

April 2019



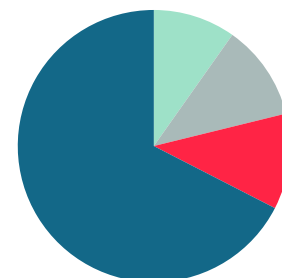
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	130,000	134,900	3.77%
Median Sale Price	127,481	125,700	-1.40%
Median Percent of Selling Price to List Price	96.73%	97.98%	1.29%
Median Days on Market to Sale	28.00	43.00	53.57%
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.

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 **1.40%** in April 2019 to \$125,700 versus the previous year at \$127,481.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 15.00 days or **53.57%** in April 2019 compared to last year's same month at **28.00** DOM.

Sales Success for April 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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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.

April 2019



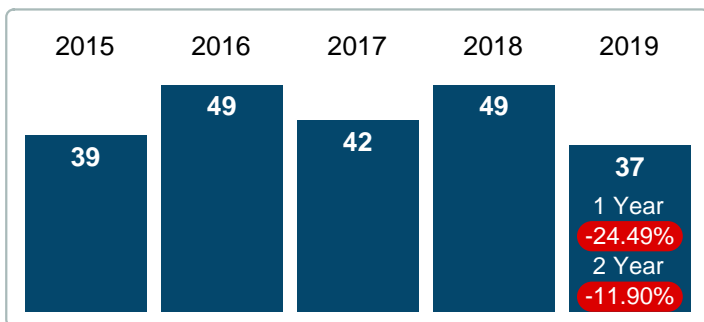
Area Delimited by County Of Cherokee - Residential Property Type



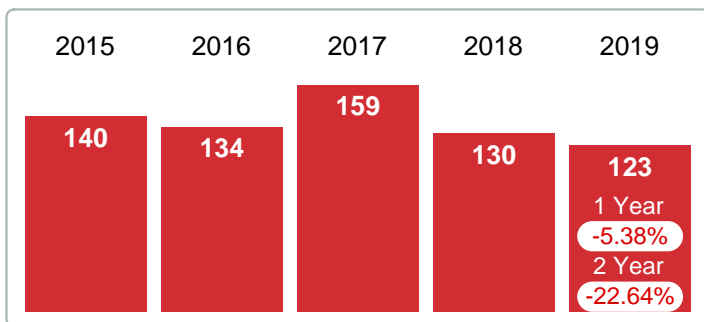
CLOSED LISTINGS

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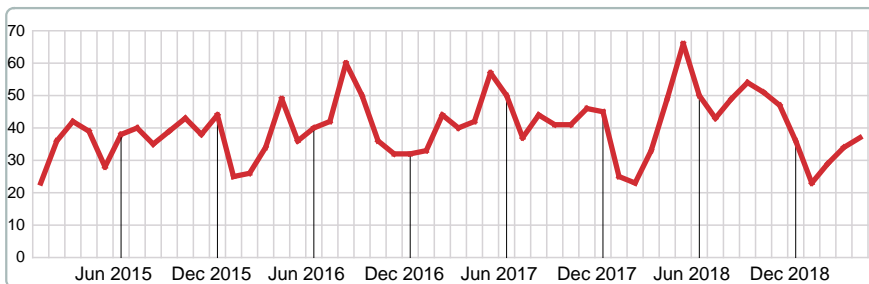
APRIL



YEAR TO DATE (YTD)

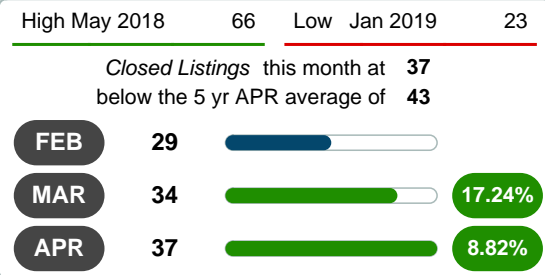


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	8.11%	38.0	2	1	0	0
\$30,001 - \$40,000	4	10.81%	91.0	0	2	2	0
\$40,001 - \$80,000	5	13.51%	57.0	2	3	0	0
\$80,001 - \$170,000	11	29.73%	47.0	1	9	1	0
\$170,001 - \$200,000	5	13.51%	27.0	1	2	2	0
\$200,001 - \$300,000	6	16.22%	15.0	2	2	2	0
\$300,001 and up	3	8.11%	62.0	1	1	1	0
Total Closed Units	37			9	20	8	0
Total Closed Volume	5,358,100	100%	43.0	1.41M	2.60M	1.34M	0.00B
Median Closed Price	\$125,700			\$160,000	\$116,450	\$178,550	\$0

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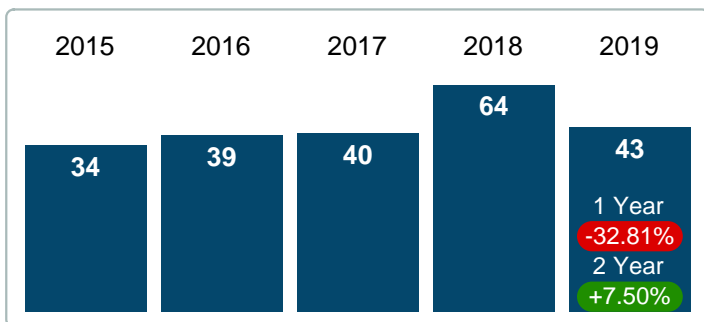
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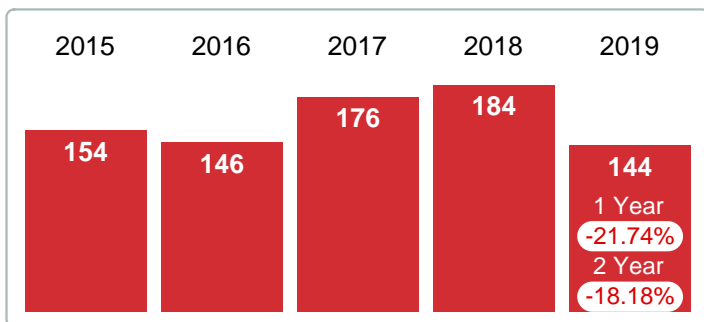
PENDING LISTINGS

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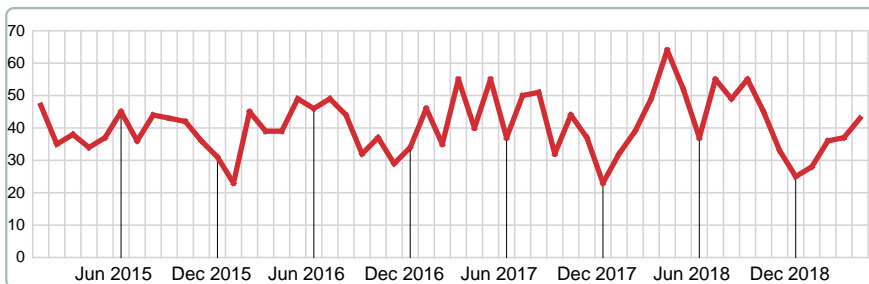
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

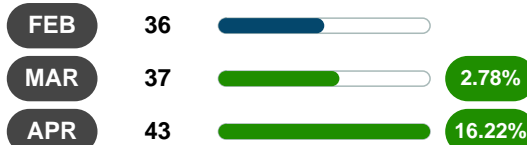


3 MONTHS

5 year APR AVG = 44

High Apr 2018: 64 | Low Dec 2017: 23

Pending Listings this month at **43**
below the 5 yr APR average of **44**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.30%	77.5	2	2	0	0
\$40,001 - \$70,000	4	9.30%	4.0	4	0	0	0
\$70,001 - \$110,000	7	16.28%	33.0	4	3	0	0
\$110,001 - \$150,000	11	25.58%	30.0	1	9	1	0
\$150,001 - \$160,000	3	6.98%	111.0	0	3	0	0
\$160,001 - \$260,000	9	20.93%	18.0	2	6	0	1
\$260,001 and up	5	11.63%	76.0	1	4	0	0
Total Pending Units	43			14	27	1	1
Total Pending Volume	6,578,058	100%	33.0	1.57M	4.64M	117.80K	249.90K
Median Listing Price	\$149,008			\$74,950	\$149,900	\$117,800	\$249,900

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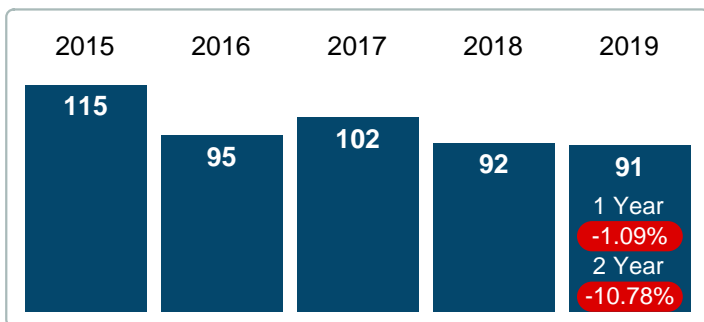
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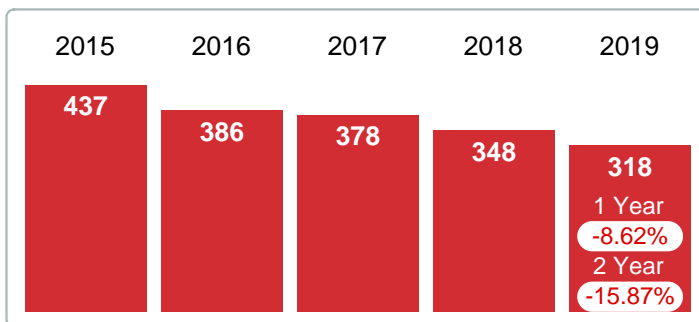
NEW LISTINGS

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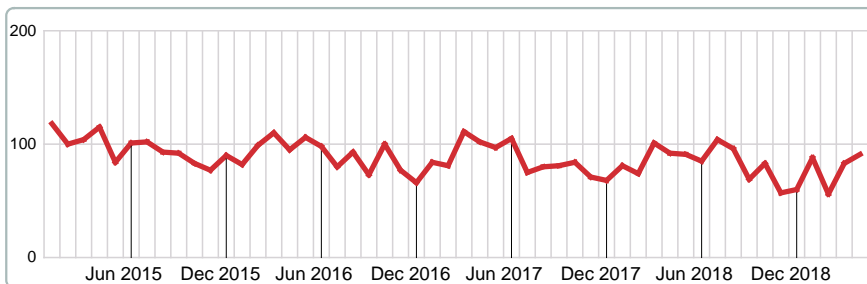
APRIL



YEAR TO DATE (YTD)

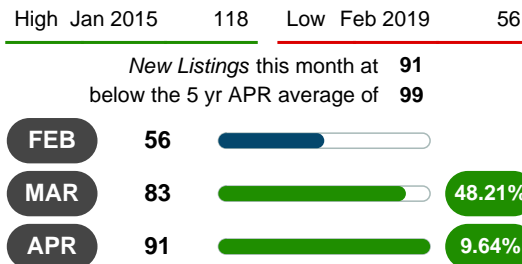


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	91		22	48	13	8
Total New Listed Volume	17,024,776	100%	2.72M	7.93M	3.76M	2.61M
Median New Listed Listing Price	\$149,999		\$72,500	\$149,950	\$215,800	\$244,900

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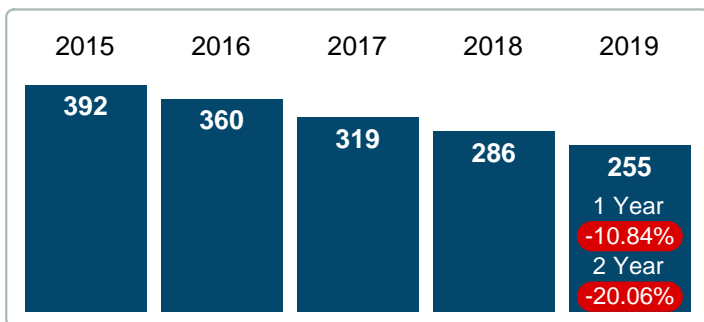
Area Delimited by County Of Cherokee - Residential Property Type



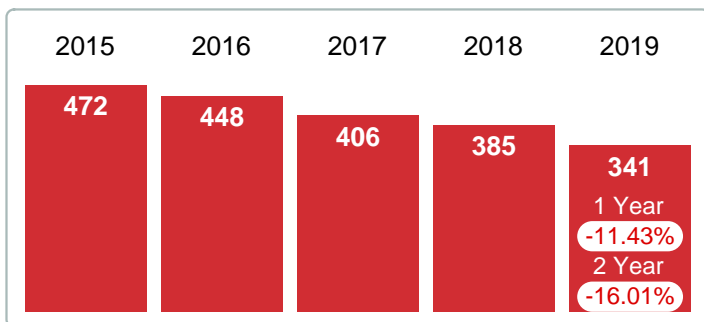
ACTIVE INVENTORY

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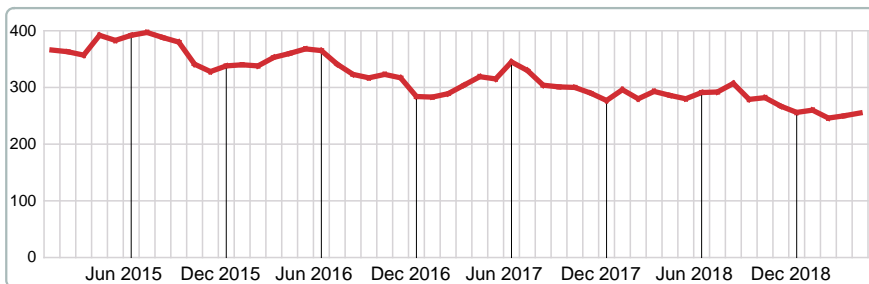
END OF APRIL



ACTIVE DURING APRIL

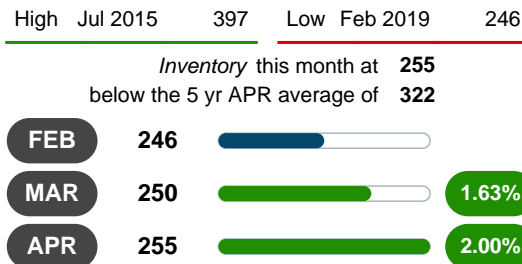


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 322



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	27	10.59%	89.0	18	8	1	0
\$60,001 - \$80,000	28	10.98%	76.5	13	12	3	0
\$80,001 - \$110,000	37	14.51%	46.0	10	21	4	2
\$110,001 - \$180,000	63	24.71%	49.0	4	47	10	2
\$180,001 - \$240,000	43	16.86%	45.0	3	26	7	7
\$240,001 - \$410,000	32	12.55%	65.0	1	15	10	6
\$410,001 and up	25	9.80%	61.0	3	10	9	3
Total Active Inventory by Units		255		52	139	44	20
Total Active Inventory by Volume		51,890,412	100%	5.61M	27.11M	13.04M	6.12M
Median Active Inventory Listing Price		\$149,900		\$72,250	\$149,900	\$198,450	\$239,950

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Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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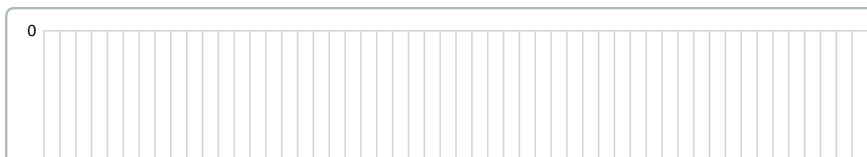
MSI FOR APRIL

2015	2016	2017	2018	2019
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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		100%	5.90	52	139	44	20

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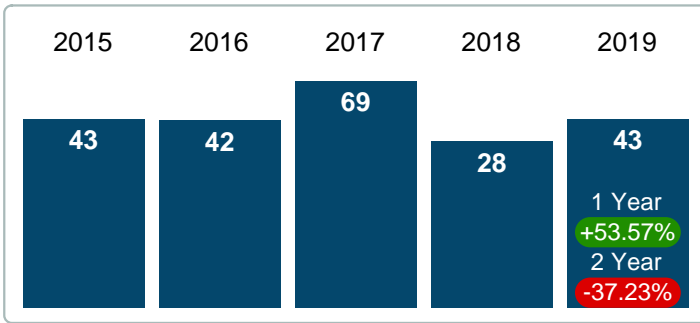
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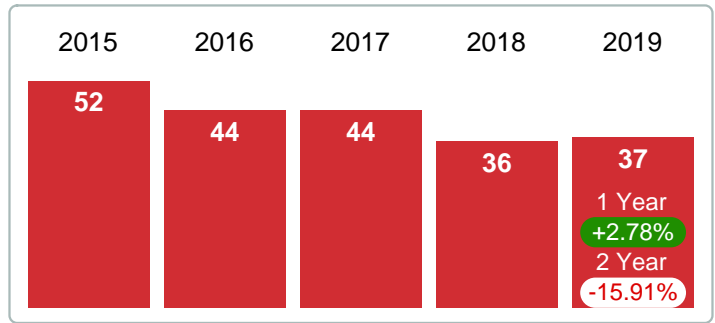
MEDIAN DAYS ON MARKET TO SALE

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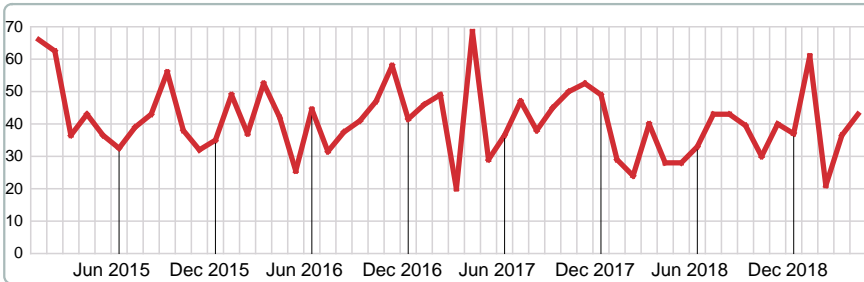
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

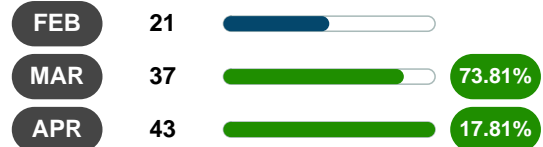


3 MONTHS

5 year APR AVG = 45

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 43 below the 5 yr APR average of 45



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
\$30,000 and less	8.11%	38	59	2	0	0
\$30,001 - \$40,000	10.81%	91	0	91	91	0
\$40,001 - \$80,000	13.51%	57	121	27	0	0
\$80,001 - \$170,000	29.73%	47	103	31	168	0
\$170,001 - \$200,000	13.51%	27	27	26	29	0
\$200,001 - \$300,000	16.22%	15	19	9	35	0
\$300,001 and up	8.11%	62	57	139	62	0
Median Closed DOM		43				
Total Closed Units	100%	43.0	9	20	8	0
Total Closed Volume		5,358,100	1.41M	2.60M	1.34M	0.00B

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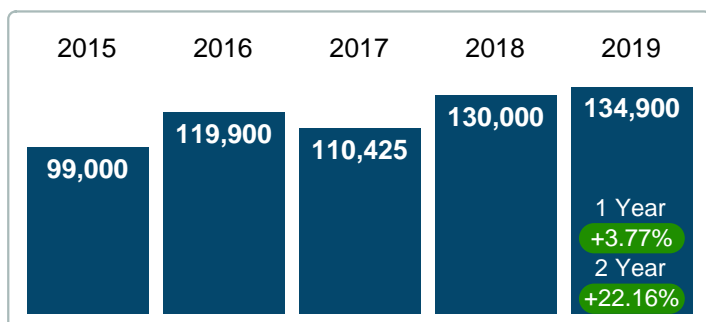
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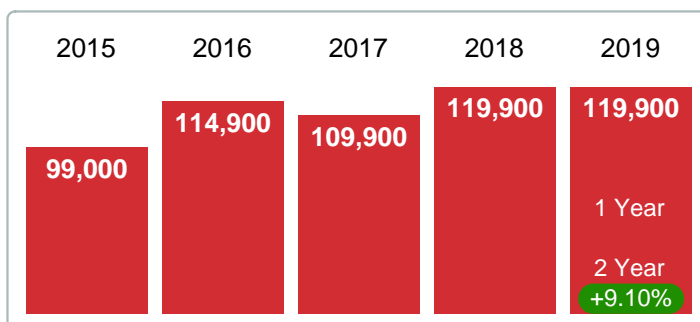
MEDIAN LIST PRICE AT CLOSING

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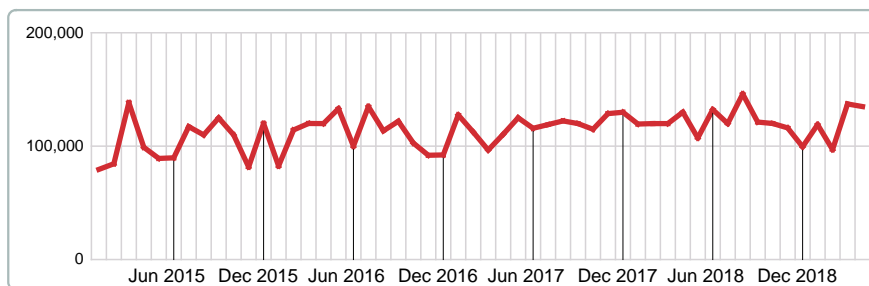
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

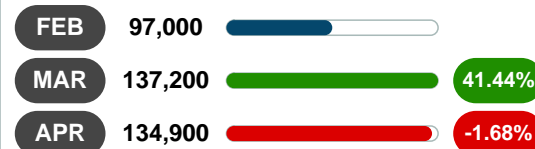


3 MONTHS

5 year APR AVG = 118,845

High Aug 2018 146,000 Low Jan 2015 79,500

Median List Price at Closing this month at **134,900**
above the 5 yr APR average of **118,845**



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
\$30,000 and less	5.41%	29,500	29,000	30,000	0	0
\$30,001 - \$40,000	8.11%	34,000	34,000	32,000	35,000	0
\$40,001 - \$80,000	21.62%	51,200	47,200	60,000	46,800	0
\$80,001 - \$170,000	24.32%	122,900	165,000	122,900	89,900	0
\$170,001 - \$200,000	16.22%	174,950	198,000	173,500	182,450	0
\$200,001 - \$300,000	10.81%	244,325	253,750	258,700	207,000	0
\$300,001 and up	13.51%	337,000	392,000	337,000	324,900	0
Median List Price		134,900	165,000	120,950	182,450	0
Total Closed Units	100%	134,900	9	20	8	0
Total Closed Volume		5,619,850	1.56M	2.67M	1.39M	0.00B

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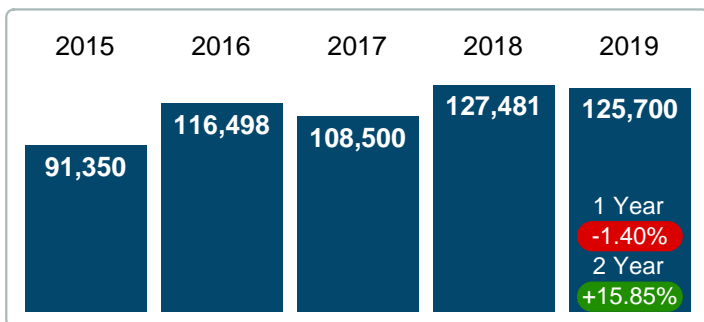
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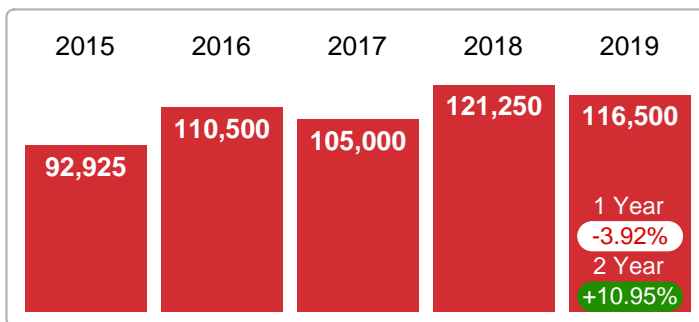
MEDIAN SOLD PRICE AT CLOSING

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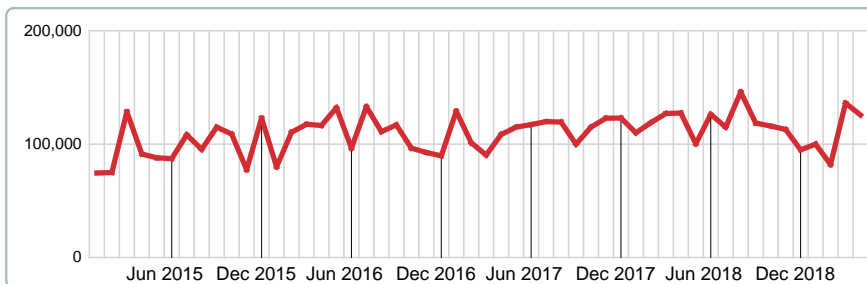
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

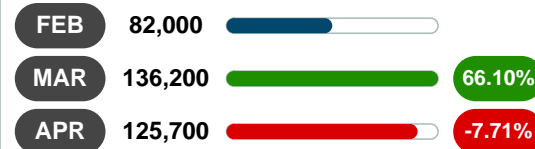


3 MONTHS

5 year APR AVG = 113,906

High Aug 2018 146,000 Low Jan 2015 74,500

Median Sold Price at Closing this month at **125,700**
above the 5 yr APR average of **113,906**



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
\$30,000 and less	8.11%	28,000	28,000	30,000	0	0
\$30,001 - \$40,000	10.81%	35,000	0	36,000	35,000	0
\$40,001 - \$80,000	13.51%	54,000	43,450	60,000	0	0
\$80,001 - \$170,000	29.73%	118,000	160,000	118,000	85,000	0
\$170,001 - \$200,000	13.51%	176,000	194,000	174,000	178,550	0
\$200,001 - \$300,000	16.22%	257,150	257,500	249,650	253,500	0
\$300,001 and up	8.11%	333,000	402,000	333,000	324,900	0
Median Sold Price		125,700	160,000	116,450	178,550	0
Total Closed Units	100%	125,700	9	20	8	0
Total Closed Volume		5,358,100	1.41M	2.60M	1.34M	0.00B

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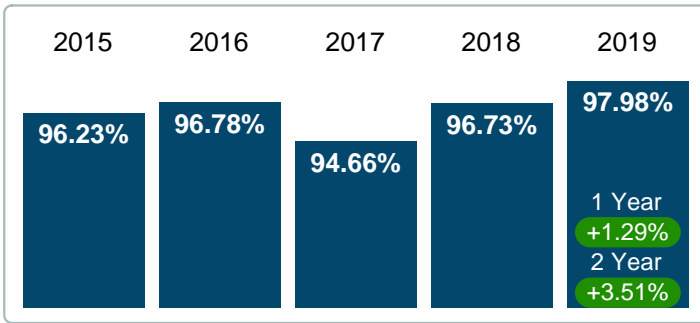
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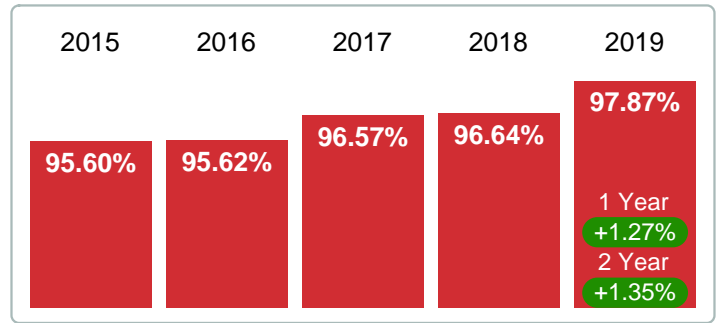
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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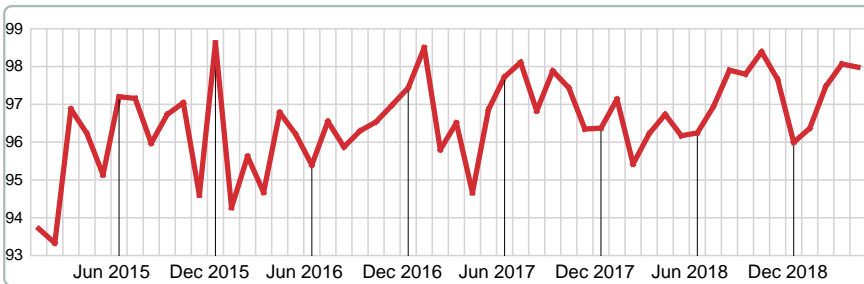
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

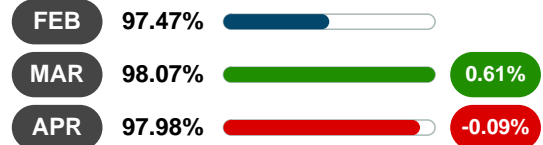


3 MONTHS

5 year APR AVG = 96.48%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **97.98%**
above the 5 yr APR average of **96.48%**



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
\$30,000 and less	3	8.11%	96.55%	89.45%	100.00%	0.00%	0.00%
\$30,001 - \$40,000	4	10.81%	93.73%	0.00%	94.44%	87.21%	0.00%
\$40,001 - \$80,000	5	13.51%	100.00%	92.42%	101.90%	0.00%	0.00%
\$80,001 - \$170,000	11	29.73%	96.97%	96.97%	97.98%	94.55%	0.00%
\$170,001 - \$200,000	5	13.51%	98.34%	97.98%	100.33%	97.92%	0.00%
\$200,001 - \$300,000	6	16.22%	93.72%	84.66%	96.26%	96.89%	0.00%
\$300,001 and up	3	8.11%	98.48%	95.94%	98.81%	98.48%	0.00%
Median Sold/List Ratio		97.98%		95.94%	98.86%	97.48%	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



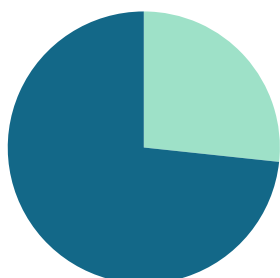
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

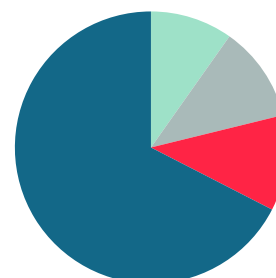


Inventory
 New Listings
91 = 26.69%
 Start Inventory
250
 Total Inventory Units
341
 Volume
\$68,980,769

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%
Median List Price	130,000	134,900	3.77%	119,900	119,900	0.00%
Median Sale Price	127,481	125,700	-1.40%	121,250	116,500	-3.92%
Median Percent of Selling Price to List Price	96.73%	97.98%	1.29%	96.64%	97.87%	1.27%
Median Days on Market to Sale	28.00	43.00	53.57%	36.00	37.00	2.78%
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

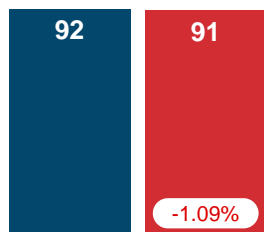
Inventory on April 30, 2019 = **255**

2018 **2019**

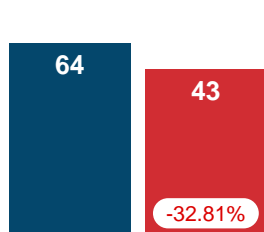
APRIL MARKET

MEDIAN PRICES

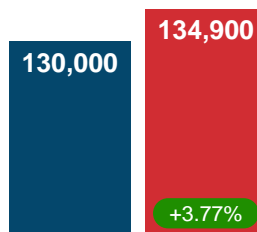
New Listings



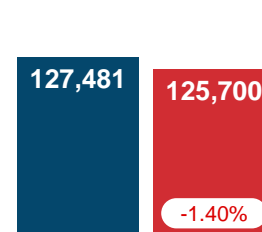
Pending Listings



List Price



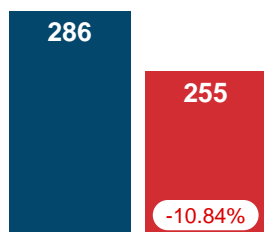
Sale Price



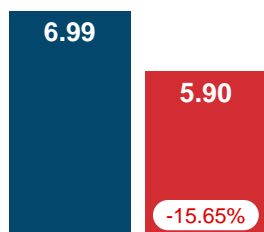
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

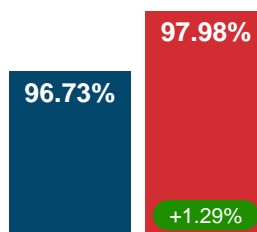
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

