

# April 2019



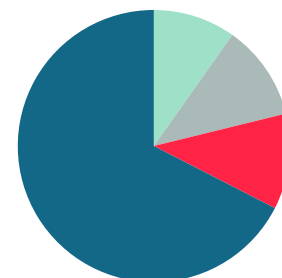
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	49	37	-24.49%
Pending Listings	64	43	-32.81%
New Listings	92	91	-1.09%
Average List Price	137,206	151,888	10.70%
Average Sale Price	131,912	144,814	9.78%
Average Percent of Selling Price to List Price	94.55%	95.43%	0.93%
Average Days on Market to Sale	57.80	54.19	-6.24%
End of Month Inventory	286	255	-10.84%
Months Supply of Inventory	6.99	5.90	-15.65%



■ Closed (9.79%)  
■ Pending (11.38%)  
■ Other OffMarket (11.38%)  
■ Active (67.46%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of April 30, 2019 = **255**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2019 decreased **10.84%** to 255 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **5.90** 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 **9.78%** in April 2019 to \$144,814 versus the previous year at \$131,912.

#### Average Days on Market Shortens

The average number of **54.19** days that homes spent on the market before selling decreased by 3.61 days or **6.24%** in April 2019 compared to last year's same month at **57.80** DOM.

#### Sales Success for April 2019 is Positive

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

There were 91 New Listings in April 2019, down **1.09%** from last year at 92. Furthermore, there were 37 Closed Listings this month versus last year at 49, a **-24.49%** decrease.

Closed versus Listed trends yielded a **40.7%** ratio, down from previous year's, April 2018, at **53.3%**, a **23.66%** downswing. This will certainly create pressure on a decreasing 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.

# April 2019



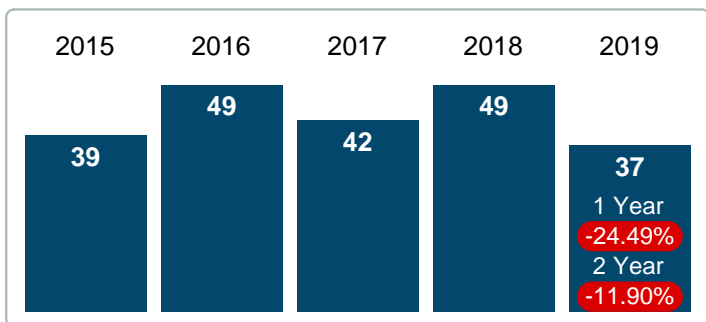
Area Delimited by County Of Cherokee - Residential Property Type



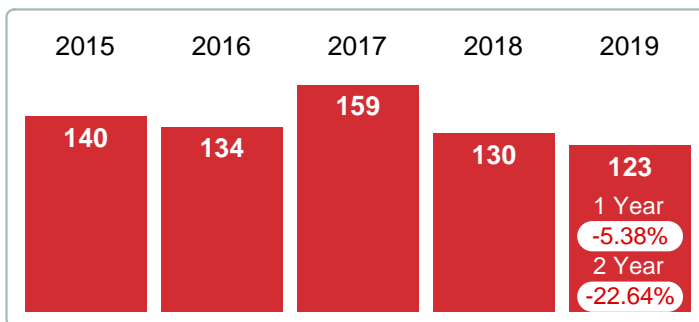
## CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

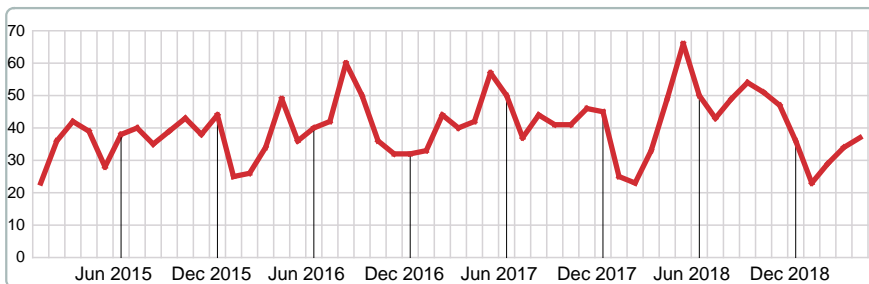
### APRIL



### YEAR TO DATE (YTD)

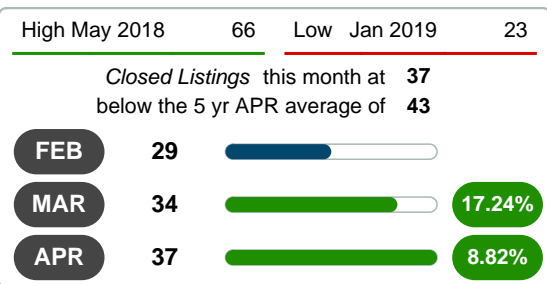


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 43



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	8.11%	39.7	2	1	0	0
\$30,001 - \$40,000	4	10.81%	91.0	0	2	2	0
\$40,001 - \$80,000	5	13.51%	69.4	2	3	0	0
\$80,001 - \$170,000	11	29.73%	59.7	1	9	1	0
\$170,001 - \$200,000	5	13.51%	27.2	1	2	2	0
\$200,001 - \$300,000	6	16.22%	20.7	2	2	2	0
\$300,001 and up	3	8.11%	86.0	1	1	1	0
<b>Total Closed Units</b>	<b>37</b>			<b>9</b>	<b>20</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,358,100</b>	<b>100%</b>	<b>54.2</b>	<b>1.41M</b>	<b>2.60M</b>	<b>1.34M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$144,814</b>			<b>\$157,100</b>	<b>\$130,010</b>	<b>\$168,000</b>	<b>\$0</b>

# April 2019



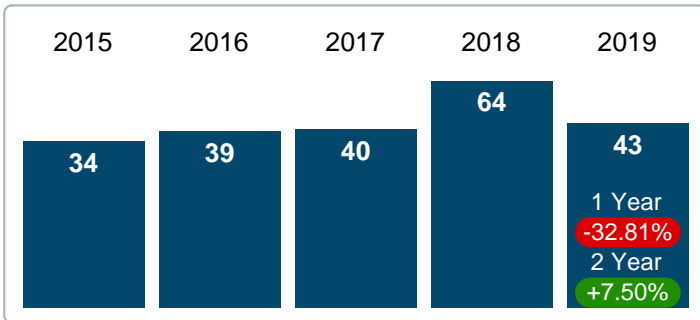
Area Delimited by County Of Cherokee - Residential Property Type



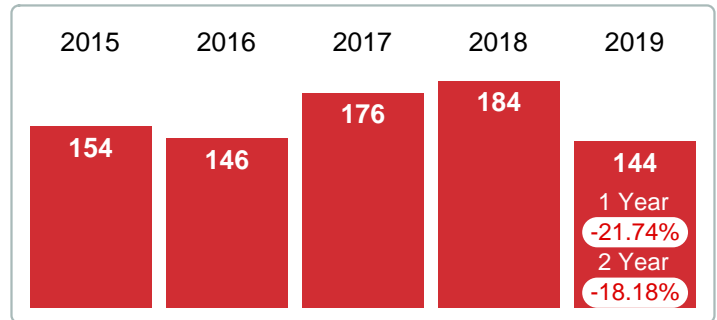
## PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

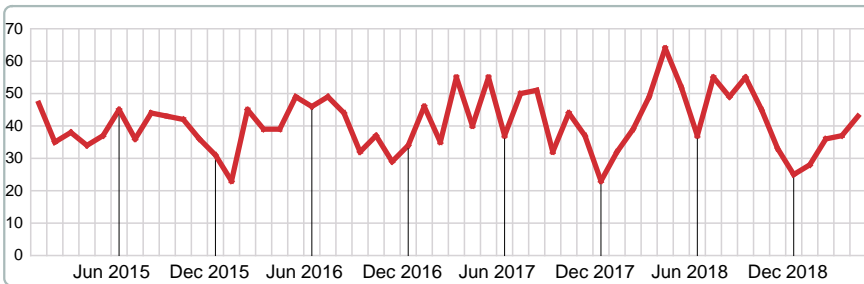
### APRIL



### YEAR TO DATE (YTD)

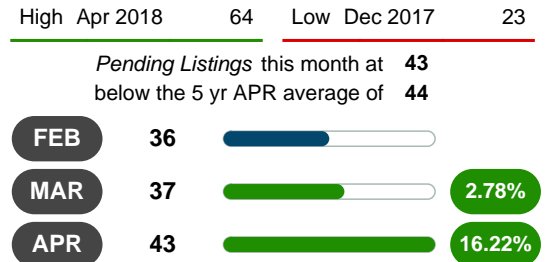


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 44



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.33%	120.0	1	0	0	0
\$25,001 - \$75,000	9	20.93%	41.3	7	2	0	0
\$75,001 - \$100,000	4	9.30%	68.0	2	2	0	0
\$100,001 - \$150,000	12	27.91%	31.7	1	10	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	11	25.58%	50.1	1	9	0	1
\$250,001 and up	6	13.95%	68.5	2	4	0	0
<b>Total Pending Units</b>	<b>43</b>			<b>14</b>	<b>27</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,578,058</b>	<b>100%</b>	<b>49.0</b>	<b>1.57M</b>	<b>4.64M</b>	<b>117.80K</b>	<b>249.90K</b>
<b>Average Listing Price</b>	<b>\$152,978</b>			<b>\$112,496</b>	<b>\$171,682</b>	<b>\$117,800</b>	<b>\$249,900</b>

# April 2019



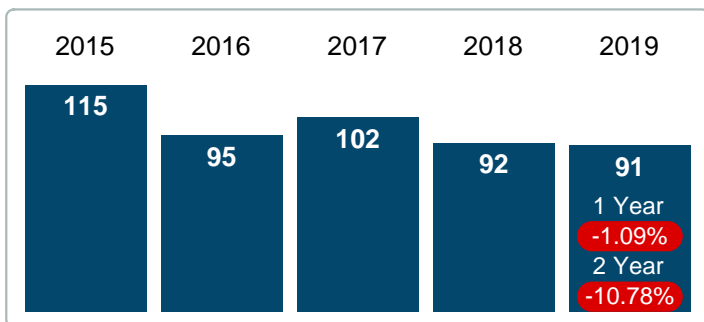
Area Delimited by County Of Cherokee - Residential Property Type



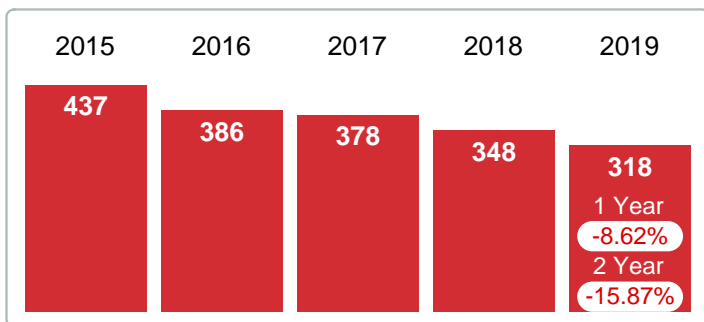
## NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

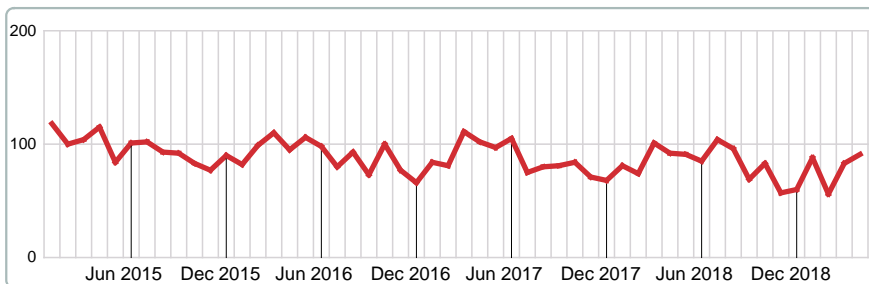
### APRIL



### YEAR TO DATE (YTD)

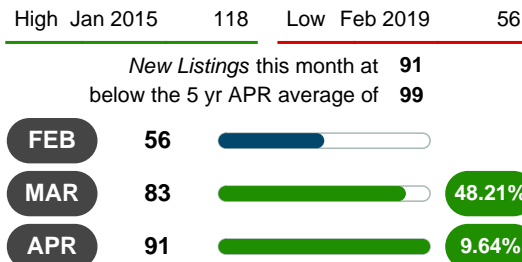


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 99



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	9.89%	7	2	0	0
\$60,001 - \$80,000	8	8.79%	5	3	0	0
\$80,001 - \$120,000	16	17.58%	5	10	1	0
\$120,001 - \$170,000	20	21.98%	2	14	3	1
\$170,001 - \$210,000	16	17.58%	1	11	2	2
\$210,001 - \$360,000	12	13.19%	0	6	3	3
\$360,001 and up	10	10.99%	2	2	4	2
<b>Total New Listed Units</b>	<b>91</b>		<b>22</b>	<b>48</b>	<b>13</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>17,024,776</b>	<b>100%</b>	<b>2.72M</b>	<b>7.93M</b>	<b>3.76M</b>	<b>2.61M</b>
<b>Average New Listed Listing Price</b>	<b>\$128,594</b>		<b>\$123,755</b>	<b>\$165,294</b>	<b>\$288,965</b>	<b>\$326,437</b>

# April 2019



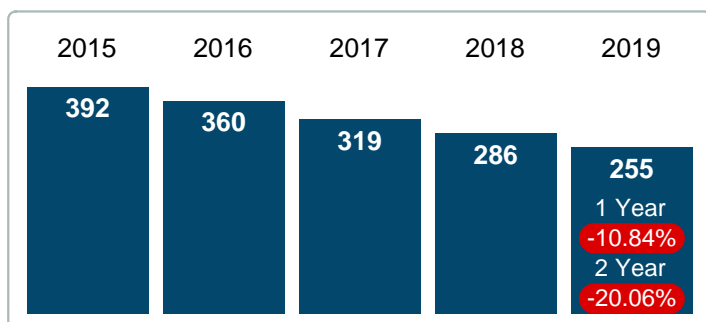
Area Delimited by County Of Cherokee - Residential Property Type



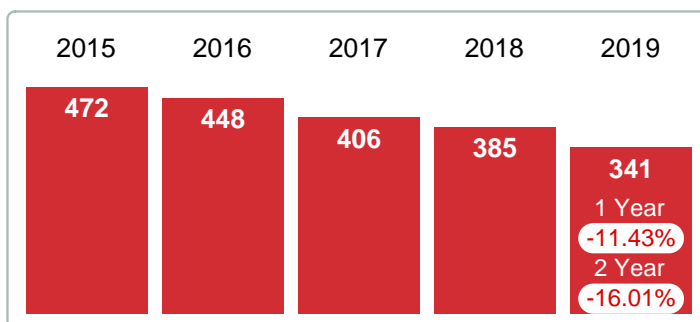
## ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

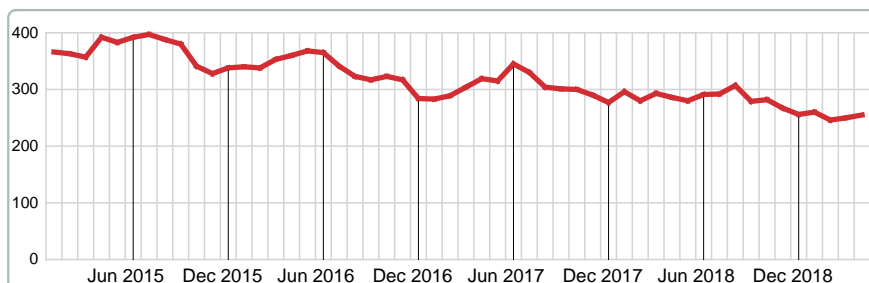
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 322

High Jul 2015 397 Low Feb 2019 246

Inventory this month at 255  
below the 5 yr APR average of 322



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	7.84%	85.8	15	5	0	0
\$50,001 - \$75,000	27	10.59%	67.7	13	11	3	0
\$75,001 - \$100,000	34	13.33%	67.0	10	19	4	1
\$100,001 - \$175,000	65	25.49%	56.8	6	47	9	3
\$175,001 - \$225,000	43	16.86%	64.0	4	27	8	4
\$225,001 - \$400,000	40	15.69%	74.2	1	20	11	8
\$400,001 and up	26	10.20%	76.4	3	10	9	4
<b>Total Active Inventory by Units</b>	<b>255</b>			<b>52</b>	<b>139</b>	<b>44</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>51,890,412</b>	<b>100%</b>	<b>67.5</b>	<b>5.61M</b>	<b>27.11M</b>	<b>13.04M</b>	<b>6.12M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$203,492</b>			<b>\$107,967</b>	<b>\$195,031</b>	<b>\$296,453</b>	<b>\$306,145</b>

# April 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

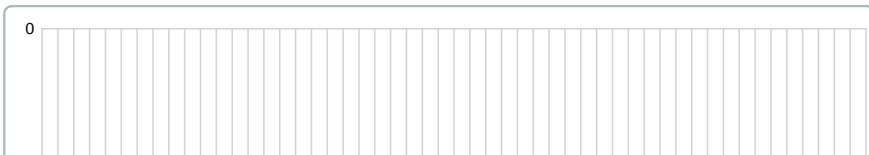
### MSI FOR APRIL

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
255	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	27		10.59%	2.95	3.93	2.00	2.40	0.00	
\$60,001 - \$80,000	28		10.98%	6.11	6.78	5.76	7.20	0.00	
\$80,001 - \$110,000	37		14.51%	5.55	5.45	5.14	5.33	0.00	
\$110,001 - \$180,000	63		24.71%	4.55	3.69	4.59	4.44	8.00	
\$180,001 - \$240,000	43		16.86%	9.92	9.00	10.06	5.25	84.00	
\$240,001 - \$410,000	32		12.55%	8.00	1.71	10.00	5.71	36.00	
\$410,001 and up	25		9.80%	37.50	0.00	30.00	36.00	36.00	
Market Supply of Inventory (MSI)		5.90			5.03	5.60	6.14	21.82	
Total Active Inventory by Units		255	100%	5.90	52	139	44	20	

# April 2019



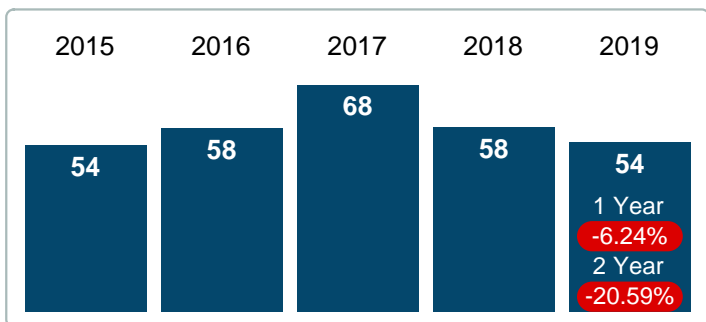
Area Delimited by County Of Cherokee - Residential Property Type



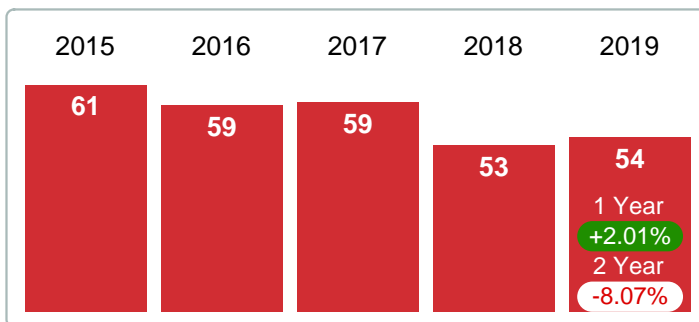
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

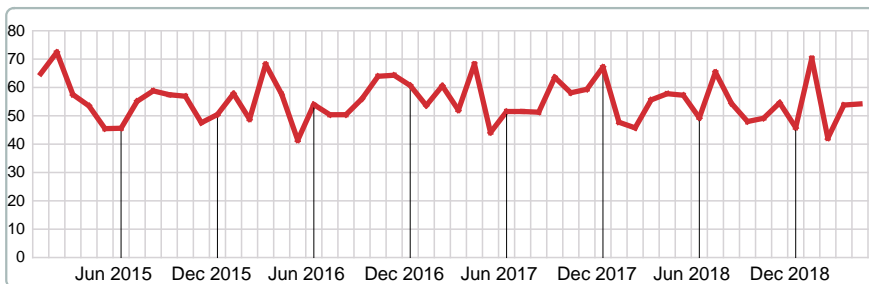
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

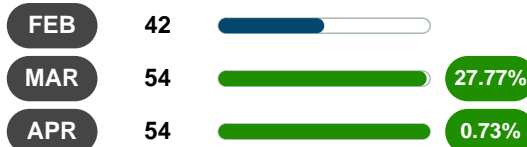


### 3 MONTHS

5 year APR AVG = 58

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 54 below the 5 yr APR average of 58



### 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
\$30,000 and less	3	8.11%	40	59	2	0	0
\$30,001 - \$40,000	4	10.81%	91	0	91	91	0
\$40,001 - \$80,000	5	13.51%	69	121	35	0	0
\$80,001 - \$170,000	11	29.73%	60	103	43	168	0
\$170,001 - \$200,000	5	13.51%	27	27	26	29	0
\$200,001 - \$300,000	6	16.22%	21	19	9	35	0
\$300,001 and up	3	8.11%	86	57	139	62	0
Average Closed DOM			54	65	44	67	0
Total Closed Units		100%	54	9	20	8	
Total Closed Volume			5,358,100	1.41M	2.60M	1.34M	0.00B

# April 2019



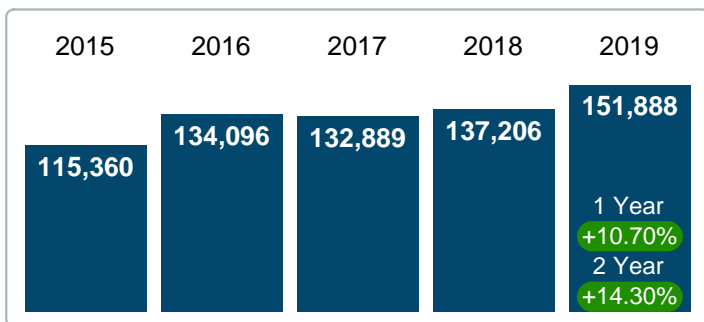
Area Delimited by County Of Cherokee - Residential Property Type



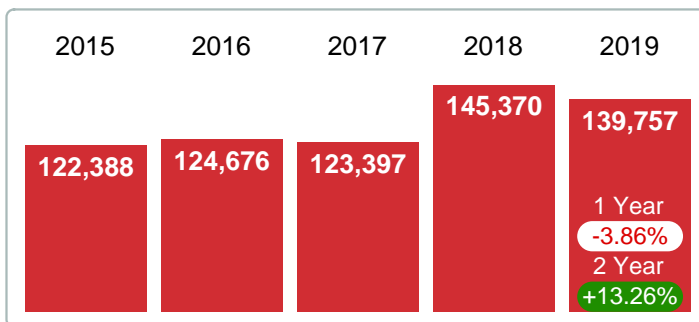
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

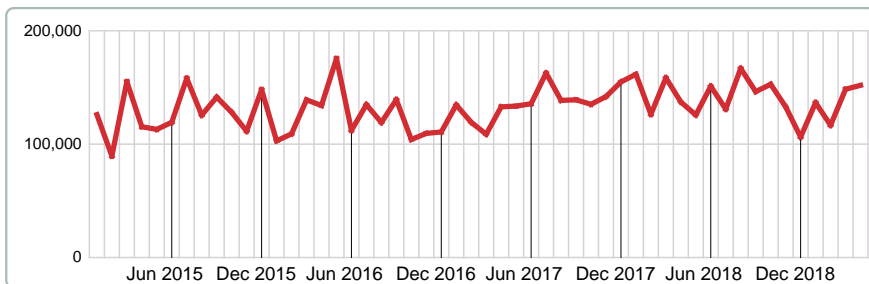
### APRIL



### YEAR TO DATE (YTD)

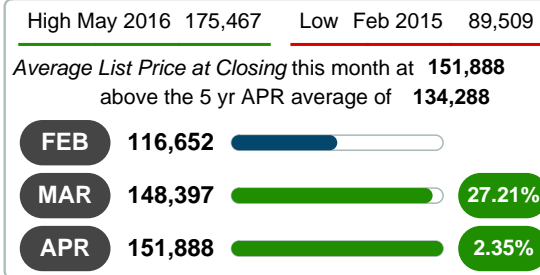


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 134,288



### 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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	12	32.43%	39,350	48,917	40,900	0
\$75,001 - \$150,000	8	21.62%	0	119,300	89,900	0
\$150,001 - \$200,000	8	21.62%	181,500	171,325	182,450	0
\$200,001 - \$300,000	4	10.81%	309,375	258,700	263,450	0
\$300,001 and up	5	13.51%	419,000	337,000	329,900	0
<b>Average List Price</b>		<b>151,888</b>	<b>173,128</b>	<b>133,415</b>	<b>174,175</b>	<b>0</b>
<b>Total Closed Units</b>		<b>37</b>	<b>9</b>	<b>20</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,619,850</b>	<b>1.56M</b>	<b>2.67M</b>	<b>1.39M</b>	<b>0.00B</b>



# April 2019



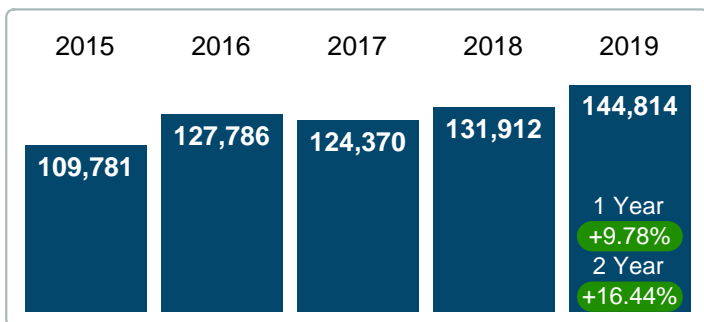
Area Delimited by County Of Cherokee - Residential Property Type



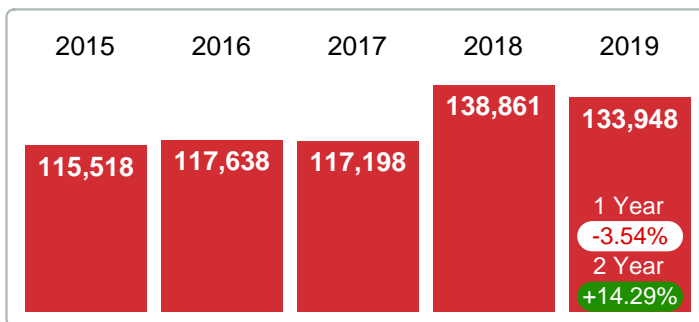
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

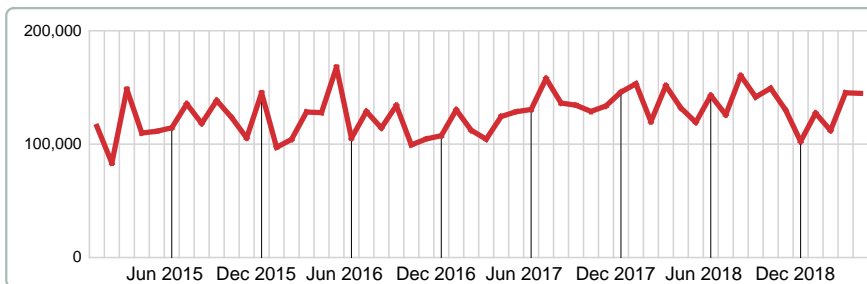
### APRIL



### YEAR TO DATE (YTD)

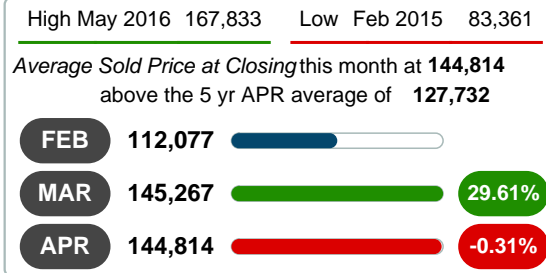


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 127,732



### 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
\$30,000 and less	8.11%	28,667	28,000	30,000	0	0
\$30,001 - \$40,000	10.81%	35,500	0	36,000	35,000	0
\$40,001 - \$80,000	13.51%	55,180	43,450	63,000	0	0
\$80,001 - \$170,000	29.73%	124,900	160,000	125,433	85,000	0
\$170,001 - \$200,000	13.51%	179,820	194,000	174,000	178,550	0
\$200,001 - \$300,000	16.22%	253,550	257,500	249,650	253,500	0
\$300,001 and up	8.11%	353,300	402,000	333,000	324,900	0
<b>Average Sold Price</b>		<b>144,814</b>	<b>157,100</b>	<b>130,010</b>	<b>168,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,814</b>	<b>9</b>	<b>20</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,358,100</b>	<b>1.41M</b>	<b>2.60M</b>	<b>1.34M</b>	<b>0.00B</b>

# April 2019



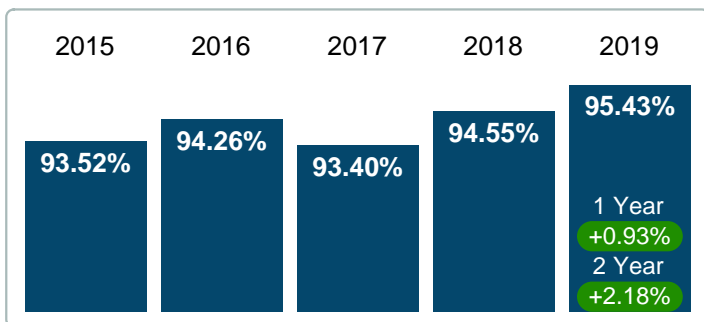
Area Delimited by County Of Cherokee - Residential Property Type



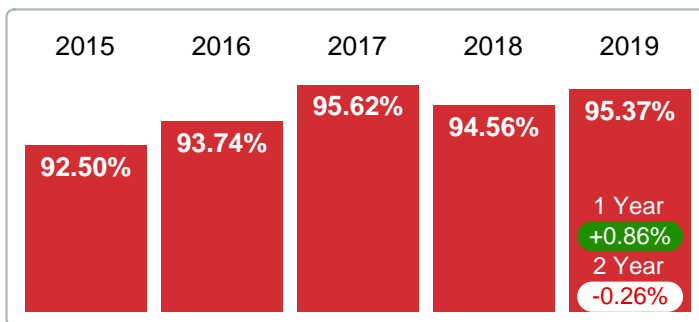
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

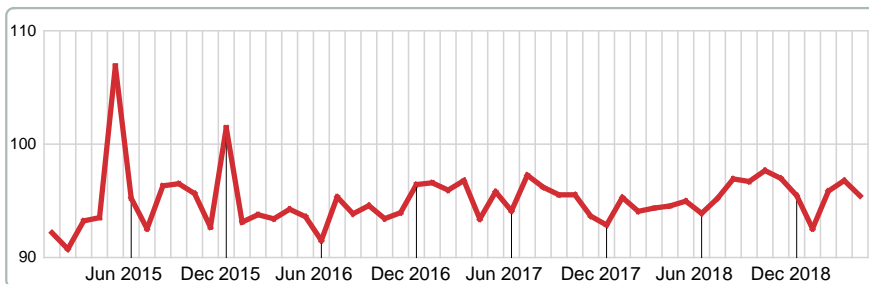
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

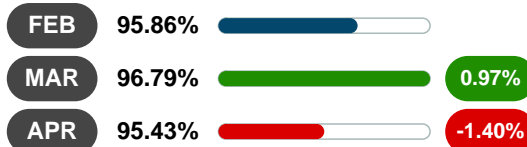


### 3 MONTHS

5 year APR AVG = 94.23%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.43%**  
above the 5 yr APR average of **94.23%**



### 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
\$30,000 and less	3	8.11%	92.97%	89.45%	100.00%	0.00%	0.00%
\$30,001 - \$40,000	4	10.81%	90.83%	0.00%	94.44%	87.21%	0.00%
\$40,001 - \$80,000	5	13.51%	97.77%	92.42%	101.33%	0.00%	0.00%
\$80,001 - \$170,000	11	29.73%	96.05%	96.97%	96.12%	94.55%	0.00%
\$170,001 - \$200,000	5	13.51%	98.90%	97.98%	100.33%	97.92%	0.00%
\$200,001 - \$300,000	6	16.22%	92.60%	84.66%	96.26%	96.89%	0.00%
\$300,001 and up	3	8.11%	97.75%	95.94%	98.81%	98.48%	0.00%
Average Sold/List Ratio		95.40%		91.55%	97.50%	94.64%	0.00%
Total Closed Units		37	100%	9	20	8	
Total Closed Volume		5,358,100		1.41M	2.60M	1.34M	0.00B

# April 2019



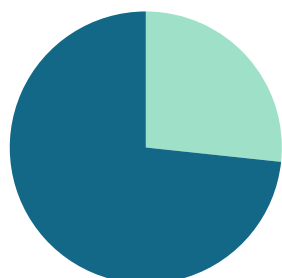
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

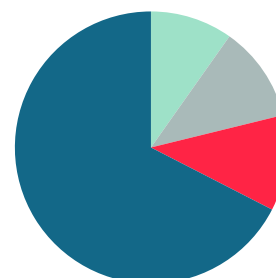


**Inventory**  
 New Listings  
**91 = 26.69%**  
 Start Inventory  
**250**  
 Total Inventory Units  
**341**  
 Volume  
**\$68,980,769**

### Market Activity

Closed Sales  
**37 = 9.79%**  
 Pending Sales  
**43 = 11.38%**  
 Other Off Market  
**43 = 11.38%**  
 Active Inventory  
**255 = 67.46%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	37	-24.49%	130	123	-5.38%
Pending Sales	64	43	-32.81%	184	144	-21.74%
New Listings	92	91	-1.09%	348	318	-8.62%
Average List Price	137,206	151,888	10.70%	145,370	139,757	-3.86%
Average Sale Price	131,912	144,814	9.78%	138,861	133,948	-3.54%
Average Percent of Selling Price to List Price	94.55%	95.43%	0.93%	94.56%	95.37%	0.86%
Average Days on Market to Sale	57.80	54.19	-6.24%	53.17	54.24	2.01%
Monthly Inventory	286	255	-10.84%	286	255	-10.84%
Months Supply of Inventory	6.99	5.90	-15.65%	6.99	5.90	-15.65%

**Absorption:** Last 12 months, an Average of **43** Sales/Month

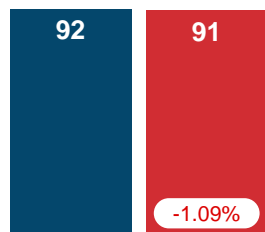
**Inventory** on April 30, 2019 = **255**

**2018** **2019**

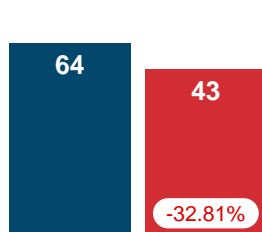
### APRIL MARKET

### AVERAGE PRICES

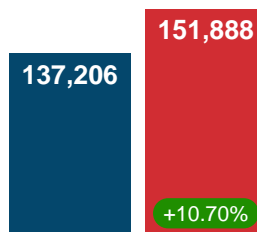
#### New Listings



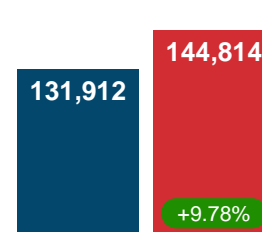
#### Pending Listings



#### List Price



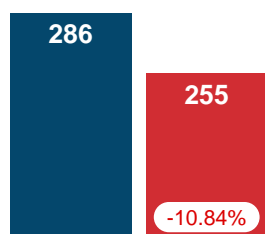
#### Sale Price



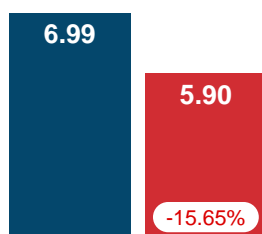
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

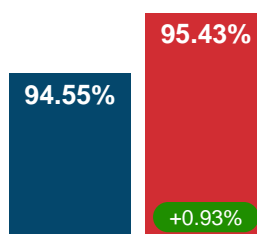
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

