

# February 2019



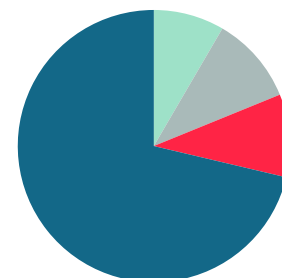
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	23	29	26.09%
Pending Listings	39	36	-7.69%
New Listings	74	56	-24.32%
Average List Price	126,280	116,652	-7.62%
Average Sale Price	119,863	112,077	-6.50%
Average Percent of Selling Price to List Price	94.08%	95.86%	1.90%
Average Days on Market to Sale	45.74	42.10	-7.95%
End of Month Inventory	280	246	-12.14%
Months Supply of Inventory	6.84	5.57	-18.61%



■ Closed (8.41%)  
■ Pending (10.43%)  
■ Other OffMarket (9.86%)  
■ Active (71.30%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of February 28, 2019 = **246**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2019 decreased **12.14%** to 246 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **5.57** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.50%** in February 2019 to \$112,077 versus the previous year at \$119,863.

#### Average Days on Market Shortens

The average number of **42.10** days that homes spent on the market before selling decreased by 3.64 days or **7.95%** in February 2019 compared to last year's same month at **45.74** DOM.

#### Sales Success for February 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 56 New Listings in February 2019, down **24.32%** from last year at 74. Furthermore, there were 29 Closed Listings this month versus last year at 23, a **26.09%** increase.

Closed versus Listed trends yielded a **51.8%** ratio, up from previous year's, February 2018, at **31.1%**, a **66.61%** upswing. 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.**

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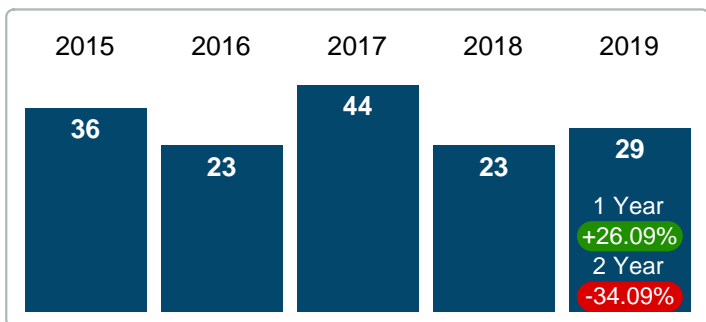
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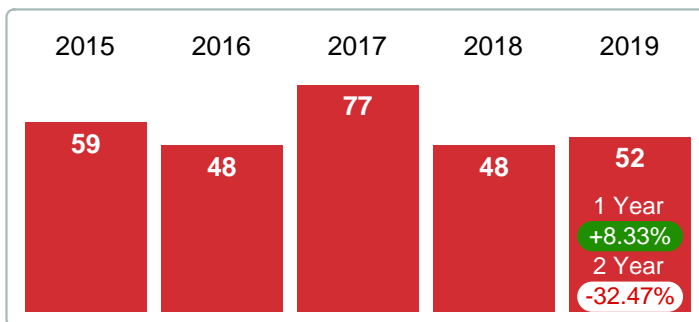
## CLOSED LISTINGS

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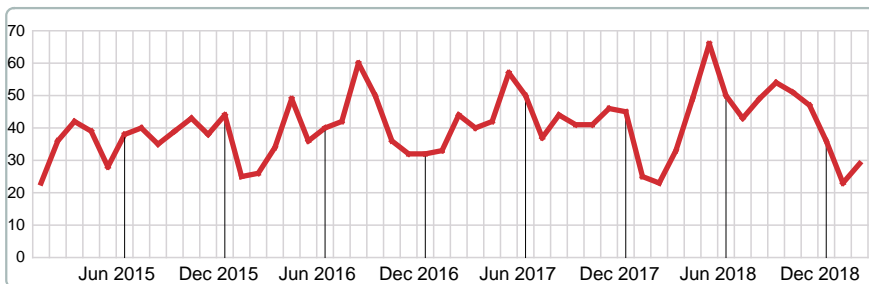
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31

High May 2018: 66 | Low Jan 2019: 23

Closed Listings this month at **29**  
below the 5 yr FEB average of **31**

DEC	36	<div style="width: 100%;"></div>
JAN	23	<div style="width: 74.19%;"></div> -36.11%
FEB	29	<div style="width: 93.55%;"></div> 26.09%

### 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	0	0.00%	0.0	0	0	0	0
\$30,001 - \$60,000	6	20.69%	23.3	3	2	1	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$120,000	12	41.38%	55.1	6	6	0	0
\$120,001 - \$140,000	3	10.34%	10.3	1	2	0	0
\$140,001 - \$190,000	4	13.79%	40.0	0	3	1	0
\$190,001 and up	4	13.79%	57.3	1	1	2	0
<b>Total Closed Units</b>	<b>29</b>			<b>11</b>	<b>14</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,250,245</b>	<b>100%</b>	<b>42.1</b>	<b>884.50K</b>	<b>1.51M</b>	<b>857.90K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$112,077</b>			<b>\$80,409</b>	<b>\$107,703</b>	<b>\$214,475</b>	<b>\$0</b>

# February 2019



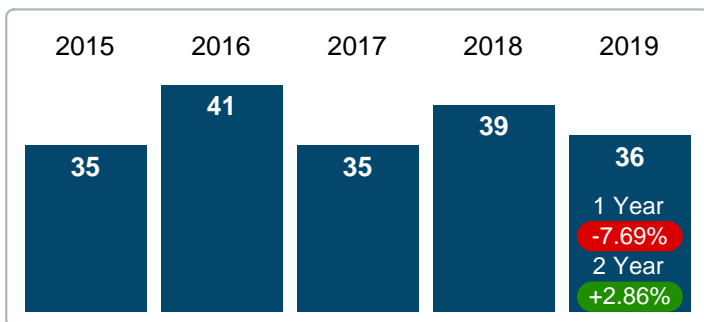
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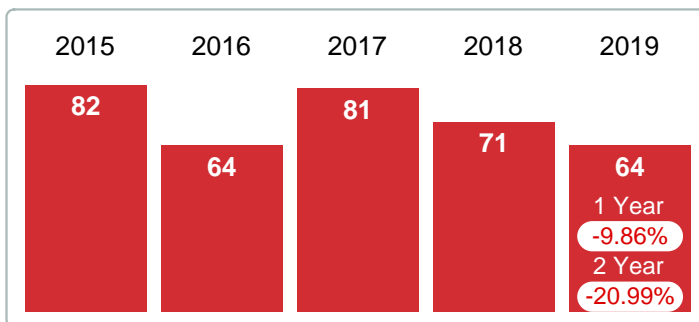
## PENDING LISTINGS

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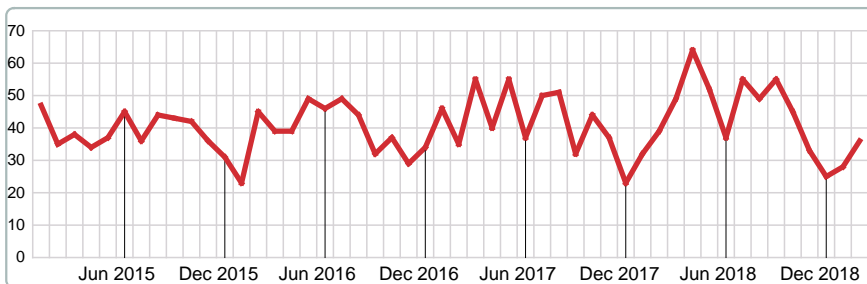
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

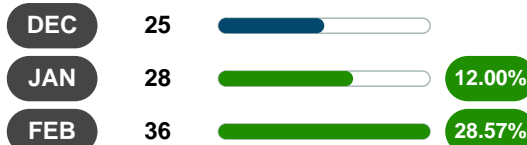


### 3 MONTHS

5 year FEB AVG = 37

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at **36**  
below the 5 yr FEB average of **37**



### 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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	7	19.44%	59.9	4	1	2	0
\$75,001 - \$100,000	5	13.89%	45.4	2	3	0	0
\$100,001 - \$150,000	8	22.22%	51.6	1	7	0	0
\$150,001 - \$200,000	7	19.44%	28.3	0	5	2	0
\$200,001 - \$275,000	5	13.89%	70.6	0	3	2	0
\$275,001 and up	4	11.11%	99.3	1	2	1	0
<b>Total Pending Units</b>	<b>36</b>			<b>8</b>	<b>21</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,552,000</b>	<b>100%</b>	<b>55.8</b>	<b>878.30K</b>	<b>3.41M</b>	<b>1.27M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$154,222</b>			<b>\$109,788</b>	<b>\$162,314</b>	<b>\$180,729</b>	<b>\$0</b>

# February 2019



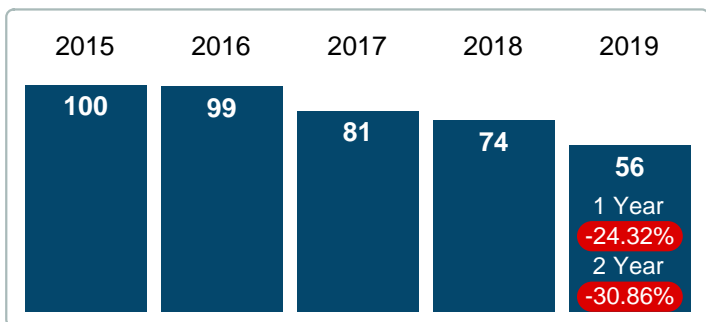
Area Delimited by County Of Cherokee - Residential Property Type



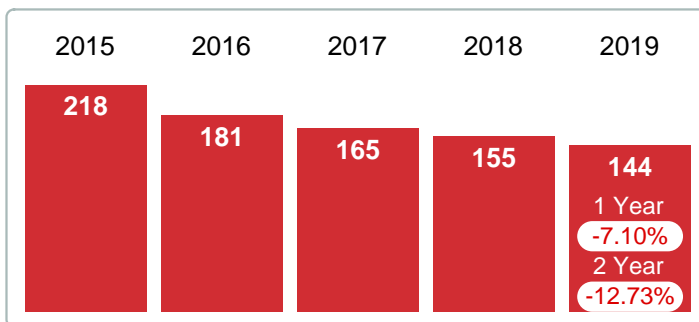
## NEW LISTINGS

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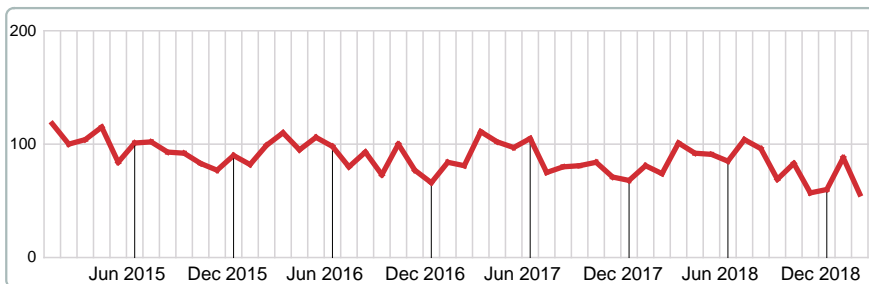
### FEBRUARY



### YEAR TO DATE (YTD)

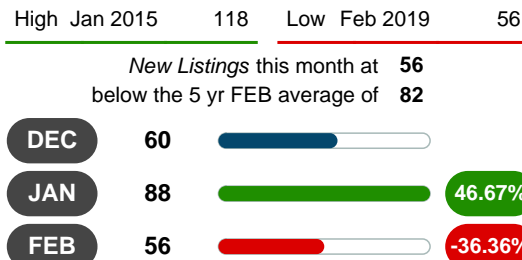


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 82



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.36%	1	2	0	0
\$50,001 - \$75,000	8	14.29%	2	5	1	0
\$75,001 - \$100,000	8	14.29%	3	4	1	0
\$100,001 - \$175,000	15	26.79%	3	9	2	1
\$175,001 - \$225,000	8	14.29%	1	3	4	0
\$225,001 - \$350,000	8	14.29%	1	4	2	1
\$350,001 and up	6	10.71%	1	3	2	0
<b>Total New Listed Units</b>	<b>56</b>		<b>12</b>	<b>30</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,250,250</b>	<b>100%</b>	<b>1.56M</b>	<b>6.02M</b>	<b>3.28M</b>	<b>388.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$150,145</b>		<b>\$130,046</b>	<b>\$200,803</b>	<b>\$273,058</b>	<b>\$194,450</b>

# February 2019



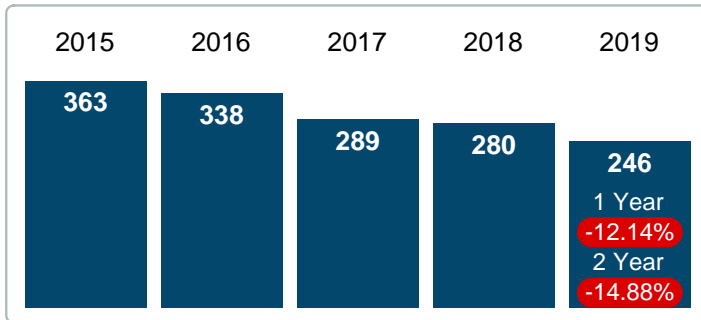
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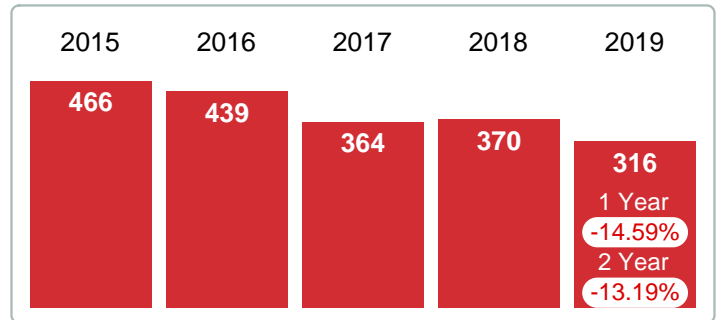
## ACTIVE INVENTORY

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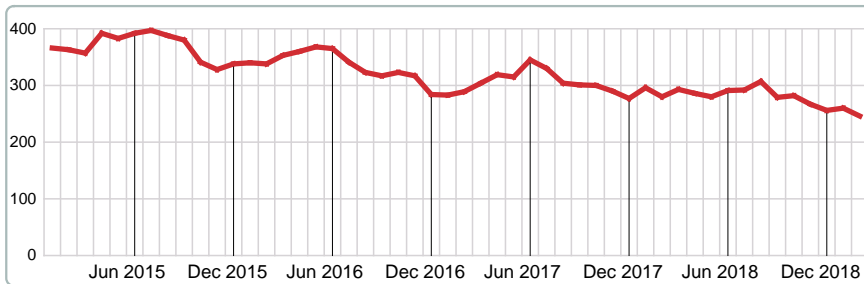
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

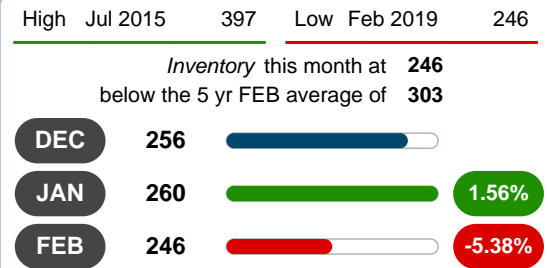


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 303



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	2.03%	109.4	5	0	0	0
\$25,001 - \$50,000	23	9.35%	85.5	15	8	0	0
\$50,001 - \$100,000	58	23.58%	76.0	19	30	9	0
\$100,001 - \$175,000	59	23.98%	74.9	5	41	11	2
\$175,001 - \$225,000	37	15.04%	77.3	4	21	9	3
\$225,001 - \$375,000	39	15.85%	81.2	3	15	14	7
\$375,001 and up	25	10.16%	83.8	3	14	5	3
<b>Total Active Inventory by Units</b>	<b>246</b>			<b>54</b>	<b>129</b>	<b>48</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>50,182,588</b>	<b>100%</b>	<b>79.1</b>	<b>5.88M</b>	<b>28.11M</b>	<b>12.09M</b>	<b>4.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$203,994</b>			<b>\$108,981</b>	<b>\$217,893</b>	<b>\$251,869</b>	<b>\$273,313</b>

# February 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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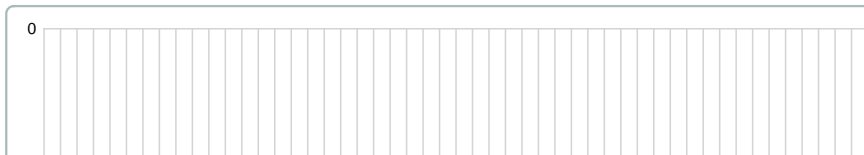
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
246	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf			
equal to 5 yr FEB average of inf			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16		6.50%	3.76	4.97	2.67	0.00	0.00	
\$40,001 - \$70,000	37		15.04%	4.88	3.91	5.84	6.00	0.00	
\$70,001 - \$110,000	40		16.26%	4.36	4.59	3.69	8.00	6.00	
\$110,001 - \$180,000	62		25.20%	4.40	4.62	4.20	5.20	4.00	
\$180,001 - \$240,000	32		13.01%	6.98	18.00	6.38	3.60	72.00	
\$240,001 - \$380,000	34		13.82%	10.74	12.00	9.75	10.50	16.00	
\$380,001 and up	25		10.16%	18.75	0.00	33.60	6.00	36.00	
Market Supply of Inventory (MSI)		5.57			5.10	5.23	6.06	15.00	
Total Active Inventory by Units		246	100%	5.57	54	129	48	15	

# February 2019



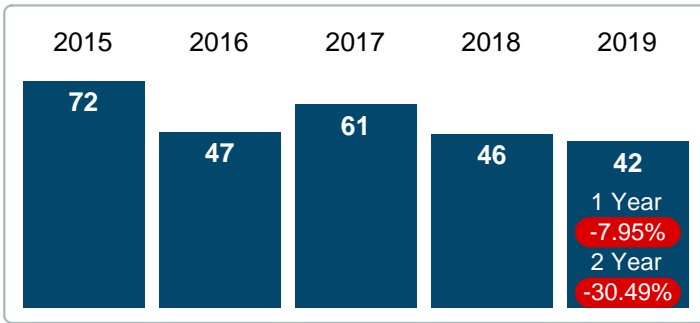
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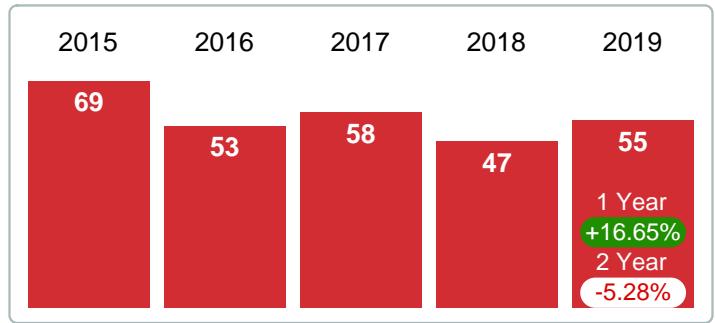
## AVERAGE DAYS ON MARKET TO SALE

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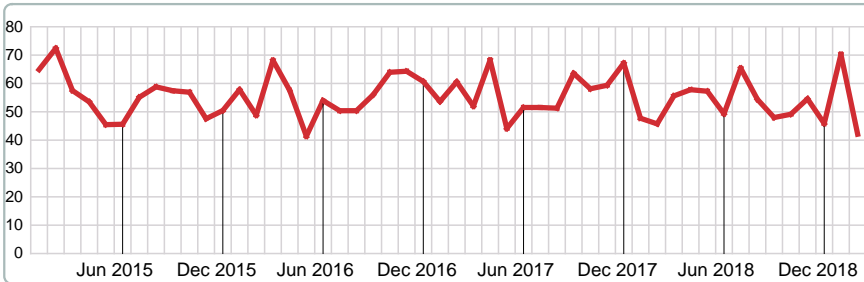
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

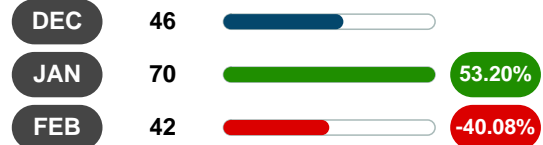


### 3 MONTHS

5 year FEB AVG = 54

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 42 below the 5 yr FEB average of 54



### 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	0.00%	0	0	0	0	0
\$30,001 - \$60,000	20.69%	23	14	22	56	0
\$60,001 - \$60,000	0.00%	0	0	0	0	0
\$60,001 - \$120,000	41.38%	55	42	68	0	0
\$120,001 - \$140,000	10.34%	10	3	14	0	0
\$140,001 - \$190,000	13.79%	40	0	47	20	0
\$190,001 and up	13.79%	57	17	26	93	0
<b>Average Closed DOM</b>		<b>42</b>	<b>28</b>	<b>46</b>	<b>66</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>11</b>	<b>14</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,250,245</b>	<b>884.50K</b>	<b>1.51M</b>	<b>857.90K</b>	<b>0.00B</b>

# February 2019



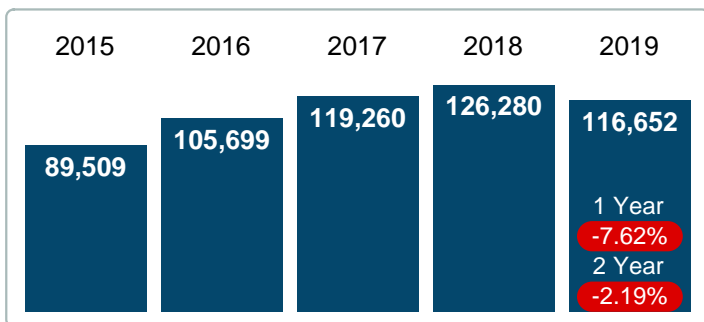
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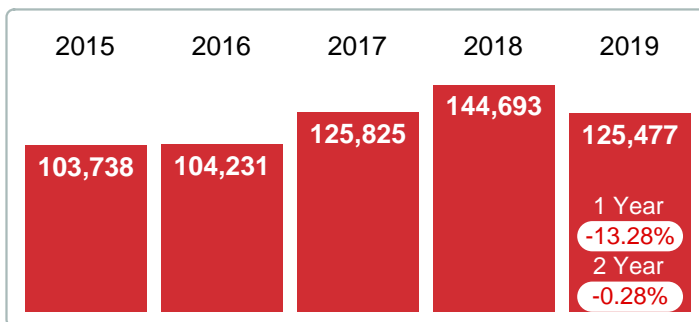
## AVERAGE LIST PRICE AT CLOSING

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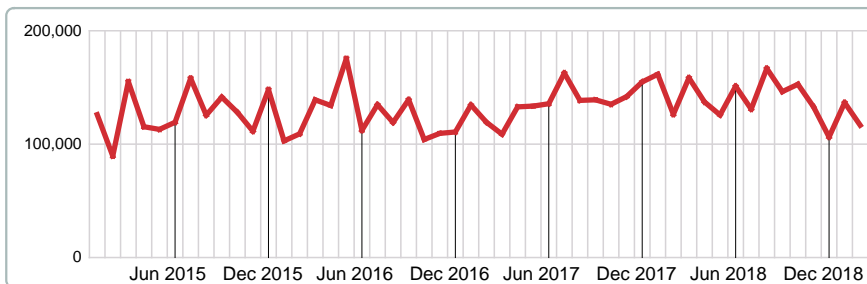
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

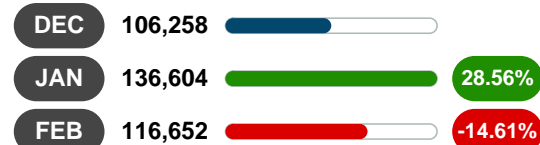


### 3 MONTHS

5 year FEB AVG = 111,480

High May 2016 175,467 Low Feb 2015 89,509

Average List Price at Closing this month at **116,652**  
above the 5 yr FEB average of **111,480**



### 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
\$30,000 and less	0.00%	0	0	0	0	0
\$30,001 - \$60,000	20.69%	46,633	41,800	59,950	34,500	0
\$60,001 - \$60,000	0.00%	0	0	0	0	0
\$60,001 - \$120,000	41.38%	83,067	78,300	87,833	0	0
\$120,001 - \$140,000	10.34%	130,667	124,000	139,500	0	0
\$140,001 - \$190,000	13.79%	159,125	0	152,233	168,800	0
\$190,001 and up	13.79%	269,450	199,900	199,900	339,000	0
<b>Average List Price</b>		<b>116,652</b>	<b>83,555</b>	<b>113,036</b>	<b>220,325</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>116,652</b>	<b>11</b>	<b>14</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,382,900</b>	<b>919.10K</b>	<b>1.58M</b>	<b>881.30K</b>	<b>0.00B</b>



# February 2019



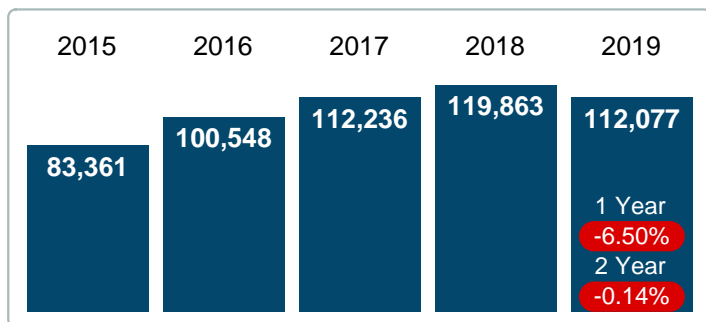
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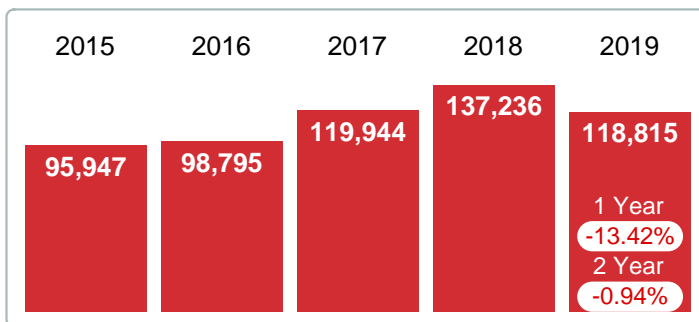
## AVERAGE SOLD PRICE AT CLOSING

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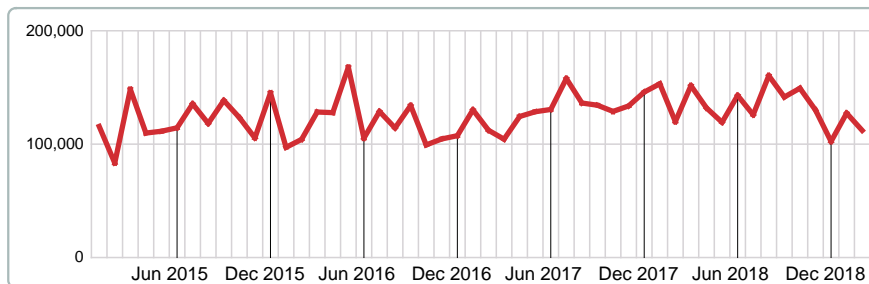
### FEBRUARY



### YEAR TO DATE (YTD)

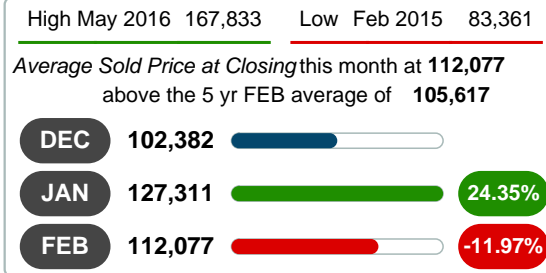


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 105,617



### 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	0	0.00%	0	0	0	0	
\$30,001 - \$60,000	6	20.69%	44,000	38,000	57,500	35,000	
\$60,001 - \$60,000	0	0.00%	0	0	0	0	
\$60,001 - \$120,000	12	41.38%	78,175	74,750	81,599	0	
\$120,001 - \$140,000	3	10.34%	129,000	124,000	131,500	0	
\$140,001 - \$190,000	4	13.79%	152,538	0	149,417	161,900	
\$190,001 and up	4	13.79%	262,750	198,000	192,000	330,500	
<b>Average Sold Price</b>		<b>112,077</b>		<b>80,409</b>	<b>107,703</b>	<b>214,475</b>	<b>0</b>
<b>Total Closed Units</b>		<b>29</b>	<b>100%</b>	<b>112,077</b>	<b>11</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>3,250,245</b>		<b>884.50K</b>	<b>1.51M</b>	<b>857.90K</b>	<b>0.00B</b>

# February 2019



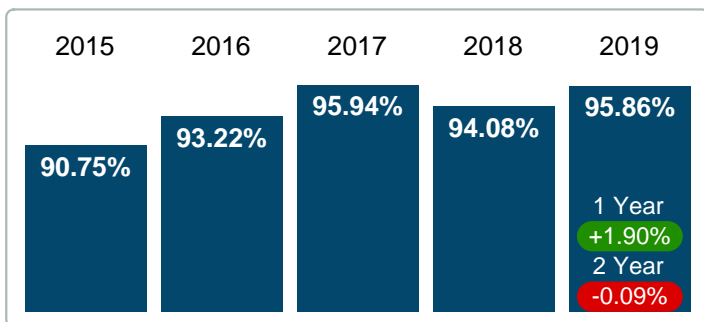
Area Delimited by County Of Cherokee - Residential Property Type



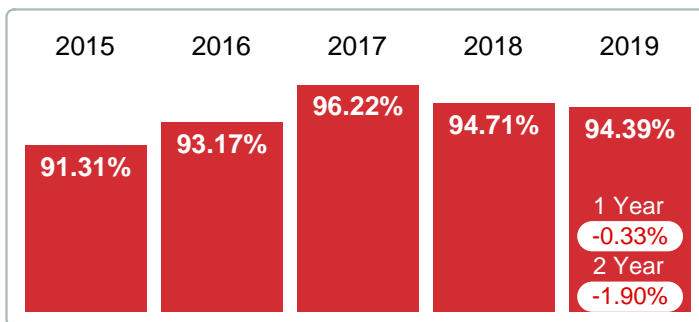
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

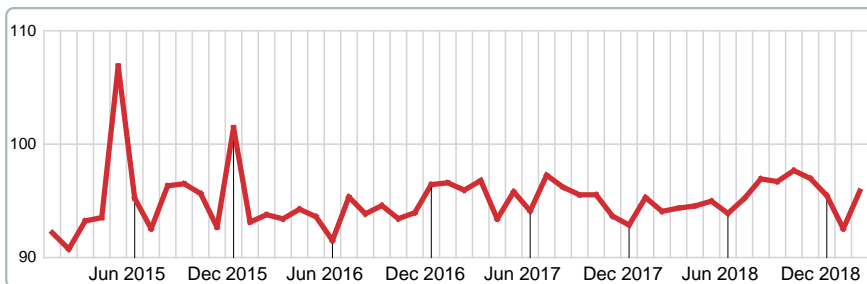
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

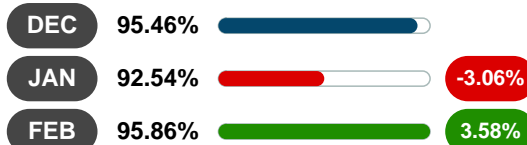


### 3 MONTHS

5 year FEB AVG = 93.97%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.86%** above the 5 yr FEB average of **93.97%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	6	20.69%	95.33%	92.90%	95.91%	101.45%	0.00%
\$60,001 - \$60,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$60,001 - \$120,000	12	41.38%	94.60%	95.86%	93.33%	0.00%	0.00%
\$120,001 - \$140,000	3	10.34%	96.37%	100.00%	94.56%	0.00%	0.00%
\$140,001 - \$190,000	4	13.79%	98.00%	0.00%	98.70%	95.91%	0.00%
\$190,001 and up	4	13.79%	97.92%	99.05%	96.05%	98.29%	0.00%
Average Sold/List Ratio		95.90%		95.72%	95.22%	98.49%	0.00%
Total Closed Units		29	100%	11	14	4	
Total Closed Volume		3,250,245		884.50K	1.51M	857.90K	0.00B

# February 2019



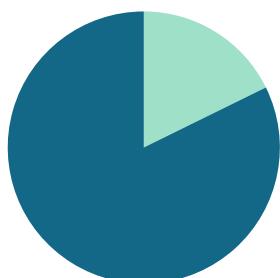
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

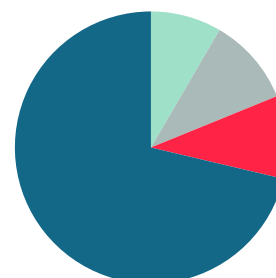


**Inventory**  
 New Listings  
**56 = 17.72%**  
 Start Inventory  
**260**  
 Total Inventory Units  
**316**  
 Volume  
**\$62,902,935**

### Market Activity

Closed Sales  
**29 = 8.41%**  
 Pending Sales  
**36 = 10.43%**  
 Other Off Market  
**34 = 9.86%**  
 Active Inventory  
**246 = 71.30%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	23	29	26.09%	48	52	8.33%
Pending Sales	39	36	-7.69%	71	64	-9.86%
New Listings	74	56	-24.32%	155	144	-7.10%
Average List Price	126,280	116,652	-7.62%	144,693	125,477	-13.28%
Average Sale Price	119,863	112,077	-6.50%	137,236	118,815	-13.42%
Average Percent of Selling Price to List Price	94.08%	95.86%	1.90%	94.71%	94.39%	-0.33%
Average Days on Market to Sale	45.74	42.10	-7.95%	46.77	54.56	16.65%
Monthly Inventory	280	246	-12.14%	280	246	-12.14%
Months Supply of Inventory	6.84	5.57	-18.61%	6.84	5.57	-18.61%

**Absorption:** Last 12 months, an Average of **44** Sales/Month

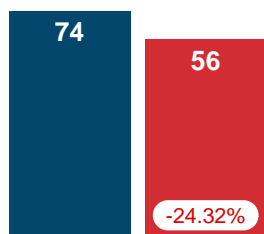
**Inventory** on February 28, 2019 = **246**

**2018** **2019**

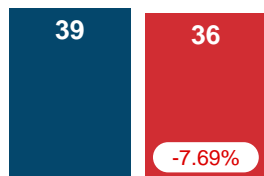
### FEBRUARY MARKET

### AVERAGE PRICES

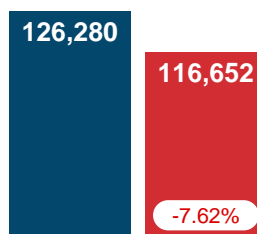
#### New Listings



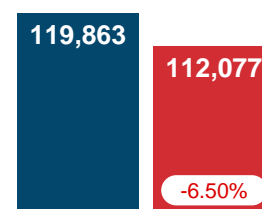
#### Pending Listings



#### List Price



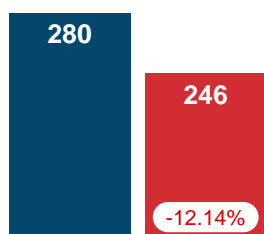
#### Sale Price



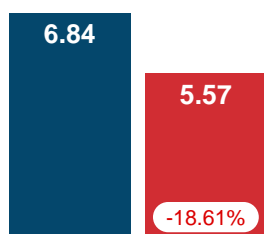
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

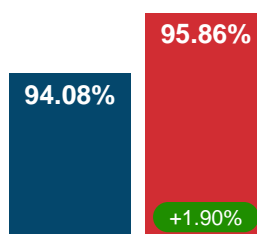
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

