

# March 2019



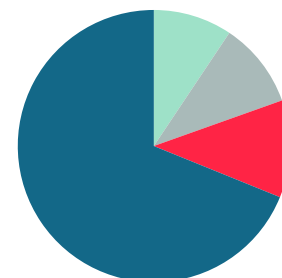
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	33	34	3.03%
Pending Listings	49	37	-24.49%
New Listings	101	83	-17.82%
Average List Price	158,479	148,397	-6.36%
Average Sale Price	151,545	145,267	-4.14%
Average Percent of Selling Price to List Price	94.36%	96.79%	2.58%
Average Days on Market to Sale	55.61	53.79	-3.26%
End of Month Inventory	293	250	-14.68%
Months Supply of Inventory	7.26	5.65	-22.23%



■ Closed (9.37%)  
■ Pending (10.19%)  
■ Other OffMarket (11.57%)  
■ Active (68.87%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of March 31, 2019 = **250**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **14.68%** to 250 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 **5.65** 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 **4.14%** in March 2019 to \$145,267 versus the previous year at \$151,545.

#### Average Days on Market Shortens

The average number of **53.79** days that homes spent on the market before selling decreased by 1.81 days or **3.26%** in March 2019 compared to last year's same month at **55.61** DOM.

#### Sales Success for March 2019 is Positive

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

There were 83 New Listings in March 2019, down **17.82%** from last year at 101. Furthermore, there were 34 Closed Listings this month versus last year at 33, a **3.03%** increase.

Closed versus Listed trends yielded a **41.0%** ratio, up from previous year's, March 2018, at **32.7%**, a **25.37%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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.

# March 2019



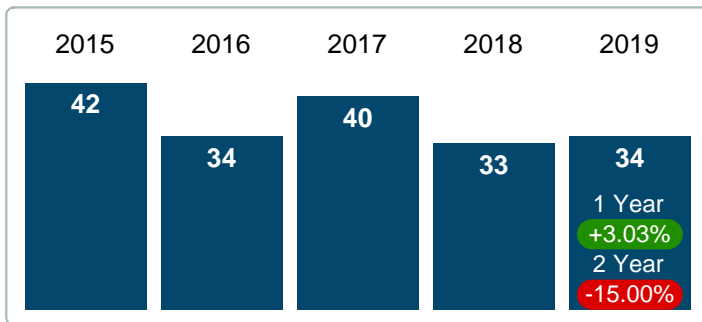
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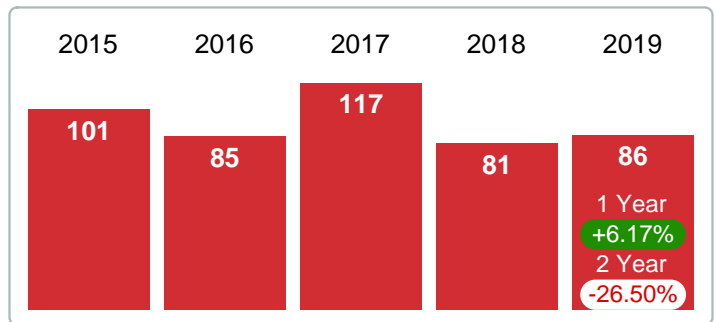
## CLOSED LISTINGS

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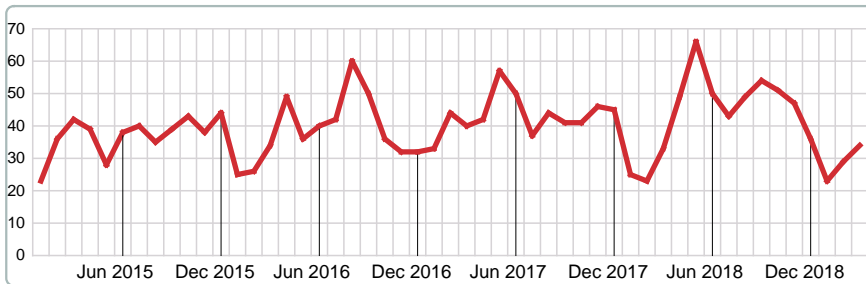
### MARCH



### YEAR TO DATE (YTD)

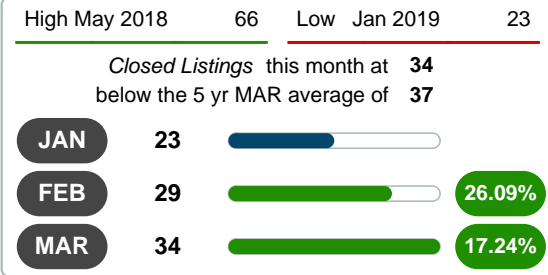


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.82%	81.7	2	1	0	0
\$50,001 - \$70,000	4	11.76%	22.0	2	2	0	0
\$70,001 - \$100,000	5	14.71%	73.6	1	4	0	0
\$100,001 - \$160,000	7	20.59%	47.0	0	7	0	0
\$160,001 - \$190,000	6	17.65%	54.0	0	4	2	0
\$190,001 - \$250,000	5	14.71%	51.4	1	2	2	0
\$250,001 and up	4	11.76%	54.5	1	3	0	0
<b>Total Closed Units</b>	<b>34</b>			<b>7</b>	<b>23</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,939,063</b>	<b>100%</b>	<b>53.8</b>	<b>861.35K</b>	<b>3.28M</b>	<b>797.46K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$145,267</b>			<b>\$123,050</b>	<b>\$142,620</b>	<b>\$199,366</b>	<b>\$0</b>

# March 2019



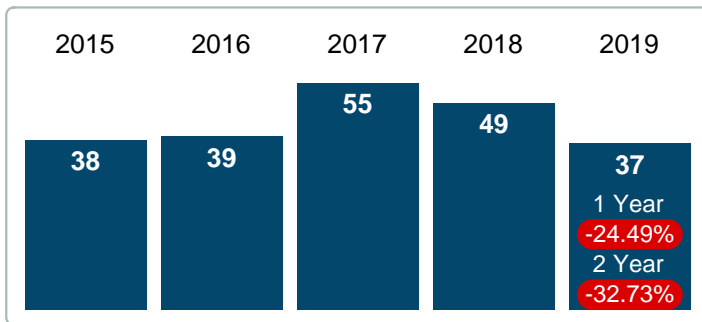
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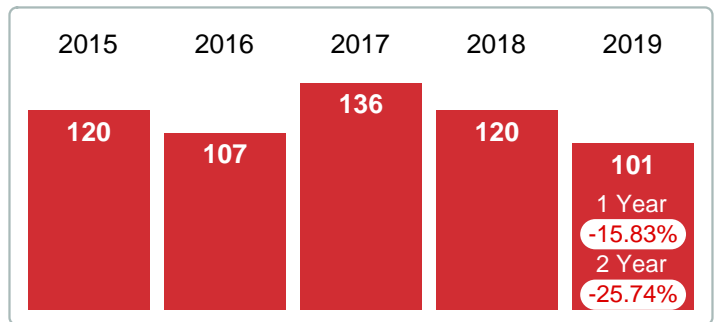
## PENDING LISTINGS

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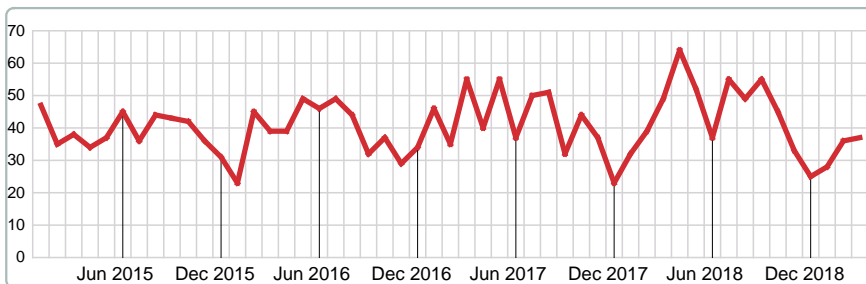
### MARCH



### YEAR TO DATE (YTD)

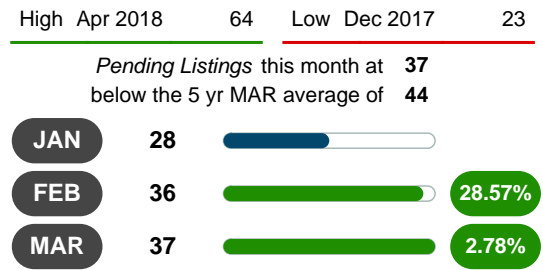


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 44



### 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	3	8.11%	113.0	2	1	0	0
\$40,001 - \$60,000	6	16.22%	75.8	2	4	0	0
\$60,001 - \$100,000	4	10.81%	91.3	1	2	1	0
\$100,001 - \$140,000	8	21.62%	51.9	1	7	0	0
\$140,001 - \$190,000	7	18.92%	54.9	1	4	2	0
\$190,001 - \$270,000	4	10.81%	37.8	1	1	2	0
\$270,001 and up	5	13.51%	53.8	1	2	2	0
<b>Total Pending Units</b>	<b>37</b>			<b>9</b>	<b>21</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,222,500</b>	<b>100%</b>	<b>64.3</b>	<b>1.07M</b>	<b>2.65M</b>	<b>1.50M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$141,149</b>			<b>\$118,900</b>	<b>\$126,371</b>	<b>\$214,086</b>	<b>\$0</b>

# March 2019



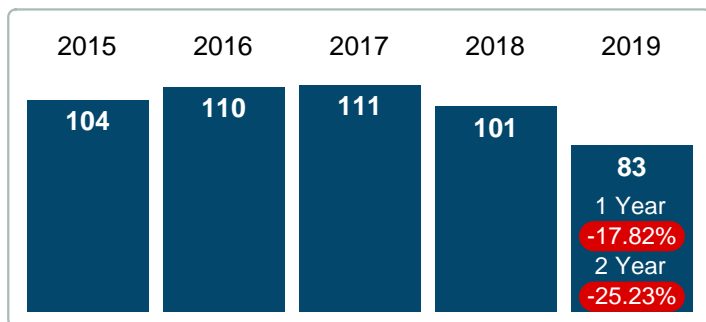
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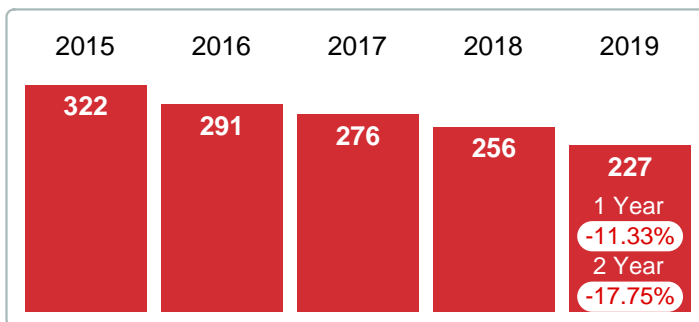
## NEW LISTINGS

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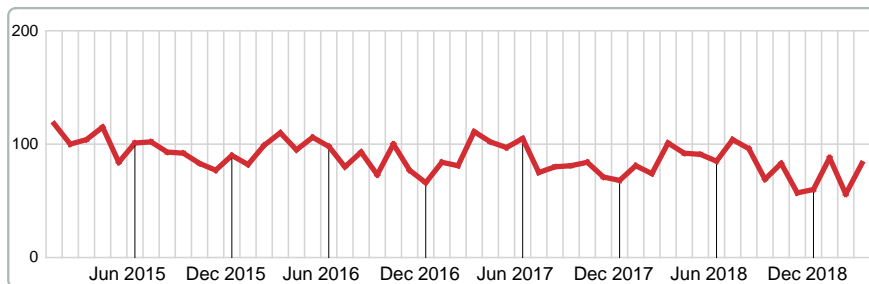
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 102

High Jan 2015 118 Low Feb 2019 56

New Listings this month at **83**  
below the 5 yr MAR average of **102**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	8	9.64%	7	1	0	0
\$70,001 - \$90,000	8	9.64%	4	4	0	0
\$90,001 - \$120,000	15	18.07%	4	8	1	2
\$120,001 - \$160,000	21	25.30%	2	17	2	0
\$160,001 - \$220,000	12	14.46%	0	9	3	0
\$220,001 - \$340,000	10	12.05%	1	7	2	0
\$340,001 and up	9	10.84%	0	4	2	3
<b>Total New Listed Units</b>	<b>83</b>		<b>18</b>	<b>50</b>	<b>10</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>15,711,405</b>	<b>100%</b>	<b>1.50M</b>	<b>9.64M</b>	<b>2.98M</b>	<b>1.59M</b>
<b>Average New Listed Listing Price</b>	<b>\$145,149</b>		<b>\$83,522</b>	<b>\$192,846</b>	<b>\$297,800</b>	<b>\$317,540</b>

# March 2019



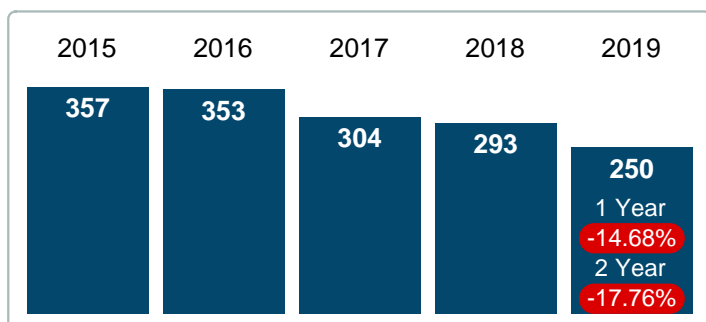
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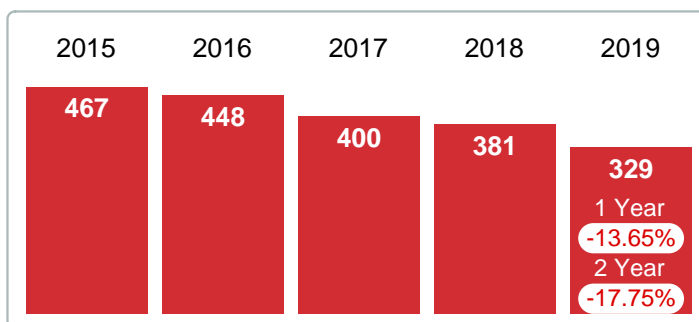
## ACTIVE INVENTORY

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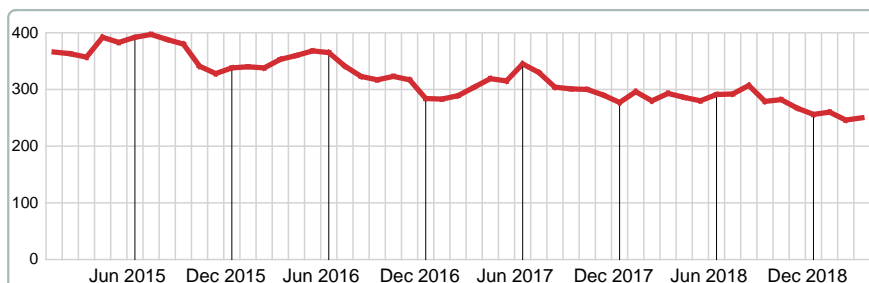
### END OF MARCH



### ACTIVE DURING MARCH

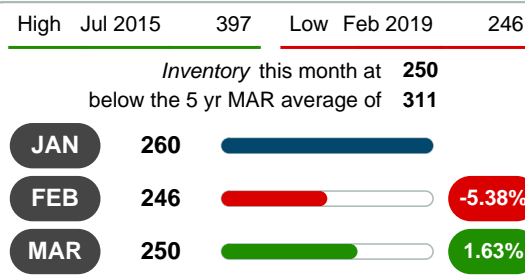


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 311



### 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	8.80%	78.6	16	6	0	0
\$50,001 - \$75,000	29	11.60%	67.6	14	11	4	0
\$75,001 - \$100,000	31	12.40%	74.6	9	17	4	1
\$100,001 - \$175,000	67	26.80%	56.6	5	51	9	2
\$175,001 - \$225,000	35	14.00%	85.7	4	21	7	3
\$225,001 - \$400,000	41	16.40%	73.4	2	21	11	7
\$400,001 and up	25	10.00%	82.8	3	12	7	3
<b>Total Active Inventory by Units</b>	<b>250</b>			<b>53</b>	<b>139</b>	<b>42</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>51,955,993</b>	<b>100%</b>	<b>71.5</b>	<b>5.60M</b>	<b>30.03M</b>	<b>11.87M</b>	<b>4.45M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$207,824</b>			<b>\$105,673</b>	<b>\$216,029</b>	<b>\$282,717</b>	<b>\$278,325</b>

# March 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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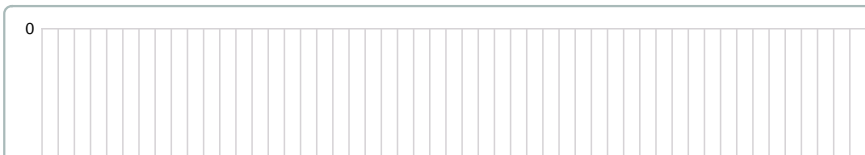
### MSI FOR MARCH

2015	2016	2017	2018	2019

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
250	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	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	8.80%	3.26	4.00	2.40	0.00	0.00
\$50,001 - \$70,000	22	8.80%	4.47	4.00	4.15	8.00	0.00
\$70,001 - \$110,000	48	19.20%	5.14	5.65	4.48	6.67	12.00
\$110,001 - \$180,000	64	25.60%	4.60	3.69	4.82	4.14	4.00
\$180,001 - \$240,000	35	14.00%	7.24	18.00	7.06	3.43	72.00
\$240,001 - \$410,000	35	14.00%	9.33	4.80	12.00	6.32	20.00
\$410,001 and up	24	9.60%	32.00	0.00	36.00	21.00	24.00
Market Supply of Inventory (MSI)			5.65	4.93	5.54	5.66	16.00
Total Active Inventory by Units		100%	5.65	53	139	42	16

# March 2019



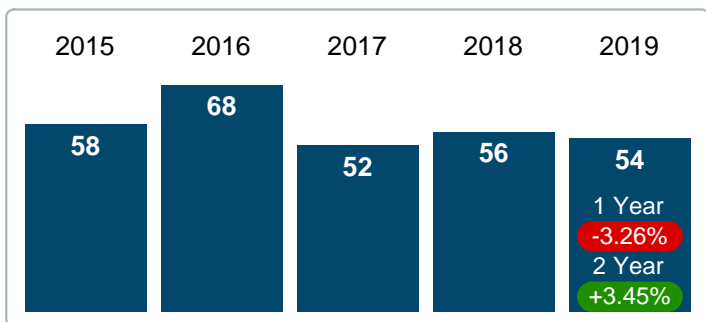
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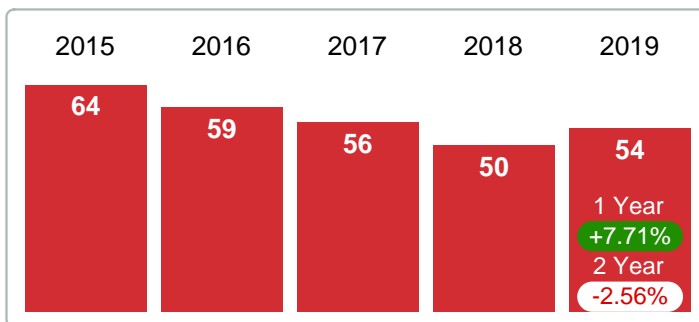
## AVERAGE DAYS ON MARKET TO SALE

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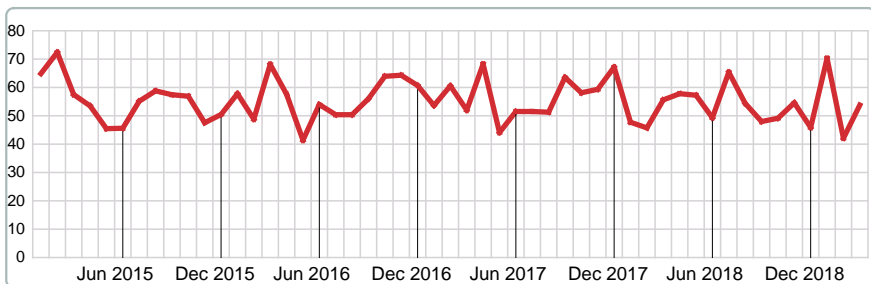
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 57

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 54 below the 5 yr MAR average of 57



### 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
\$50,000 and less	8.82%	82	120	5	0	0
\$50,001 - \$70,000	11.76%	22	18	27	0	0
\$70,001 - \$100,000	14.71%	74	17	88	0	0
\$100,001 - \$160,000	20.59%	47	0	47	0	0
\$160,001 - \$190,000	17.65%	54	0	57	49	0
\$190,001 - \$250,000	14.71%	51	23	61	57	0
\$250,001 and up	11.76%	55	78	47	0	0
<b>Average Closed DOM</b>		<b>54</b>	<b>56</b>	<b>53</b>	<b>53</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>54</b>	<b>7</b>	<b>23</b>	<b>4</b>	<b></b>
<b>Total Closed Volume</b>		<b>4,939,063</b>	<b>861.35K</b>	<b>3.28M</b>	<b>797.46K</b>	<b>0.00B</b>



# March 2019



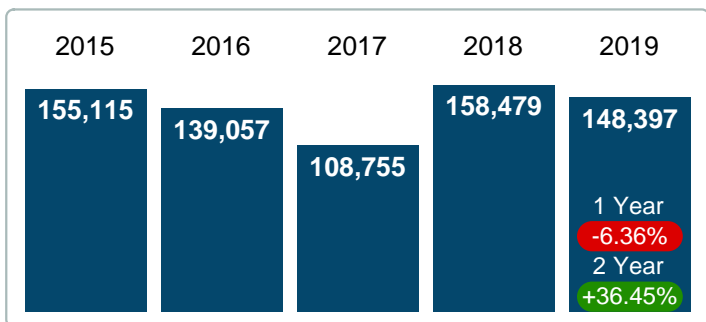
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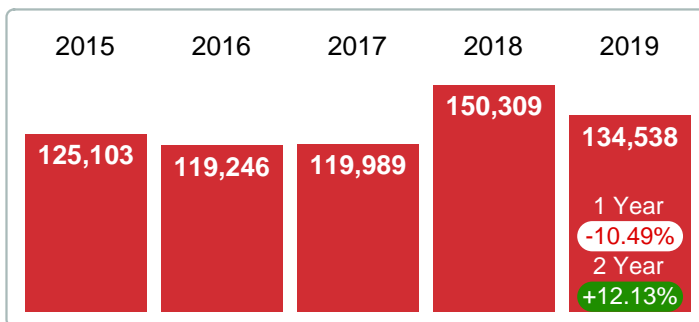
## AVERAGE LIST PRICE AT CLOSING

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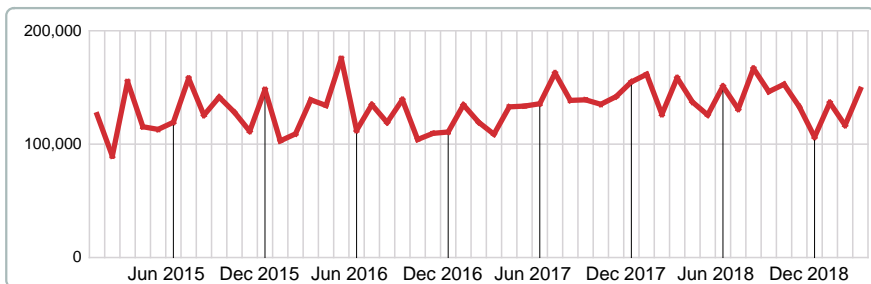
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

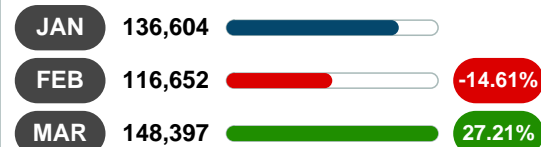


### 3 MONTHS

5 year MAR AVG = 141,961

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

Average List Price at Closing this month at **148,397** above the 5 yr MAR average of **141,961**



### 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
\$50,000 and less	8.82%	28,767	30,400	25,500	0	0
\$50,001 - \$70,000	11.76%	58,725	58,450	59,000	0	0
\$70,001 - \$100,000	14.71%	84,140	87,500	83,300	0	0
\$100,001 - \$160,000	20.59%	126,679	0	126,679	0	0
\$160,001 - \$190,000	17.65%	178,575	0	178,138	179,450	0
\$190,001 - \$250,000	14.71%	218,320	194,900	227,350	221,000	0
\$250,001 and up	11.76%	313,450	369,000	294,933	0	0
<b>Average List Price</b>		<b>148,397</b>	<b>118,443</b>	<b>148,500</b>	<b>200,225</b>	<b>0</b>
<b>Total Closed Units</b>		<b>34</b>	<b>7</b>	<b>23</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,045,500</b>	<b>829.10K</b>	<b>3.42M</b>	<b>800.90K</b>	<b>0.00B</b>



# March 2019



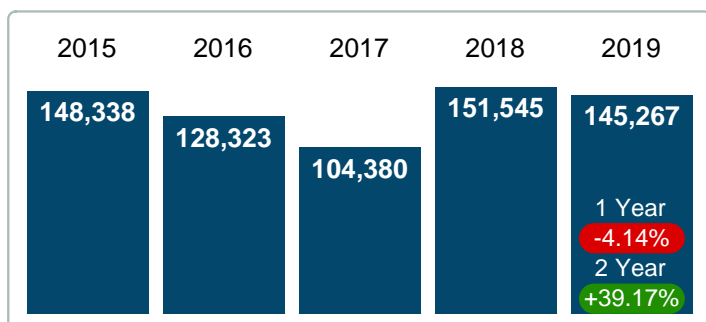
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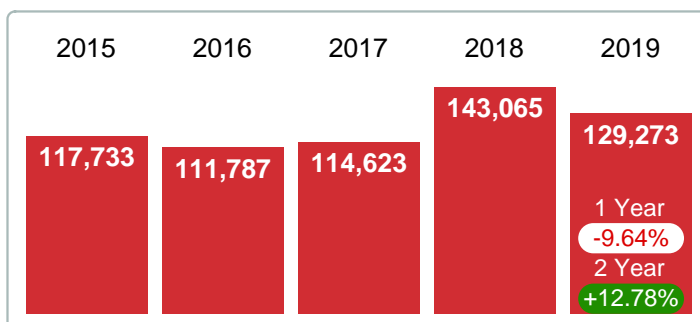
## AVERAGE SOLD PRICE AT CLOSING

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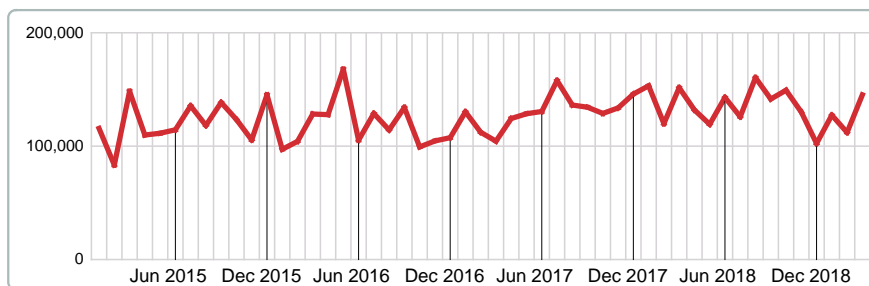
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

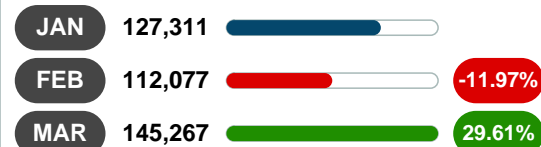


### 3 MONTHS

5 year MAR AVG = 135,571

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

Average Sold Price at Closing this month at **145,267** above the 5 yr MAR average of **135,571**



### 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
\$50,000 and less	8.82%	25,333	25,250	25,500	0	0
\$50,001 - \$70,000	11.76%	57,463	57,475	57,450	0	0
\$70,001 - \$100,000	14.71%	83,480	91,000	81,600	0	0
\$100,001 - \$160,000	20.59%	124,157	0	124,157	0	0
\$160,001 - \$190,000	17.65%	175,442	0	174,413	177,500	0
\$190,001 - \$250,000	14.71%	223,033	244,900	213,900	221,232	0
\$250,001 and up	11.76%	294,725	360,000	272,967	0	0
<b>Average Sold Price</b>		<b>145,267</b>	<b>123,050</b>	<b>142,620</b>	<b>199,366</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145,267</b>	<b>7</b>	<b>23</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,939,063</b>	<b>861.35K</b>	<b>3.28M</b>	<b>797.46K</b>	<b>0.00B</b>

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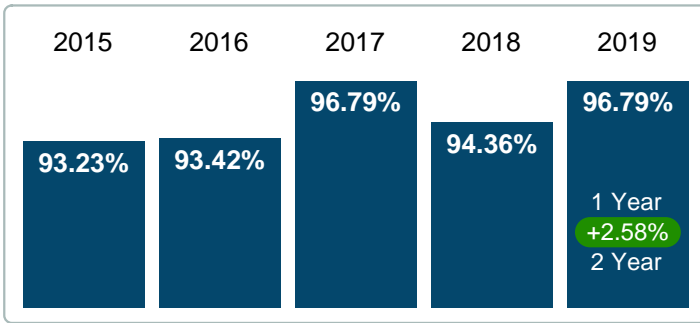
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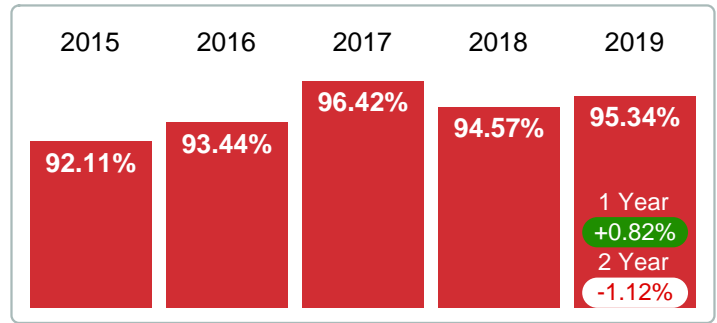
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

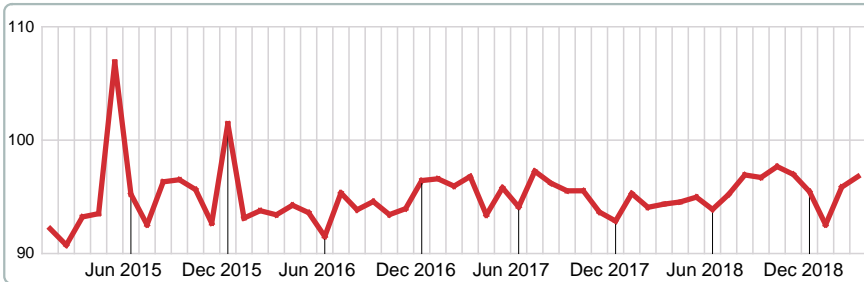
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

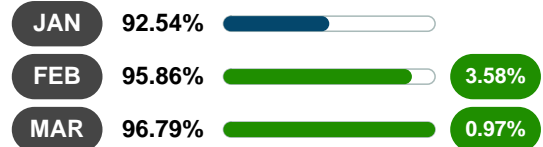


### 3 MONTHS

5 year MAR AVG = 94.92%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **96.79%** above the 5 yr MAR average of **94.92%**



### 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
\$50,000 and less	3	8.82%	78.86%	68.29%	100.00%	0.00%	0.00%
\$50,001 - \$70,000	4	11.76%	97.88%	98.42%	97.33%	0.00%	0.00%
\$70,001 - \$100,000	5	14.71%	99.42%	104.00%	98.27%	0.00%	0.00%
\$100,001 - \$160,000	7	20.59%	98.01%	0.00%	98.01%	0.00%	0.00%
\$160,001 - \$190,000	6	17.65%	98.27%	0.00%	97.93%	98.97%	0.00%
\$190,001 - \$250,000	5	14.71%	102.76%	125.65%	93.96%	100.12%	0.00%
\$250,001 and up	4	11.76%	94.04%	97.56%	92.87%	0.00%	0.00%
Average Sold/List Ratio		96.80%		94.38%	97.04%	99.55%	0.00%
Total Closed Units		34	100%	7	23	4	
Total Closed Volume		4,939,063		861.35K	3.28M	797.46K	0.00B

# March 2019



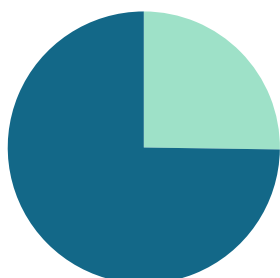
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

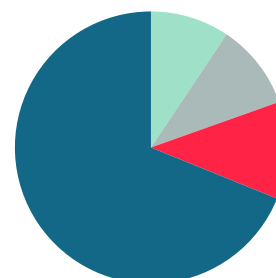


**Inventory**  
 New Listings  
**83 = 25.23%**  
 Start Inventory  
**246**  
 Total Inventory Units  
**329**  
 Volume  
**\$65,893,993**

### Market Activity

Closed Sales  
**34 = 9.37%**  
 Pending Sales  
**37 = 10.19%**  
 Other Off Market  
**42 = 11.57%**  
 Active Inventory  
**250 = 68.87%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	33	34	3.03%	81	86	6.17%
Pending Sales	49	37	-24.49%	120	101	-15.83%
New Listings	101	83	-17.82%	256	227	-11.33%
Average List Price	158,479	148,397	-6.36%	150,309	134,538	-10.49%
Average Sale Price	151,545	145,267	-4.14%	143,065	129,273	-9.64%
Average Percent of Selling Price to List Price	94.36%	96.79%	2.58%	94.57%	95.34%	0.82%
Average Days on Market to Sale	55.61	53.79	-3.26%	50.37	54.26	7.71%
Monthly Inventory	293	250	-14.68%	293	250	-14.68%
Months Supply of Inventory	7.26	5.65	-22.23%	7.26	5.65	-22.23%

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

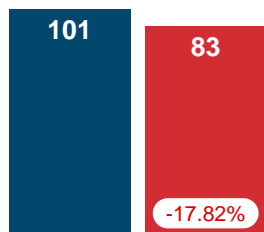
**Inventory** on March 31, 2019 = **250**

**2018** **2019**

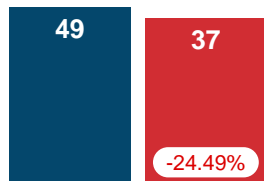
### MARCH MARKET

### AVERAGE PRICES

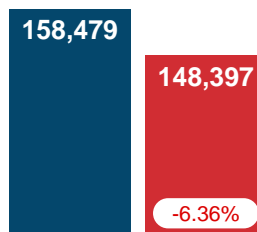
#### New Listings



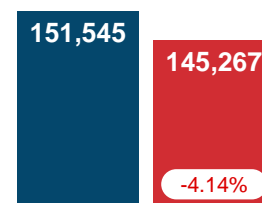
#### Pending Listings



#### List Price



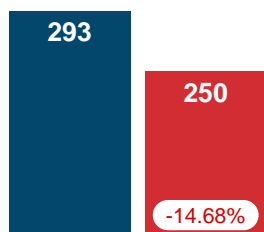
#### Sale Price



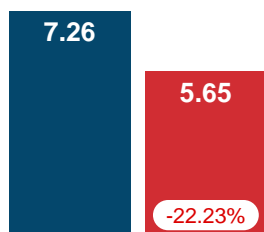
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

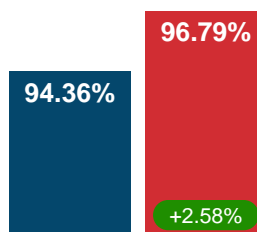
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

