

June 2019



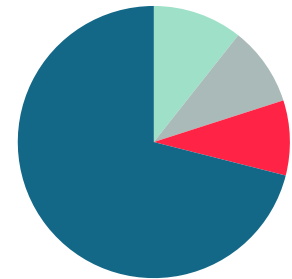
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	50	43	-14.00%
Pending Listings	37	38	2.70%
New Listings	85	83	-2.35%
Average List Price	151,072	136,696	-9.52%
Average Sale Price	142,920	129,851	-9.14%
Average Percent of Selling Price to List Price	93.89%	93.05%	-0.90%
Average Days on Market to Sale	49.30	53.33	8.17%
End of Month Inventory	291	287	-1.37%
Months Supply of Inventory	6.98	7.00	0.23%



■ Closed (10.64%)
■ Pending (9.41%)
■ Other OffMarket (8.91%)
■ Active (71.04%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of June 30, 2019 = **287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **1.37%** to 287 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **7.00** 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 **9.14%** in June 2019 to \$129,851 versus the previous year at \$142,920.

Average Days on Market Lengthens

The average number of **53.33** days that homes spent on the market before selling increased by 4.03 days or **8.17%** in June 2019 compared to last year's same month at **49.30** DOM.

Sales Success for June 2019 is Positive

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

There were 83 New Listings in June 2019, down **2.35%** from last year at 85. Furthermore, there were 43 Closed Listings this month versus last year at 50, a **-14.00%** decrease.

Closed versus Listed trends yielded a **51.8%** ratio, down from previous year's, June 2018, at **58.8%**, a **11.93%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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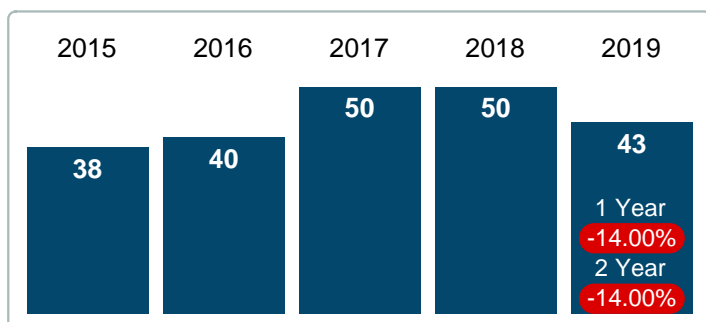
Area Delimited by County Of Cherokee - Residential Property Type



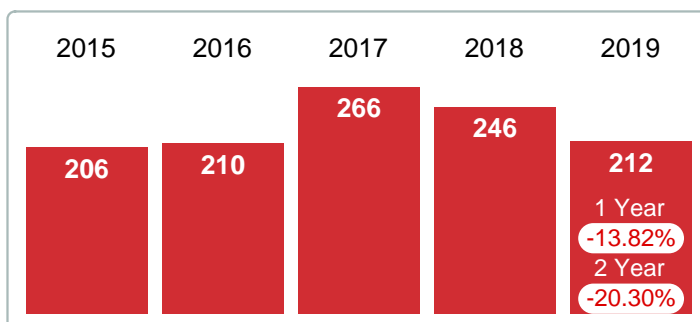
CLOSED LISTINGS

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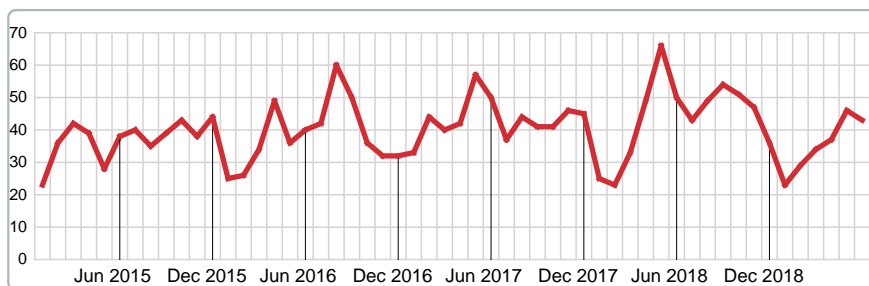
JUNE



YEAR TO DATE (YTD)

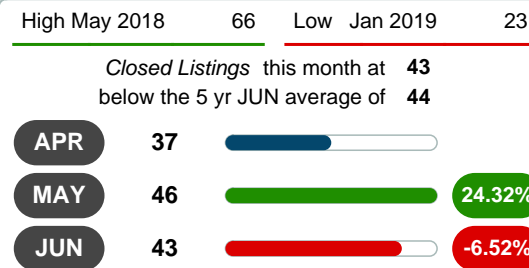


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 44



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	4	9.30%	48.5	4	0	0	0
\$40,001 - \$50,000	4	9.30%	45.5	1	2	1	0
\$50,001 - \$80,000	7	16.28%	87.6	3	2	2	0
\$80,001 - \$140,000	9	20.93%	35.0	1	6	2	0
\$140,001 - \$160,000	5	11.63%	41.8	0	5	0	0
\$160,001 - \$250,000	9	20.93%	54.1	0	8	1	0
\$250,001 and up	5	11.63%	58.6	1	3	1	0
Total Closed Units	43			10	26	7	0
Total Closed Volume	5,583,602	100%	53.3	764.90K	3.99M	827.75K	0.00B
Average Closed Price	\$129,851			\$76,490	\$153,498	\$118,250	\$0

June 2019



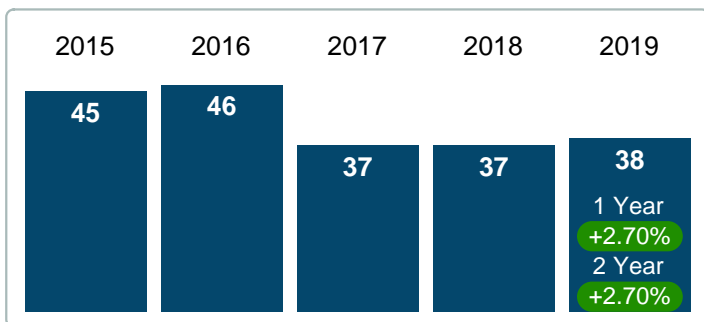
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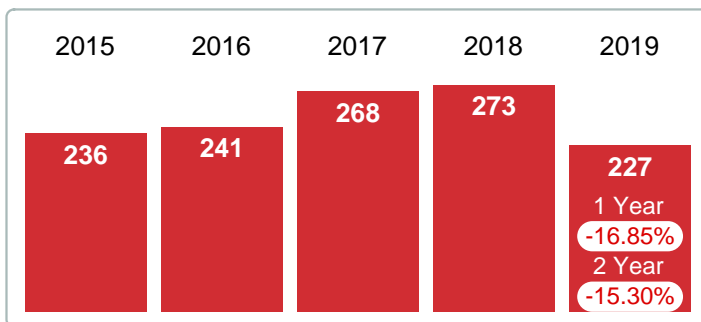
PENDING LISTINGS

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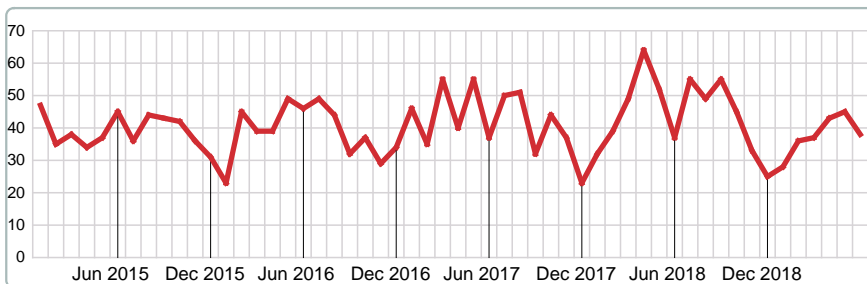
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 41

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 38
below the 5 yr JUN average of 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	7.89%	39.0	2	1	0	0
\$30,001 - \$60,000	5	13.16%	11.4	0	5	0	0
\$60,001 - \$100,000	4	10.53%	29.0	1	2	1	0
\$100,001 - \$140,000	11	28.95%	53.2	1	9	1	0
\$140,001 - \$170,000	4	10.53%	84.8	0	3	0	1
\$170,001 - \$210,000	6	15.79%	66.0	1	5	0	0
\$210,001 and up	5	13.16%	19.6	0	5	0	0
Total Pending Units	38			5	30	2	1
Total Pending Volume	5,014,300	100%	44.9	445.40K	4.23M	171.50K	169.90K
Average Listing Price	\$131,955			\$89,080	\$140,917	\$85,750	\$169,900

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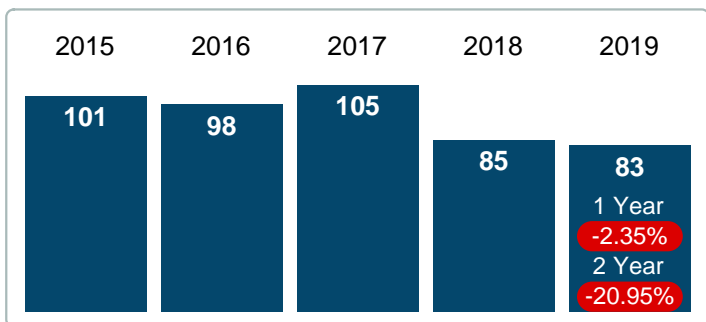
Area Delimited by County Of Cherokee - Residential Property Type



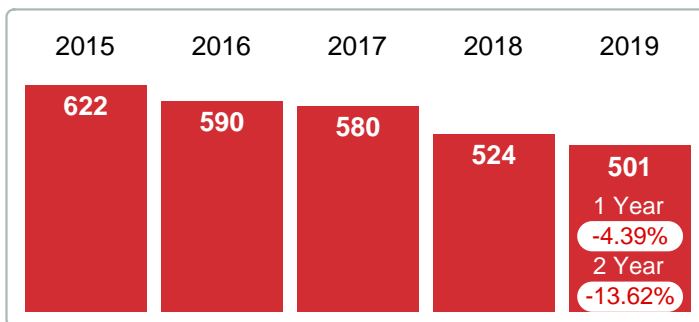
NEW LISTINGS

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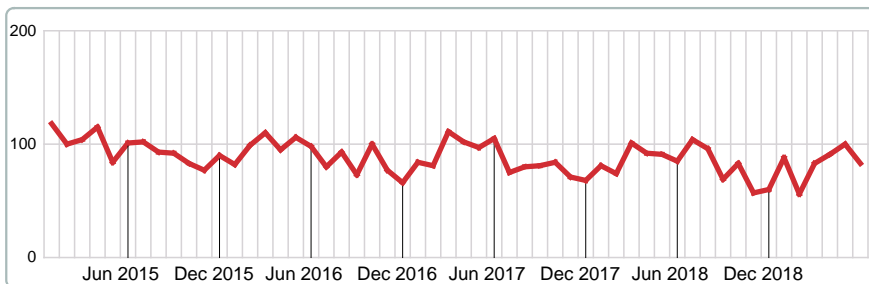
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

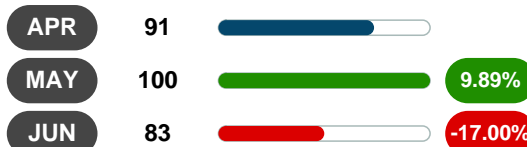


3 MONTHS

5 year JUN AVG = 94

High Jan 2015 118 Low Feb 2019 56

New Listings this month at **83**
below the 5 yr JUN average of **94**



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	7	8.43%	4	3	0	0
\$40,001 - \$50,000	7	8.43%	2	4	1	0
\$50,001 - \$100,000	17	20.48%	4	13	0	0
\$100,001 - \$160,000	19	22.89%	3	13	3	0
\$160,001 - \$210,000	12	14.46%	0	6	5	1
\$210,001 - \$340,000	11	13.25%	1	5	5	0
\$340,001 and up	10	12.05%	1	6	0	3
Total New Listed Units	83		15	50	14	4
Total New Listed Volume	15,643,500	100%	1.57M	10.04M	2.63M	1.41M
Average New Listed Listing Price	\$124,500		\$104,473	\$200,760	\$187,800	\$352,300

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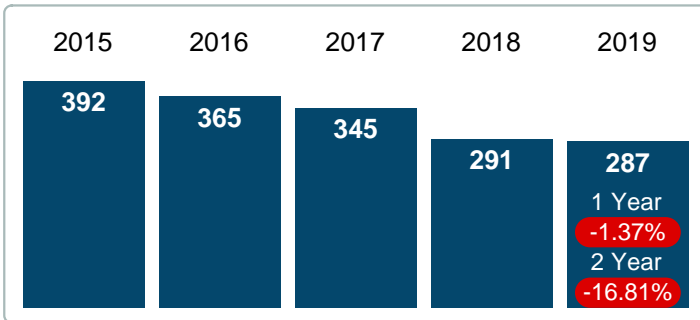
Area Delimited by County Of Cherokee - Residential Property Type



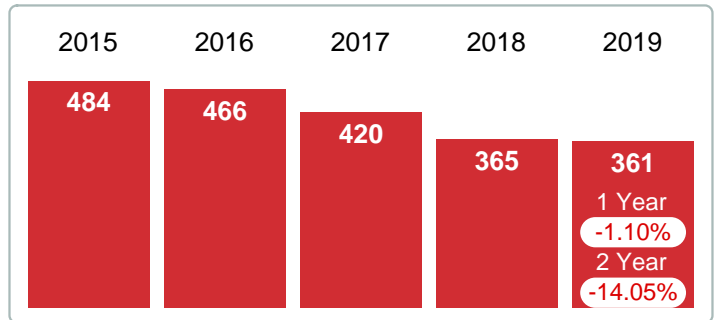
ACTIVE INVENTORY

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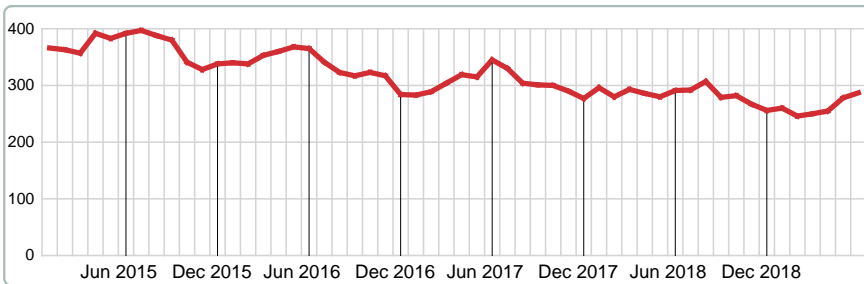
END OF JUNE



ACTIVE DURING JUNE

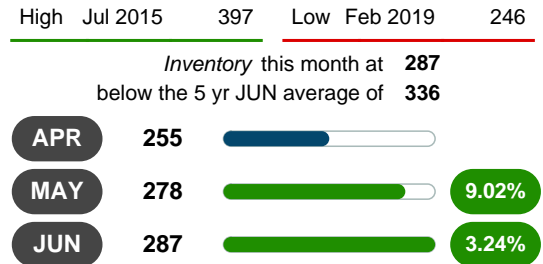


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 336



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	7.67%	49.0	13	8	1	0
\$50,001 - \$75,000	33	11.50%	78.1	17	13	3	0
\$75,001 - \$125,000	53	18.47%	70.0	17	32	2	2
\$125,001 - \$175,000	55	19.16%	67.7	4	39	9	3
\$175,001 - \$250,000	59	20.56%	72.4	4	30	19	6
\$250,001 - \$375,000	30	10.45%	79.7	2	14	11	3
\$375,001 and up	35	12.20%	76.7	3	14	12	6
Total Active Inventory by Units	287			60	150	57	20
Total Active Inventory by Volume	63,636,463	100%	71.2	6.67M	31.57M	16.92M	8.48M
Average Active Inventory Listing Price	\$221,730			\$111,160	\$210,443	\$296,915	\$423,815

June 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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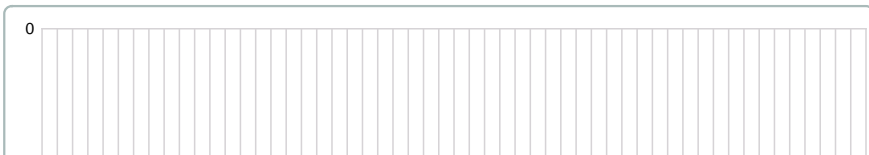
MSI FOR JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
287	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	7.67%	3.62	3.71	3.84	3.00	0.00
\$50,001 - \$80,000	40	13.94%	6.00	7.20	5.05	6.00	0.00
\$80,001 - \$120,000	44	15.33%	4.93	5.33	5.17	1.60	0.00
\$120,001 - \$180,000	65	22.65%	6.24	6.00	5.69	8.25	18.00
\$180,001 - \$250,000	51	17.77%	10.74	9.60	8.47	12.75	36.00
\$250,001 - \$390,000	35	12.20%	10.50	4.80	10.67	9.60	30.00
\$390,001 and up	30	10.45%	36.00	18.00	36.00	33.00	0.00
Market Supply of Inventory (MSI)			7.00	5.71	6.41	9.00	26.67
Total Active Inventory by Units		100%	7.00	60	150	57	20

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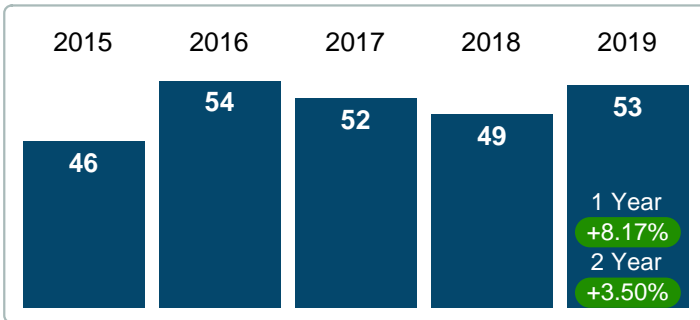
Area Delimited by County Of Cherokee - Residential Property Type



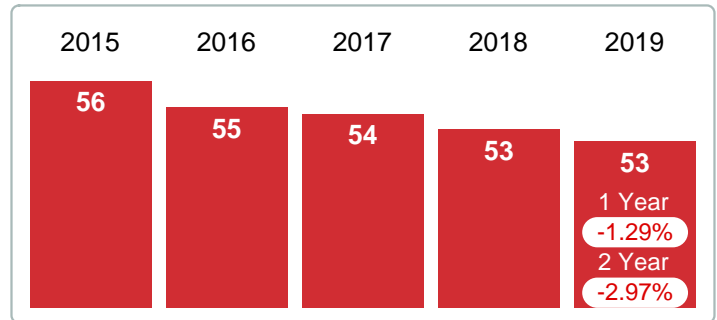
AVERAGE DAYS ON MARKET TO SALE

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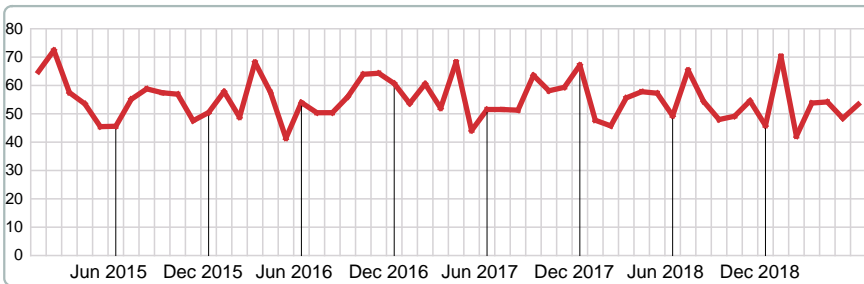
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 53 above the 5 yr JUN average of 51



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	9.30%	49	49	0	0	0
\$40,001 - \$50,000	9.30%	46	105	19	40	0
\$50,001 - \$80,000	16.28%	88	112	34	105	0
\$80,001 - \$140,000	20.93%	35	34	44	9	0
\$140,001 - \$160,000	11.63%	42	0	42	0	0
\$160,001 - \$250,000	20.93%	54	0	60	8	0
\$250,001 and up	11.63%	59	12	47	139	0
Average Closed DOM		53	68	46	59	0
Total Closed Units	100%	53	10	26	7	0
Total Closed Volume		5,583,602	764.90K	3.99M	827.75K	0.00B

June 2019



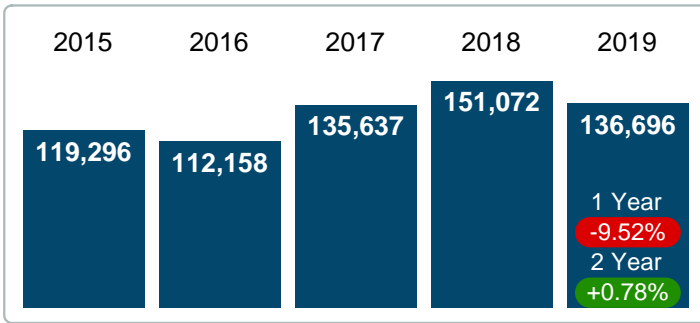
Area Delimited by County Of Cherokee - Residential Property Type



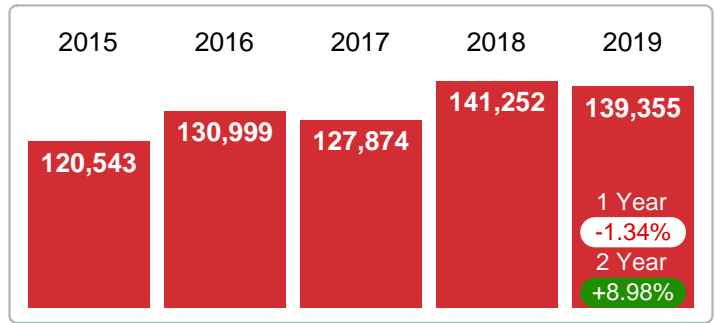
AVERAGE LIST PRICE AT CLOSING

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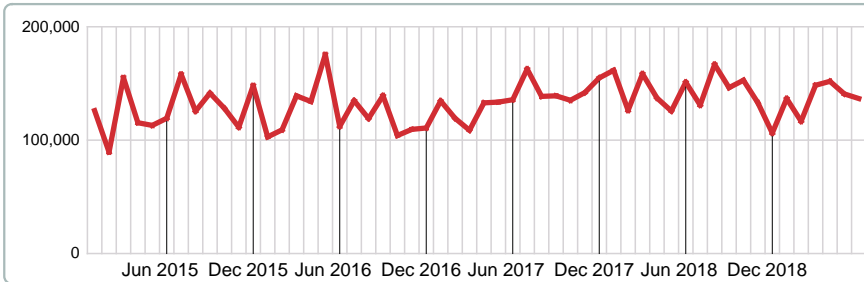
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

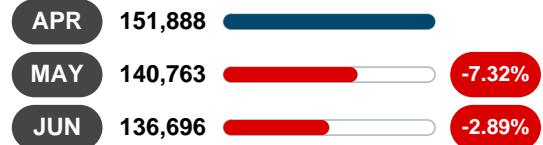


3 MONTHS

5 year JUN AVG = 130,971

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

Average List Price at Closing this month at **136,696**
above the 5 yr JUN average of **130,971**



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	11.63%	25,360	23,100	0	0	0
\$40,001 - \$50,000	2.33%	49,900	67,000	42,150	62,500	0
\$50,001 - \$80,000	16.28%	70,400	68,133	81,200	86,500	0
\$80,001 - \$140,000	23.26%	102,470	84,900	114,983	109,200	0
\$140,001 - \$160,000	13.95%	149,451	0	150,342	0	0
\$160,001 - \$250,000	20.93%	186,189	0	187,100	178,900	0
\$250,001 and up	11.63%	322,260	372,500	316,300	289,900	0
Average List Price		136,696	82,120	159,000	131,814	0
Total Closed Units	100%	136,696	10	26	7	0
Total Closed Volume		5,877,907	821.20K	4.13M	922.70K	0.00B

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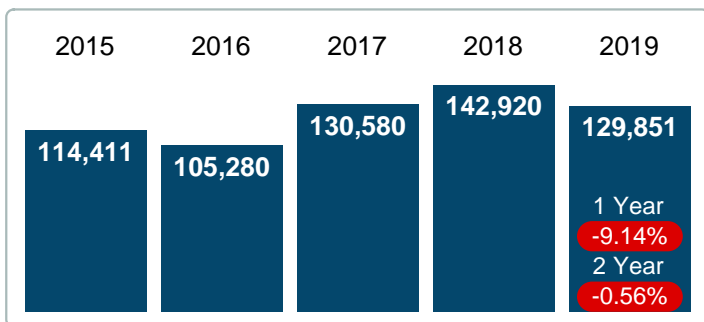
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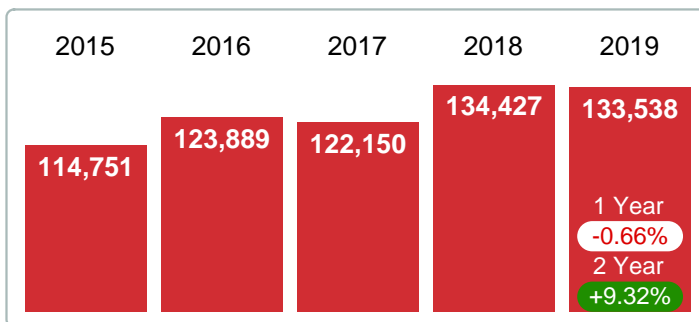
AVERAGE SOLD PRICE AT CLOSING

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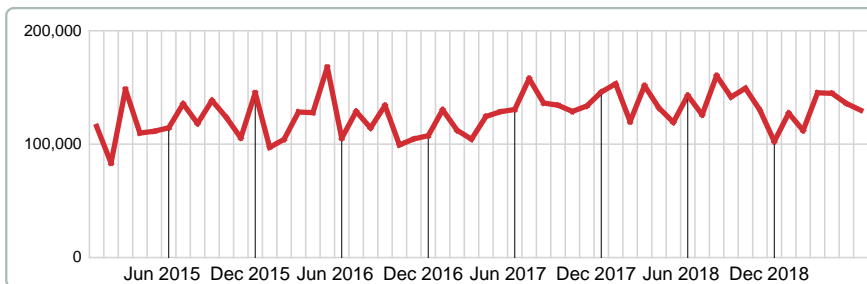
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

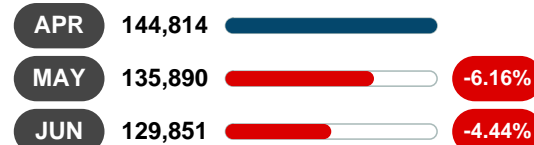


3 MONTHS

5 year JUN AVG = 124,608

High May 2016 167,833 Low Feb 2015 83,361

Average Sold Price at Closing this month at **129,851** above the 5 yr JUN average of **124,608**



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	9.30%	21,000	21,000	0	0	0
\$40,001 - \$50,000	9.30%	45,264	47,500	44,278	45,000	0
\$50,001 - \$80,000	16.28%	65,843	57,467	77,250	67,000	0
\$80,001 - \$140,000	20.93%	106,494	86,000	109,600	107,424	0
\$140,001 - \$160,000	11.63%	148,180	0	148,180	0	0
\$160,001 - \$250,000	20.93%	180,756	0	180,988	178,900	0
\$250,001 and up	11.63%	306,300	375,000	300,500	255,000	0
Average Sold Price		129,851	76,490	153,498	118,250	0
Total Closed Units	100%	129,851	10	26	7	0
Total Closed Volume		5,583,602	764.90K	3.99M	827.75K	0.00B

June 2019



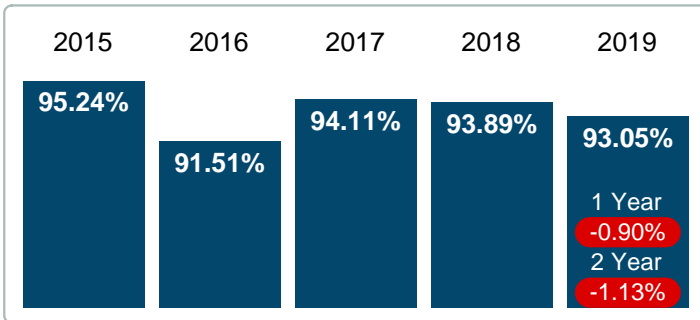
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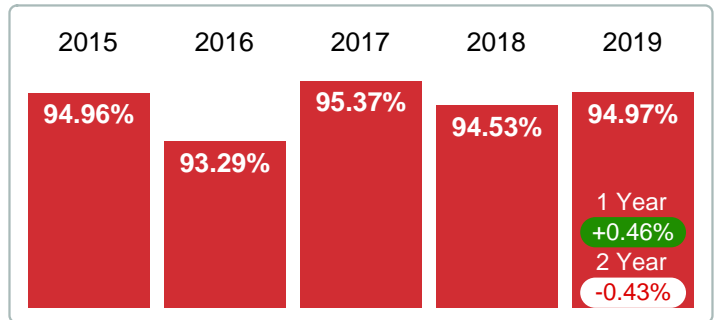
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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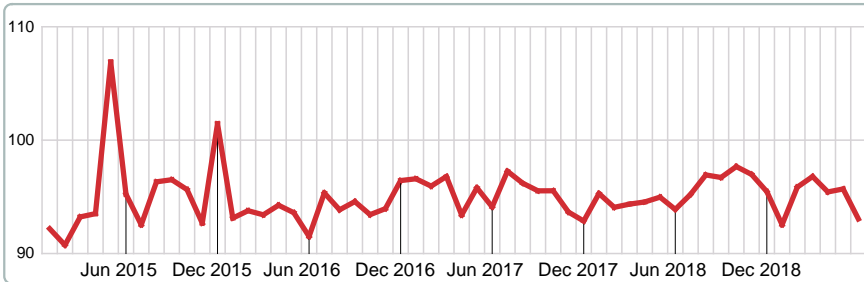
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

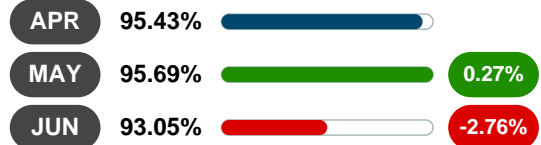


3 MONTHS

5 year JUN AVG = 93.56%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **93.05%**
below the 5 yr JUN average of **93.56%**



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	4	9.30%	83.38%	83.38%	0.00%	0.00%	0.00%
\$40,001 \$50,000	4	9.30%	90.37%	70.90%	109.30%	72.00%	0.00%
\$50,001 \$80,000	7	16.28%	85.39%	84.28%	95.15%	77.29%	0.00%
\$80,001 \$140,000	9	20.93%	96.52%	101.30%	95.11%	98.36%	0.00%
\$140,001 \$160,000	5	11.63%	98.55%	0.00%	98.55%	0.00%	0.00%
\$160,001 \$250,000	9	20.93%	97.05%	0.00%	96.69%	100.00%	0.00%
\$250,001 and up	5	11.63%	94.70%	100.67%	94.95%	87.96%	0.00%
Average Sold/List Ratio		93.00%		85.92%	97.33%	87.32%	0.00%
Total Closed Units		43	100%	10	26	7	
Total Closed Volume		5,583,602		764.90K	3.99M	827.75K	0.00B

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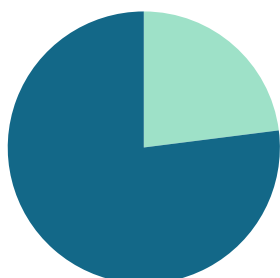
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

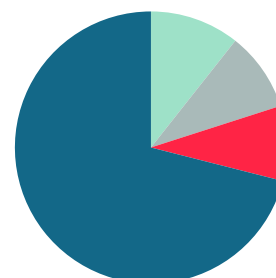


Inventory
 New Listings
83 = 22.99%
 Start Inventory
278
 Total Inventory Units
361
 Volume
\$75,284,753

Market Activity

Closed Sales
43 = 10.64%
 Pending Sales
38 = 9.41%
 Other Off Market
36 = 8.91%
 Active Inventory
287 = 71.04%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	50	43	-14.00%	246	212	-13.82%
Pending Sales	37	38	2.70%	273	227	-16.85%
New Listings	85	83	-2.35%	524	501	-4.39%
Average List Price	151,072	136,696	-9.52%	141,252	139,355	-1.34%
Average Sale Price	142,920	129,851	-9.14%	134,427	133,538	-0.66%
Average Percent of Selling Price to List Price	93.89%	93.05%	-0.90%	94.53%	94.97%	0.46%
Average Days on Market to Sale	49.30	53.33	8.17%	53.48	52.79	-1.29%
Monthly Inventory	291	287	-1.37%	291	287	-1.37%
Months Supply of Inventory	6.98	7.00	0.23%	6.98	7.00	0.23%

Absorption: Last 12 months, an Average of **41** Sales/Month

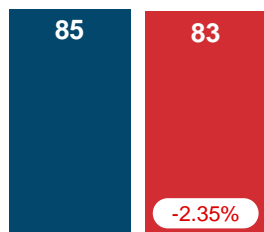
Inventory on June 30, 2019 = **287**

2018 **2019**

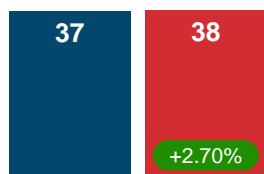
JUNE MARKET

AVERAGE PRICES

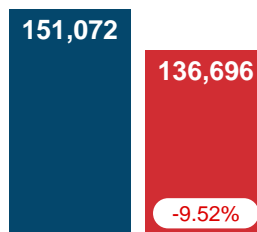
New Listings



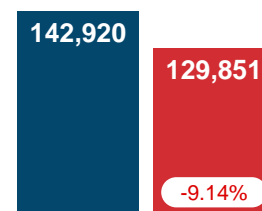
Pending Listings



List Price



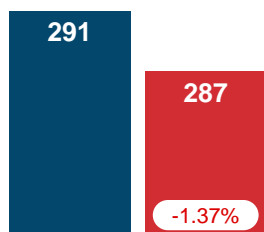
Sale Price



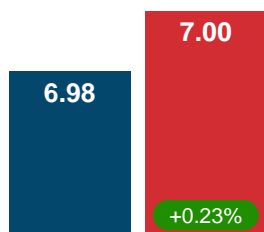
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

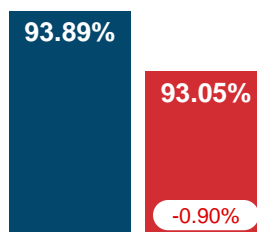
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

