

January 2019



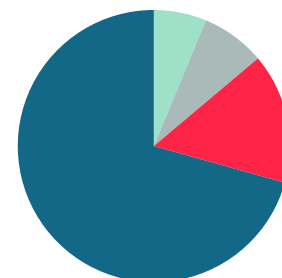
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	119,500	119,000	-0.42%
Median Sale Price	110,000	100,000	-9.09%
Median Percent of Selling Price to List Price	97.13%	96.37%	-0.79%
Median Days on Market to Sale	29.00	61.00	110.34%
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.

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 **9.09%** in January 2019 to \$100,000 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **61.00** days that homes spent on the market before selling increased by 32.00 days or **110.34%** in January 2019 compared to last year's same month at **29.00** DOM.

Sales Success for January 2019 is Positive

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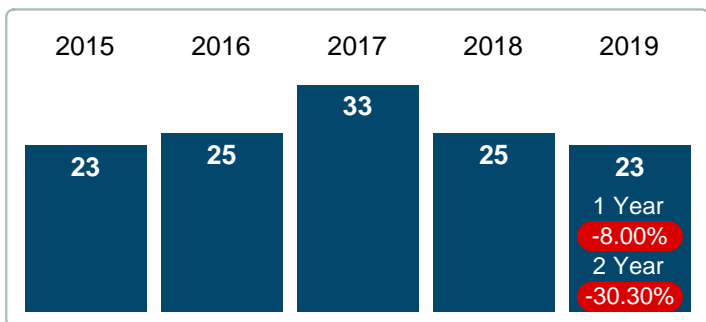
Area Delimited by County Of Cherokee - Residential Property Type



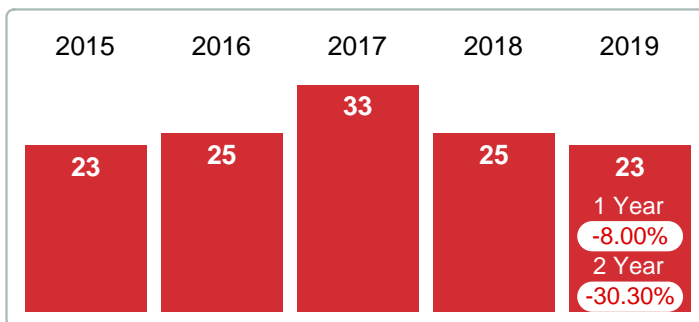
CLOSED LISTINGS

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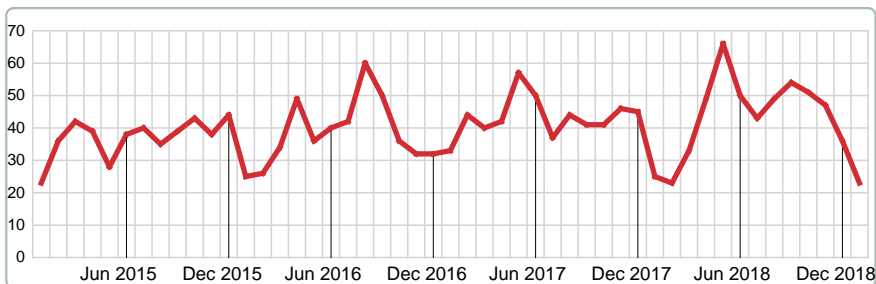
JANUARY



YEAR TO DATE (YTD)

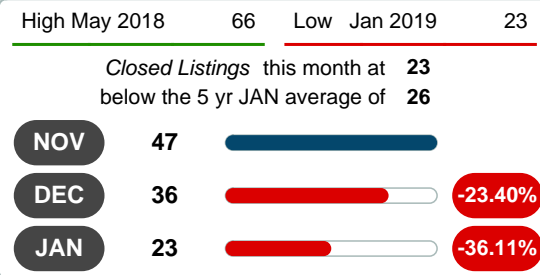


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 26



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	13.04%	12.0	2	1	0	0
\$40,001 - \$40,000	0	0.00%	12.0	0	0	0	0
\$40,001 - \$60,000	4	17.39%	73.0	2	2	0	0
\$60,001 - \$130,000	8	34.78%	92.0	4	4	0	0
\$130,001 - \$140,000	0	0.00%	92.0	0	0	0	0
\$140,001 - \$240,000	5	21.74%	18.0	0	5	0	0
\$240,001 and up	3	13.04%	114.0	0	1	2	0
Total Closed Units	23			8	13	2	0
Total Closed Volume	2,928,150	100%	61.0	488.20K	1.81M	630.00K	0.00B
Median Closed Price	\$100,000			\$55,500	\$130,000	\$315,000	\$0

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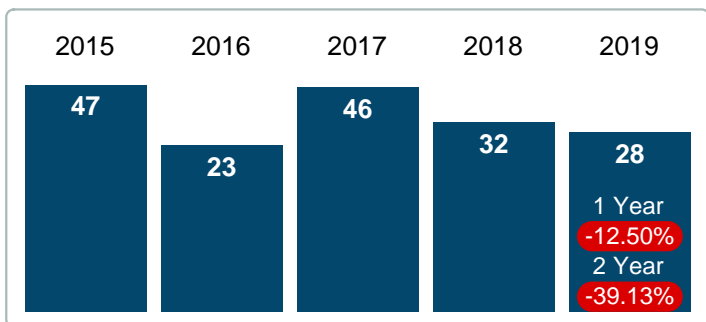
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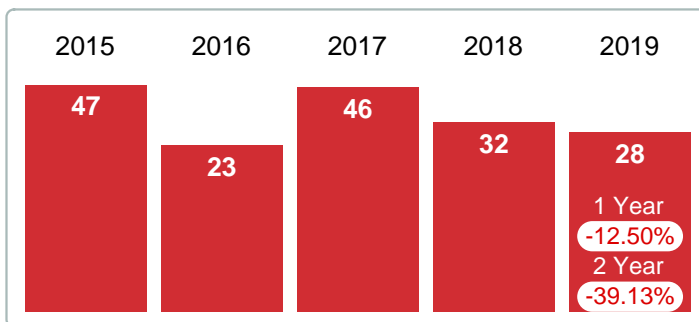
PENDING LISTINGS

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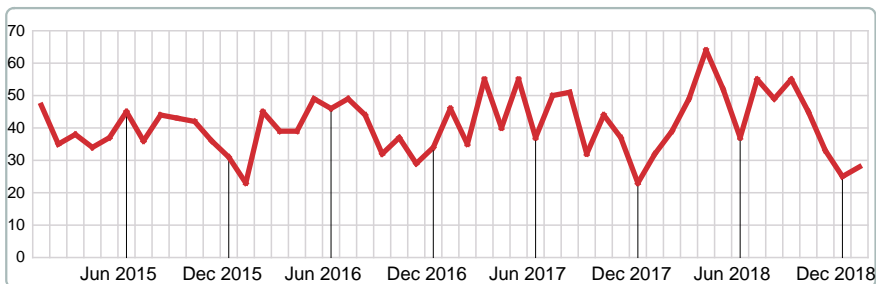
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 35

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 28
below the 5 yr JAN average of 35



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	7.14%	11.5	2	0	0	0
\$40,001 - \$50,000	4	14.29%	42.5	2	2	0	0
\$50,001 - \$80,000	4	14.29%	51.0	2	2	0	0
\$80,001 - \$130,000	6	21.43%	54.5	4	2	0	0
\$130,001 - \$160,000	4	14.29%	9.0	0	4	0	0
\$160,001 - \$190,000	5	17.86%	105.0	0	3	2	0
\$190,001 and up	3	10.71%	23.0	2	1	0	0
Total Pending Units	28			12	14	2	0
Total Pending Volume	3,185,900	100%	24.5	1.10M	1.72M	358.90K	0.00B
Median Listing Price	\$113,000			\$76,000	\$136,950	\$179,450	\$0

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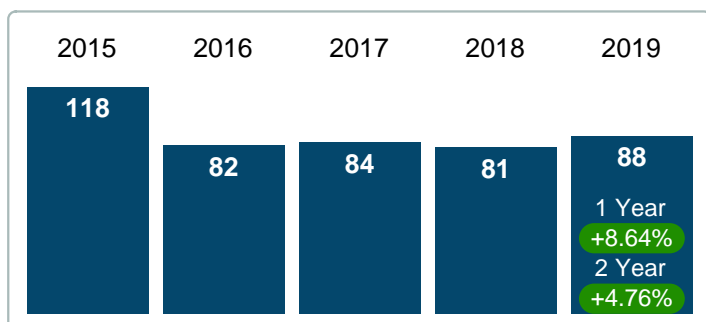
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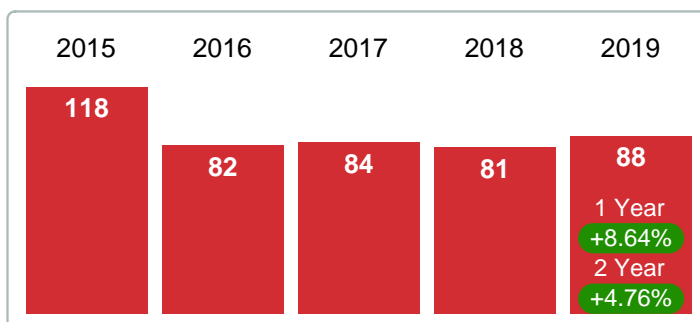
NEW LISTINGS

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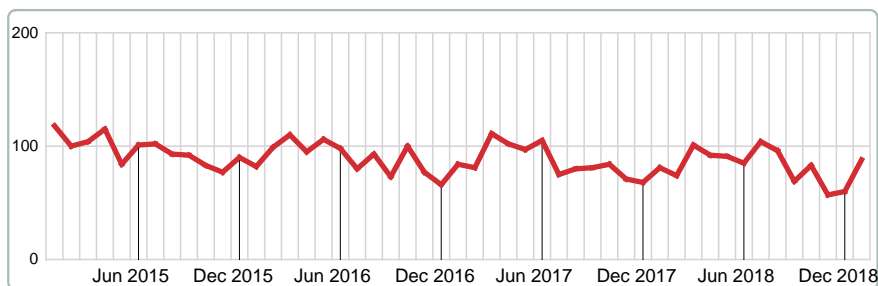
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

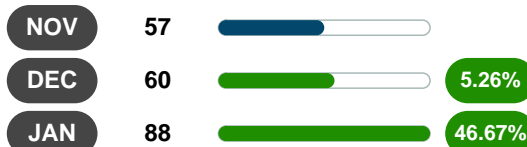


3 MONTHS

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
Median New Listed Listing Price	\$129,250		\$67,000	\$134,900	\$202,400	\$304,450

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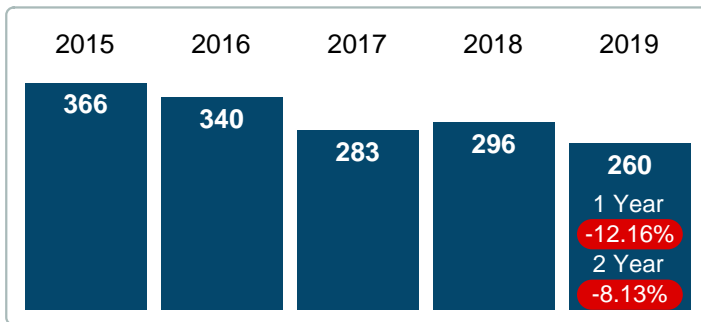
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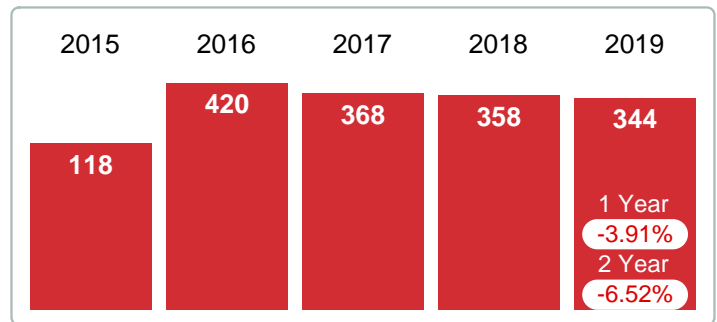
ACTIVE INVENTORY

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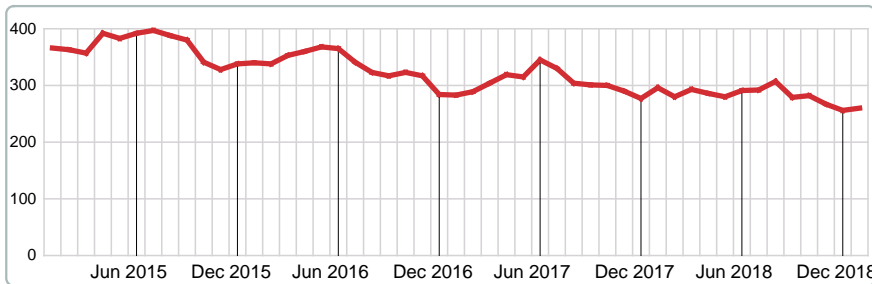
END OF JANUARY



ACTIVE DURING JANUARY

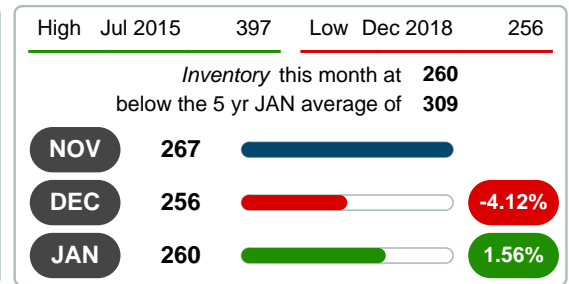


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 309



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	6.15%	52.5	12	3	1	0
\$40,001 - \$70,000	37	14.23%	46.0	17	16	4	0
\$70,001 - \$110,000	43	16.54%	87.0	14	23	5	1
\$110,001 - \$180,000	62	23.85%	57.5	5	45	12	0
\$180,001 - \$250,000	41	15.77%	78.0	2	21	11	7
\$250,001 - \$360,000	35	13.46%	71.0	3	14	15	3
\$360,001 and up	26	10.00%	72.5	5	12	3	6
Total Active Inventory by Units		260		58	134	51	17
Total Active Inventory by Volume		51,652,685	100%	6.62M	28.31M	11.71M	5.01M
Median Active Inventory Listing Price		\$149,900		\$70,450	\$149,200	\$189,900	\$259,000

January 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR 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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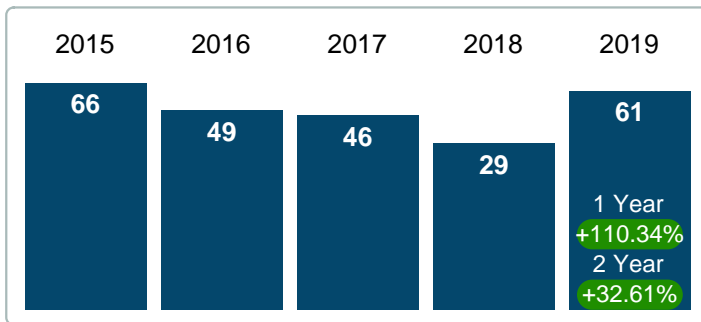
Area Delimited by County Of Cherokee - Residential Property Type



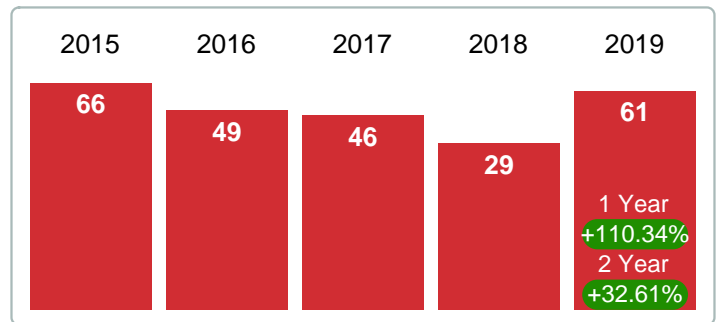
MEDIAN DAYS ON MARKET TO SALE

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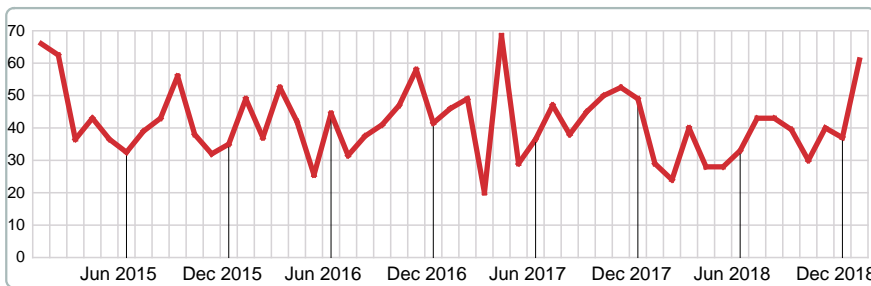
JANUARY



YEAR TO DATE (YTD)

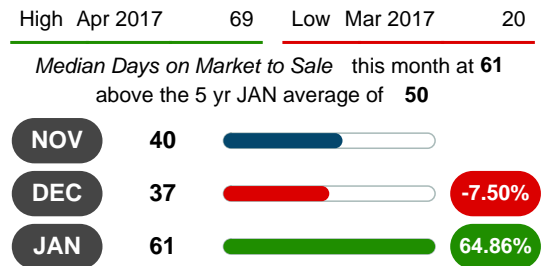


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 50



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
\$40,000 and less	13.04%	12	74	12	0	0
\$40,001 - \$40,000	0.00%	12	0	0	0	0
\$40,001 - \$60,000	17.39%	73	78	73	0	0
\$60,001 - \$130,000	34.78%	92	92	90	0	0
\$130,001 - \$140,000	0.00%	92	0	0	0	0
\$140,001 - \$240,000	21.74%	18	0	18	0	0
\$240,001 and up	13.04%	114	0	166	88	0
Median Closed DOM		61	92	28	88	0
Total Closed Units	100%	61.0	8	13	2	
Total Closed Volume		2,928,150	488.20K	1.81M	630.00K	0.00B

January 2019



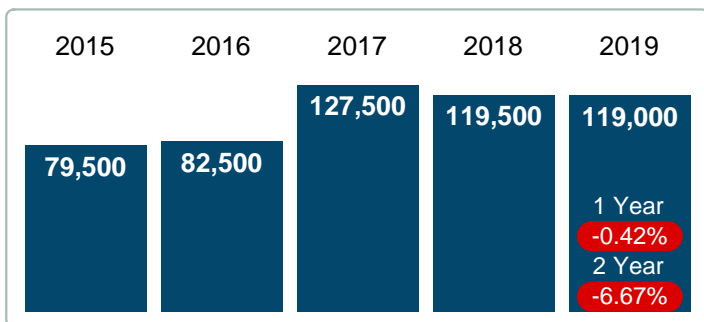
Area Delimited by County Of Cherokee - Residential Property Type



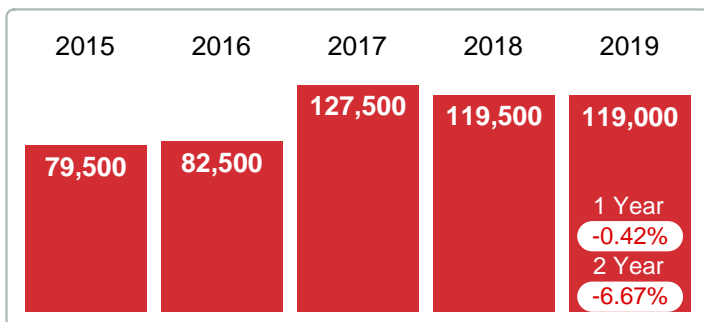
MEDIAN LIST PRICE AT CLOSING

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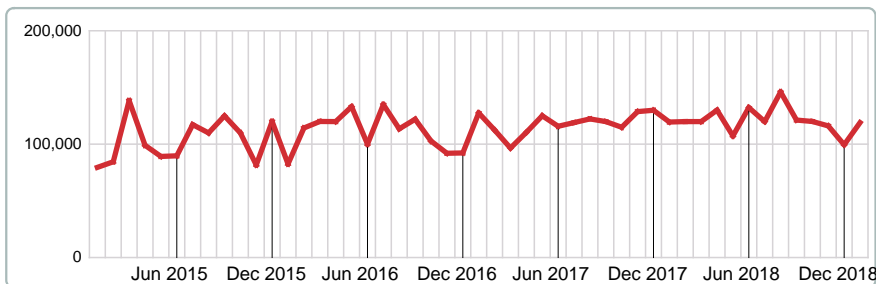
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

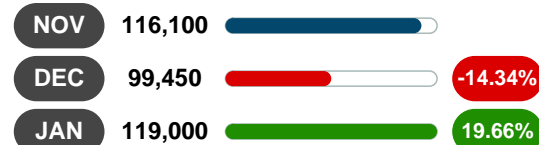


3 MONTHS

5 year JAN AVG = 105,600

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

Median List Price at Closing this month at 119,000 above the 5 yr JAN average of 105,600



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
\$40,000 and less	4.35%	34,900	0	34,900	0	0
\$40,001 - \$40,000	0.00%	34,900	0	0	0	0
\$40,001 - \$60,000	21.74%	45,000	45,300	44,900	0	0
\$60,001 - \$130,000	34.78%	93,600	83,600	106,450	0	0
\$130,001 - \$140,000	4.35%	134,900	0	134,900	0	0
\$140,001 - \$240,000	21.74%	150,000	0	150,000	0	0
\$240,001 and up	13.04%	398,000	0	499,900	321,450	0
Median List Price		119,000	64,850	134,900	321,450	0
Total Closed Units	100%	119,000	8	13	2	0
Total Closed Volume		3,141,900	551.50K	1.95M	642.90K	0.00B

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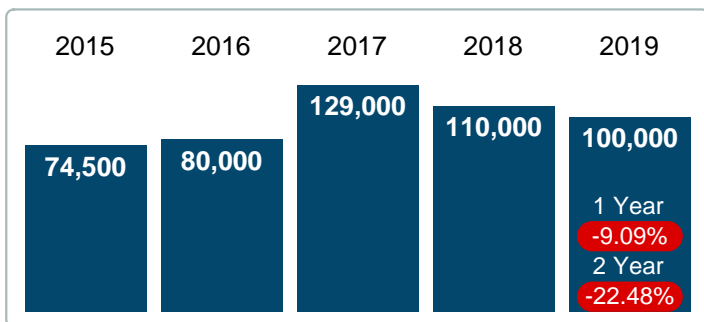
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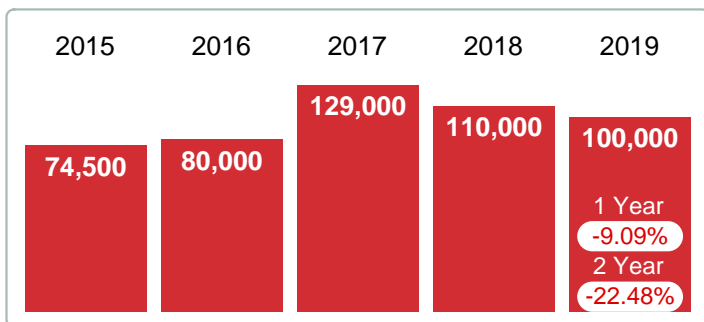
MEDIAN SOLD PRICE AT CLOSING

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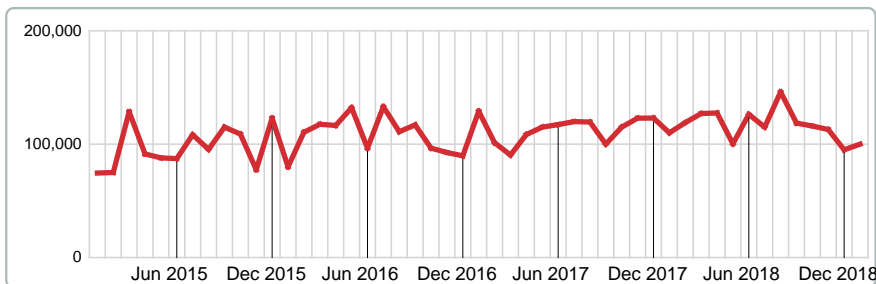
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98,700

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

Median Sold Price at Closing this month at **100,000**
above the 5 yr JAN average of **98,700**

- NOV 112,900
- DEC 95,000 (-15.85%)
- JAN 100,000 (5.26%)

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
\$40,000 and less	13.04%	34,900	35,000	34,900	0	0
\$40,001 - \$40,000	0.00%	34,900	0	0	0	0
\$40,001 - \$60,000	17.39%	45,750	43,000	50,000	0	0
\$60,001 - \$130,000	34.78%	98,250	83,100	120,375	0	0
\$130,001 - \$140,000	0.00%	98,250	0	0	0	0
\$140,001 - \$240,000	21.74%	145,000	0	145,000	0	0
\$240,001 and up	13.04%	387,000	0	430,000	315,000	0
Median Sold Price		100,000	55,500	130,000	315,000	0
Total Closed Units	100%	100,000	8	13	2	
Total Closed Volume		2,928,150	488.20K	1.81M	630.00K	0.00B

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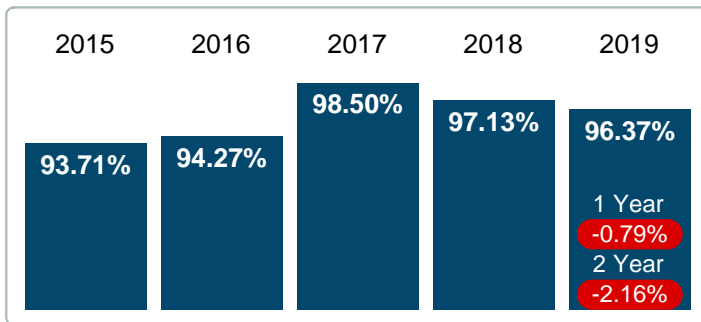
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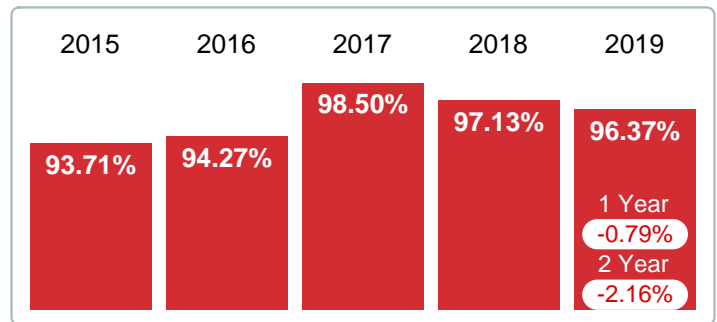
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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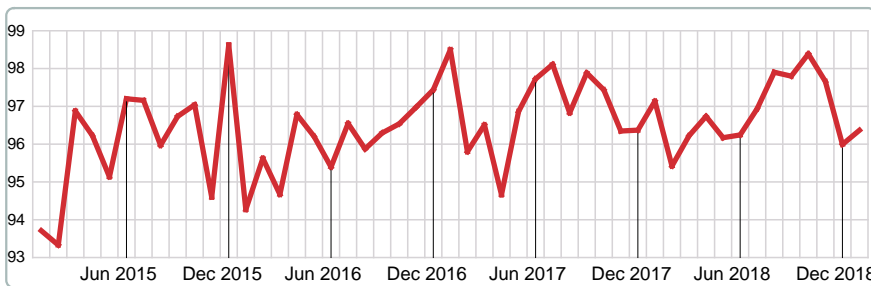
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

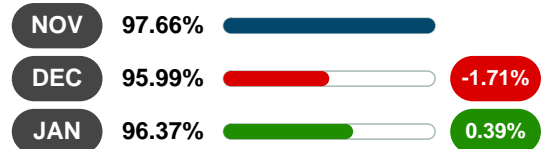


3 MONTHS

5 year JAN AVG = 96.00%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **96.37%**
equal to 5 yr JAN average of **96.00%**



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
\$40,000 and less	3	13.04%	88.89%	77.78%	100.00%	0.00%	0.00%
\$40,001 - \$40,000	0	0.00%	88.89%	0.00%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	4	17.39%	86.17%	82.46%	93.00%	0.00%	0.00%
\$60,001 - \$130,000	8	34.78%	95.39%	96.80%	95.32%	0.00%	0.00%
\$130,001 - \$140,000	0	0.00%	95.39%	0.00%	0.00%	0.00%	0.00%
\$140,001 - \$240,000	5	21.74%	100.00%	0.00%	100.00%	0.00%	0.00%
\$240,001 and up	3	13.04%	97.24%	0.00%	86.02%	98.23%	0.00%
Median Sold/List Ratio		96.37%		89.40%	96.67%	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

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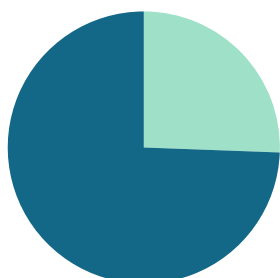
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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INVENTORY

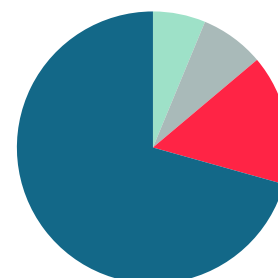


Inventory
 New Listings
88 = 25.58%
 Start Inventory
256
 Total Inventory Units
344
 Volume
\$69,163,120

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%
Median List Price	119,500	119,000	-0.42%	119,500	119,000	-0.42%
Median Sale Price	110,000	100,000	-9.09%	110,000	100,000	-9.09%
Median Percent of Selling Price to List Price	97.13%	96.37%	-0.79%	97.13%	96.37%	-0.79%
Median Days on Market to Sale	29.00	61.00	110.34%	29.00	61.00	110.34%
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

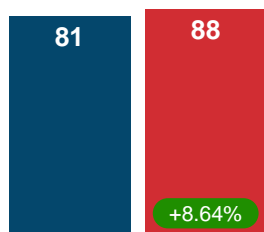
Inventory on January 31, 2019 = **260**

2018 **2019**

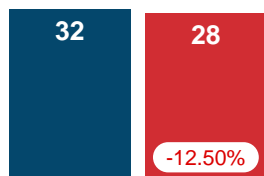
JANUARY MARKET

MEDIAN PRICES

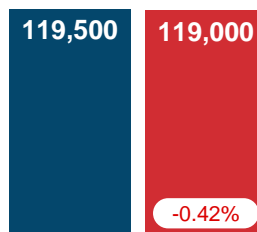
New Listings



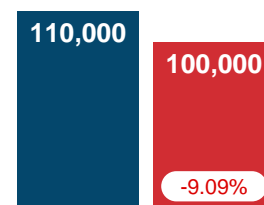
Pending Listings



List Price



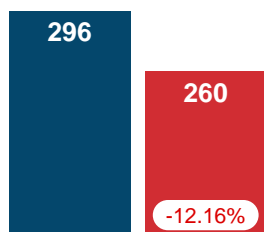
Sale Price



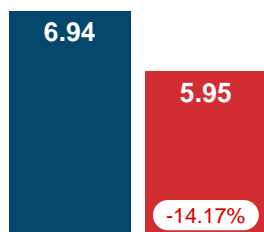
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

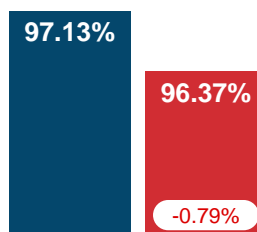
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

