

## June 2019



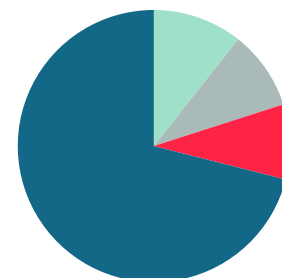
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	132,250	122,000	-7.75%
Median Sale Price	126,250	120,000	-4.95%
Median Percent of Selling Price to List Price	96.24%	96.06%	-0.19%
Median Days on Market to Sale	33.00	42.00	27.27%
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.

## 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 **4.95%** in June 2019 to \$120,000 versus the previous year at \$126,250.

## Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 9.00 days or **27.27%** in June 2019 compared to last year's same month at **33.00** DOM.

## Sales Success for June 2019 is Positive

Overall, with Median 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 Monthly 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.

# June 2019



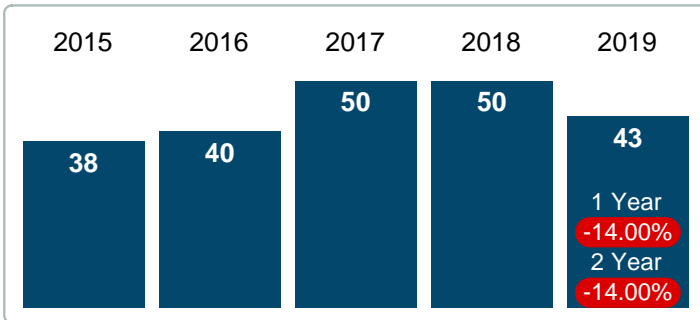
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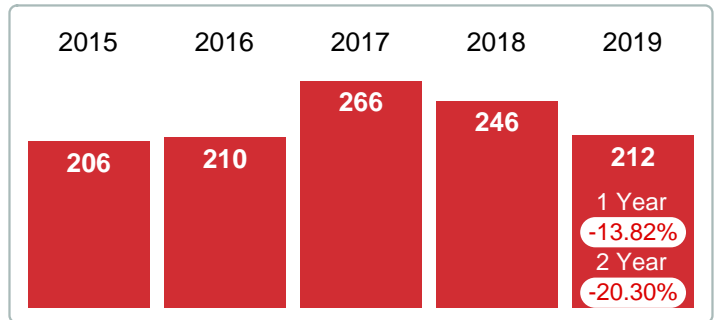
## CLOSED LISTINGS

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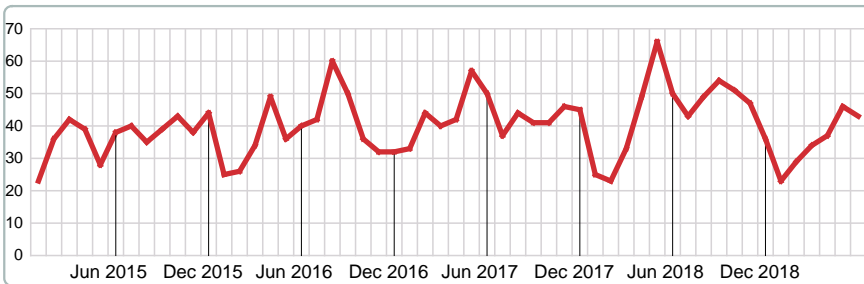
### JUNE



### YEAR TO DATE (YTD)

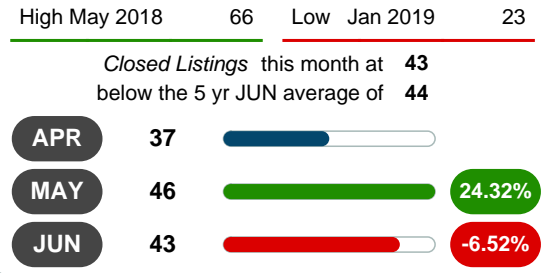


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.30%	53.5	4	0	0	0
\$40,001 - \$50,000	4	9.30%	34.5	1	2	1	0
\$50,001 - \$80,000	7	16.28%	105.0	3	2	2	0
\$80,001 - \$140,000	9	20.93%	16.0	1	6	2	0
\$140,001 - \$160,000	5	11.63%	43.0	0	5	0	0
\$160,001 - \$250,000	9	20.93%	16.0	0	8	1	0
\$250,001 and up	5	11.63%	64.0	1	3	1	0
<b>Total Closed Units</b>	<b>43</b>			<b>10</b>	<b>26</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,583,602</b>	<b>100%</b>	<b>42.0</b>	<b>764.90K</b>	<b>3.99M</b>	<b>827.75K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$49,250</b>	<b>\$149,450</b>	<b>\$104,947</b>	<b>\$0</b>

# June 2019



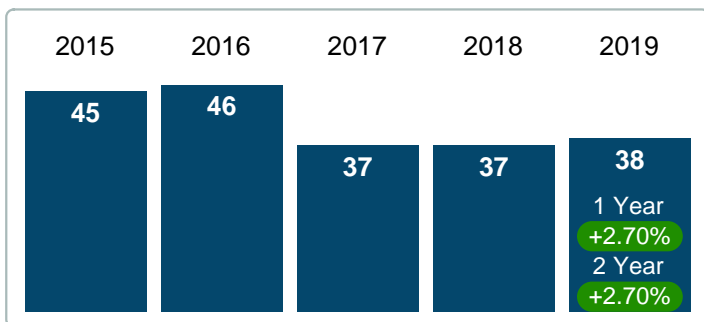
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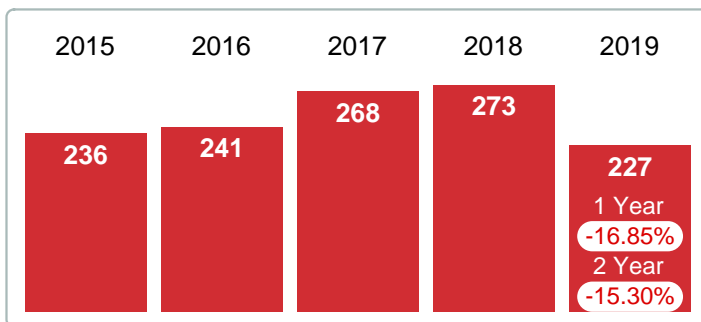
## PENDING LISTINGS

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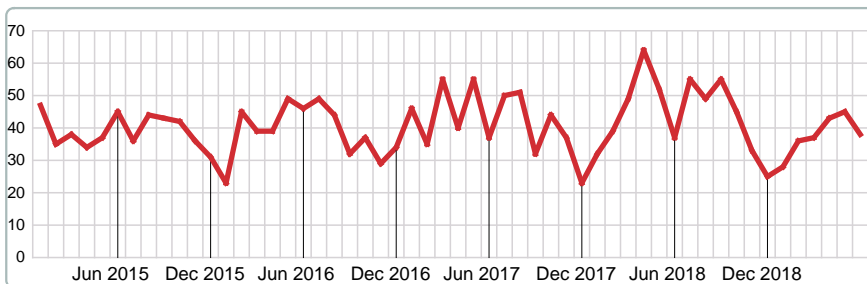
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

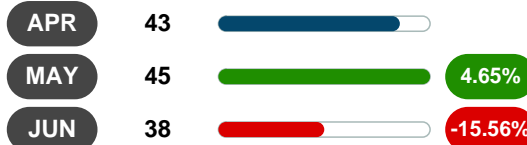


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	7.89%	31.0	2	1	0	0
\$30,001 - \$60,000	5	13.16%	8.0	0	5	0	0
\$60,001 - \$100,000	4	10.53%	31.5	1	2	1	0
\$100,001 - \$140,000	11	28.95%	35.0	1	9	1	0
\$140,001 - \$170,000	4	10.53%	76.5	0	3	0	1
\$170,001 - \$210,000	6	15.79%	52.0	1	5	0	0
\$210,001 and up	5	13.16%	18.0	0	5	0	0
<b>Total Pending Units</b>	<b>38</b>			<b>5</b>	<b>30</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,014,300</b>	<b>100%</b>	<b>30.0</b>	<b>445.40K</b>	<b>4.23M</b>	<b>171.50K</b>	<b>169.90K</b>
<b>Median Listing Price</b>	<b>\$128,450</b>			<b>\$99,000</b>	<b>\$138,950</b>	<b>\$85,750</b>	<b>\$169,900</b>

# June 2019



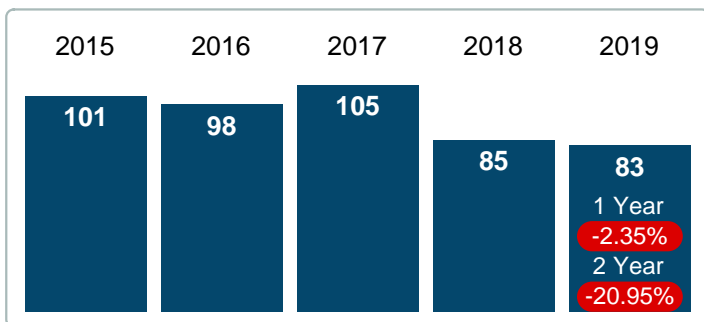
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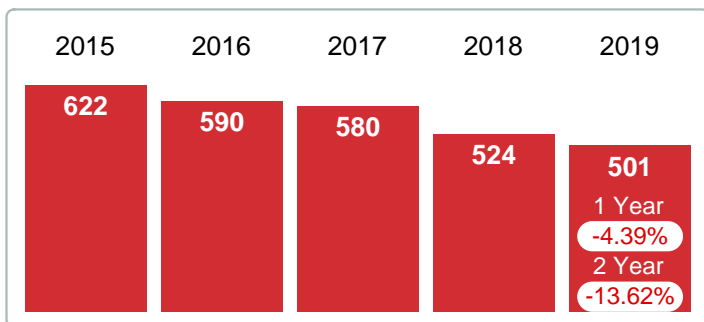
## NEW LISTINGS

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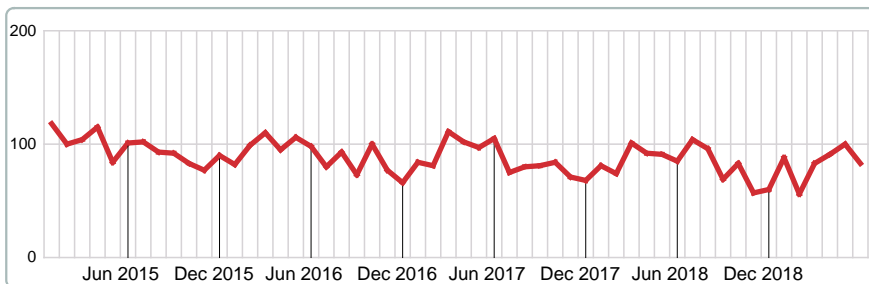
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

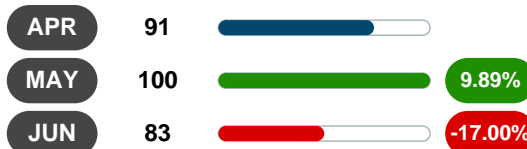


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>83</b>		<b>15</b>	<b>50</b>	<b>14</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>15,643,500</b>	<b>100%</b>	<b>1.57M</b>	<b>10.04M</b>	<b>2.63M</b>	<b>1.41M</b>
<b>Median New Listed Listing Price</b>	<b>\$139,000</b>		<b>\$69,900</b>	<b>\$115,700</b>	<b>\$197,900</b>	<b>\$392,200</b>

# June 2019



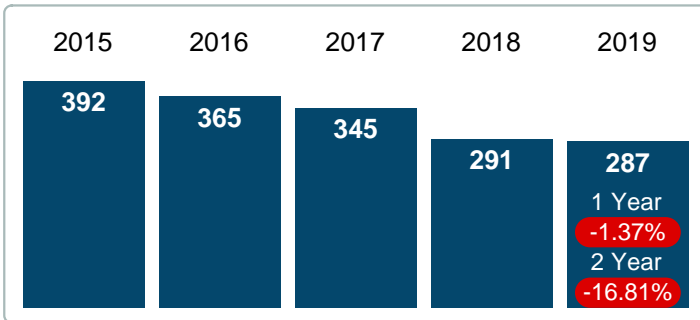
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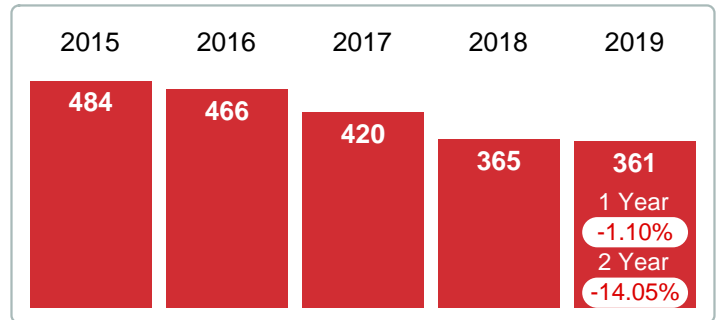
## ACTIVE INVENTORY

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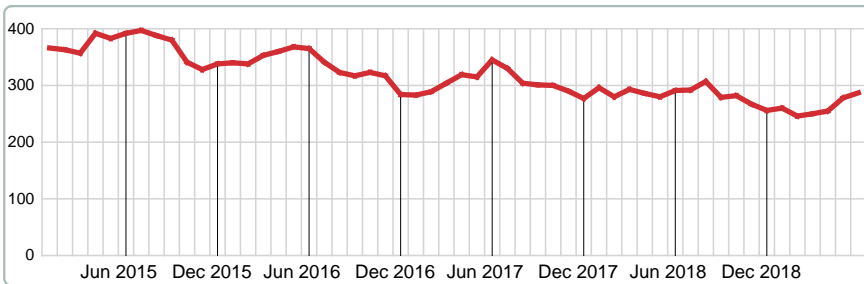
### END OF JUNE



### ACTIVE DURING JUNE

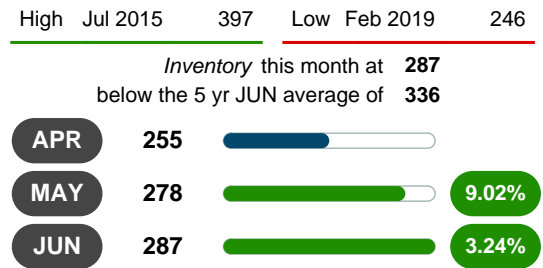


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 336



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	7.67%	27.0	13	8	1	0
\$50,001 - \$80,000	40	13.94%	63.5	21	16	3	0
\$80,001 - \$120,000	44	15.33%	67.0	12	28	2	2
\$120,001 - \$180,000	65	22.65%	58.0	5	46	11	3
\$180,001 - \$250,000	51	17.77%	66.0	4	24	17	6
\$250,001 - \$390,000	35	12.20%	88.0	2	16	12	5
\$390,001 and up	30	10.45%	82.0	3	12	11	4
Total Active Inventory by Units		287		60	150	57	20
Total Active Inventory by Volume		63,636,463	100%	6.67M	31.57M	16.92M	8.48M
Median Active Inventory Listing Price		\$149,999		\$75,750	\$149,900	\$216,000	\$242,400

# June 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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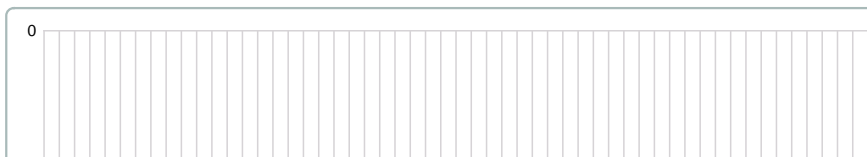
### MSI FOR JUNE

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

# June 2019



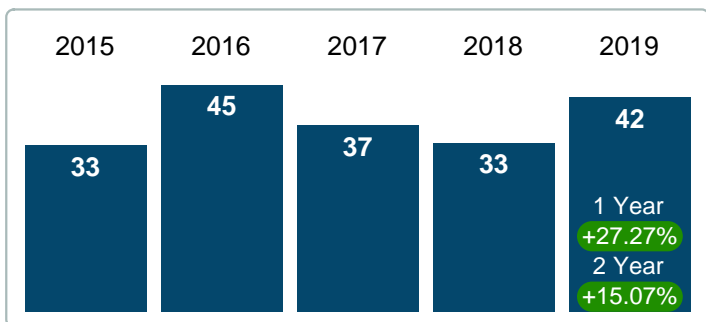
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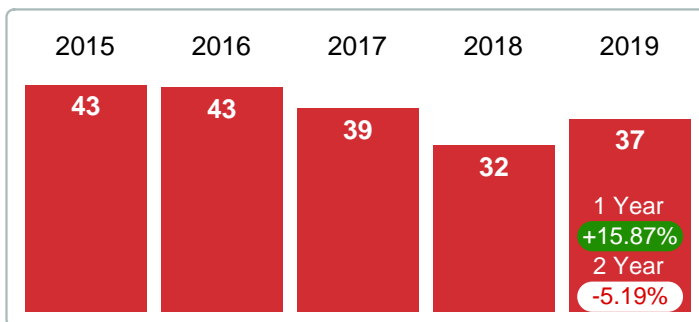
## MEDIAN DAYS ON MARKET TO SALE

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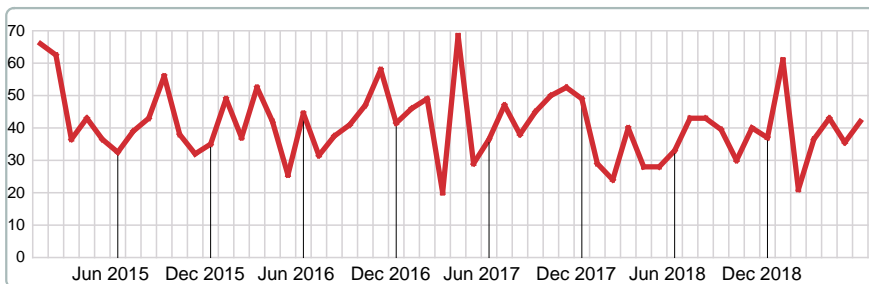
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

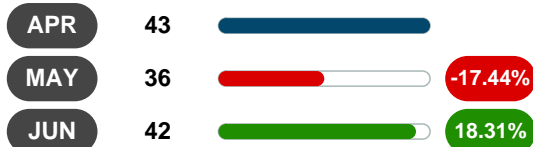


### 3 MONTHS

5 year JUN AVG = 38

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 42 above the 5 yr JUN average of 38



### 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	9.30%	54	54	0	0	0
\$40,001 - \$50,000	9.30%	35	105	19	40	0
\$50,001 - \$80,000	16.28%	105	126	34	105	0
\$80,001 - \$140,000	20.93%	16	34	17	9	0
\$140,001 - \$160,000	11.63%	43	0	43	0	0
\$160,001 - \$250,000	20.93%	16	0	32	8	0
\$250,001 and up	11.63%	64	12	64	139	0
Median Closed DOM		42	54	25	40	0
Total Closed Units	100%	43	10	26	7	
Total Closed Volume		5,583,602	764.90K	3.99M	827.75K	0.00B

# June 2019



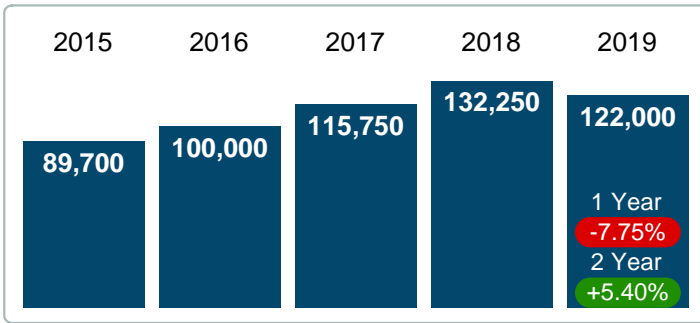
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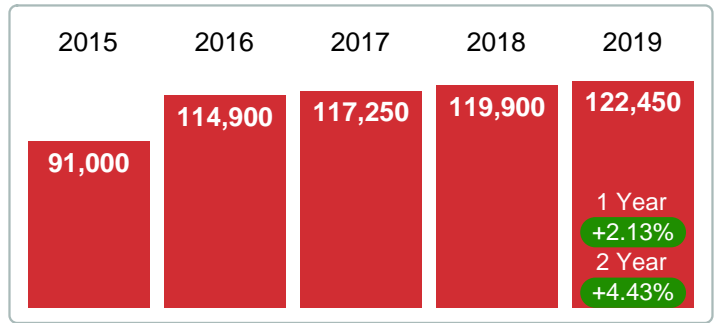
## MEDIAN LIST PRICE AT CLOSING

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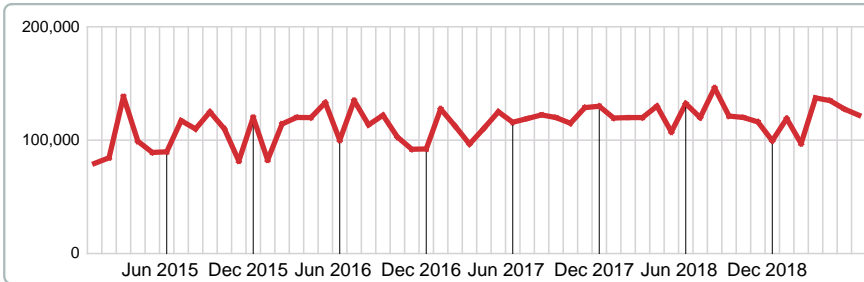
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

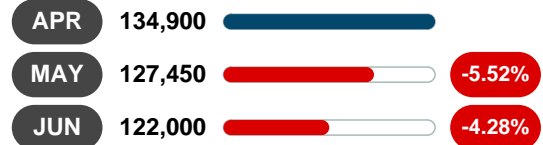


### 3 MONTHS

5 year JUN AVG = 111,940

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

Median List Price at Closing this month at **122,000**  
above the 5 yr JUN average of **111,940**



### 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	11.63%	25,600	23,300	34,400	0	0
\$40,001 - \$50,000	2.33%	49,900	0	49,900	0	0
\$50,001 - \$80,000	16.28%	69,900	68,450	79,900	70,750	0
\$80,001 - \$140,000	23.26%	103,250	84,900	103,950	108,500	0
\$140,001 - \$160,000	13.95%	149,900	0	149,900	0	0
\$160,001 - \$250,000	20.93%	179,900	0	179,900	178,900	0
\$250,001 and up	11.63%	325,000	372,500	325,000	289,900	0
<b>Median List Price</b>		<b>122,000</b>	<b>65,250</b>	<b>149,900</b>	<b>108,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>43</b>	<b>10</b>	<b>26</b>	<b>7</b>	
<b>Total Closed Volume</b>		<b>5,877,907</b>	<b>821.20K</b>	<b>4.13M</b>	<b>922.70K</b>	<b>0.00B</b>



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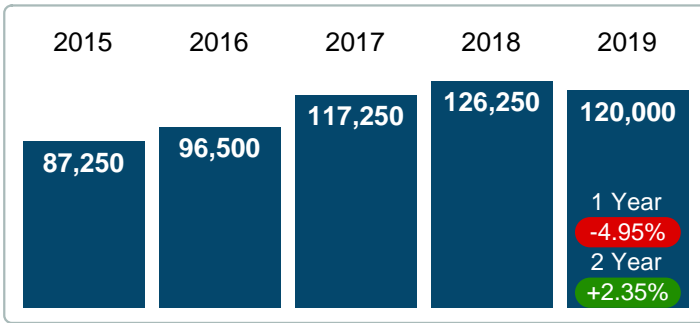
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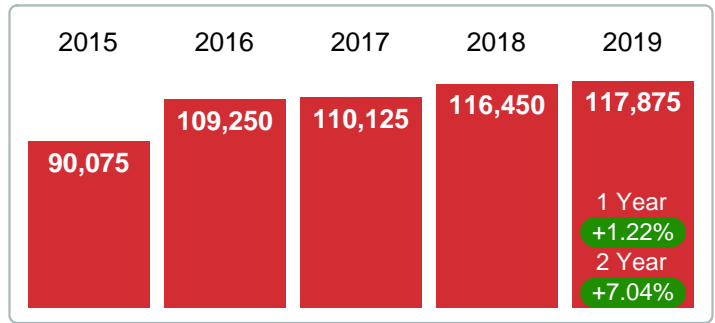
## MEDIAN SOLD PRICE AT CLOSING

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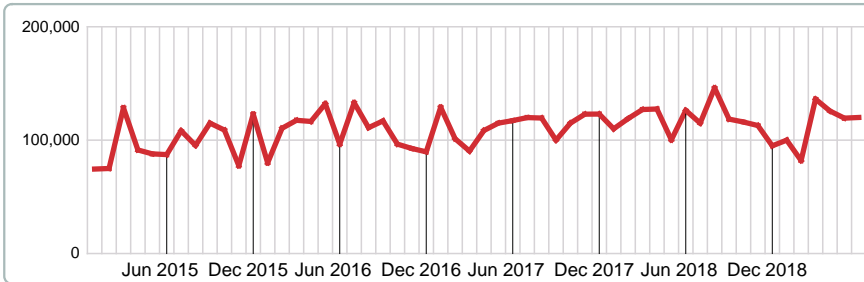
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

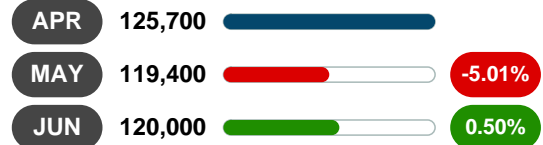


### 3 MONTHS

5 year JUN AVG = 109,450

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

Median Sold Price at Closing this month at 120,000 above the 5 yr JUN average of 109,450



### 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	9.30%	20,000	20,000	0	0	0
\$40,001 - \$50,000	9.30%	45,278	47,500	44,278	45,000	0
\$50,001 - \$80,000	16.28%	69,900	51,500	77,250	67,000	0
\$80,001 - \$140,000	20.93%	105,000	86,000	112,500	107,424	0
\$140,001 - \$160,000	11.63%	149,000	0	149,000	0	0
\$160,001 - \$250,000	20.93%	169,900	0	169,700	178,900	0
\$250,001 and up	11.63%	305,000	375,000	305,000	255,000	0
Median Sold Price		120,000	49,250	149,450	104,947	0
Total Closed Units	100%	43	10	26	7	
Total Closed Volume		5,583,602	764.90K	3.99M	827.75K	0.00B

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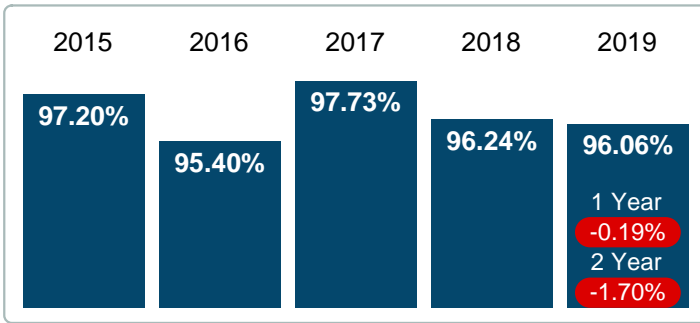
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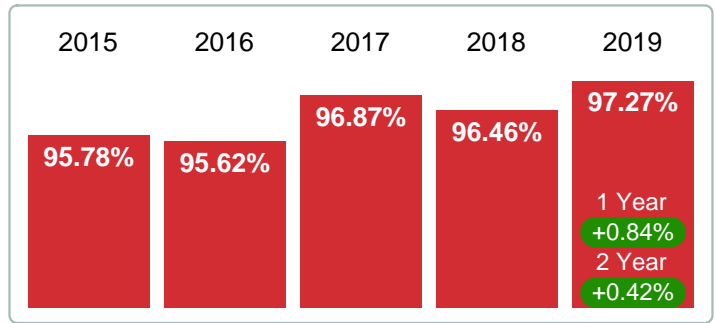
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

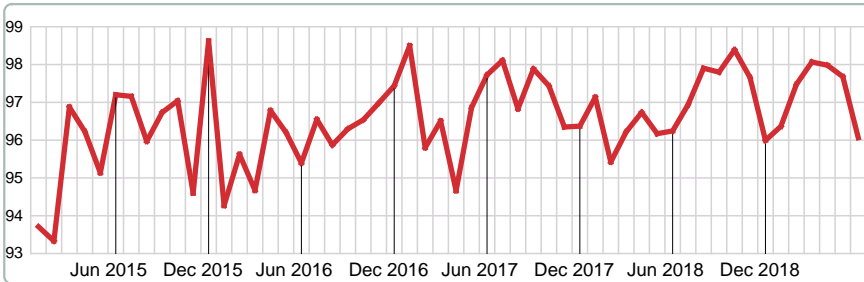
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

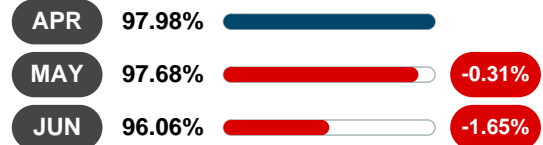


### 3 MONTHS

5 year JUN AVG = 96.53%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **96.06%**  
below the 5 yr JUN average of **96.53%**



### 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	4	9.30%	73.49%	73.49%	0.00%	0.00%	0.00%
\$40,001 \$50,000	4	9.30%	79.09%	70.90%	109.30%	72.00%	0.00%
\$50,001 \$80,000	7	16.28%	80.31%	80.31%	95.15%	77.29%	0.00%
\$80,001 \$140,000	9	20.93%	96.73%	101.30%	94.99%	98.36%	0.00%
\$140,001 \$160,000	5	11.63%	99.40%	0.00%	99.40%	0.00%	0.00%
\$160,001 \$250,000	9	20.93%	97.70%	0.00%	97.56%	100.00%	0.00%
\$250,001 and up	5	11.63%	94.50%	100.67%	94.50%	87.96%	0.00%
Median Sold/List Ratio		96.06%		85.87%	96.79%	87.96%	0.00%
Total Closed Units		43	100%	10	26	7	
Total Closed Volume		5,583,602		764.90K	3.99M	827.75K	0.00B

# June 2019



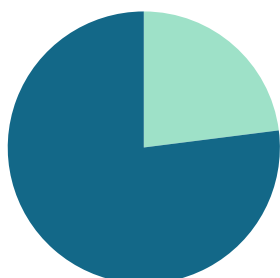
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

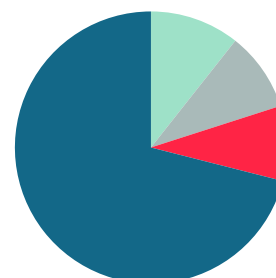


**Inventory**  
 New Listings  
**83 = 22.99%**  
 Start Inventory  
**278**  
 Total Inventory Units  
**361**  
 Volume  
**\$75,284,753**

### 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%
Median List Price	132,250	122,000	-7.75%	119,900	122,450	2.13%
Median Sale Price	126,250	120,000	-4.95%	116,450	117,875	1.22%
Median Percent of Selling Price to List Price	96.24%	96.06%	-0.19%	96.46%	97.27%	0.84%
Median Days on Market to Sale	33.00	42.00	27.27%	31.50	36.50	15.87%
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

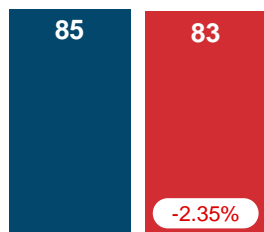
**Inventory** on June 30, 2019 = **287**

**2018** **2019**

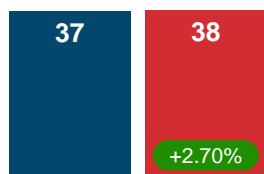
### JUNE MARKET

### MEDIAN PRICES

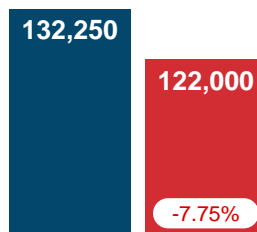
#### New Listings



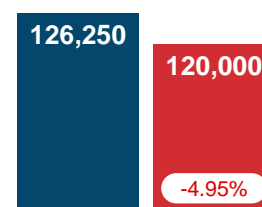
#### Pending Listings



#### List Price



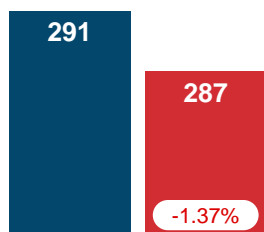
#### Sale Price



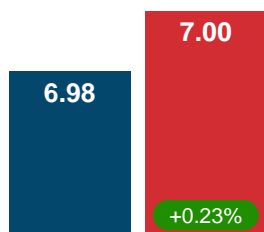
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

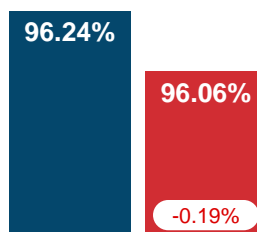
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

