

March 2019



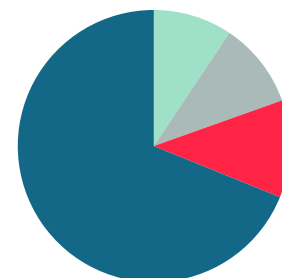
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	119,900	137,200	14.43%
Median Sale Price	127,000	136,200	7.24%
Median Percent of Selling Price to List Price	96.22%	98.07%	1.92%
Median Days on Market to Sale	40.00	36.50	-8.75%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **7.24%** in March 2019 to \$136,200 versus the previous year at \$127,000.

Median Days on Market Shortens

The median number of **36.50** days that homes spent on the market before selling decreased by 3.50 days or **8.75%** in March 2019 compared to last year's same month at **40.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices going up 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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®

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March 2019



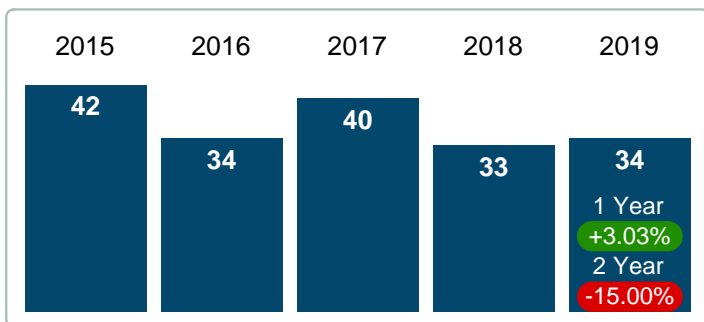
Area Delimited by County Of Cherokee - Residential Property Type



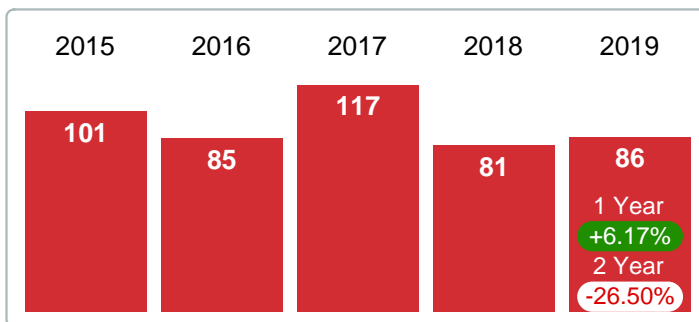
CLOSED LISTINGS

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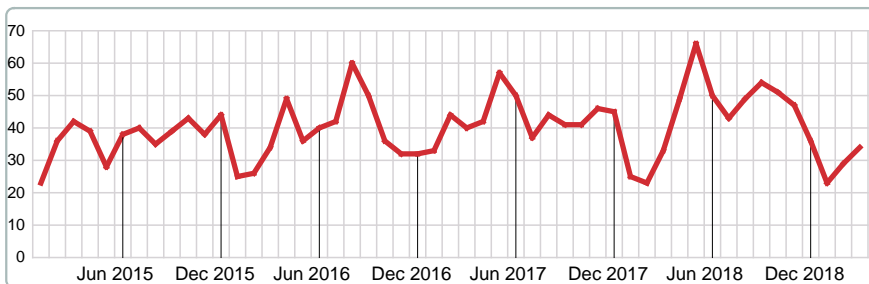
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37

High May 2018: 66 | Low Jan 2019: 23

Closed Listings this month at **34**
below the 5 yr MAR average of **37**

Month	Closed Listings	% Change
JAN	23	
FEB	29	26.09%
MAR	34	17.24%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.82%	117.0	2	1	0	0
\$50,001 - \$70,000	4	11.76%	17.5	2	2	0	0
\$70,001 - \$100,000	5	14.71%	53.0	1	4	0	0
\$100,001 - \$160,000	7	20.59%	36.0	0	7	0	0
\$160,001 - \$190,000	6	17.65%	42.0	0	4	2	0
\$190,001 - \$250,000	5	14.71%	23.0	1	2	2	0
\$250,001 and up	4	11.76%	52.0	1	3	0	0
Total Closed Units	34			7	23	4	0
Total Closed Volume	4,939,063	100%	36.5	861.35K	3.28M	797.46K	0.00B
Median Closed Price	\$136,200			\$59,950	\$132,500	\$190,732	\$0

March 2019



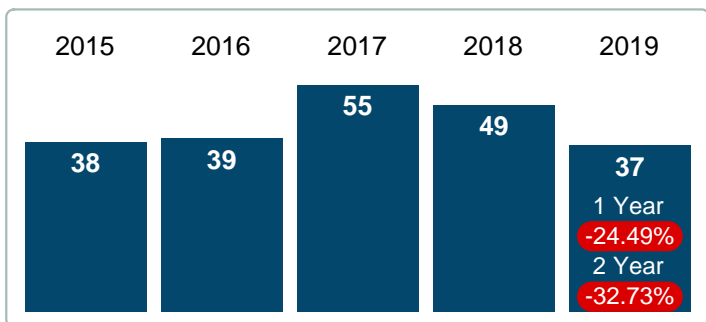
Area Delimited by County Of Cherokee - Residential Property Type



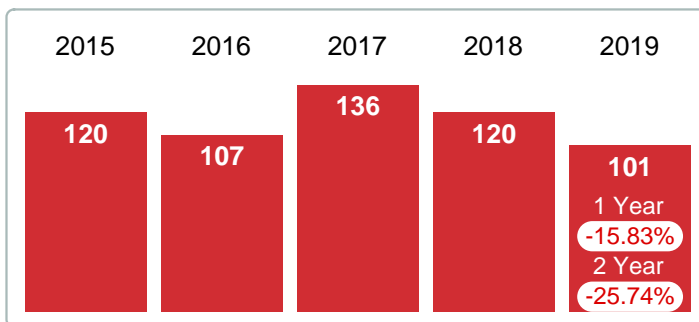
PENDING LISTINGS

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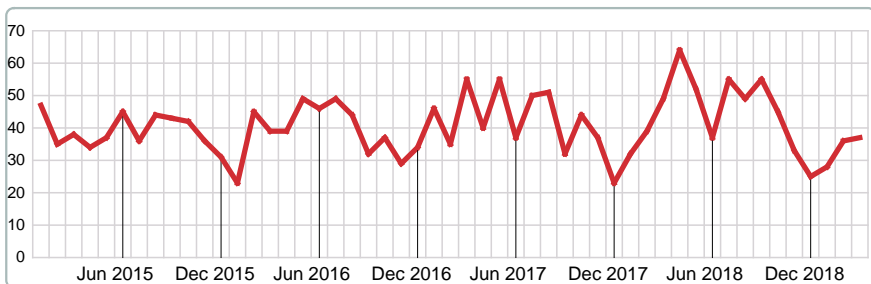
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

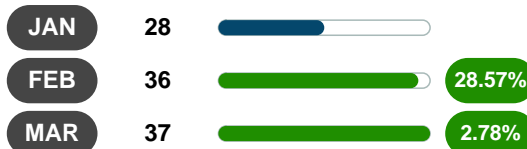


3 MONTHS

5 year MAR AVG = 44

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 37
below the 5 yr MAR average of 44



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	3	8.11%	117.0	2	1	0	0
\$40,001 - \$60,000	6	16.22%	62.5	2	4	0	0
\$60,001 - \$100,000	4	10.81%	87.5	1	2	1	0
\$100,001 - \$140,000	8	21.62%	39.0	1	7	0	0
\$140,001 - \$190,000	7	18.92%	29.0	1	4	2	0
\$190,001 - \$270,000	4	10.81%	19.5	1	1	2	0
\$270,001 and up	5	13.51%	62.0	1	2	2	0
Total Pending Units	37			9	21	7	0
Total Pending Volume	5,222,500	100%	57.0	1.07M	2.65M	1.50M	0.00B
Median Listing Price	\$122,900			\$99,900	\$119,900	\$207,000	\$0

March 2019



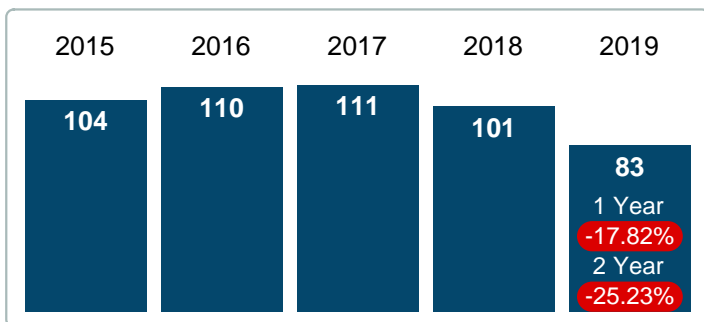
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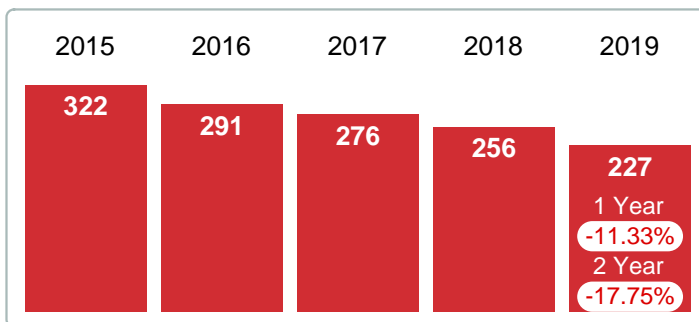
NEW LISTINGS

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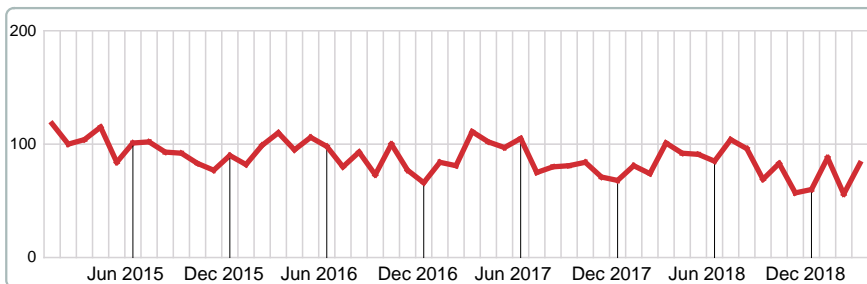
MARCH



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
Total New Listed Units	83		18	50	10	5
Total New Listed Volume	15,711,405	100%	1.50M	9.64M	2.98M	1.59M
Median New Listed Listing Price	\$145,000		\$74,950	\$149,900	\$205,950	\$344,900

March 2019



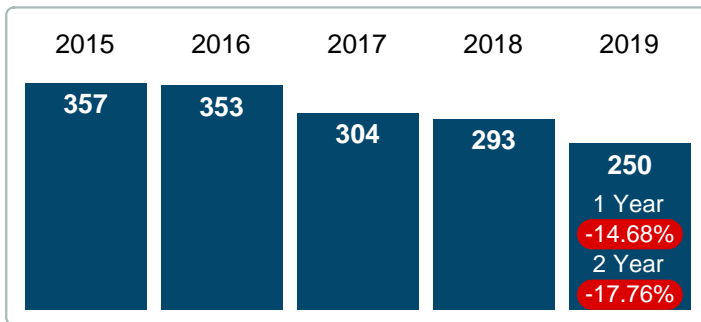
Area Delimited by County Of Cherokee - Residential Property Type



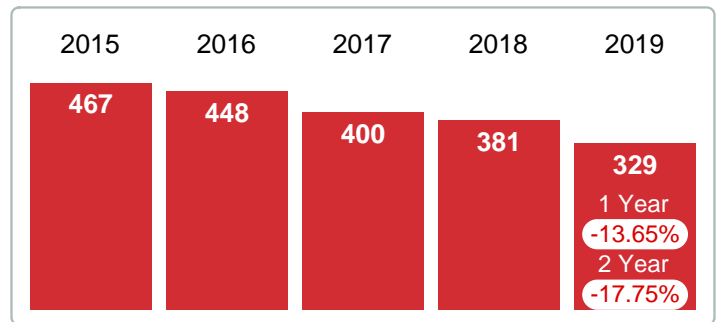
ACTIVE INVENTORY

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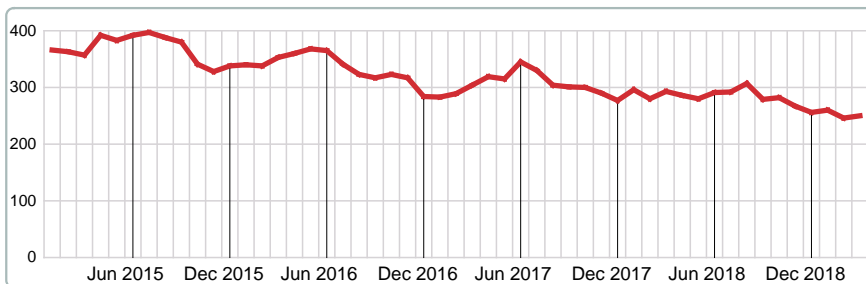
END OF MARCH



ACTIVE DURING MARCH

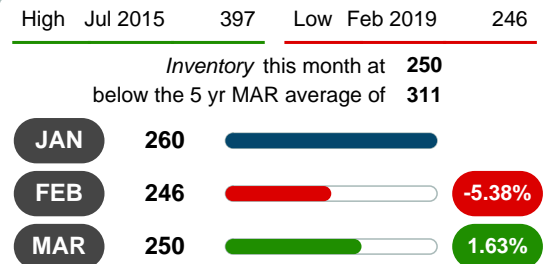


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 311



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	8.80%	88.5	16	6	0	0
\$50,001 - \$70,000	22	8.80%	68.0	9	9	4	0
\$70,001 - \$110,000	48	19.20%	47.5	16	25	5	2
\$110,001 - \$180,000	64	25.60%	48.5	4	49	10	1
\$180,001 - \$240,000	35	14.00%	74.0	3	20	6	6
\$240,001 - \$410,000	35	14.00%	59.0	2	18	10	5
\$410,001 and up	24	9.60%	78.5	3	12	7	2
Total Active Inventory by Units	250			53	139	42	16
Total Active Inventory by Volume	51,955,993	100%	62.0	5.60M	30.03M	11.87M	4.45M
Median Active Inventory Listing Price	\$149,900			\$73,500	\$149,900	\$189,900	\$239,950

March 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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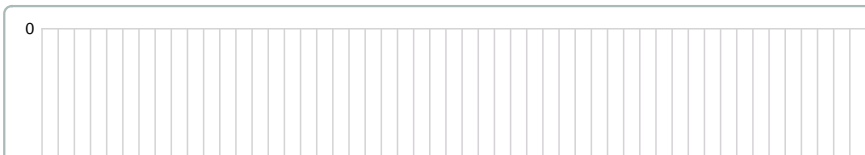
MSI FOR MARCH

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



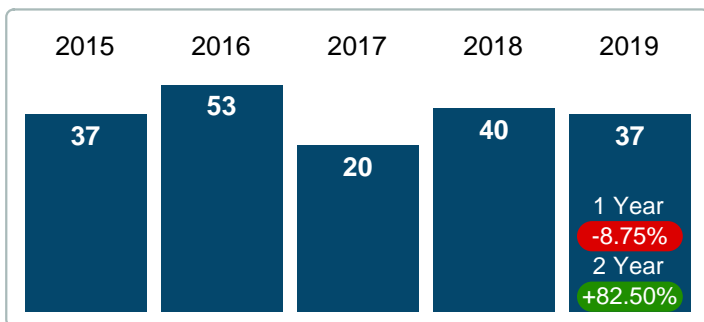
Area Delimited by County Of Cherokee - Residential Property Type



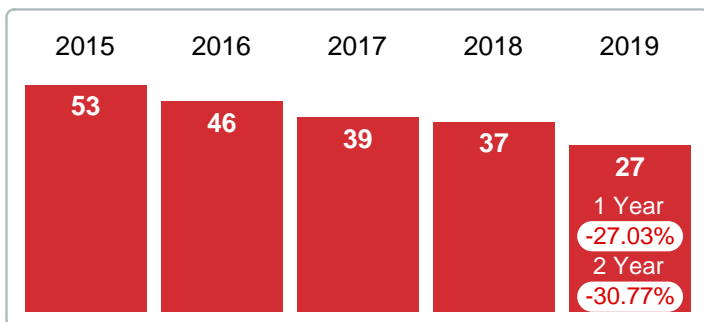
MEDIAN DAYS ON MARKET TO SALE

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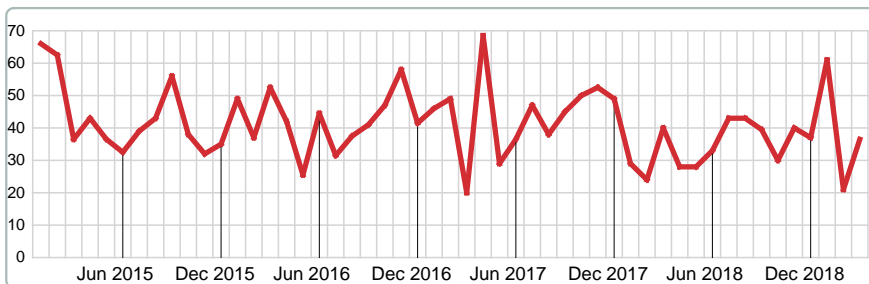
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

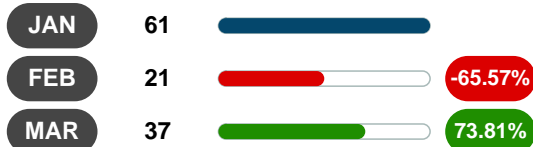


3 MONTHS

5 year MAR AVG = 37

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 37 equal to 5 yr MAR average of 37



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
\$50,000 and less	8.82%	117	120	5	0	0
\$50,001 - \$70,000	11.76%	18	18	27	0	0
\$70,001 - \$100,000	14.71%	53	17	99	0	0
\$100,001 - \$160,000	20.59%	36	0	36	0	0
\$160,001 - \$190,000	17.65%	42	0	42	49	0
\$190,001 - \$250,000	14.71%	23	23	61	57	0
\$250,001 and up	11.76%	52	78	26	0	0
Median Closed DOM		37	24	37	49	0
Total Closed Units	100%	34	7	23	4	
Total Closed Volume		4,939,063	861.35K	3.28M	797.46K	0.00B

March 2019



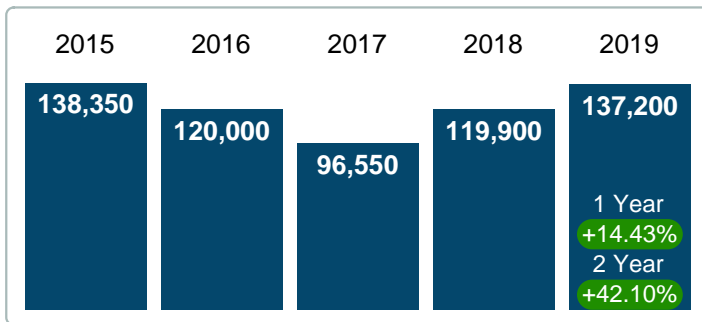
Area Delimited by County Of Cherokee - Residential Property Type



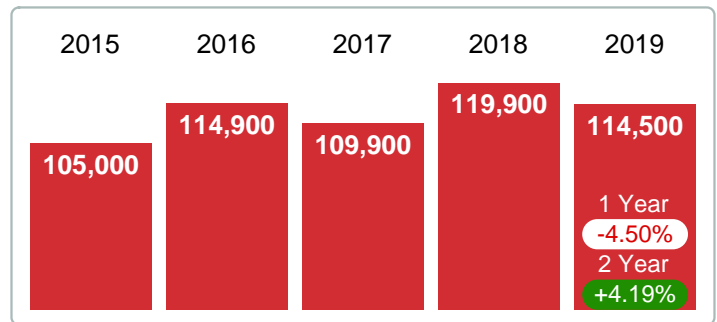
MEDIAN LIST PRICE AT CLOSING

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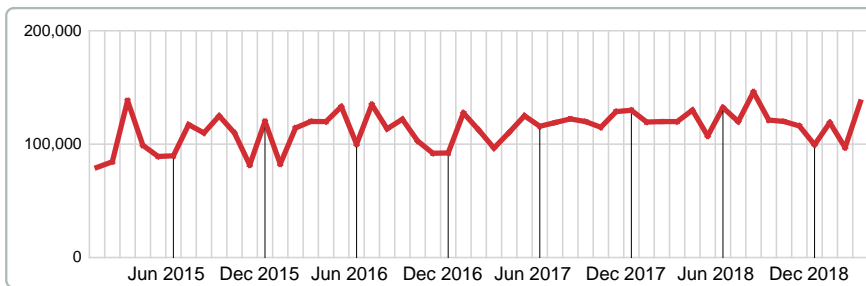
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 122,400

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

Median List Price at Closing this month at 137,200 above the 5 yr MAR average of 122,400



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
\$50,000 and less	8.82%	25,500	30,400	25,500	0	0
\$50,001 - \$70,000	11.76%	59,000	58,450	59,000	0	0
\$70,001 - \$100,000	14.71%	87,500	87,500	82,850	0	0
\$100,001 - \$160,000	20.59%	129,900	0	129,900	0	0
\$160,001 - \$190,000	17.65%	178,875	0	178,875	179,450	0
\$190,001 - \$250,000	14.71%	219,900	194,900	227,350	221,000	0
\$250,001 and up	11.76%	307,450	369,000	279,900	0	0
Median List Price		137,200	61,900	134,500	192,450	0
Total Closed Units		34	7	23	4	0
Total Closed Volume		5,045,500	829.10K	3.42M	800.90K	0.00B

March 2019



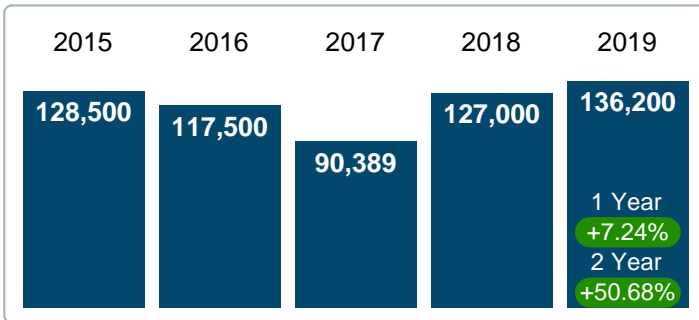
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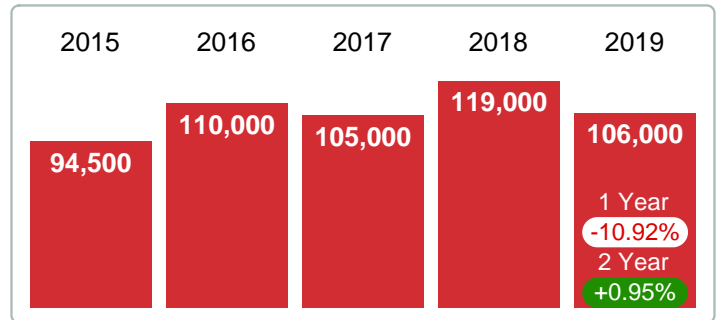
MEDIAN SOLD PRICE AT CLOSING

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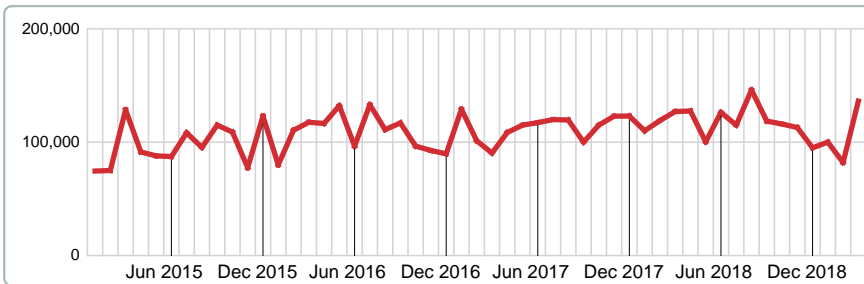
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 119,918

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

Median Sold Price at Closing this month at **136,200** above the 5 yr MAR average of **119,918**



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
\$50,000 and less	8.82%	25,500	25,250	25,500	0	0
\$50,001 - \$70,000	11.76%	57,450	57,475	57,450	0	0
\$70,001 - \$100,000	14.71%	80,000	91,000	79,950	0	0
\$100,001 - \$160,000	20.59%	129,900	0	129,900	0	0
\$160,001 - \$190,000	17.65%	175,750	0	174,750	177,500	0
\$190,001 - \$250,000	14.71%	229,800	244,900	213,900	221,232	0
\$250,001 and up	11.76%	282,000	360,000	269,000	0	0
Median Sold Price		136,200	59,950	132,500	190,732	0
Total Closed Units		34	7	23	4	0
Total Closed Volume		4,939,063	861.35K	3.28M	797.46K	0.00B

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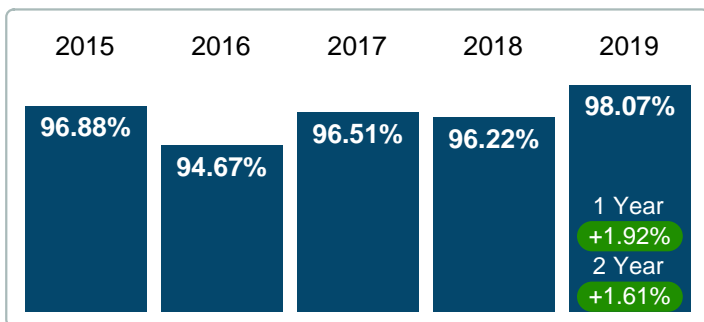
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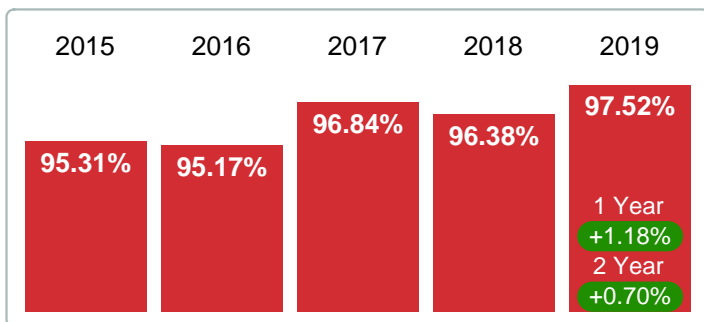
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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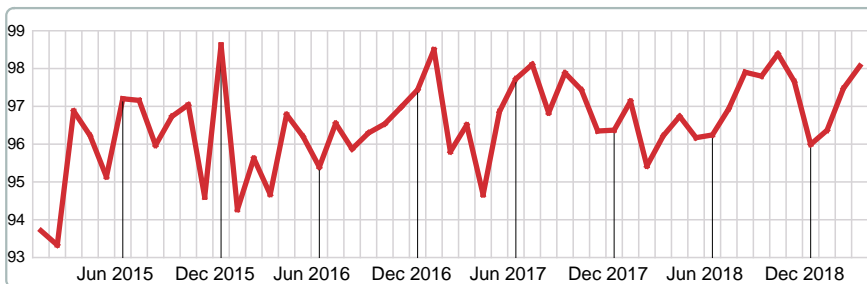
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

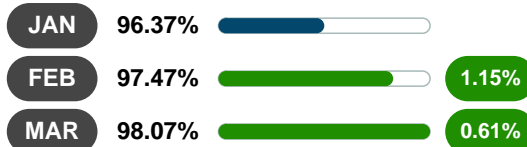


3 MONTHS

5 year MAR AVG = 96.47%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **98.07%**
above the 5 yr MAR average of **96.47%**



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
\$50,000 and less	3	8.82%	93.95%	68.29%	100.00%	0.00%	0.00%
\$50,001 - \$70,000	4	11.76%	98.42%	98.42%	97.33%	0.00%	0.00%
\$70,001 - \$100,000	5	14.71%	100.00%	104.00%	99.33%	0.00%	0.00%
\$100,001 - \$160,000	7	20.59%	98.19%	0.00%	98.19%	0.00%	0.00%
\$160,001 - \$190,000	6	17.65%	98.37%	0.00%	97.80%	98.97%	0.00%
\$190,001 - \$250,000	5	14.71%	100.00%	125.65%	93.96%	100.12%	0.00%
\$250,001 and up	4	11.76%	95.27%	97.56%	94.44%	0.00%	0.00%
Median Sold/List Ratio		98.07%		97.56%	97.87%	100.00%	0.00%
Total Closed Units		34	100%	7	23	4	
Total Closed Volume		4,939,063		861.35K	3.28M	797.46K	0.00B

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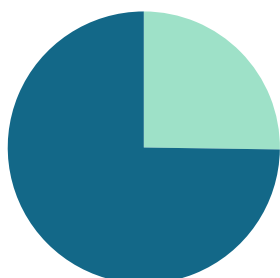
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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INVENTORY

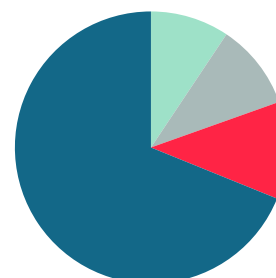


Inventory
 New Listings
83 = 25.23%
 Start Inventory
246
 Total Inventory Units
329
 Volume
\$65,893,993

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%
Median List Price	119,900	137,200	14.43%	119,900	114,500	-4.50%
Median Sale Price	127,000	136,200	7.24%	119,000	106,000	-10.92%
Median Percent of Selling Price to List Price	96.22%	98.07%	1.92%	96.38%	97.52%	1.18%
Median Days on Market to Sale	40.00	36.50	-8.75%	37.00	27.00	-27.03%
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

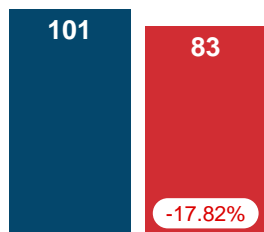
Inventory on March 31, 2019 = **250**

2018 **2019**

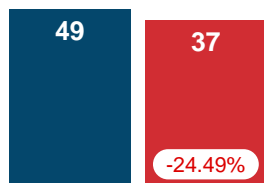
MARCH MARKET

MEDIAN PRICES

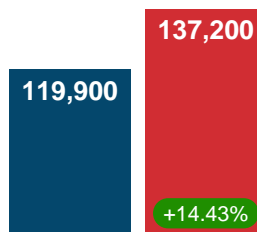
New Listings



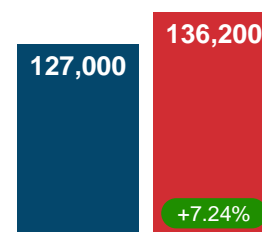
Pending Listings



List Price



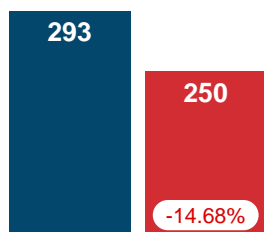
Sale Price



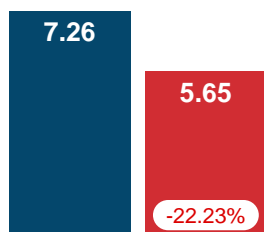
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

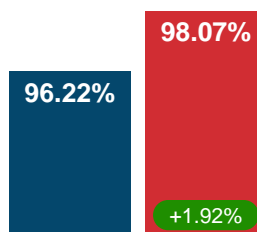
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

