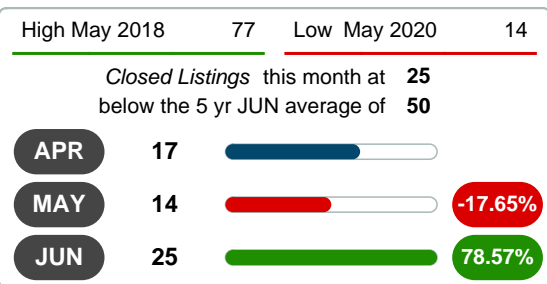


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	12.00%	43.0	3	0	0	0
\$50,001 - \$75,000	2	8.00%	36.5	1	1	0	0
\$75,001 - \$125,000	3	12.00%	53.0	3	0	0	0
\$125,001 - \$175,000	7	28.00%	22.0	0	6	1	0
\$175,001 - \$350,000	4	16.00%	25.0	0	4	0	0
\$350,001 - \$400,000	2	8.00%	89.0	0	1	0	1
\$400,001 and up	4	16.00%	40.0	2	1	1	0
Total Closed Units	25			9	13	2	1
Total Closed Volume	5,730,450	100%	42.0	1.29M	3.02M	1.03M	389.00K
Median Closed Price	\$155,000			\$92,500	\$166,000	\$516,700	\$389,000

June 2020



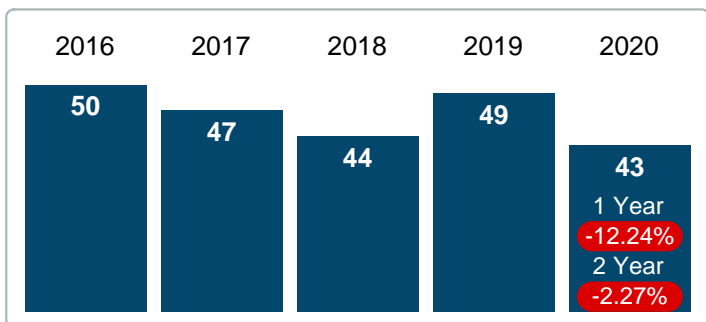
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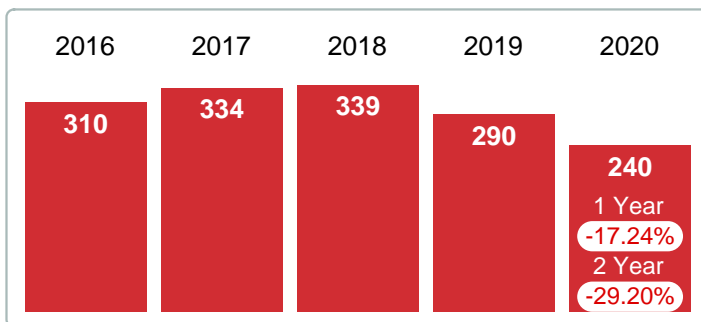
PENDING LISTINGS

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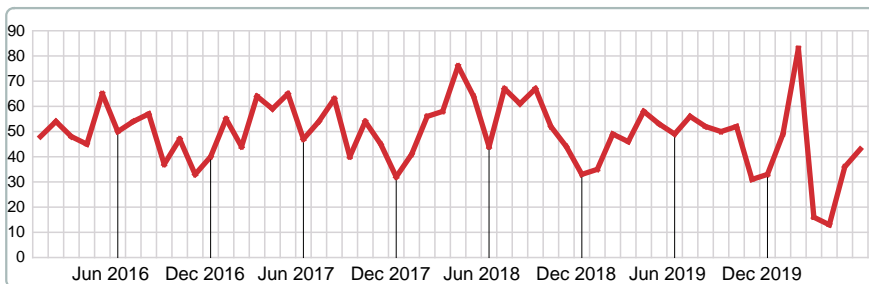
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

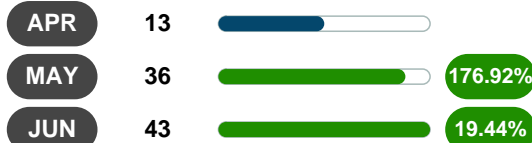


3 MONTHS

5 year JUN AVG = 47

High Feb 2020 83 Low Apr 2020 13

Pending Listings this month at 43
below the 5 yr JUN average of 47



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	3	6.98%	126.0	3	0	0	0
\$20,001 - \$50,000	5	11.63%	14.0	4	0	1	0
\$50,001 - \$90,000	9	20.93%	18.0	5	4	0	0
\$90,001 - \$150,000	9	20.93%	28.0	3	4	2	0
\$150,001 - \$190,000	6	13.95%	3.5	0	3	3	0
\$190,001 - \$260,000	6	13.95%	9.5	2	4	0	0
\$260,001 and up	5	11.63%	126.0	0	2	2	1
Total Pending Units	43			17	17	8	1
Total Pending Volume	5,990,450	100%	18.0	1.24M	2.66M	1.77M	319.90K
Median Listing Price	\$116,000			\$55,000	\$155,000	\$179,950	\$319,900

June 2020



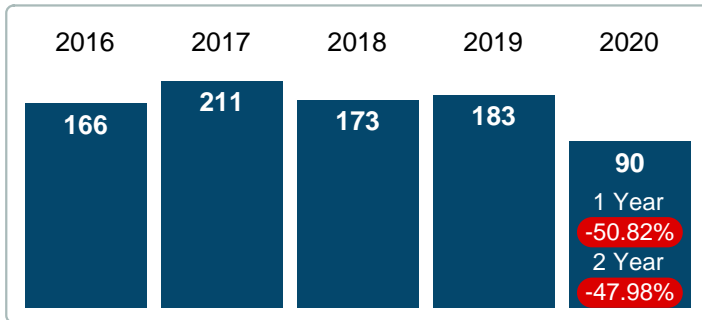
Area Delimited by County Of Cherokee



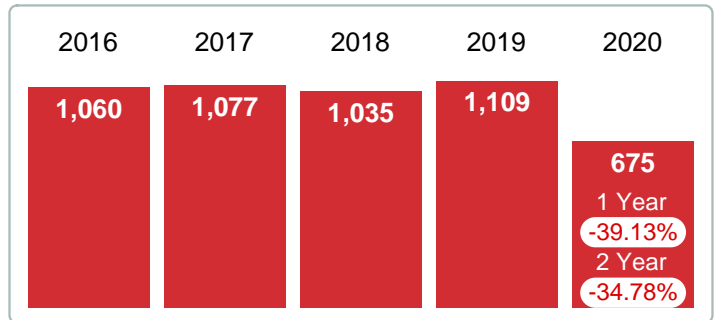
NEW LISTINGS

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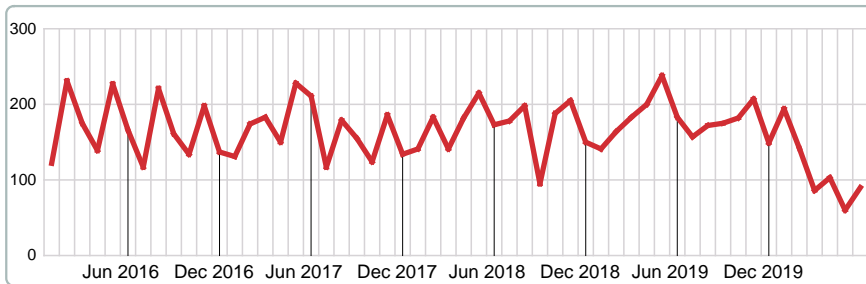
JUNE



YEAR TO DATE (YTD)

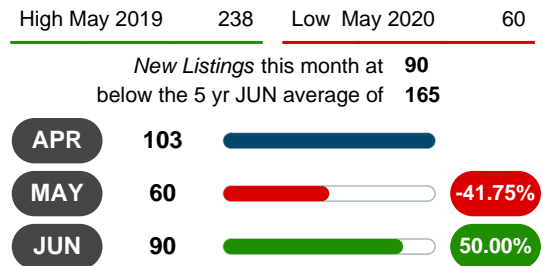


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165



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	4.44%	4	0	0	0
\$10,001 - \$40,000	14	15.56%	14	0	0	0
\$40,001 - \$60,000	14	15.56%	12	2	0	0
\$60,001 - \$150,000	24	26.67%	7	15	2	0
\$150,001 - \$190,000	10	11.11%	1	5	4	0
\$190,001 - \$260,000	15	16.67%	3	8	4	0
\$260,001 and up	9	10.00%	1	3	1	4
Total New Listed Units	90		42	33	11	4
Total New Listed Volume	13,192,874	100%	3.08M	6.05M	2.15M	1.91M
Median New Listed Listing Price	\$112,000		\$45,000	\$139,000	\$189,900	\$457,000

June 2020



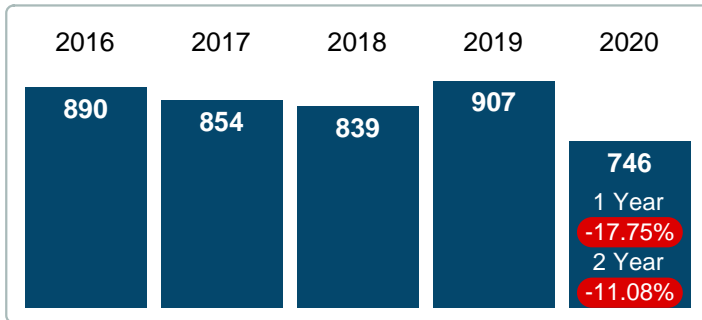
Area Delimited by County Of Cherokee



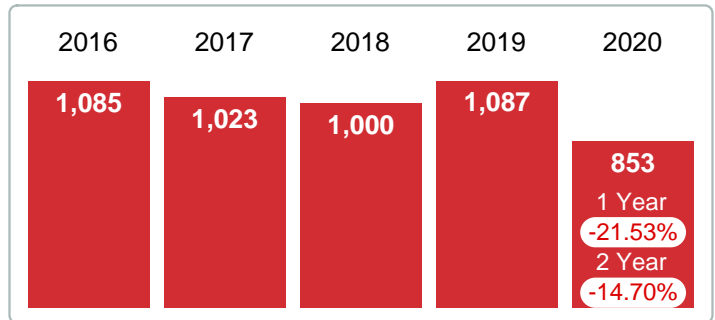
ACTIVE INVENTORY

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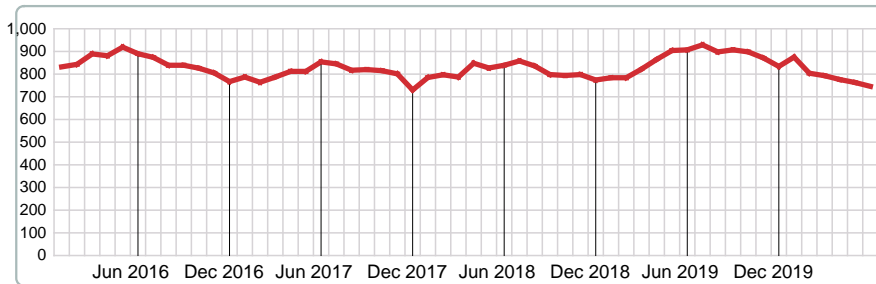
END OF JUNE



ACTIVE DURING JUNE

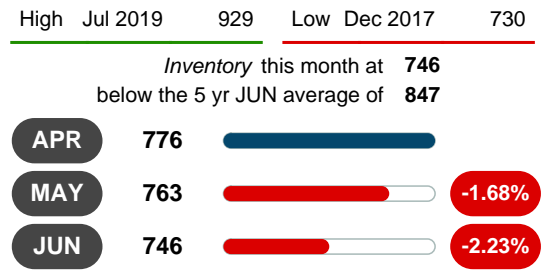


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 847



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	24	3.22%	155.0	24	0	0	0
\$10,001 - \$10,000	0	0.00%	155.0	0	0	0	0
\$10,001 - \$30,000	249	33.38%	151.0	248	1	0	0
\$30,001 - \$80,000	191	25.60%	203.0	170	20	1	0
\$80,001 - \$170,000	113	15.15%	153.0	48	51	10	4
\$170,001 - \$330,000	95	12.73%	148.0	23	43	22	7
\$330,001 and up	74	9.92%	165.5	29	25	11	9
Total Active Inventory by Units	746			542	140	44	20
Total Active Inventory by Volume	98,102,081	100%	160.0	45.11M	29.70M	13.85M	9.44M
Median Active Inventory Listing Price	\$64,700			\$30,000	\$166,450	\$239,900	\$329,000

June 2020



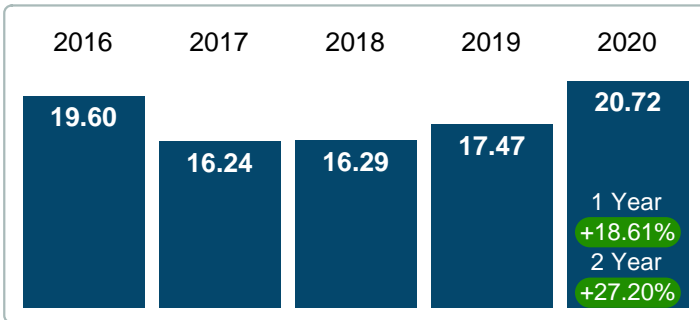
Area Delimited by County Of Cherokee



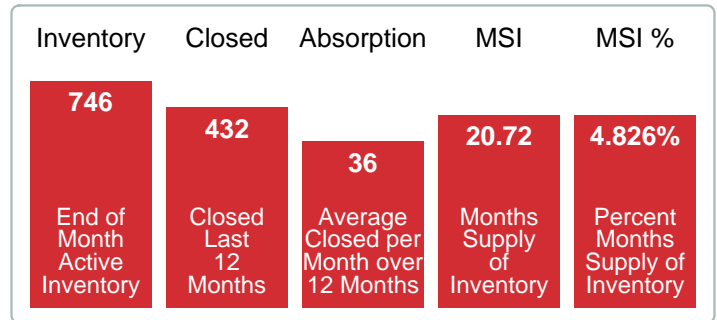
MONTHS SUPPLY of INVENTORY (MSI)

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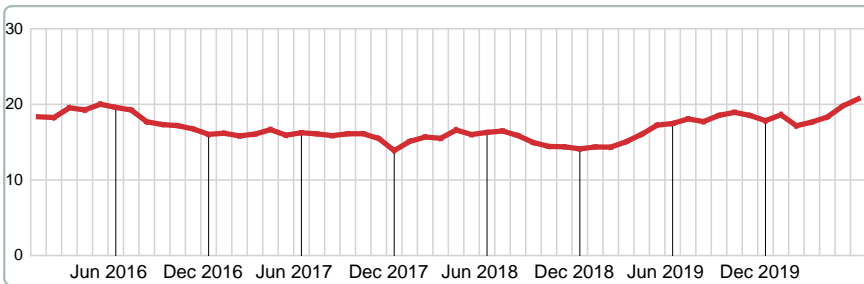
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS

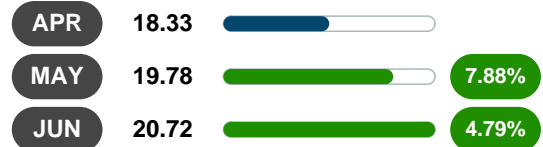


3 MONTHS

5 year JUN AVG = 18.06

High Jun 2020 20.72 Low Dec 2017 13.88

Months Supply this month at 20.72 above the 5 yr JUN average of 18.06



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	24	3.22%	26.18	26.18	0.00	0.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	249	33.38%	55.33	60.73	3.00	0.00	0.00
\$30,001 - \$80,000	191	25.60%	25.19	42.50	6.49	2.40	0.00
\$80,001 - \$170,000	113	15.15%	8.53	15.57	5.77	9.23	16.00
\$170,001 - \$330,000	95	12.73%	11.63	25.09	9.92	9.10	14.00
\$330,001 and up	74	9.92%	46.74	87.00	42.86	33.00	27.00
Market Supply of Inventory (MSI)			20.72	40.65	8.16	10.15	17.14
Total Active Inventory by Units		100%	20.72	542	140	44	20

June 2020



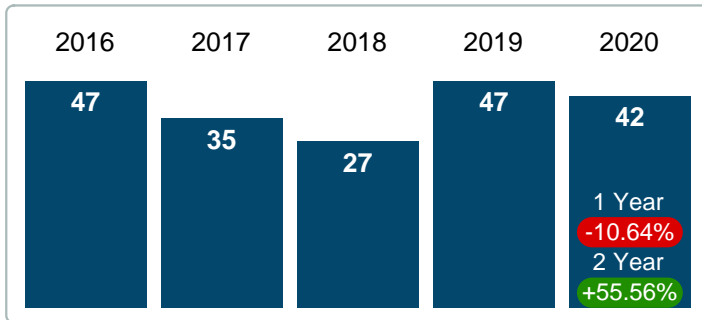
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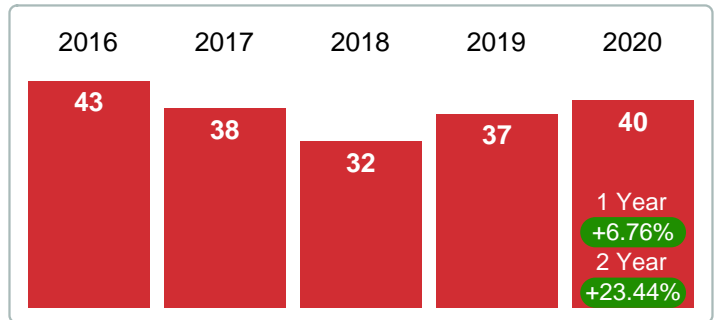
MEDIAN DAYS ON MARKET TO SALE

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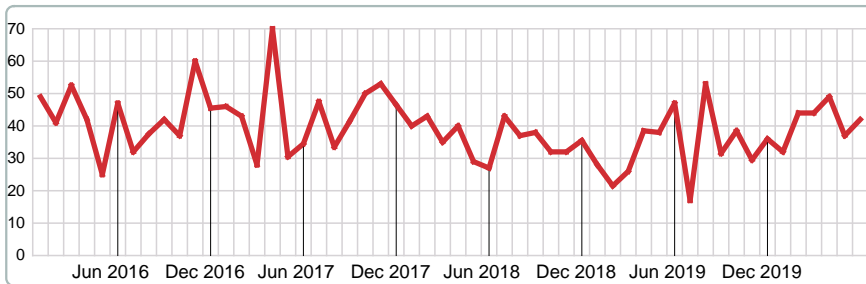
JUNE



YEAR TO DATE (YTD)

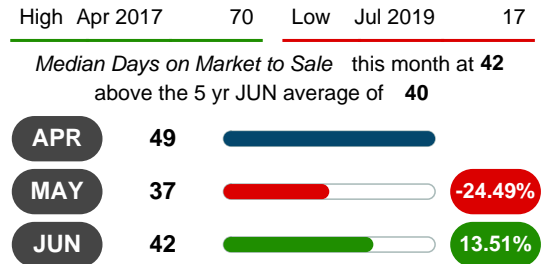


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



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
\$50,000 and less	12.00%	43	43	0	0	0
\$50,001 - \$75,000	8.00%	37	27	46	0	0
\$75,001 - \$125,000	12.00%	53	53	0	0	0
\$125,001 - \$175,000	28.00%	22	0	13	141	0
\$175,001 - \$350,000	16.00%	25	0	25	0	0
\$350,001 - \$400,000	8.00%	89	0	66	0	112
\$400,001 and up	16.00%	40	40	53	4	0
Median Closed DOM		42	42	33	73	112
Total Closed Units	100%	42.0	9	13	2	1
Total Closed Volume		5,730,450	1.29M	3.02M	1.03M	389.00K

June 2020



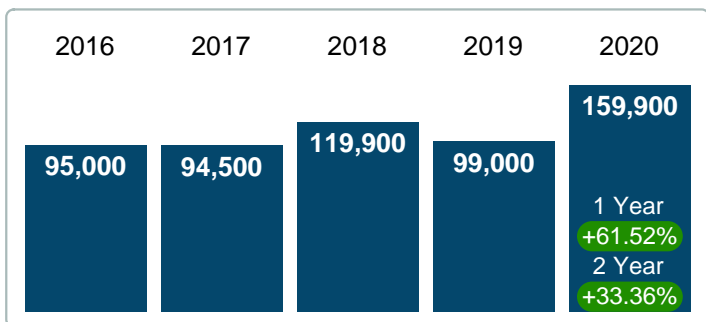
Area Delimited by County Of Cherokee



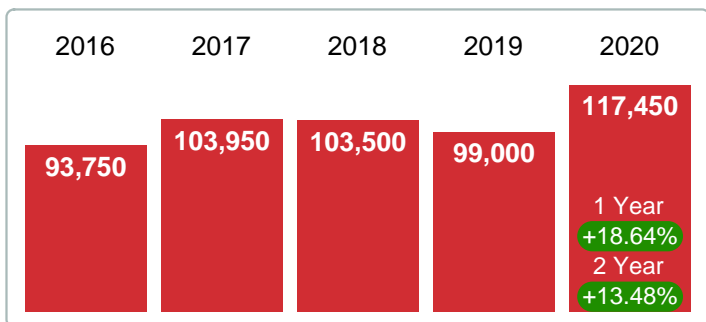
MEDIAN LIST PRICE AT CLOSING

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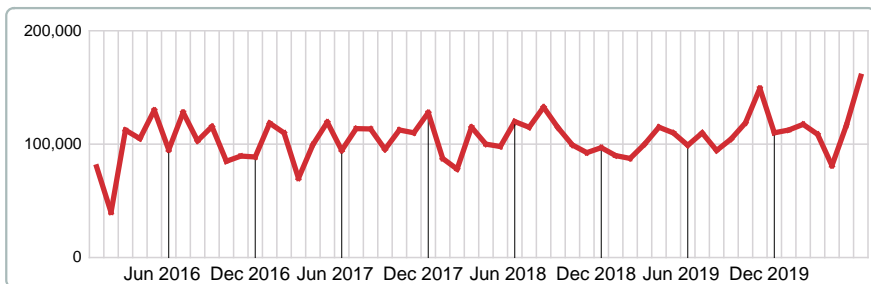
JUNE



YEAR TO DATE (YTD)

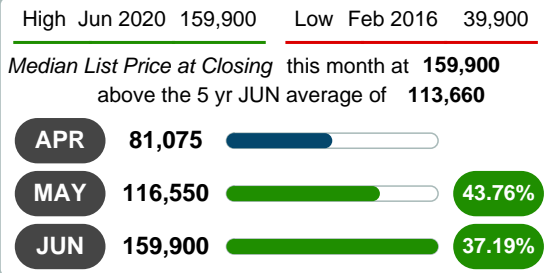


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 113,660



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
\$50,000 and less	8.00%	35,450	35,450	0	0	0
\$50,001 - \$75,000	12.00%	69,000	62,000	69,900	0	0
\$75,001 - \$125,000	8.00%	102,250	102,250	0	0	0
\$125,001 - \$175,000	28.00%	155,000	0	155,000	149,500	0
\$175,001 - \$350,000	20.00%	199,000	199,000	203,750	0	0
\$350,001 - \$400,000	8.00%	384,900	0	379,900	0	389,900
\$400,001 and up	16.00%	640,000	424,950	850,000	1,000,000	0
Median List Price		159,900	95,500	166,000	574,750	389,900
Total Closed Units	100%	159,900	9	13	2	1
Total Closed Volume		6,025,300	1.45M	3.04M	1.15M	389.90K

June 2020



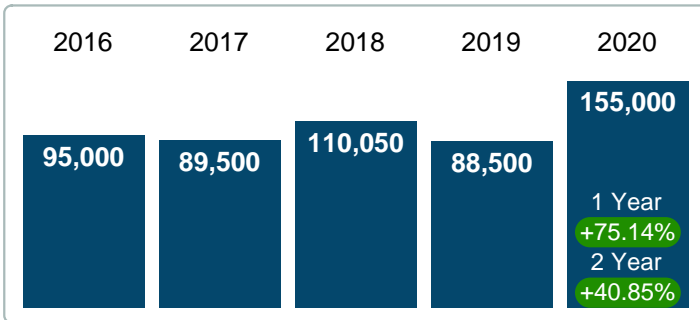
Area Delimited by County Of Cherokee



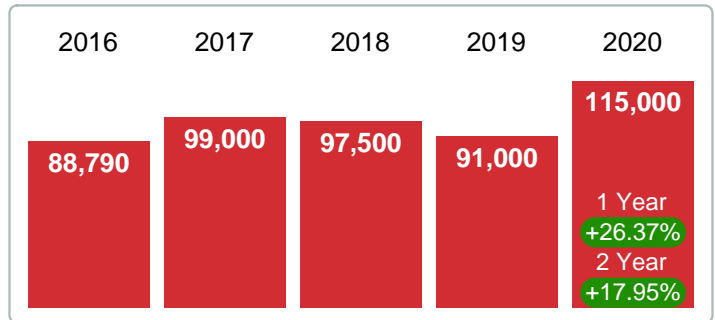
MEDIAN SOLD PRICE AT CLOSING

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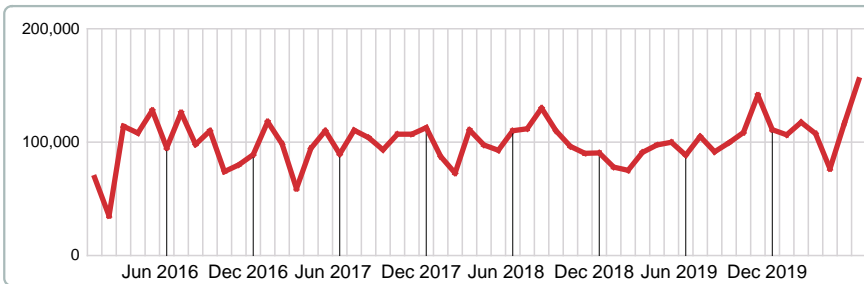
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

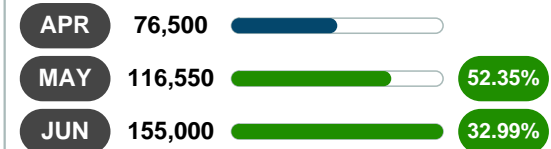


3 MONTHS

5 year JUN AVG = 107,610

High Jun 2020 155,000 Low Feb 2016 35,000

Median Sold Price at Closing this month at **155,000**
above the 5 yr JUN average of **107,610**



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
\$50,000 and less	12.00%	32,500	32,500	0	0	0
\$50,001 - \$75,000	8.00%	56,500	55,000	58,000	0	0
\$75,001 - \$125,000	12.00%	100,000	100,000	0	0	0
\$125,001 - \$175,000	28.00%	150,000	0	148,000	158,400	0
\$175,001 - \$350,000	16.00%	192,500	0	192,500	0	0
\$350,001 - \$400,000	8.00%	374,500	0	360,000	0	389,000
\$400,001 and up	16.00%	642,250	408,750	925,000	875,000	0
Median Sold Price		155,000	92,500	166,000	516,700	389,000
Total Closed Units	100%	155,000	9	13	2	1
Total Closed Volume		5,730,450	1.29M	3.02M	1.03M	389.00K

June 2020



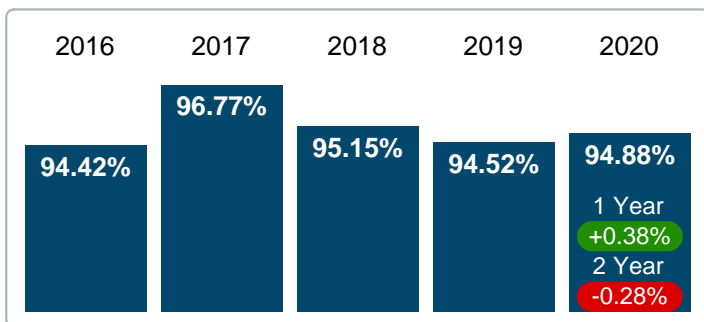
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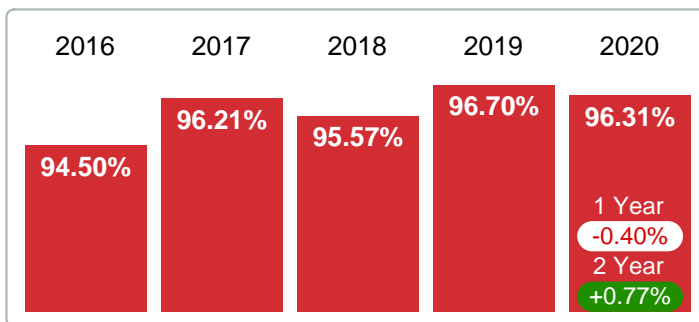
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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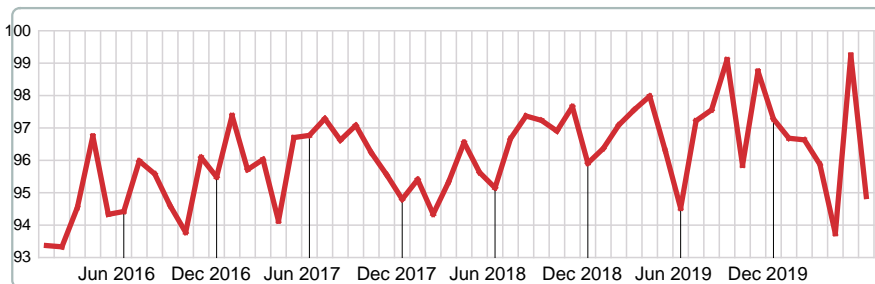
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

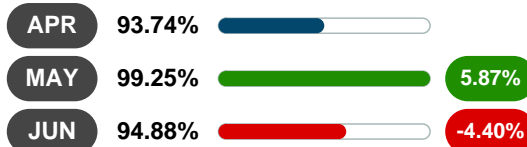


3 MONTHS

5 year JUN AVG = 95.15%

High May 2020 99.25% Low Feb 2016 93.33%

Median Sold/List Ratio this month at **94.88%**
equal to 5 yr JUN average of **95.15%**



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
\$50,000 and less	<div style="width: 12.00%;"></div> 3	12.00%	87.55%	87.55%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 8.00%;"></div> 2	8.00%	81.34%	79.71%	82.98%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 12.00%;"></div> 3	12.00%	91.74%	91.74%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	<div style="width: 28.00%;"></div> 7	28.00%	96.77%	0.00%	96.54%	105.95%	0.00%
\$175,001 - \$350,000	<div style="width: 16.00%;"></div> 4	16.00%	96.76%	0.00%	96.76%	0.00%	0.00%
\$350,001 - \$400,000	<div style="width: 8.00%;"></div> 2	8.00%	97.27%	0.00%	94.76%	0.00%	99.77%
\$400,001 and up	<div style="width: 16.00%;"></div> 4	16.00%	96.20%	96.20%	108.82%	87.50%	0.00%
Median Sold/List Ratio	94.88%			90.91%	96.30%	96.73%	99.77%
Total Closed Units	25	100%	94.88%	9	13	2	1
Total Closed Volume	5,730,450			1.29M	3.02M	1.03M	389.00K

June 2020



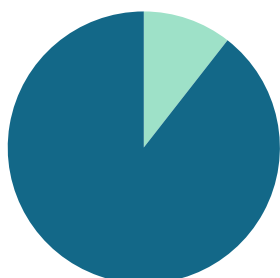
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jul 13, 2020 for MLS Technology Inc.

INVENTORY

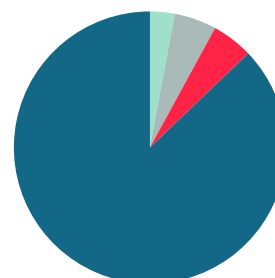


Inventory
 New Listings
90 = 10.55%
 Start Inventory
763
 Total Inventory Units
853
 Volume
\$116,409,720

Market Activity

Closed Sales
25 = 2.92%
 Pending Sales
43 = 5.02%
 Other Off Market
42 = 4.91%
 Active Inventory
746 = 87.15%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	56	25	-55.36%	275	146	-46.91%
Pending Sales	49	43	-12.24%	290	240	-17.24%
New Listings	183	90	-50.82%	1,109	675	-39.13%
Median List Price	99,000	159,900	61.52%	99,000	117,450	18.64%
Median Sale Price	88,500	155,000	75.14%	91,000	115,000	26.37%
Median Percent of Selling Price to List Price	94.52%	94.88%	0.38%	96.70%	96.31%	-0.40%
Median Days on Market to Sale	47.00	42.00	-10.64%	37.00	39.50	6.76%
Monthly Inventory	907	746	-17.75%	907	746	-17.75%
Months Supply of Inventory	17.47	20.72	18.61%	17.47	20.72	18.61%

Absorption: Last 12 months, an Average of **36** Sales/Month

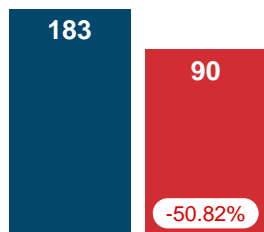
Inventory on June 30, 2020 = **746**

2019 **2020**

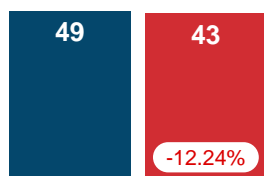
JUNE MARKET

MEDIAN PRICES

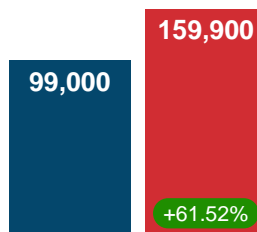
New Listings



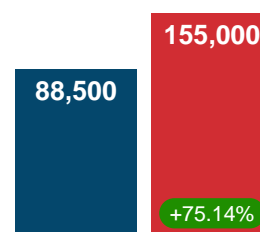
Pending Listings



List Price



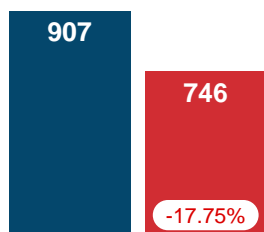
Sale Price



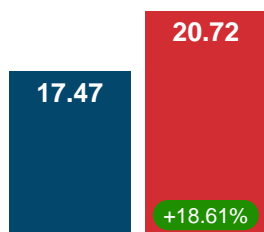
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

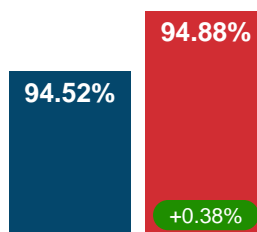
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

