

# February 2019



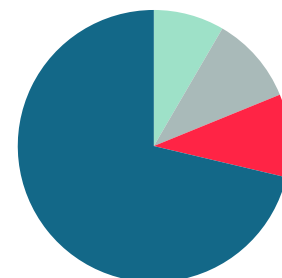
Area Delimited by County Of Cherokee - Residential Property Type



## 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% |
| Median List Price                             | 119,900  | 97,000 | -19.10% |
| Median Sale Price                             | 119,000  | 82,000 | -31.09% |
| Median Percent of Selling Price to List Price | 95.42%   | 97.47% | 2.15%   |
| Median Days on Market to Sale                 | 24.00    | 21.00  | -12.50% |
| 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.

#### 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 **31.09%** in February 2019 to \$82,000 versus the previous year at \$119,000.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 3.00 days or **12.50%** in February 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for February 2019 is Positive

Overall, with Median 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>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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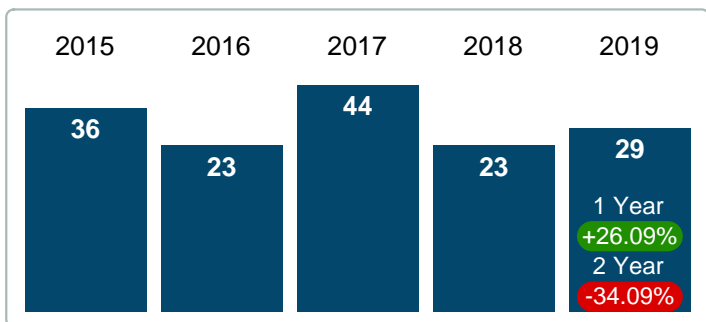
Area Delimited by County Of Cherokee - Residential Property Type



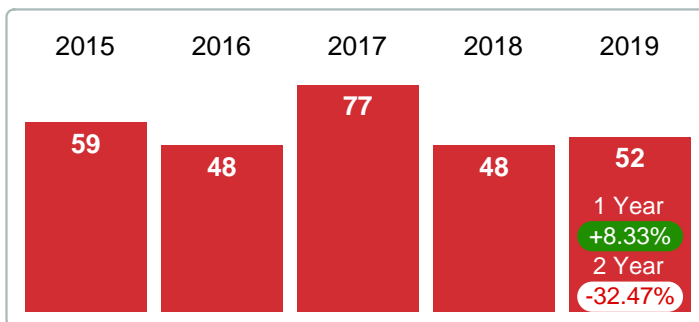
## CLOSED LISTINGS

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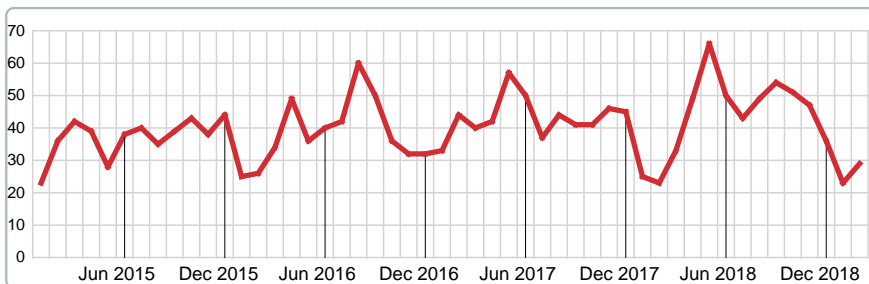
### FEBRUARY



### 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 |                  | %           | MDOM        | 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%      | 20.0        | 3               | 2                | 1                | 0            |
| \$60,001 - \$60,000                            | 0                | 0.00%       | 20.0        | 0               | 0                | 0                | 0            |
| \$60,001 - \$120,000                           | 12               | 41.38%      | 32.5        | 6               | 6                | 0                | 0            |
| \$120,001 - \$140,000                          | 3                | 10.34%      | 7.0         | 1               | 2                | 0                | 0            |
| \$140,001 - \$190,000                          | 4                | 13.79%      | 22.0        | 0               | 3                | 1                | 0            |
| \$190,001 and up                               | 4                | 13.79%      | 50.5        | 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>21.0</b> | <b>884.50K</b>  | <b>1.51M</b>     | <b>857.90K</b>   | <b>0.00B</b> |
| <b>Median Closed Price</b>                     | <b>\$82,000</b>  |             |             | <b>\$65,000</b> | <b>\$106,000</b> | <b>\$188,450</b> | <b>\$0</b>   |

# February 2019



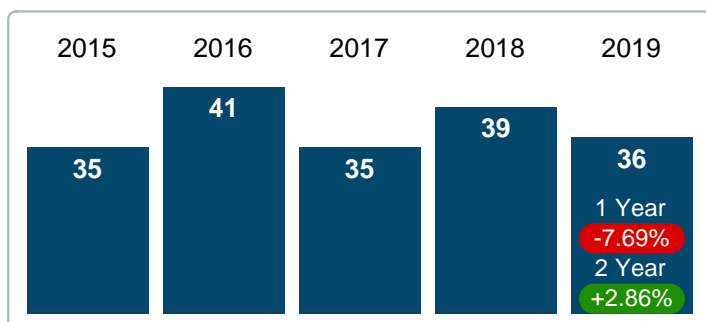
Area Delimited by County Of Cherokee - Residential Property Type



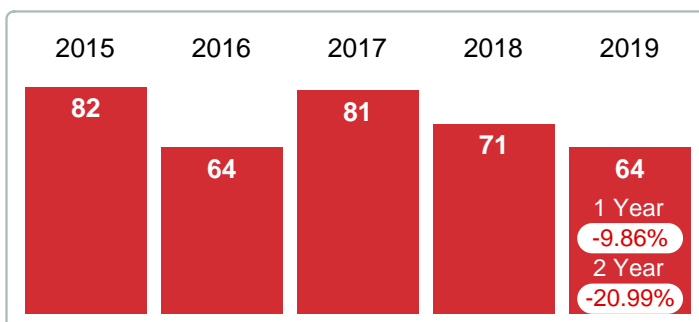
## PENDING LISTINGS

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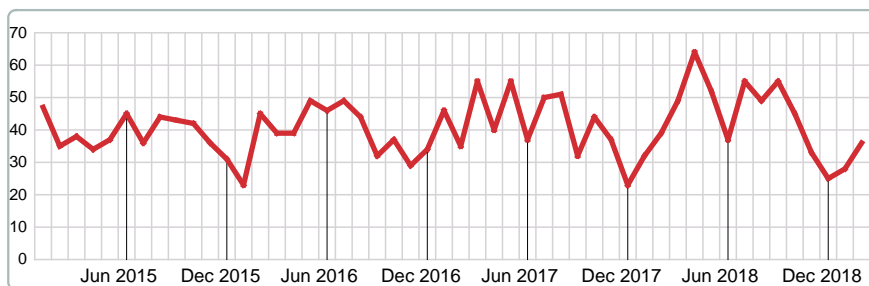
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

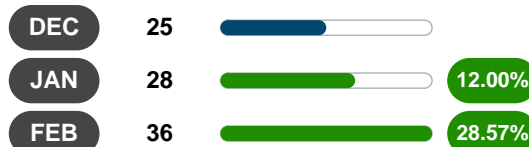


### 3 MONTHS

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 |                  | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds      |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$40,000 and less                               | 2                | 5.56%       | 82.0        | 1               | 0                | 1                | 0            |
| \$40,001 - \$80,000                             | 6                | 16.67%      | 30.0        | 3               | 2                | 1                | 0            |
| \$80,001 - \$100,000                            | 4                | 11.11%      | 37.5        | 2               | 2                | 0                | 0            |
| \$100,001 - \$170,000                           | 9                | 25.00%      | 47.0        | 1               | 8                | 0                | 0            |
| \$170,001 - \$210,000                           | 6                | 16.67%      | 24.0        | 0               | 4                | 2                | 0            |
| \$210,001 - \$270,000                           | 5                | 13.89%      | 77.0        | 0               | 3                | 2                | 0            |
| \$270,001 and up                                | 4                | 11.11%      | 95.5        | 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>49.0</b> | <b>878.30K</b>  | <b>3.41M</b>     | <b>1.27M</b>     | <b>0.00B</b> |
| <b>Median Listing Price</b>                     | <b>\$132,200</b> |             |             | <b>\$76,250</b> | <b>\$139,900</b> | <b>\$195,000</b> | <b>\$0</b>   |

# February 2019



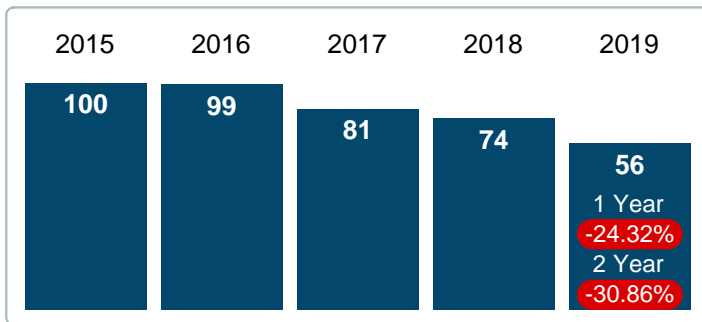
Area Delimited by County Of Cherokee - Residential Property Type



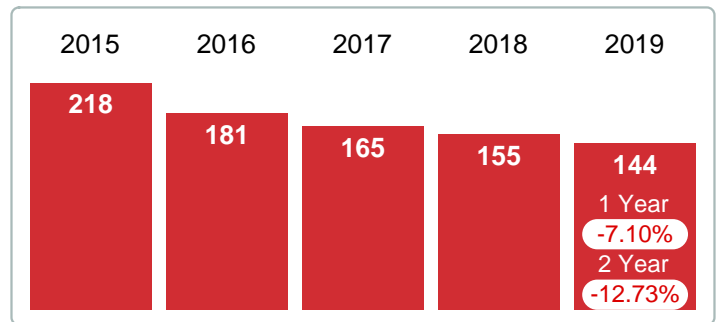
## NEW LISTINGS

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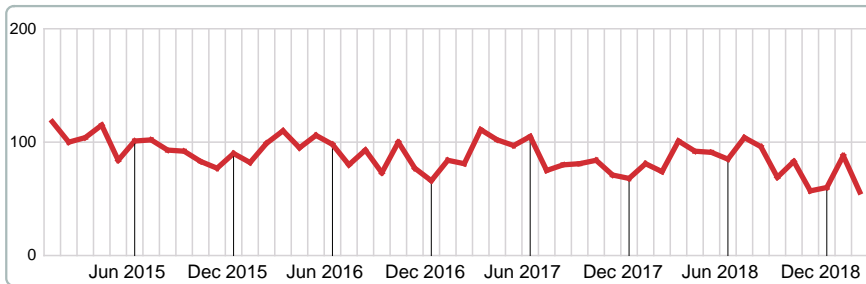
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

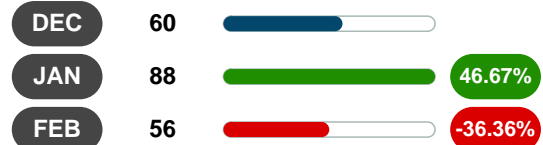


### 3 MONTHS

5 year FEB AVG = 82

High Jan 2015 118 Low Feb 2019 56

New Listings this month at 56  
below the 5 yr FEB average of 82



### 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                           | 5                 | 8.93%       | 2                | 3                | 0                | 0                |
| \$60,001 - \$70,000                         | 5                 | 8.93%       | 1                | 3                | 1                | 0                |
| \$70,001 - \$110,000                        | 12                | 21.43%      | 5                | 5                | 2                | 0                |
| \$110,001 - \$170,000                       | 11                | 19.64%      | 1                | 8                | 1                | 1                |
| \$170,001 - \$230,000                       | 10                | 17.86%      | 1                | 5                | 4                | 0                |
| \$230,001 - \$360,000                       | 7                 | 12.50%      | 1                | 3                | 2                | 1                |
| \$360,001 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>Median New Listed Listing Price</b>      | <b>\$137,450</b>  |             | <b>\$105,000</b> | <b>\$135,950</b> | <b>\$184,400</b> | <b>\$194,450</b> |

# February 2019



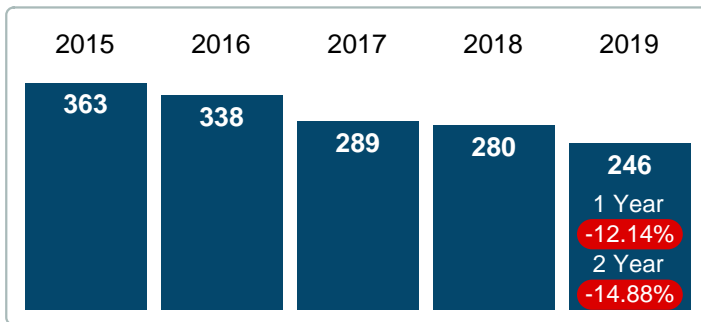
Area Delimited by County Of Cherokee - Residential Property Type



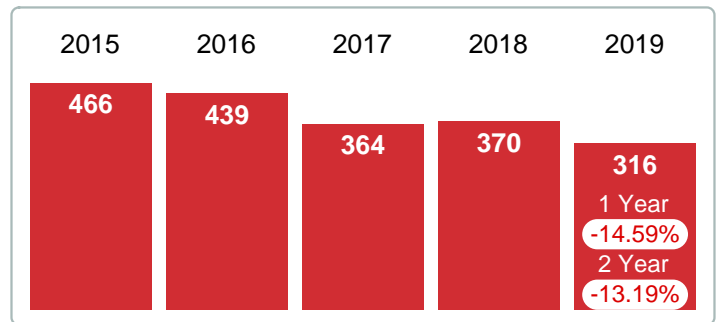
## ACTIVE INVENTORY

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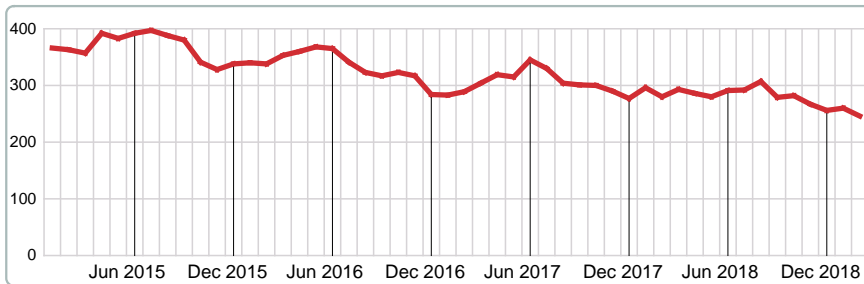
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

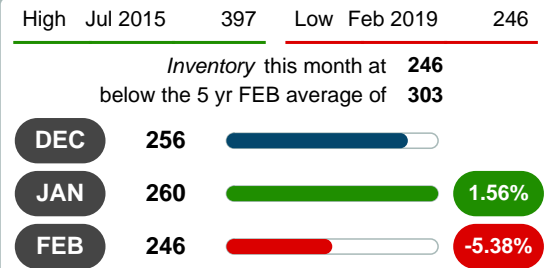


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 303



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |            | %      | MDOM | 1-2 Beds | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|------------|--------|------|----------|-----------|-----------|-----------|
| \$40,000 and less                        | 16         | 6.50%  | 71.5 | 12       | 4         | 0         | 0         |
| \$40,001 - \$70,000                      | 37         | 15.04% | 57.0 | 15       | 18        | 4         | 0         |
| \$70,001 - \$110,000                     | 40         | 16.26% | 76.5 | 13       | 20        | 6         | 1         |
| \$110,001 - \$180,000                    | 62         | 25.20% | 57.0 | 5        | 43        | 13        | 1         |
| \$180,001 - \$240,000                    | 32         | 13.01% | 79.0 | 3        | 17        | 6         | 6         |
| \$240,001 - \$380,000                    | 34         | 13.82% | 56.0 | 3        | 13        | 14        | 4         |
| \$380,001 and up                         | 25         | 10.16% | 86.0 | 3        | 14        | 5         | 3         |
| Total Active Inventory by Units          | 246        |        |      | 54       | 129       | 48        | 15        |
| Total Active Inventory by Volume         | 50,182,588 | 100%   | 69.0 | 5.88M    | 28.11M    | 12.09M    | 4.10M     |
| Median Active Inventory Listing Price    | \$149,900  |        |      | \$70,450 | \$149,000 | \$189,900 | \$240,000 |

# February 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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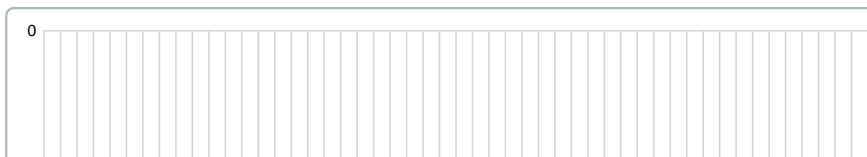
### MSI FOR FEBRUARY

| 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                         |    | 100%   | 5.57  | 54       | 129    | 48     | 15      |

# February 2019



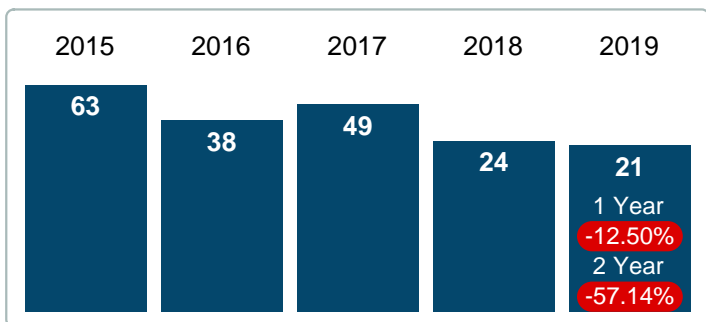
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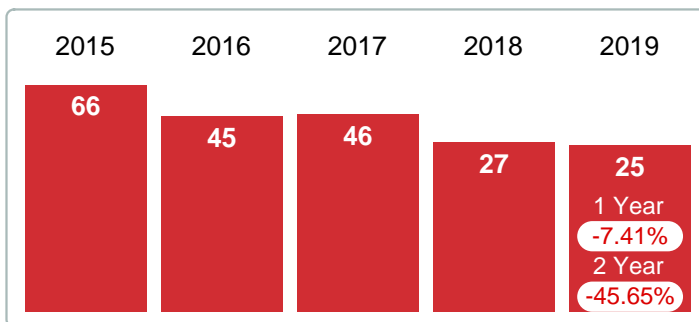
## MEDIAN DAYS ON MARKET TO SALE

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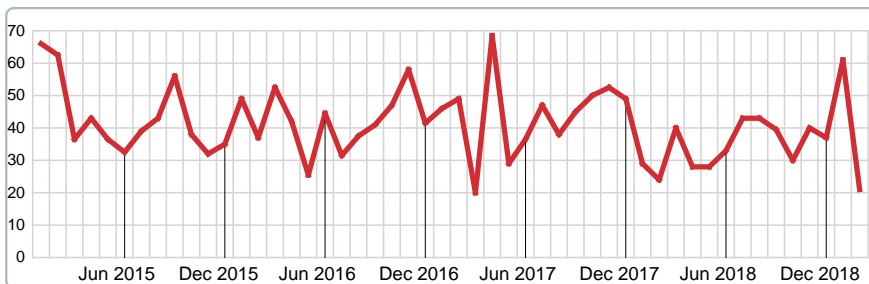
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

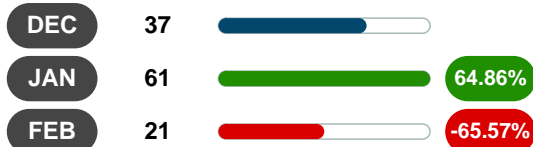


### 3 MONTHS

5 year FEB AVG = 39

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 21 below the 5 yr FEB average of 39



### 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  | 0.00%  | 86        | 0        | 0      | 0       | 0       |
| \$30,001 - \$60,000  | 20.69% | 20        | 18       | 22     | 56      | 0       |
| \$60,001 - \$60,000  | 0.00%  | 20        | 0        | 0      | 0       | 0       |
| \$60,001 - \$120,000   | 41.38% | 33        | 6        | 78     | 0       | 0       |
| \$120,001 - \$140,000  | 10.34% | 7         | 3        | 14     | 0       | 0       |
| \$140,001 - \$190,000  | 13.79% | 22        | 0        | 24     | 20      | 0       |
| \$190,001 and up   | 13.79% | 51        | 17       | 26     | 93      | 0       |
| Median Closed DOM  |        | 21        | 7        | 25     | 66      | 0       |
| Total Closed Units   | 100%   | 29        | 11       | 14     | 4       |         |
| Total Closed Volume  |        | 3,250,245 | 884.50K  | 1.51M  | 857.90K | 0.00B   |

# February 2019



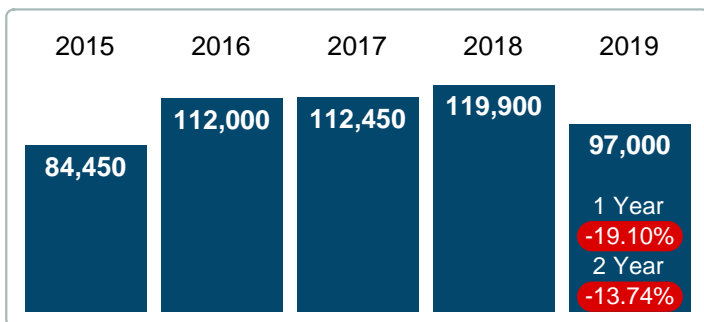
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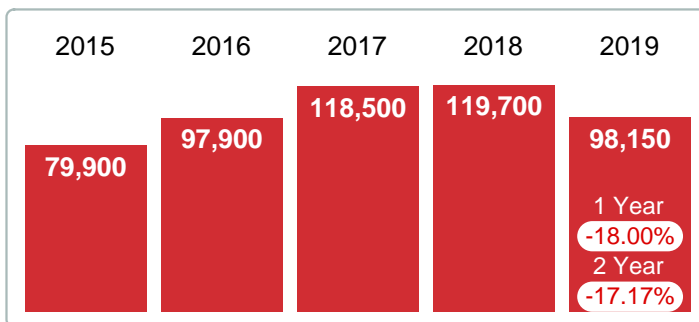
## MEDIAN LIST PRICE AT CLOSING

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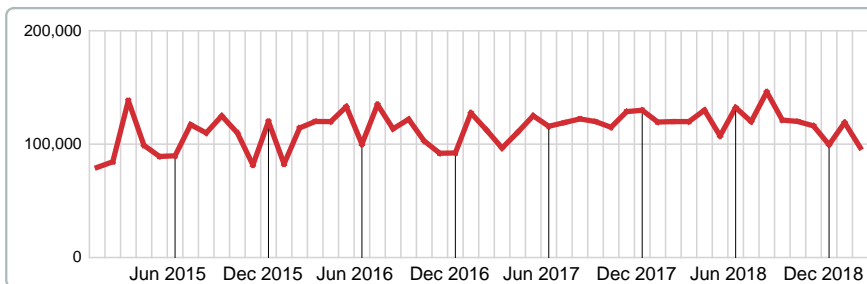
### FEBRUARY



### YEAR TO DATE (YTD)

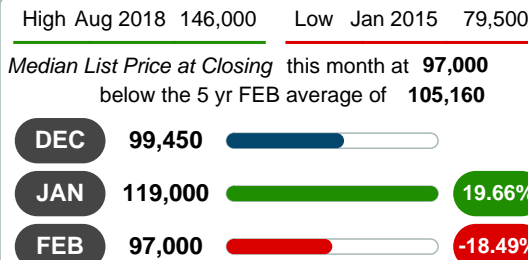


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 105,160



### 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   | 0.00%       | 51               | 0              | 0              | 0              | 0            |
| \$30,001 - \$60,000   | 20.69%      | 45,450           | 36,000         | 59,950         | 34,500         | 0            |
| \$60,001 - \$60,000   | 0.00%       | 45,450           | 0              | 0              | 0              | 0            |
| \$60,001 - \$120,000  | 41.38%      | 79,050           | 74,150         | 86,400         | 0              | 0            |
| \$120,001 - \$140,000                                       | 10.34%      | 129,000          | 124,000        | 134,000        | 0              | 0            |
| \$140,001 - \$190,000                                       | 13.79%      | 159,400          | 0              | 150,000        | 168,800        | 0            |
| \$190,001 and up  | 13.79%      | 206,950          | 199,900        | 199,900        | 339,000        | 0            |
| <b>Median List Price</b>                                    |             | <b>97,000</b>    | <b>66,000</b>  | <b>108,500</b> | <b>191,400</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                   | <b>100%</b> | <b>97,000</b>    | <b>11</b>      | <b>14</b>      | <b>4</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



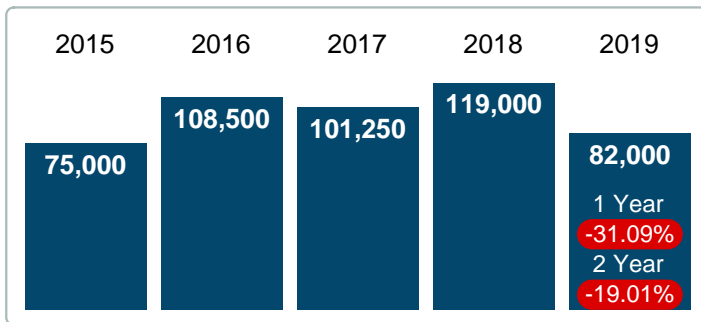
Area Delimited by County Of Cherokee - Residential Property Type



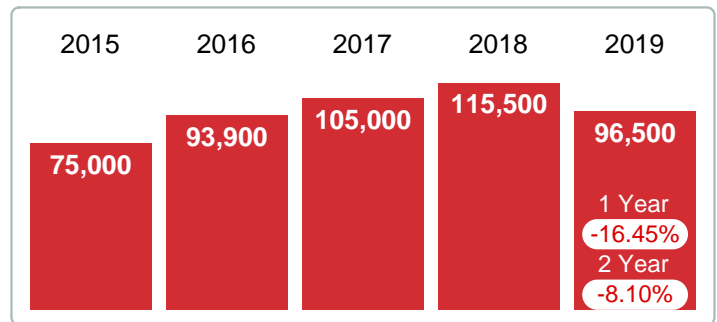
## MEDIAN SOLD PRICE AT CLOSING

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

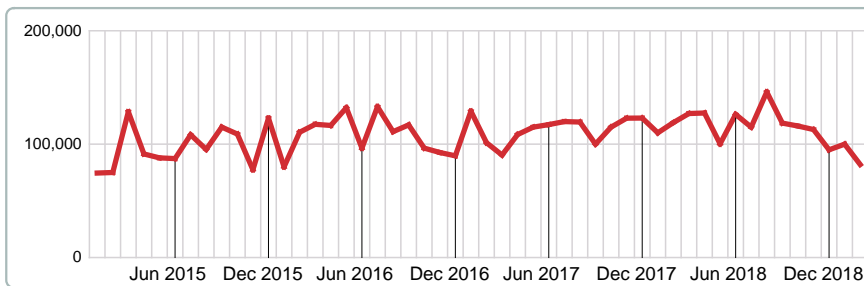
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

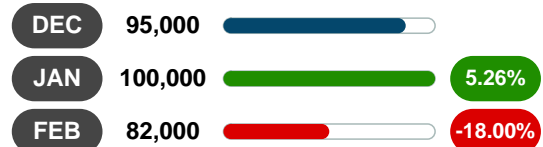


### 3 MONTHS

5 year FEB AVG = 97,150

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

Median Sold Price at Closing this month at **82,000**  
below the 5 yr FEB average of **97,150**



### 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   | 0  | 0.00%  | 206,950   | 0        | 0       | 0       | 0       |
| \$30,001 - \$60,000   | 6  | 20.69% | 40,000    | 36,000   | 57,500  | 35,000  | 0       |
| \$60,001 - \$60,000   | 0  | 0.00%  | 40,000    | 0        | 0       | 0       | 0       |
| \$60,001 - \$120,000  | 12 | 41.38% | 71,650    | 71,000   | 71,650  | 0       | 0       |
| \$120,001 - \$140,000                                       | 3  | 10.34% | 127,000   | 124,000  | 131,500 | 0       | 0       |
| \$140,001 - \$190,000                                       | 4  | 13.79% | 152,250   | 0        | 144,500 | 161,900 | 0       |
| \$190,001 and up  | 4  | 13.79% | 206,500   | 198,000  | 192,000 | 330,500 | 0       |
| Median Sold Price   |    |        | 82,000    | 65,000   | 106,000 | 188,450 | 0       |
| Total Closed Units  |    | 100%   | 82,000    | 11       | 14      | 4       |         |
| Total Closed Volume   |    |        | 3,250,245 | 884.50K  | 1.51M   | 857.90K | 0.00B   |

# February 2019



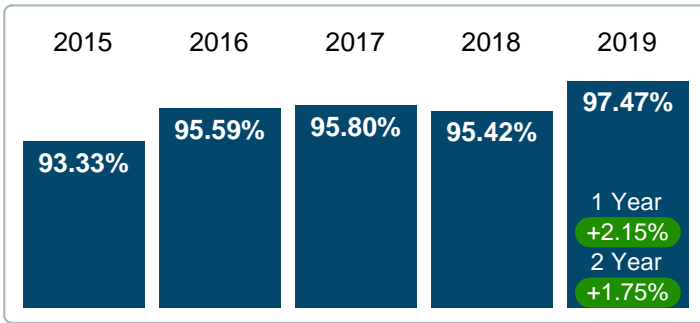
Area Delimited by County Of Cherokee - Residential Property Type



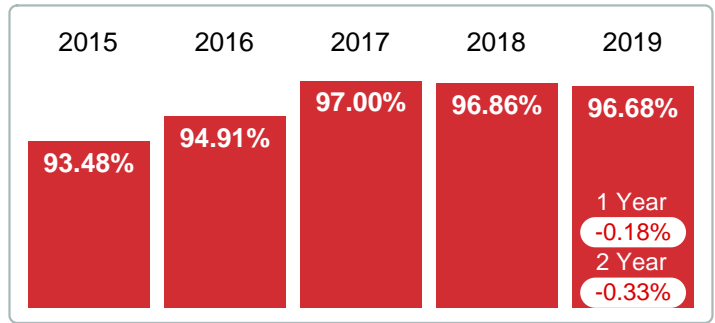
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

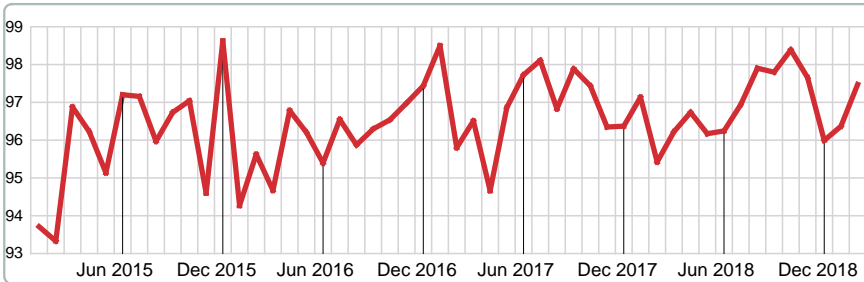
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

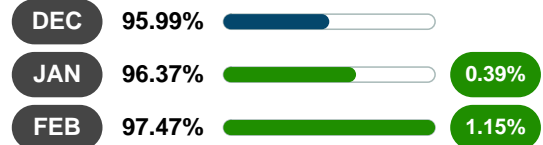


### 3 MONTHS

5 year FEB AVG = 95.52%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **97.47%**  
above the 5 yr FEB average of **95.52%**



## 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                              | 0  | 0.00%     | 96.50% | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$30,001 - \$60,000                            | 6  | 20.69%    | 99.28% | 98.55%   | 95.91%  | 101.45% | 0.00%   |
| \$60,001 - \$60,000                            | 0  | 0.00%     | 99.28% | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$60,001 - \$120,000                           | 12 | 41.38%    | 96.19% | 96.46%   | 96.19%  | 0.00%   | 0.00%   |
| \$120,001 - \$140,000                          | 3  | 10.34%    | 98.45% | 100.00%  | 94.56%  | 0.00%   | 0.00%   |
| \$140,001 - \$190,000                          | 4  | 13.79%    | 98.29% | 0.00%    | 100.67% | 95.91%  | 0.00%   |
| \$190,001 and up                               | 4  | 13.79%    | 97.59% | 99.05%   | 96.05%  | 98.29%  | 0.00%   |
| Median Sold/List Ratio                         |    | 97.47%    |        | 98.55%   | 96.37%  | 98.29%  | 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



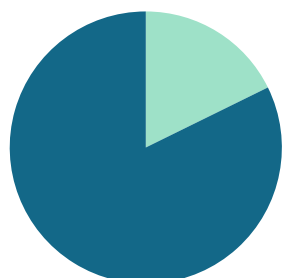
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



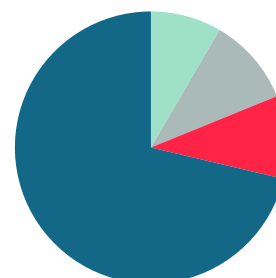
**Inventory**

- 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%  |
| Median List Price                             | 119,900  | 97,000 | -19.10% | 119,700      | 98,150 | -18.00% |
| Median Sale Price                             | 119,000  | 82,000 | -31.09% | 115,500      | 96,500 | -16.45% |
| Median Percent of Selling Price to List Price | 95.42%   | 97.47% | 2.15%   | 96.86%       | 96.68% | -0.18%  |
| Median Days on Market to Sale                 | 24.00    | 21.00  | -12.50% | 27.00        | 25.00  | -7.41%  |
| 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

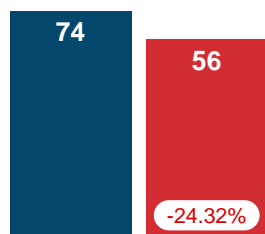
**Inventory** on February 28, 2019 = **246**

**2018** **2019**

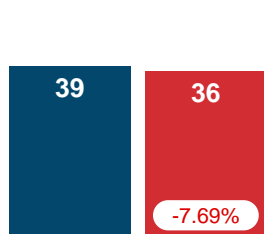
### FEBRUARY MARKET

### MEDIAN PRICES

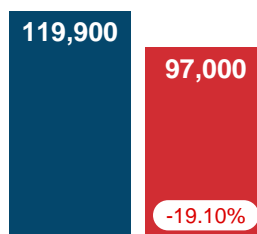
#### New Listings



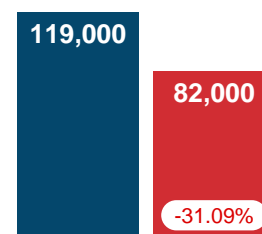
#### Pending Listings



#### List Price



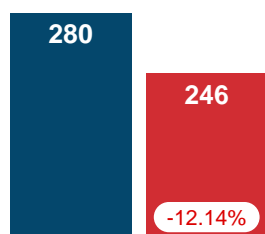
#### Sale Price



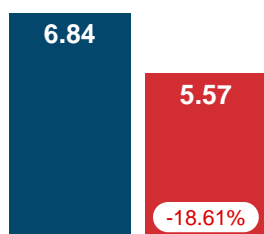
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

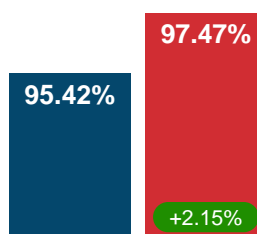
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

