

January 2019



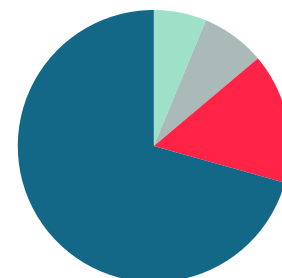
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	25	23	-8.00%
Pending Listings	32	28	-12.50%
New Listings	81	88	8.64%
Average List Price	161,632	136,604	-15.48%
Average Sale Price	153,218	127,311	-16.91%
Average Percent of Selling Price to List Price	95.29%	92.54%	-2.89%
Average Days on Market to Sale	47.72	70.26	47.24%
End of Month Inventory	296	260	-12.16%
Months Supply of Inventory	6.94	5.95	-14.17%



■ Closed (6.25%)
■ Pending (7.61%)
■ Other OffMarket (15.49%)
■ Active (70.65%)

Absorption: Last 12 months, an Average of **44** Sales/Month
Active Inventory as of January 31, 2019 = **260**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **12.16%** to 260 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 **5.95** 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 **16.91%** in January 2019 to \$127,311 versus the previous year at \$153,218.

Average Days on Market Lengthens

The average number of **70.26** days that homes spent on the market before selling increased by 22.54 days or **47.24%** in January 2019 compared to last year's same month at **47.72** DOM.

Sales Success for January 2019 is Positive

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

There were 88 New Listings in January 2019, up **8.64%** from last year at 81. Furthermore, there were 23 Closed Listings this month versus last year at 25, a **-8.00%** decrease.

Closed versus Listed trends yielded a **26.1%** ratio, down from previous year's, January 2018, at **30.9%**, a **15.32%** downswing. This will certainly create pressure on a decreasing Monthly 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.

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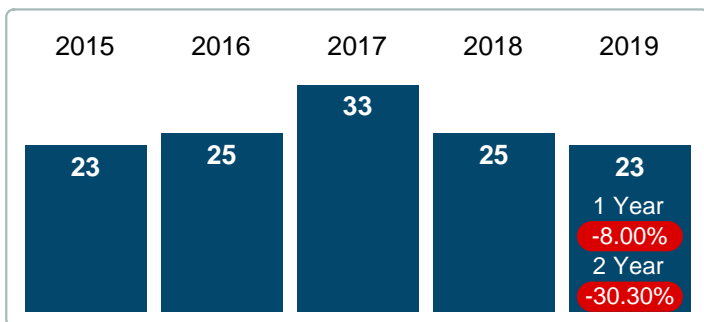
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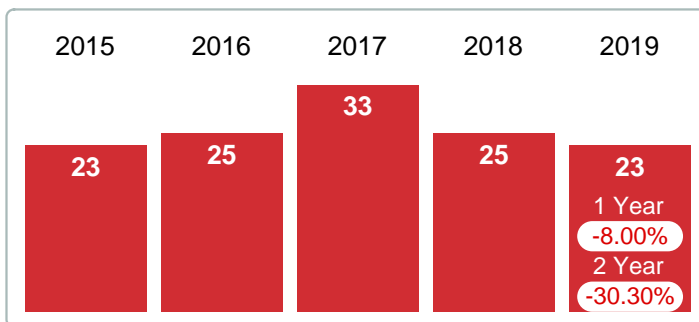
CLOSED LISTINGS

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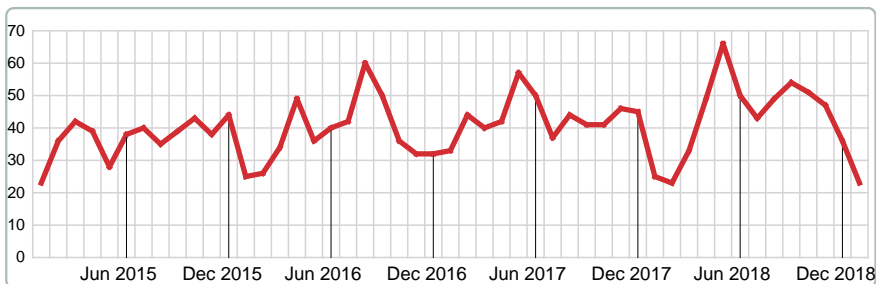
JANUARY



YEAR TO DATE (YTD)

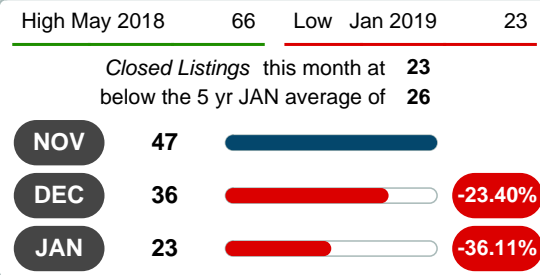


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 26



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	13.04%	53.0	2	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$60,000	4	17.39%	75.3	2	2	0	0
\$60,001 - \$130,000	8	34.78%	87.3	4	4	0	0
\$130,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$240,000	5	21.74%	23.4	0	5	0	0
\$240,001 and up	3	13.04%	113.7	0	1	2	0
Total Closed Units	23			8	13	2	0
Total Closed Volume	2,928,150	100%	70.3	488.20K	1.81M	630.00K	0.00B
Average Closed Price	\$127,311			\$61,025	\$139,227	\$315,000	\$0

January 2019



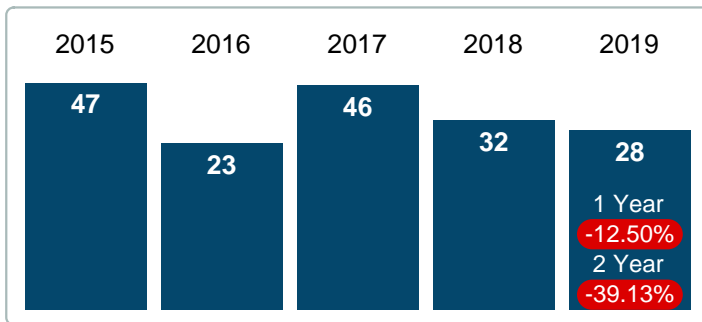
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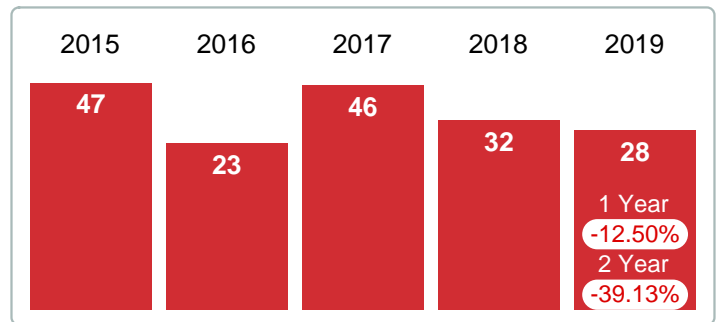
PENDING LISTINGS

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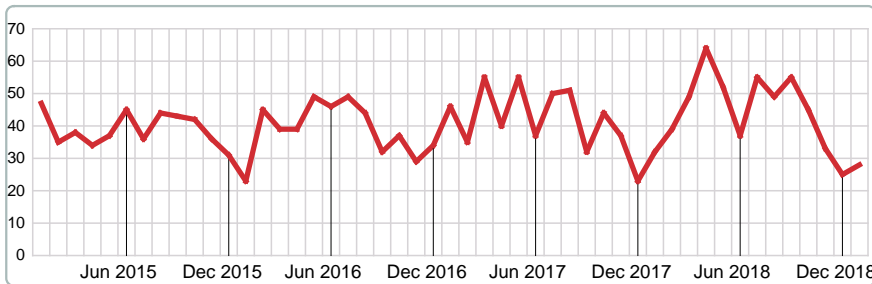
JANUARY



YEAR TO DATE (YTD)

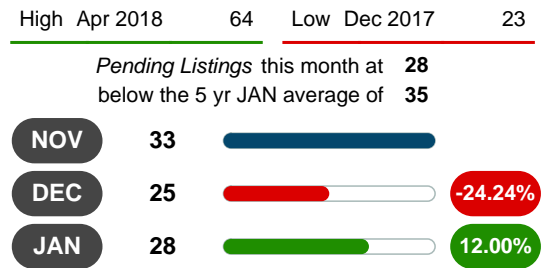


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<div style="width: 7.14%; background-color: #004a7c;"></div> 2	7.14%	11.5	2	0	0	0
\$40,001 - \$50,000	<div style="width: 14.29%; background-color: #004a7c;"></div> 4	14.29%	59.8	2	2	0	0
\$50,001 - \$80,000	<div style="width: 14.29%; background-color: #004a7c;"></div> 4	14.29%	45.8	2	2	0	0
\$80,001 - \$130,000	<div style="width: 21.43%; background-color: #004a7c;"></div> 6	21.43%	62.3	4	2	0	0
\$130,001 - \$160,000	<div style="width: 14.29%; background-color: #004a7c;"></div> 4	14.29%	12.5	0	4	0	0
\$160,001 - \$190,000	<div style="width: 17.86%; background-color: #004a7c;"></div> 5	17.86%	90.0	0	3	2	0
\$190,001 and up	<div style="width: 10.71%; background-color: #004a7c;"></div> 3	10.71%	22.0	2	1	0	0
Total Pending Units	28			12	14	2	0
Total Pending Volume	3,185,900	100%	50.1	1.10M	1.72M	358.90K	0.00B
Average Listing Price	\$112,333			\$92,067	\$123,014	\$179,450	\$0

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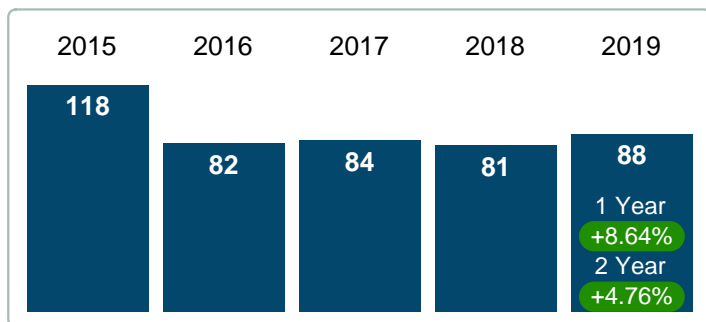
Area Delimited by County Of Cherokee - Residential Property Type



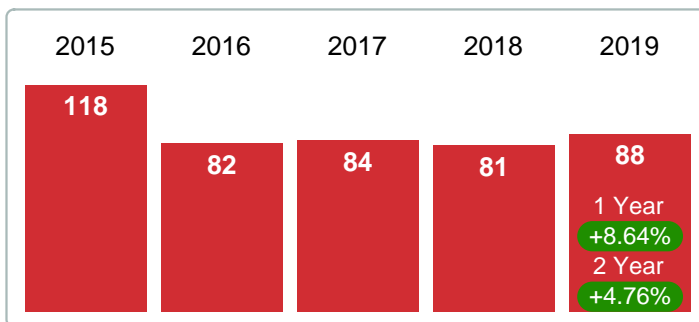
NEW LISTINGS

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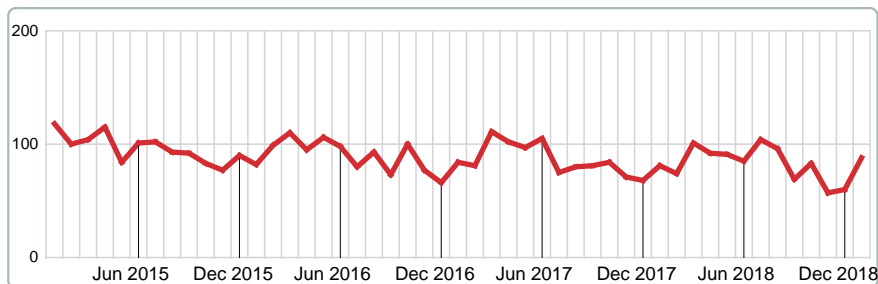
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

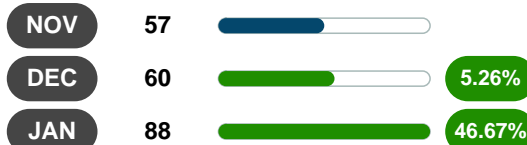


3 MONTHS

5 year JAN AVG = 91

High Jan 2015 118 Low Nov 2018 57

New Listings this month at 88
below the 5 yr JAN average of 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	5.68%	5	0	0	0
\$40,001 - \$60,000	10	11.36%	3	5	2	0
\$60,001 - \$110,000	18	20.45%	7	8	3	0
\$110,001 - \$160,000	22	25.00%	2	19	1	0
\$160,001 - \$190,000	12	13.64%	1	7	4	0
\$190,001 - \$270,000	11	12.50%	1	5	4	1
\$270,001 and up	10	11.36%	0	3	6	1
Total New Listed Units	88		19	47	20	2
Total New Listed Volume	14,341,150	100%	1.46M	6.83M	5.44M	608.90K
Average New Listed Listing Price	\$131,564		\$76,711	\$145,410	\$272,025	\$304,450

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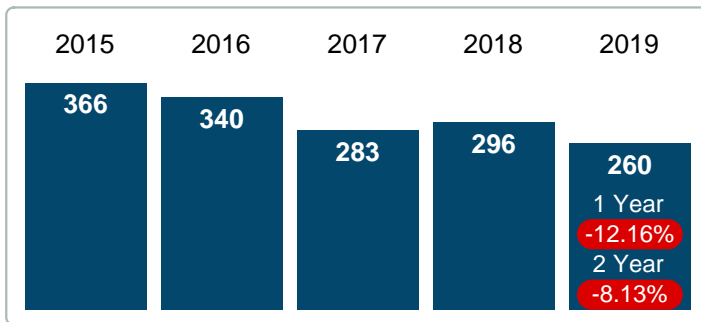
Area Delimited by County Of Cherokee - Residential Property Type



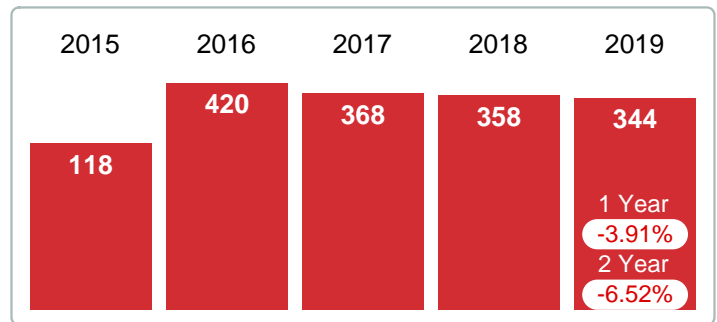
ACTIVE INVENTORY

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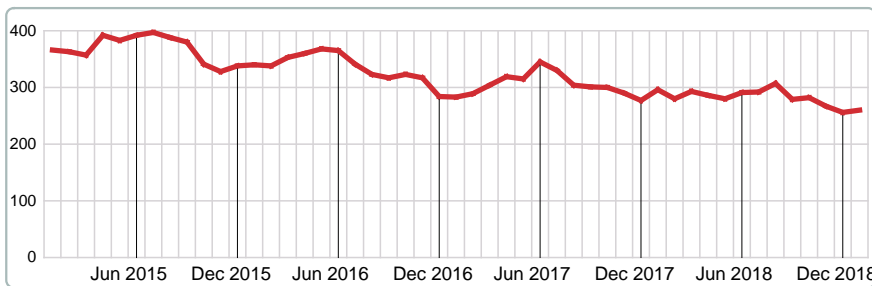
END OF JANUARY



ACTIVE DURING JANUARY

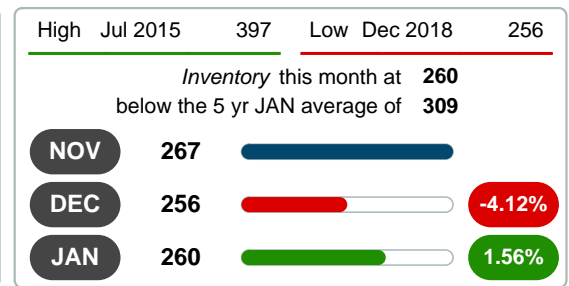


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 309



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	4	1.54%	104.0	4	0	0	0
\$25,001 - \$75,000	54	20.77%	61.4	28	21	5	0
\$75,001 - \$100,000	30	11.54%	91.6	10	15	5	0
\$100,001 - \$175,000	63	24.23%	66.5	5	46	11	1
\$175,001 - \$250,000	48	18.46%	76.3	3	26	12	7
\$250,001 - \$350,000	34	13.08%	73.8	3	13	15	3
\$350,001 and up	27	10.38%	105.9	5	13	3	6
Total Active Inventory by Units	260			58	134	51	17
Total Active Inventory by Volume	51,652,685	100%	75.7	6.62M	28.31M	11.71M	5.01M
Average Active Inventory Listing Price	\$198,664			\$114,206	\$211,279	\$229,545	\$294,735

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Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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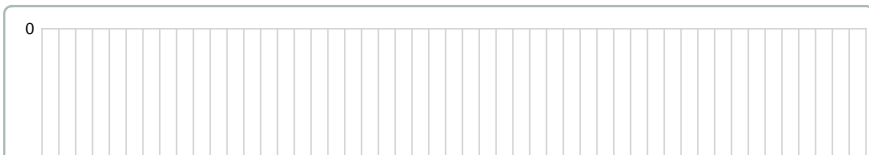
MSI FOR JANUARY

2015	2016	2017	2018	2019
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INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
260	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	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	6.15%	3.76	5.14	1.89	6.00	0.00
\$40,001 - \$70,000	37	14.23%	5.16	4.53	6.00	5.33	0.00
\$70,001 - \$110,000	43	16.54%	4.82	5.09	4.38	6.67	6.00
\$110,001 - \$180,000	62	23.85%	4.35	4.29	4.43	4.50	0.00
\$180,001 - \$250,000	41	15.77%	7.94	8.00	6.81	6.29	84.00
\$250,001 - \$360,000	35	13.46%	14.48	18.00	14.00	15.00	12.00
\$360,001 and up	26	10.00%	17.33	0.00	24.00	3.27	72.00
Market Supply of Inventory (MSI)			5.95	5.57	5.53	6.38	17.00
Total Active Inventory by Units		100%	5.95	58	134	51	17

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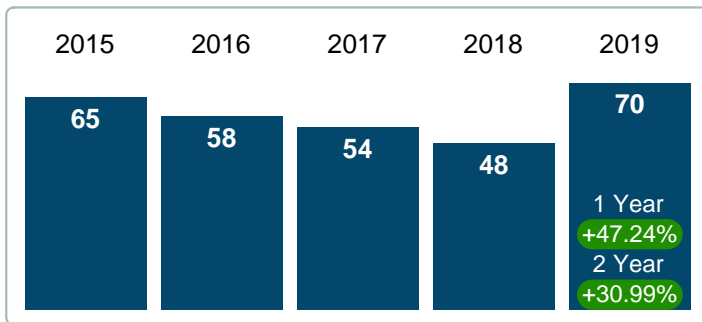
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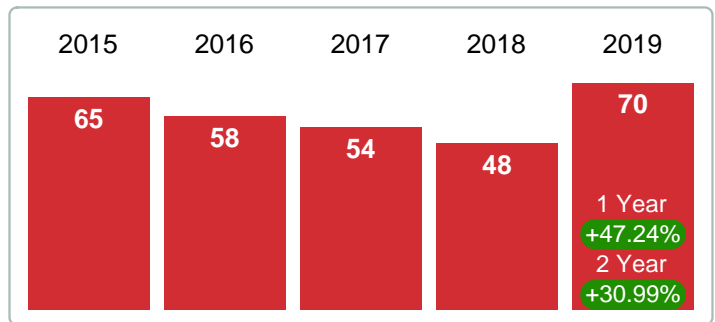
AVERAGE DAYS ON MARKET TO SALE

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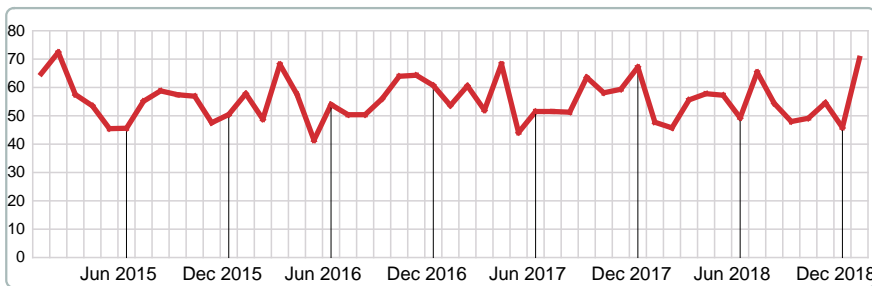
JANUARY



YEAR TO DATE (YTD)

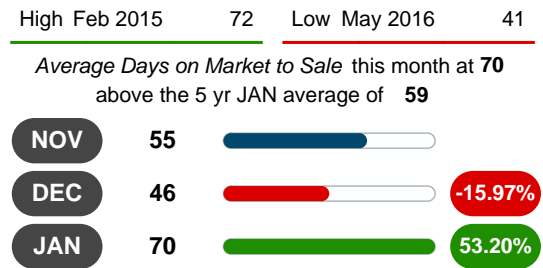


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59



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
\$40,000 and less	13.04%	53	74	12	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$60,000	17.39%	75	78	73	0	0
\$60,001 - \$130,000	34.78%	87	84	90	0	0
\$130,001 - \$140,000	0.00%	0	0	0	0	0
\$140,001 - \$240,000	21.74%	23	0	23	0	0
\$240,001 and up	13.04%	114	0	166	88	0
Average Closed DOM		70	80	62	88	0
Total Closed Units		23	8	13	2	0
Total Closed Volume		2,928,150	488.20K	1.81M	630.00K	0.00B

January 2019



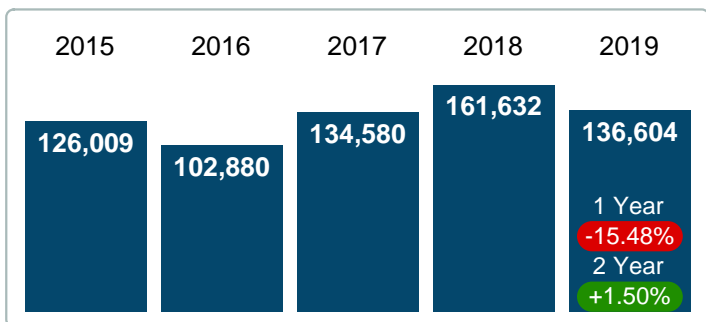
Area Delimited by County Of Cherokee - Residential Property Type



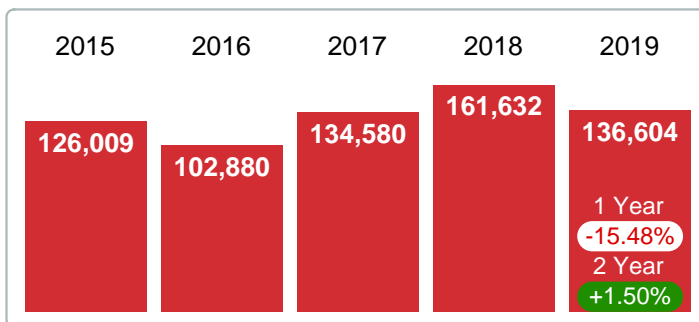
AVERAGE LIST PRICE AT CLOSING

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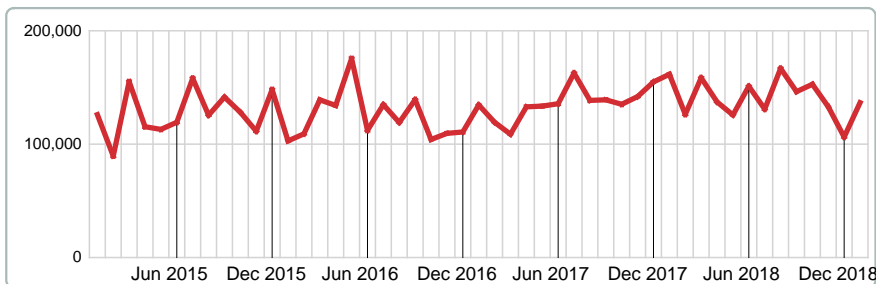
JANUARY



YEAR TO DATE (YTD)

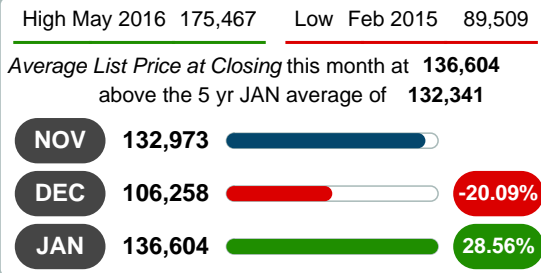


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 132,341



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
\$40,000 and less	4.35%	34,900	45,000	34,900	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$60,000	21.74%	48,100	52,800	54,900	0	0
\$60,001 - \$130,000	34.78%	94,825	88,975	118,175	0	0
\$130,001 - \$140,000	4.35%	134,900	0	0	0	0
\$140,001 - \$240,000	21.74%	166,040	0	166,040	0	0
\$240,001 and up	13.04%	380,933	0	499,900	321,450	0
Average List Price		136,604	68,938	149,808	321,450	0
Total Closed Units	100%	136,604	8	13	2	
Total Closed Volume		3,141,900	551.50K	1.95M	642.90K	0.00B

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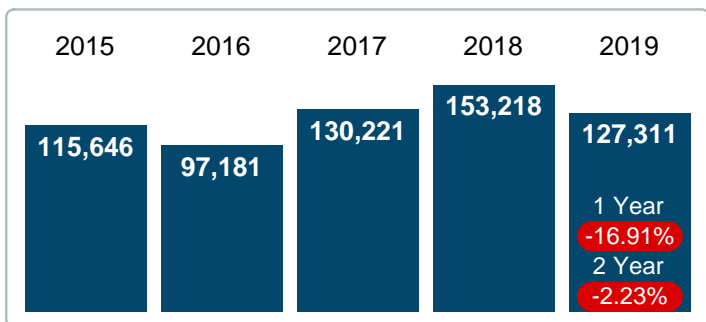
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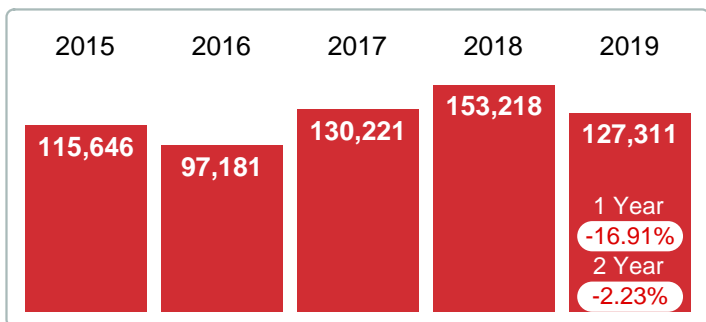
AVERAGE SOLD PRICE AT CLOSING

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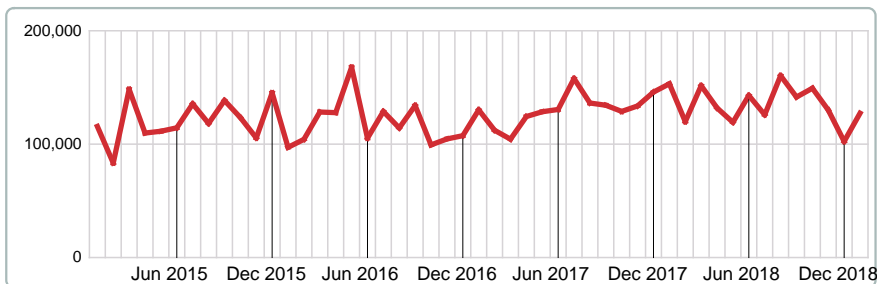
JANUARY



YEAR TO DATE (YTD)

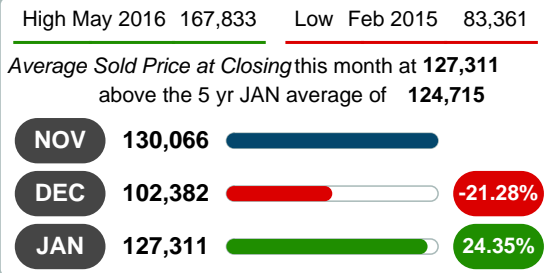


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 124,715



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
\$40,000 and less	13.04%	34,967	35,000	34,900	0	0
\$40,001 - \$40,000	0.00%	0	0	0	0	0
\$40,001 - \$60,000	17.39%	46,500	43,000	50,000	0	0
\$60,001 - \$130,000	34.78%	97,619	83,050	112,188	0	0
\$130,001 - \$140,000	0.00%	0	0	0	0	0
\$140,001 - \$240,000	21.74%	159,260	0	159,260	0	0
\$240,001 and up	13.04%	353,333	0	430,000	315,000	0
Average Sold Price		127,311	61,025	139,227	315,000	0
Total Closed Units		23	8	13	2	0
Total Closed Volume		2,928,150	488.20K	1.81M	630.00K	0.00B

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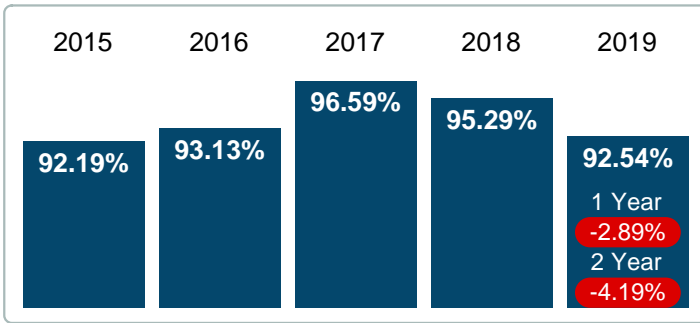
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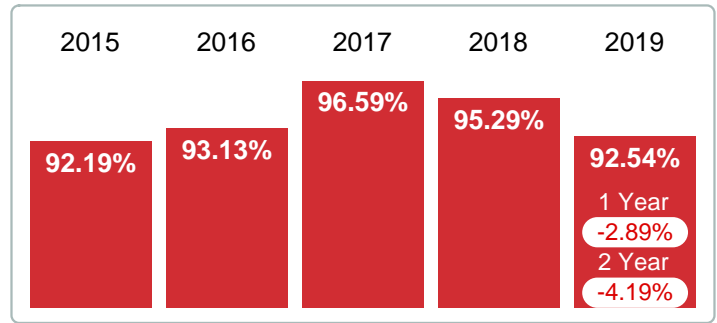
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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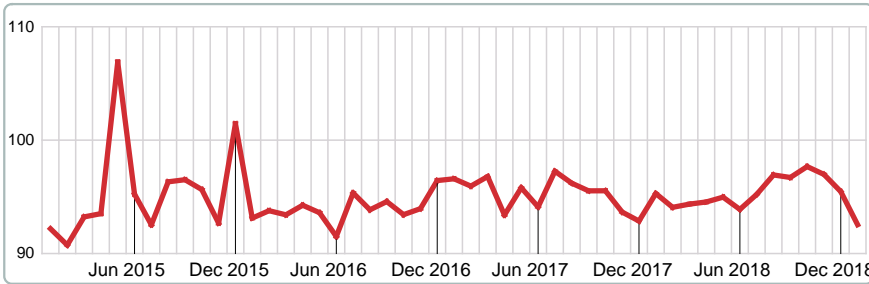
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

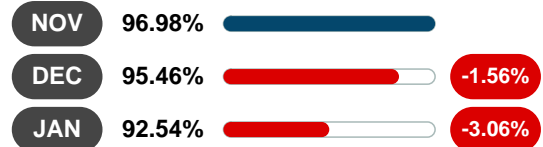


3 MONTHS

5 year JAN AVG = 93.95%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **92.54%**
below the 5 yr JAN average of **93.95%**



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
\$40,000 and less	3	13.04%	85.19%	77.78%	100.00%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	4	17.39%	87.73%	82.46%	93.00%	0.00%	0.00%
\$60,001 - \$130,000	8	34.78%	94.38%	94.41%	94.35%	0.00%	0.00%
\$130,001 - \$140,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$140,001 - \$240,000	5	21.74%	96.90%	0.00%	96.90%	0.00%	0.00%
\$240,001 and up	3	13.04%	94.16%	0.00%	86.02%	98.23%	0.00%
Average Sold/List Ratio		92.50%		87.26%	94.92%	98.23%	0.00%
Total Closed Units		23	100%	8	13	2	
Total Closed Volume		2,928,150		488.20K	1.81M	630.00K	0.00B

January 2019



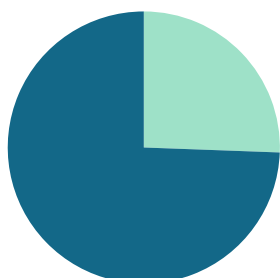
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

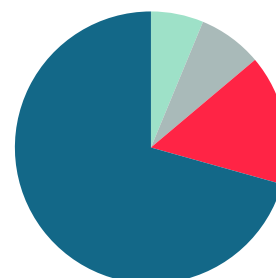


Inventory
 New Listings
88 = 25.58%
 Start Inventory
256
 Total Inventory Units
344
 Volume
\$69,163,120

Market Activity

Closed Sales
23 = 6.25%
 Pending Sales
28 = 7.61%
 Other Off Market
57 = 15.49%
 Active Inventory
260 = 70.65%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	25	23	-8.00%	25	23	-8.00%
Pending Sales	32	28	-12.50%	32	28	-12.50%
New Listings	81	88	8.64%	81	88	8.64%
Average List Price	161,632	136,604	-15.48%	161,632	136,604	-15.48%
Average Sale Price	153,218	127,311	-16.91%	153,218	127,311	-16.91%
Average Percent of Selling Price to List Price	95.29%	92.54%	-2.89%	95.29%	92.54%	-2.89%
Average Days on Market to Sale	47.72	70.26	47.24%	47.72	70.26	47.24%
Monthly Inventory	296	260	-12.16%	296	260	-12.16%
Months Supply of Inventory	6.94	5.95	-14.17%	6.94	5.95	-14.17%

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

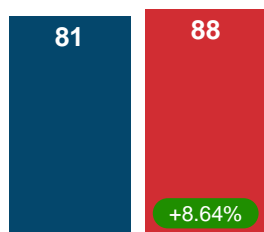
Inventory on January 31, 2019 = **260**

2018 **2019**

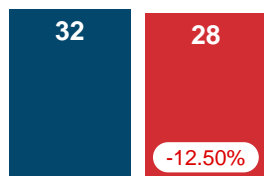
JANUARY MARKET

AVERAGE PRICES

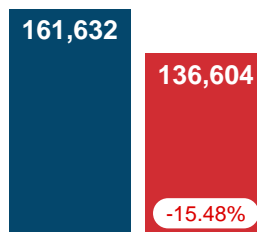
New Listings



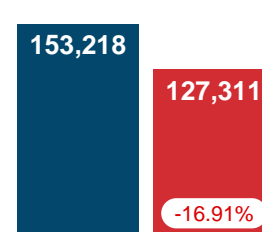
Pending Listings



List Price



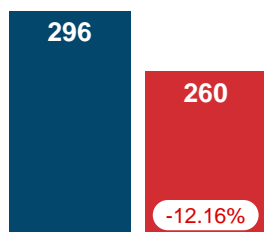
Sale Price



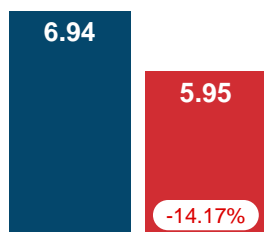
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

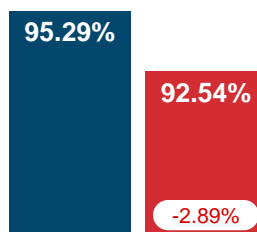
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

