

May 2019



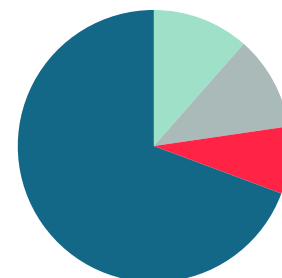
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | May 2019 | +/-% |
|--|---------|----------|---------|
| Closed Listings | 66 | 46 | -30.30% |
| Pending Listings | 52 | 45 | -13.46% |
| New Listings | 91 | 100 | 9.89% |
| Average List Price | 125,702 | 140,763 | 11.98% |
| Average Sale Price | 119,257 | 135,890 | 13.95% |
| Average Percent of Selling Price to List Price | 94.97% | 95.69% | 0.76% |
| Average Days on Market to Sale | 57.26 | 48.41 | -15.45% |
| End of Month Inventory | 280 | 278 | -0.71% |
| Months Supply of Inventory | 6.72 | 6.69 | -0.52% |



■ Closed (11.47%)
■ Pending (11.22%)
■ Other OffMarket (7.98%)
■ Active (69.33%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of May 31, 2019 = **278**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **0.71%** to 278 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **6.69** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **13.95%** in May 2019 to \$135,890 versus the previous year at \$119,257.

Average Days on Market Shortens

The average number of **48.41** days that homes spent on the market before selling decreased by 8.84 days or **15.45%** in May 2019 compared to last year's same month at **57.26** DOM.

Sales Success for May 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 100 New Listings in May 2019, up **9.89%** from last year at 91. Furthermore, there were 46 Closed Listings this month versus last year at 66, a **-30.30%** decrease.

Closed versus Listed trends yielded a **46.0%** ratio, down from previous year's, May 2018, at **72.5%**, a **36.58%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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.

May 2019



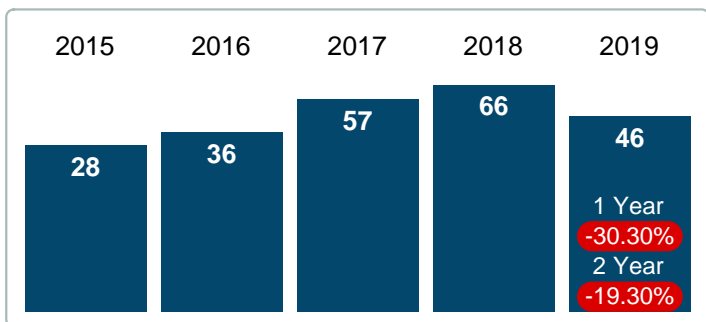
Area Delimited by County Of Cherokee - Residential Property Type



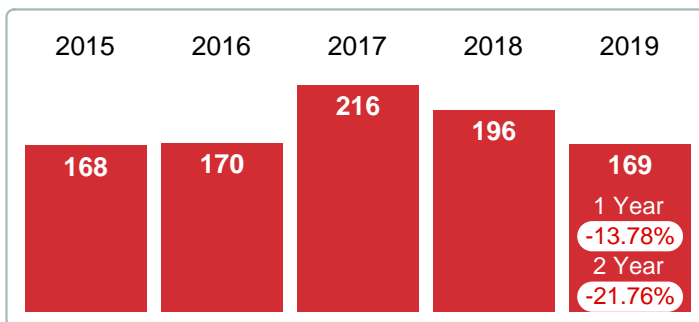
CLOSED LISTINGS

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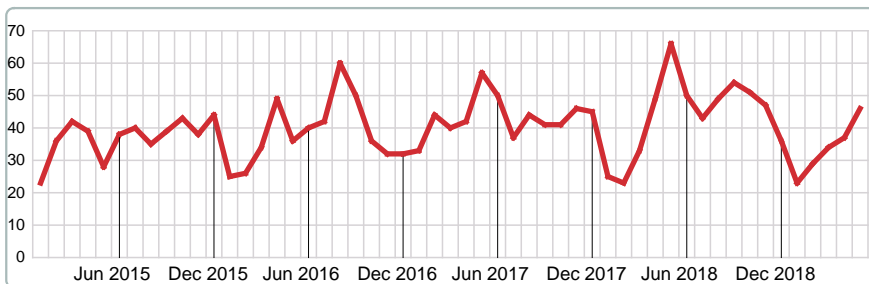
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 47

High May 2018: 66 | Low Jan 2019: 23

Closed Listings this month at **46**
below the 5 yr MAY average of **47**

- MAR: 34
- APR: 37 (8.82% increase)
- MAY: 46 (24.32% increase)

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 | 5 | 10.87% | 42.2 | 4 | 1 | 0 | 0 |
| \$50,001 - \$80,000 | 5 | 10.87% | 26.6 | 4 | 1 | 0 | 0 |
| \$80,001 - \$100,000 | 7 | 15.22% | 32.6 | 3 | 4 | 0 | 0 |
| \$100,001 - \$140,000 | 11 | 23.91% | 56.5 | 2 | 7 | 2 | 0 |
| \$140,001 - \$160,000 | 5 | 10.87% | 81.2 | 1 | 4 | 0 | 0 |
| \$160,001 - \$260,000 | 8 | 17.39% | 32.5 | 0 | 7 | 0 | 1 |
| \$260,001 and up | 5 | 10.87% | 73.6 | 1 | 2 | 2 | 0 |
| Total Closed Units | 46 | | | 15 | 26 | 4 | 1 |
| Total Closed Volume | 6,250,957 | 100% | 48.4 | 1.50M | 3.74M | 764.50K | 245.90K |
| Average Closed Price | \$135,890 | | | \$99,787 | \$143,991 | \$191,125 | \$245,900 |

May 2019



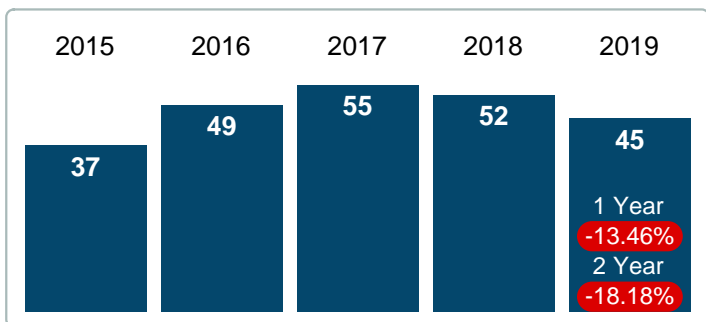
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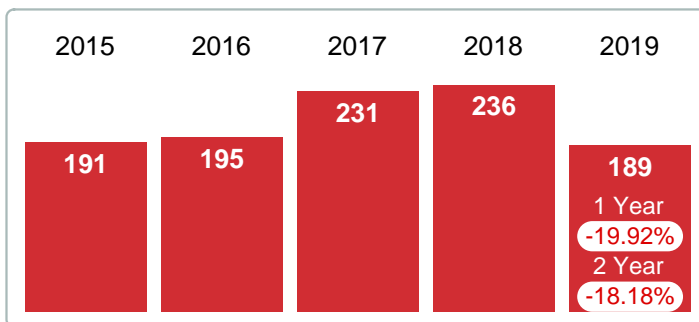
PENDING LISTINGS

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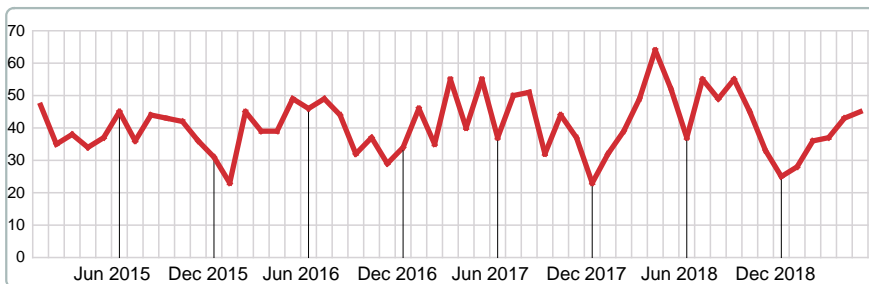
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

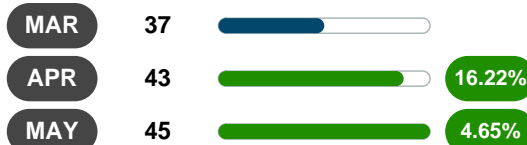


3 MONTHS

5 year MAY AVG = 48

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 45
below the 5 yr MAY average of 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$60,000 and less | 3 | 6.67% | 38.7 | 2 | 1 | 0 | 0 |
| \$60,001 - \$70,000 | 3 | 6.67% | 83.7 | 2 | 1 | 0 | 0 |
| \$70,001 - \$90,000 | 9 | 20.00% | 63.7 | 2 | 6 | 1 | 0 |
| \$90,001 - \$160,000 | 13 | 28.89% | 34.0 | 1 | 8 | 3 | 1 |
| \$160,001 - \$170,000 | 5 | 11.11% | 42.6 | 0 | 5 | 0 | 0 |
| \$170,001 - \$240,000 | 8 | 17.78% | 53.1 | 0 | 7 | 1 | 0 |
| \$240,001 and up | 4 | 8.89% | 45.5 | 1 | 0 | 3 | 0 |
| Total Pending Units | 45 | | | 8 | 28 | 8 | 1 |
| Total Pending Volume | 6,258,199 | 100% | 48.9 | 809.70K | 3.90M | 1.41M | 139.90K |
| Average Listing Price | \$139,071 | | | \$101,213 | \$139,411 | \$175,638 | \$139,900 |

May 2019



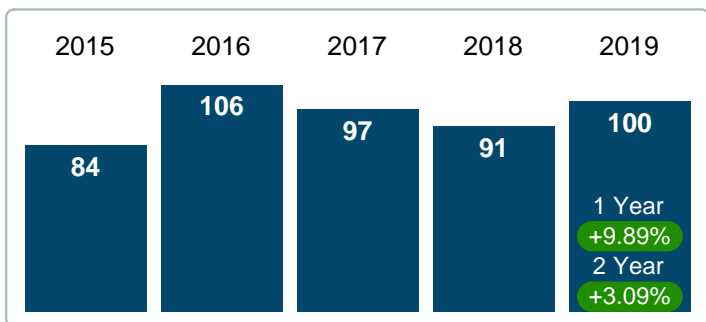
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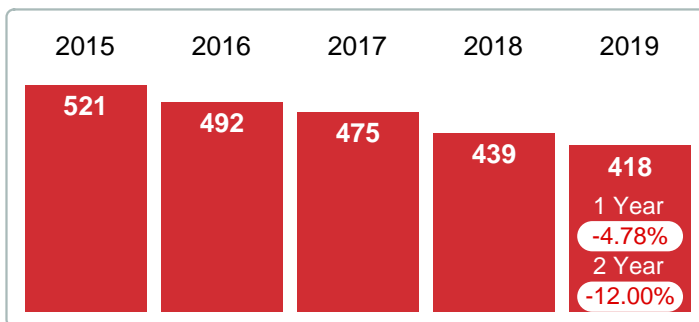
NEW LISTINGS

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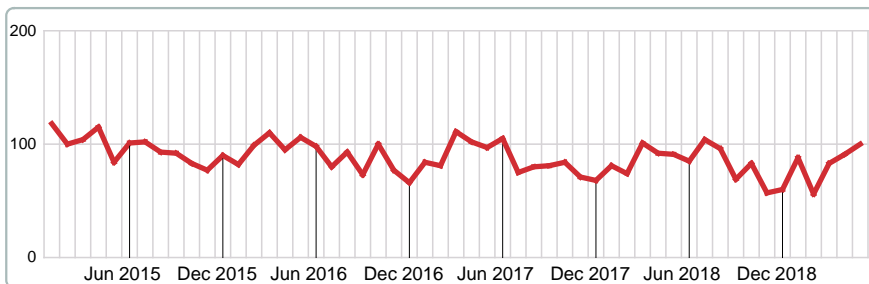
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

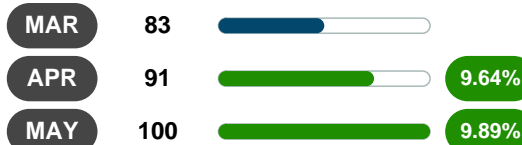


3 MONTHS

5 year MAY AVG = 96

High Jan 2015 118 Low Feb 2019 56

New Listings this month at 100
above the 5 yr MAY average of 96



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds 3 Beds 4 Beds 5+ Beds | | | |
|---|-------------------|-------------|--------------------------------------|------------------|------------------|------------------|
| \$50,000 and less | 5 | 5.00% | 2 | 3 | 0 | 0 |
| \$50,001 - \$75,000 | 11 | 11.00% | 6 | 4 | 1 | 0 |
| \$75,001 - \$125,000 | 22 | 22.00% | 9 | 11 | 2 | 0 |
| \$125,001 - \$175,000 | 22 | 22.00% | 2 | 17 | 1 | 2 |
| \$175,001 - \$225,000 | 15 | 15.00% | 0 | 7 | 6 | 2 |
| \$225,001 - \$350,000 | 13 | 13.00% | 2 | 6 | 4 | 1 |
| \$350,001 and up | 12 | 12.00% | 2 | 4 | 5 | 1 |
| Total New Listed Units | 100 | | 23 | 52 | 19 | 6 |
| Total New Listed Volume | 21,153,489 | 100% | 2.91M | 9.32M | 4.98M | 3.94M |
| Average New Listed Listing Price | \$161,626 | | \$126,739 | \$179,319 | \$261,911 | \$656,267 |

May 2019



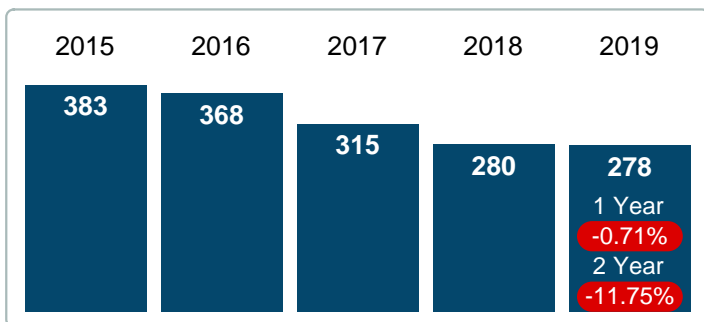
Area Delimited by County Of Cherokee - Residential Property Type



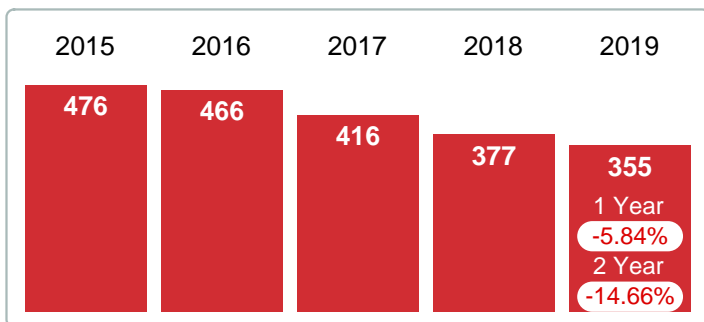
ACTIVE INVENTORY

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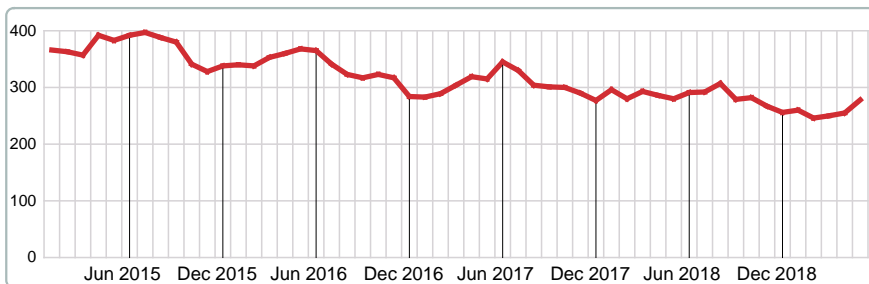
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

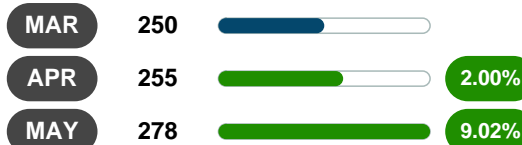


3 MONTHS

5 year MAY AVG = 325

High Jul 2015 397 Low Feb 2019 246

Inventory this month at **278**
below the 5 yr MAY average of **325**



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 | 21 | 7.55% | 101.0 | 14 | 7 | 0 | 0 |
| \$50,001 - \$75,000 | 31 | 11.15% | 65.1 | 15 | 12 | 4 | 0 |
| \$75,001 - \$125,000 | 52 | 18.71% | 57.2 | 19 | 28 | 3 | 2 |
| \$125,001 - \$175,000 | 54 | 19.42% | 63.3 | 2 | 41 | 8 | 3 |
| \$175,001 - \$250,000 | 57 | 20.50% | 68.1 | 3 | 33 | 15 | 6 |
| \$250,001 - \$400,000 | 35 | 12.59% | 63.4 | 3 | 15 | 13 | 4 |
| \$400,001 and up | 28 | 10.07% | 78.5 | 3 | 10 | 10 | 5 |
| Total Active Inventory by Units | 278 | | | 59 | 146 | 53 | 20 |
| Total Active Inventory by Volume | 59,641,253 | 100% | 67.8 | 6.72M | 28.14M | 16.02M | 8.76M |
| Average Active Inventory Listing Price | \$214,537 | | | \$113,886 | \$192,733 | \$302,303 | \$438,045 |

May 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 MAY

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR MAY 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 278 | 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 MAY AVG = inf

| High May 2019 | inf | Low May 2019 | inf |
|---|-----|--------------|-----|
| Months Supply this month at inf equal to 5 yr MAY average of inf | | | |
| MAR | inf | | % |
| APR | inf | | % |
| MAY | inf | | % |

| Distribution of Active Inventory by Price Range and MSI | | | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----------|--|--------|-------|-------|----------|--------|--------|---------|
| \$50,000 and less | 21 | | 7.55% | 3.60 | 4.31 | 3.23 | 0.00 | 0.00 | |
| \$50,001 - \$75,000 | 31 | | 11.15% | 5.24 | 5.63 | 4.36 | 9.60 | 0.00 | |
| \$75,001 - \$125,000 | 52 | | 18.71% | 4.76 | 7.13 | 4.00 | 2.57 | 24.00 | |
| \$125,001 - \$175,000 | 54 | | 19.42% | 5.89 | 3.00 | 6.07 | 5.05 | 18.00 | |
| \$175,001 - \$250,000 | 57 | | 20.50% | 10.36 | 6.00 | 10.15 | 9.47 | 36.00 | |
| \$250,001 - \$400,000 | 35 | | 12.59% | 10.24 | 9.00 | 10.00 | 9.18 | 24.00 | |
| \$400,001 and up | 28 | | 10.07% | 33.60 | 18.00 | 30.00 | 30.00 | 0.00 | |
| Market Supply of Inventory (MSI) | | | | 6.69 | 5.76 | 6.15 | 7.85 | 24.00 | |
| Total Active Inventory by Units | | | 100% | 6.69 | 59 | 146 | 53 | 20 | |

May 2019



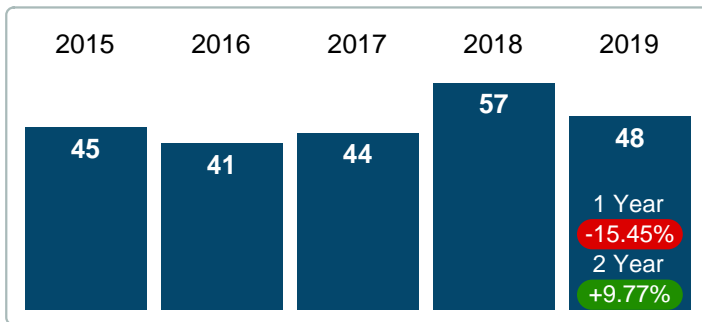
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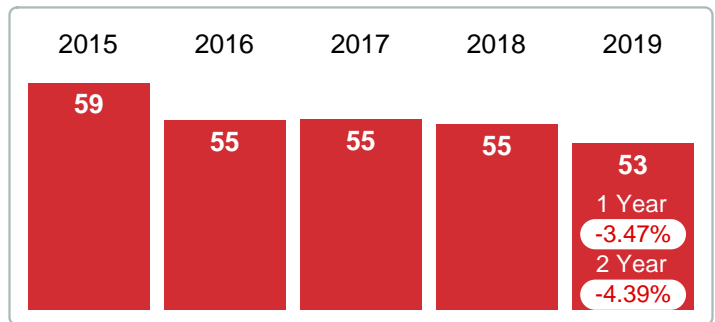
AVERAGE DAYS ON MARKET TO SALE

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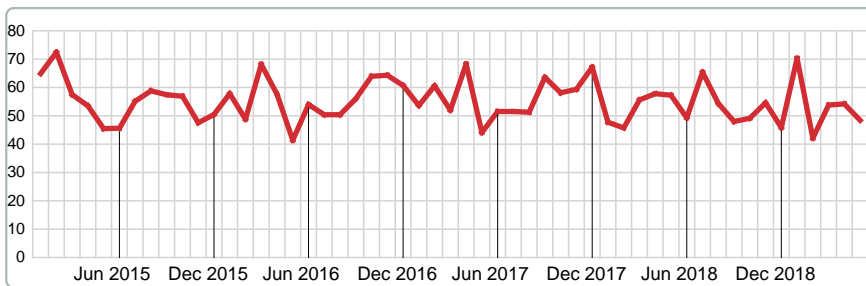
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

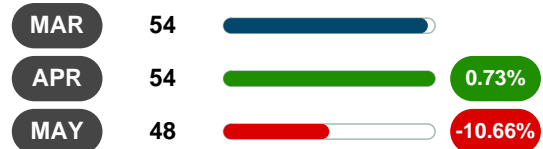


3 MONTHS

5 year MAY AVG = 47

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 48 above the 5 yr MAY average of 47



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 | 10.87% | 42 | 53 | 1 | 0 | 0 |
| \$50,001 - \$80,000 | 10.87% | 27 | 16 | 71 | 0 | 0 |
| \$80,001 - \$100,000 | 15.22% | 33 | 38 | 29 | 0 | 0 |
| \$100,001 - \$140,000 | 23.91% | 56 | 16 | 61 | 80 | 0 |
| \$140,001 - \$160,000 | 10.87% | 81 | 100 | 77 | 0 | 0 |
| \$160,001 - \$260,000 | 17.39% | 33 | 0 | 35 | 0 | 18 |
| \$260,001 and up | 10.87% | 74 | 107 | 93 | 38 | 0 |
| Average Closed DOM | | 48 | 42 | 52 | 59 | 18 |
| Total Closed Units | 100% | 46 | 15 | 26 | 4 | 1 |
| Total Closed Volume | | 6,250,957 | 1.50M | 3.74M | 764.50K | 245.90K |

May 2019



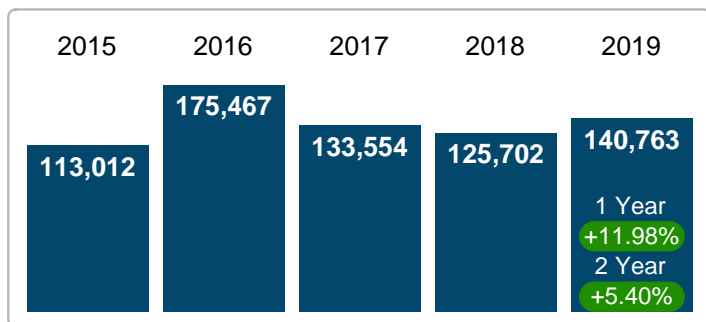
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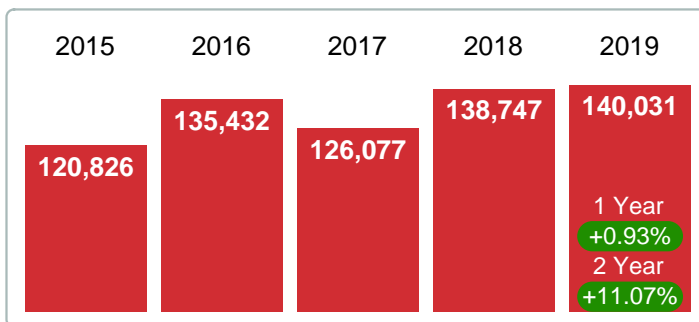
AVERAGE LIST PRICE AT CLOSING

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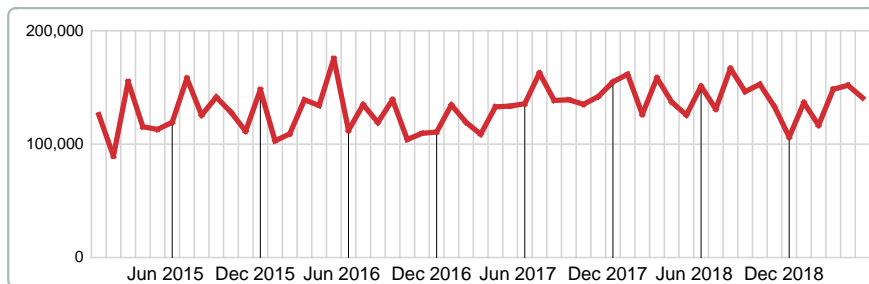
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 137,700

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

Average List Price at Closing this month at **140,763**
above the 5 yr MAY average of **137,700**

- MAR** 148,397
- APR** 151,888 +2.35%
- MAY** 140,763 -7.32%

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 | 10.87% | 39,920 | 39,650 | 41,000 | 0 | 0 |
| \$50,001 - \$80,000 | 10.87% | 69,960 | 72,450 | 60,000 | 0 | 0 |
| \$80,001 - \$100,000 | 10.87% | 94,360 | 99,267 | 97,450 | 0 | 0 |
| \$100,001 - \$140,000 | 21.74% | 118,520 | 119,000 | 129,914 | 138,850 | 0 |
| \$140,001 - \$160,000 | 15.22% | 153,557 | 162,000 | 154,800 | 0 | 0 |
| \$160,001 - \$260,000 | 19.57% | 187,278 | 0 | 181,943 | 0 | 249,900 |
| \$260,001 and up | 10.87% | 301,660 | 414,000 | 269,950 | 277,200 | 0 |
| Average List Price | | 140,763 | 104,013 | 147,419 | 208,025 | 249,900 |
| Total Closed Units | 100% | 140,763 | 15 | 26 | 4 | 1 |
| Total Closed Volume | | 6,475,100 | 1.56M | 3.83M | 832.10K | 249.90K |

May 2019



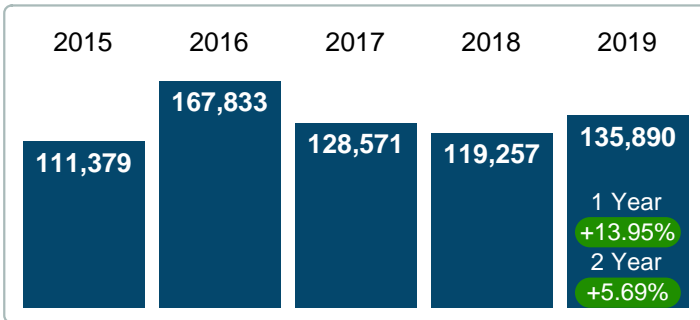
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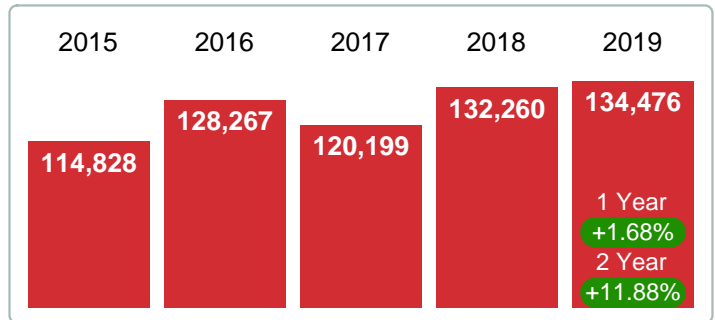
AVERAGE SOLD PRICE AT CLOSING

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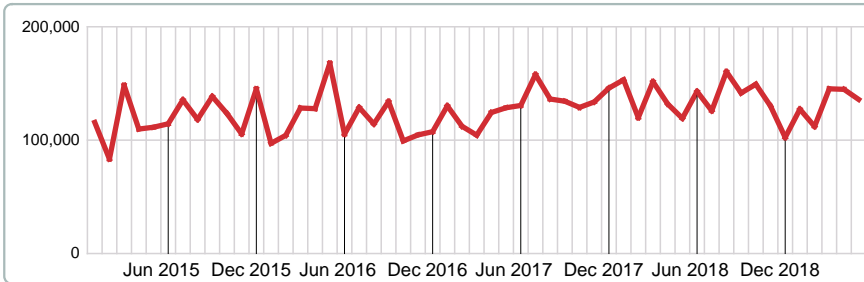
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

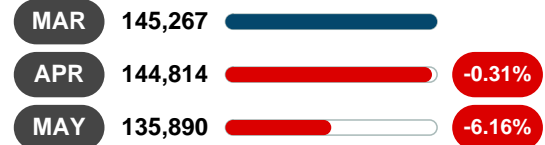


3 MONTHS

5 year MAY AVG = 132,586

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

Average Sold Price at Closing this month at **135,890** above the 5 yr MAY average of **132,586**



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 | 10.87% | 36,100 | 34,875 | 41,000 | 0 | 0 |
| \$50,001 - \$80,000 | 10.87% | 67,180 | 69,975 | 56,000 | 0 | 0 |
| \$80,001 - \$100,000 | 15.22% | 93,130 | 96,800 | 90,377 | 0 | 0 |
| \$100,001 - \$140,000 | 23.91% | 119,527 | 111,500 | 123,114 | 115,000 | 0 |
| \$140,001 - \$160,000 | 10.87% | 153,880 | 150,000 | 154,850 | 0 | 0 |
| \$160,001 - \$260,000 | 17.39% | 190,025 | 0 | 182,043 | 0 | 245,900 |
| \$260,001 and up | 10.87% | 295,650 | 414,000 | 264,875 | 267,250 | 0 |
| Average Sold Price | | 135,890 | 99,787 | 143,991 | 191,125 | 245,900 |
| Total Closed Units | 100% | 135,890 | 15 | 26 | 4 | 1 |
| Total Closed Volume | | 6,250,957 | 1.50M | 3.74M | 764.50K | 245.90K |

May 2019



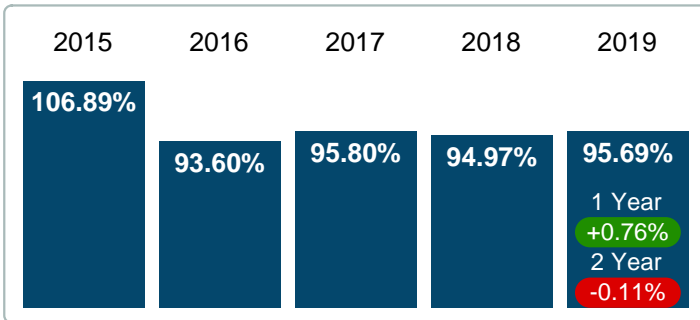
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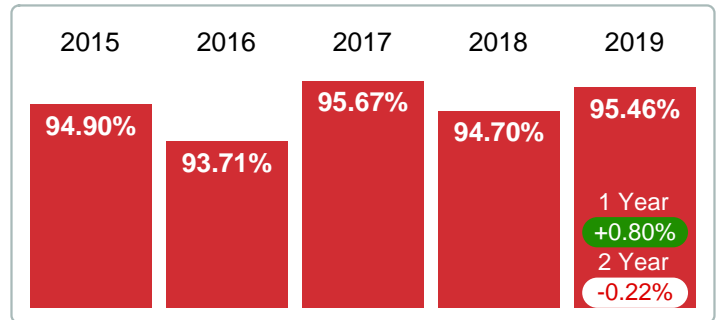
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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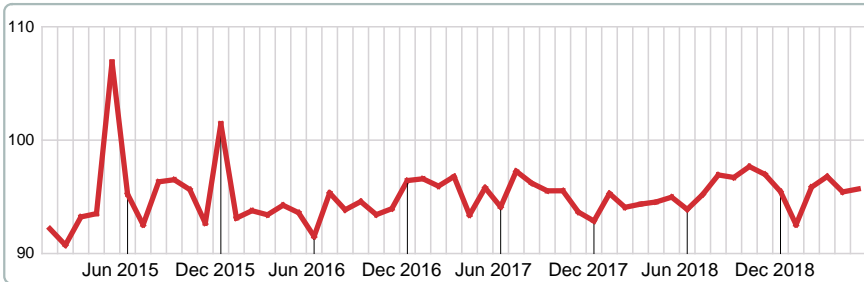
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

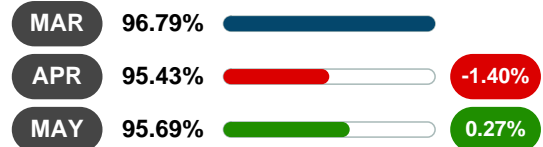


3 MONTHS

5 year MAY AVG = 97.39%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.69%**
below the 5 yr MAY average of **97.39%**



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 | 5 | 10.87% | 90.50% | 88.12% | 100.00% | 0.00% | 0.00% |
| \$50,001 - \$80,000 | 5 | 10.87% | 96.12% | 96.81% | 93.33% | 0.00% | 0.00% |
| \$80,001 - \$100,000 | 7 | 15.22% | 94.96% | 97.62% | 92.97% | 0.00% | 0.00% |
| \$100,001 - \$140,000 | 11 | 23.91% | 92.89% | 94.00% | 95.05% | 84.21% | 0.00% |
| \$140,001 - \$160,000 | 5 | 10.87% | 98.59% | 92.59% | 100.08% | 0.00% | 0.00% |
| \$160,001 - \$260,000 | 8 | 17.39% | 100.00% | 0.00% | 100.22% | 0.00% | 98.40% |
| \$260,001 and up | 5 | 10.87% | 97.89% | 100.00% | 98.15% | 96.57% | 0.00% |
| Average Sold/List Ratio | | 95.70% | | 94.21% | 97.26% | 90.39% | 98.40% |
| Total Closed Units | | 46 | 100% | 15 | 26 | 4 | 1 |
| Total Closed Volume | | 6,250,957 | | 1.50M | 3.74M | 764.50K | 245.90K |

May 2019



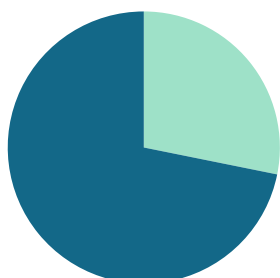
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

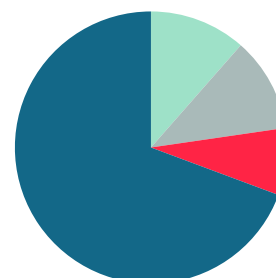


Inventory
 New Listings
100 = 28.17%
 Start Inventory
255
 Total Inventory Units
355
 Volume
\$73,043,901

Market Activity

Closed Sales
46 = 11.47%
 Pending Sales
45 = 11.22%
 Other Off Market
32 = 7.98%
 Active Inventory
278 = 69.33%

MARKET ACTIVITY



| Compared Metrics | May | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 66 | 46 | -30.30% | 196 | 169 | -13.78% |
| Pending Sales | 52 | 45 | -13.46% | 236 | 189 | -19.92% |
| New Listings | 91 | 100 | 9.89% | 439 | 418 | -4.78% |
| Average List Price | 125,702 | 140,763 | 11.98% | 138,747 | 140,031 | 0.93% |
| Average Sale Price | 119,257 | 135,890 | 13.95% | 132,260 | 134,476 | 1.68% |
| Average Percent of Selling Price to List Price | 94.97% | 95.69% | 0.76% | 94.70% | 95.46% | 0.80% |
| Average Days on Market to Sale | 57.26 | 48.41 | -15.45% | 54.55 | 52.65 | -3.47% |
| Monthly Inventory | 280 | 278 | -0.71% | 280 | 278 | -0.71% |
| Months Supply of Inventory | 6.72 | 6.69 | -0.52% | 6.72 | 6.69 | -0.52% |

Absorption: Last 12 months, an Average of **42** Sales/Month

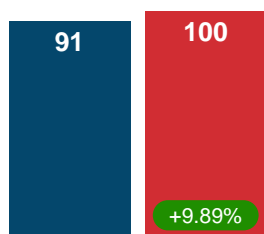
Inventory on May 31, 2019 = **278**

2018 **2019**

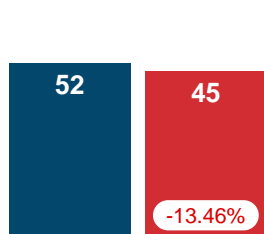
MAY MARKET

AVERAGE PRICES

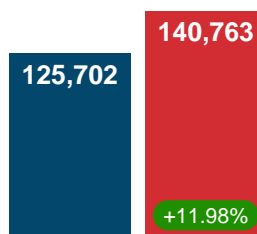
New Listings



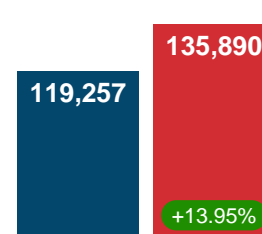
Pending Listings



List Price



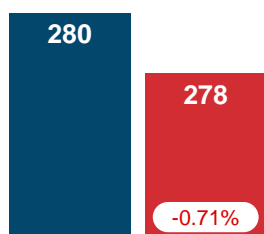
Sale Price



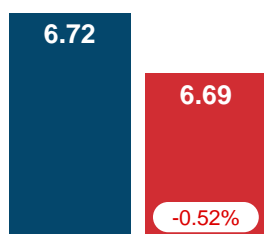
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

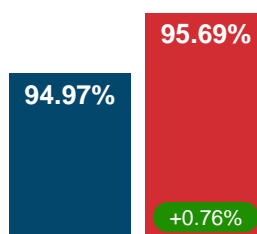
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

