

May 2019



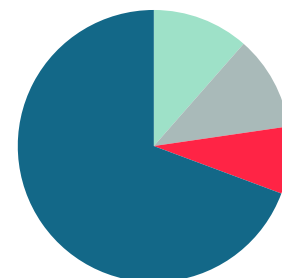
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	107,250	127,450	18.83%
Median Sale Price	100,250	119,400	19.10%
Median Percent of Selling Price to List Price	96.17%	97.68%	1.57%
Median Days on Market to Sale	28.00	35.50	26.79%
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.

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 **19.10%** in May 2019 to \$119,400 versus the previous year at \$100,250.

Median Days on Market Lengthens

The median number of **35.50** days that homes spent on the market before selling increased by 7.50 days or **26.79%** in May 2019 compared to last year's same month at **28.00** DOM.

Sales Success for May 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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 Monthly 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

May 2019



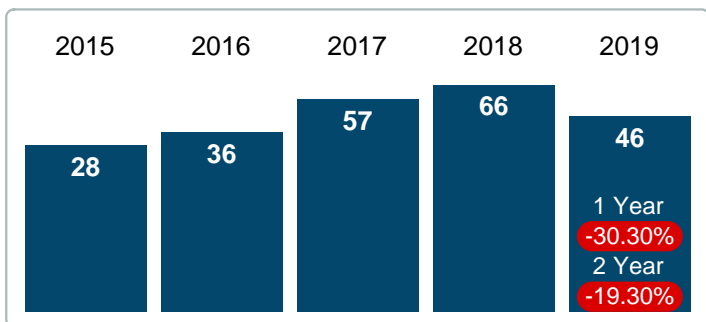
Area Delimited by County Of Cherokee - Residential Property Type



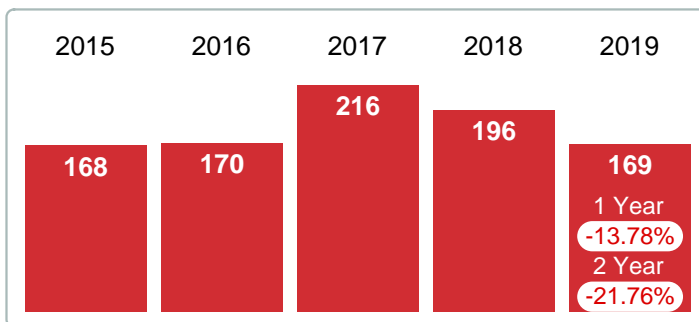
CLOSED LISTINGS

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

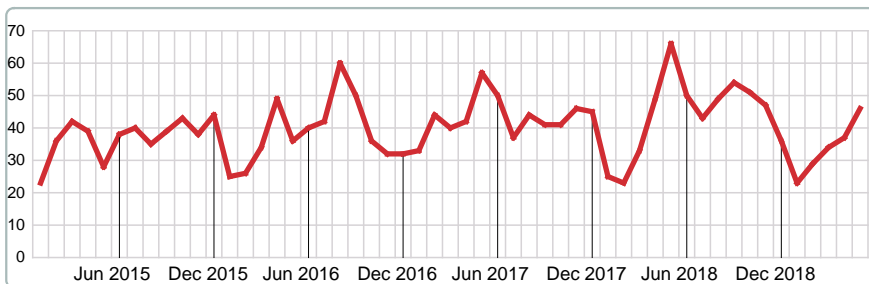
MAY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	10.87%	1.0	4	1	0	0
\$50,001 - \$80,000	5	10.87%	15.0	4	1	0	0
\$80,001 - \$100,000	7	15.22%	27.0	3	4	0	0
\$100,001 - \$140,000	11	23.91%	36.0	2	7	2	0
\$140,001 - \$160,000	5	10.87%	81.0	1	4	0	0
\$160,001 - \$260,000	8	17.39%	32.5	0	7	0	1
\$260,001 and up	5	10.87%	73.0	1	2	2	0
Total Closed Units	46			15	26	4	1
Total Closed Volume	6,250,957	100%	35.5	1.50M	3.74M	764.50K	245.90K
Median Closed Price	\$119,400			\$75,000	\$144,450	\$192,250	\$245,900

May 2019



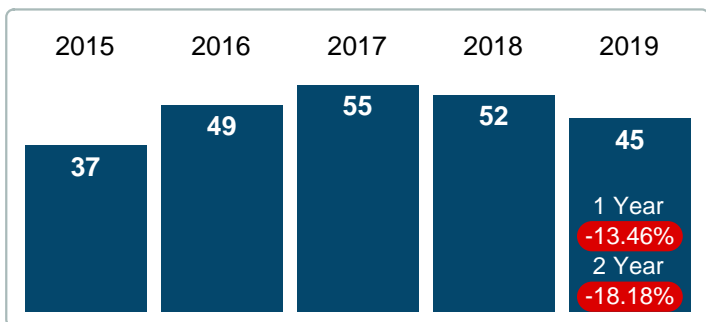
Area Delimited by County Of Cherokee - Residential Property Type



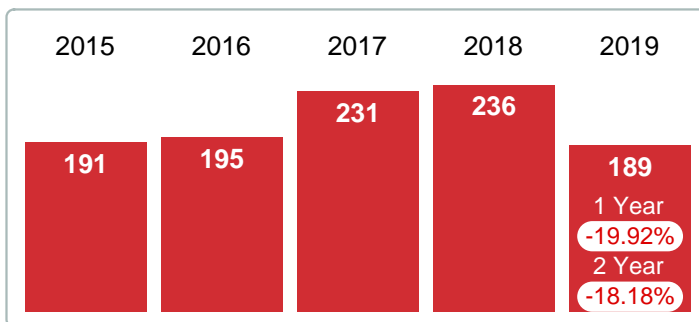
PENDING LISTINGS

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

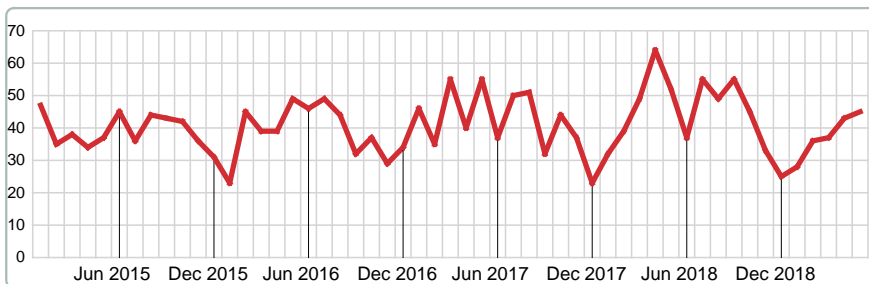
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

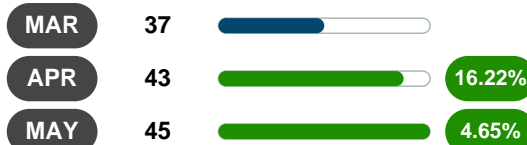


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	6.67%	46.0	2	1	0	0
\$60,001 - \$70,000	3	6.67%	104.0	2	1	0	0
\$70,001 - \$90,000	9	20.00%	52.0	2	6	1	0
\$90,001 - \$160,000	13	28.89%	16.0	1	8	3	1
\$160,001 - \$170,000	5	11.11%	50.0	0	5	0	0
\$170,001 - \$240,000	8	17.78%	26.0	0	7	1	0
\$240,001 and up	4	8.89%	18.5	1	0	3	0
Total Pending Units	45			8	28	8	1
Total Pending Volume	6,258,199	100%	41.0	809.70K	3.90M	1.41M	139.90K
Median Listing Price	\$125,000			\$69,000	\$144,950	\$144,400	\$139,900

May 2019



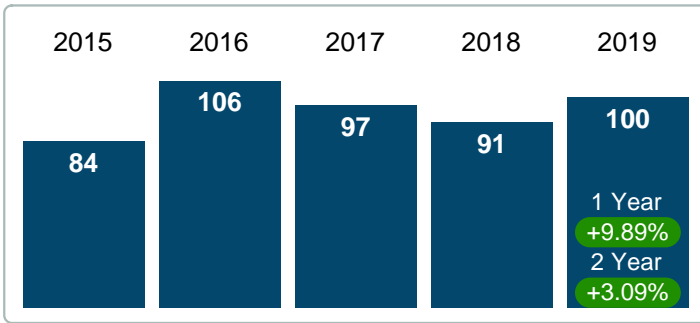
Area Delimited by County Of Cherokee - Residential Property Type



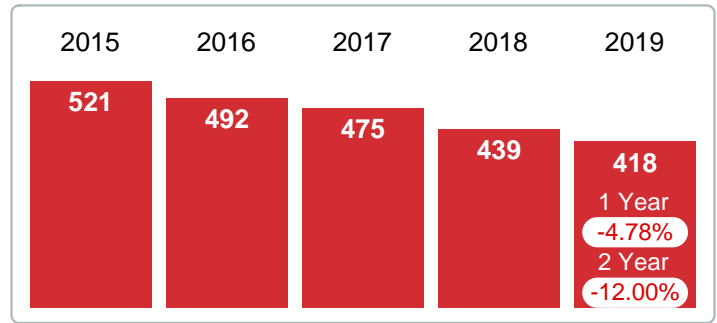
NEW LISTINGS

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

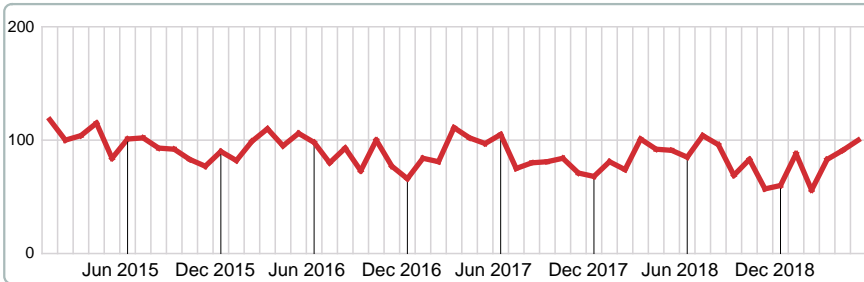
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

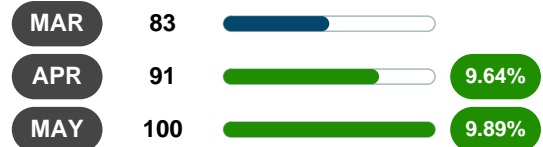


3 MONTHS

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
Median New Listed Listing Price	\$159,700		\$93,000	\$147,900	\$219,500	\$204,950

May 2019



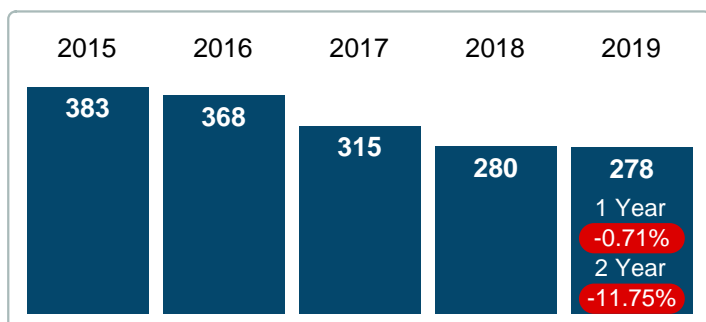
Area Delimited by County Of Cherokee - Residential Property Type



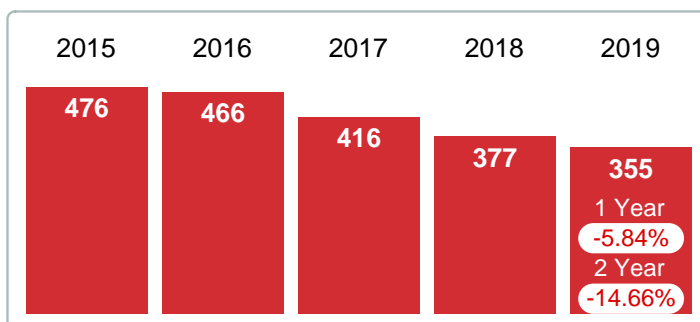
ACTIVE INVENTORY

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

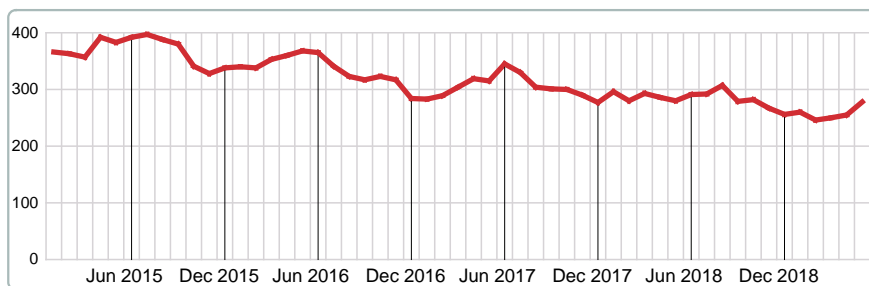
END OF MAY



ACTIVE DURING MAY

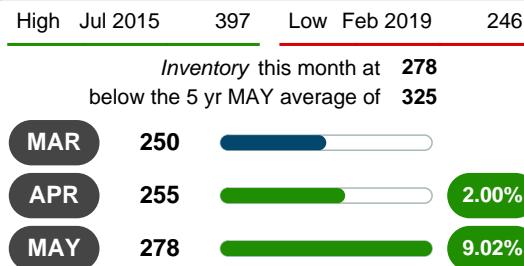


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 325



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	21	7.55%	111.0	14	7	0	0
\$50,001 - \$75,000	31	11.15%	57.0	15	12	4	0
\$75,001 - \$125,000	52	18.71%	51.5	19	28	3	2
\$125,001 - \$175,000	54	19.42%	54.5	2	41	8	3
\$175,001 - \$250,000	57	20.50%	57.0	3	33	15	6
\$250,001 - \$400,000	35	12.59%	60.0	3	15	13	4
\$400,001 and up	28	10.07%	62.0	3	10	10	5
Total Active Inventory by Units		278		59	146	53	20
Total Active Inventory by Volume		59,641,253	100%	6.72M	28.14M	16.02M	8.76M
Median Active Inventory Listing Price		\$152,900		\$76,500	\$149,900	\$215,800	\$242,400

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.

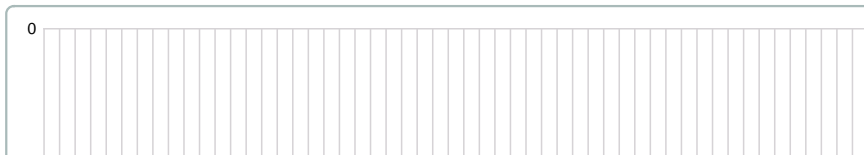
MSI FOR MAY

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		278	100%	6.69	59	146	53	20	

May 2019



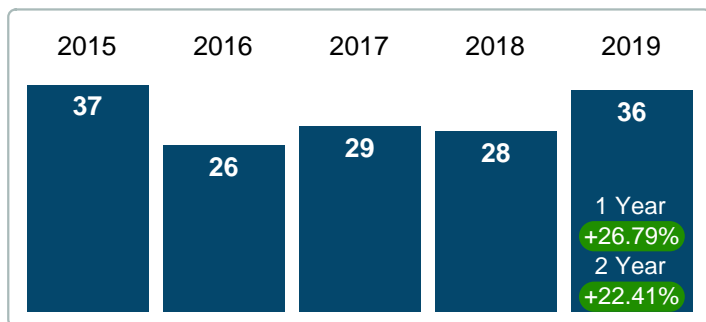
Area Delimited by County Of Cherokee - Residential Property Type



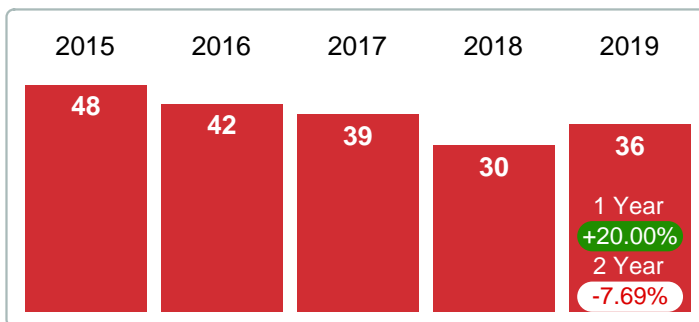
MEDIAN DAYS ON MARKET TO SALE

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

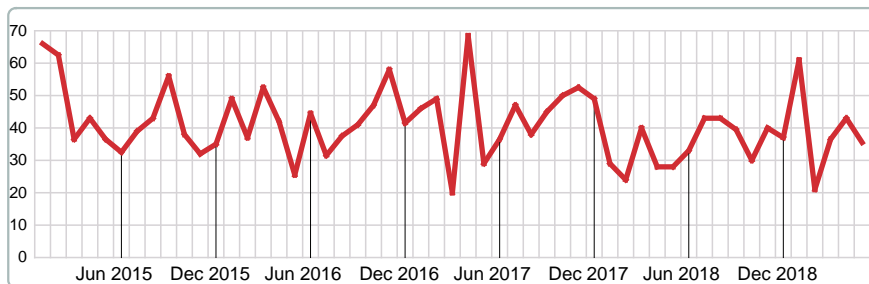
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

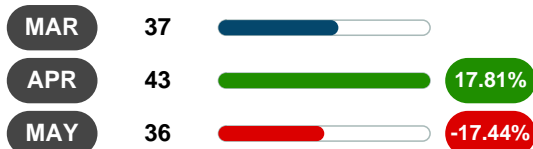


3 MONTHS

5 year MAY AVG = 31

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 36 above the 5 yr MAY average of 31



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	5	10.87%	1	45	1	0	0
\$50,001 - \$80,000	5	10.87%	15	12	71	0	0
\$80,001 - \$100,000	7	15.22%	27	27	26	0	0
\$100,001 - \$140,000	11	23.91%	36	16	57	80	0
\$140,001 - \$160,000	5	10.87%	81	100	63	0	0
\$160,001 - \$260,000	8	17.39%	33	0	36	0	18
\$260,001 and up	5	10.87%	73	107	93	38	0
Median Closed DOM			36	27	43	38	18
Total Closed Units		100%	35.5	15	26	4	1
Total Closed Volume			6,250,957	1.50M	3.74M	764.50K	245.90K

May 2019



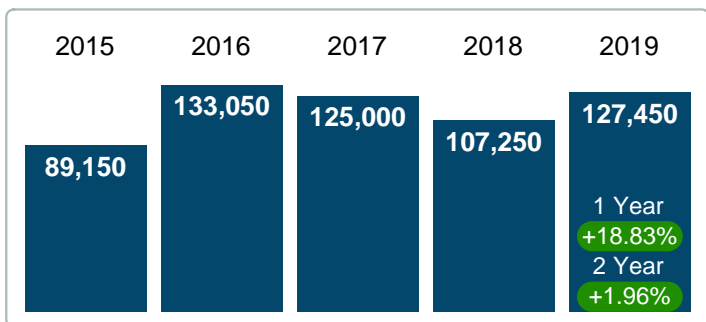
Area Delimited by County Of Cherokee - Residential Property Type



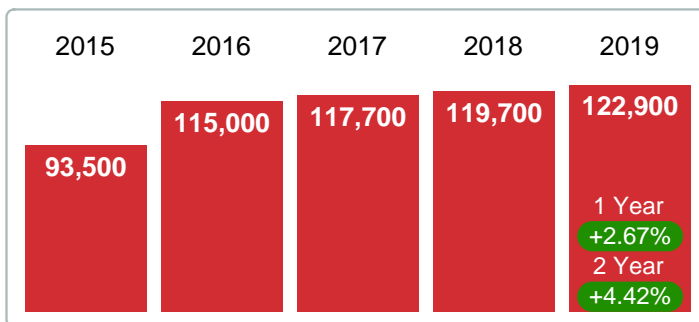
MEDIAN LIST PRICE AT CLOSING

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

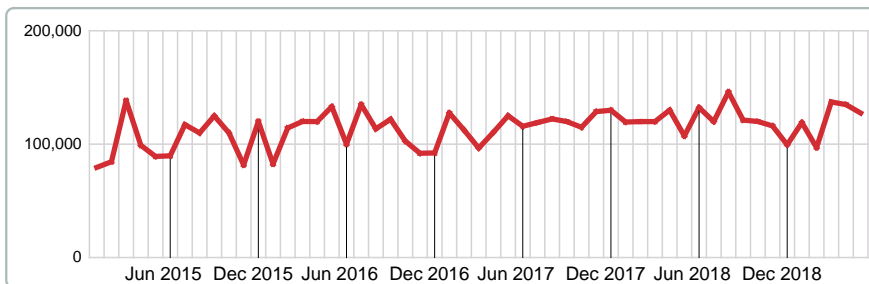
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

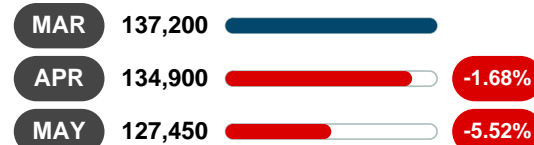


3 MONTHS

5 year MAY AVG = 116,380

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

Median List Price at Closing this month at **127,450**
above the 5 yr MAY average of **116,380**



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	10.87%	41,000	42,400	41,000	0	0
\$50,001 - \$80,000	10.87%	74,900	74,950	60,000	0	0
\$80,001 - \$100,000	10.87%	94,900	95,950	94,900	0	0
\$100,001 - \$140,000	21.74%	116,850	113,000	117,900	117,800	0
\$140,001 - \$160,000	15.22%	149,900	0	149,900	159,900	0
\$160,001 - \$260,000	19.57%	168,500	162,000	168,500	0	249,900
\$260,001 and up	10.87%	274,900	414,000	269,950	277,200	0
Median List Price		127,450	80,000	149,900	212,200	249,900
Total Closed Units	100%	127,450	15	26	4	1
Total Closed Volume		6,475,100	1.56M	3.83M	832.10K	249.90K

May 2019



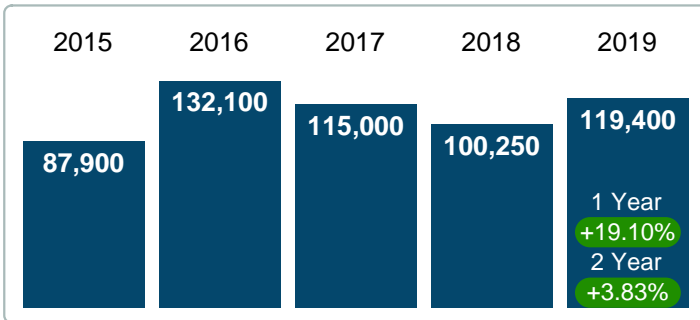
Area Delimited by County Of Cherokee - Residential Property Type



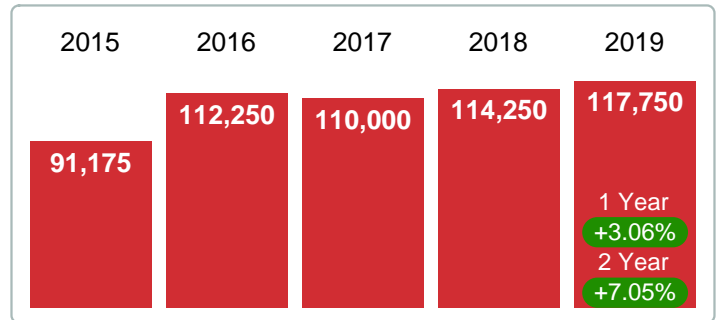
MEDIAN SOLD PRICE AT CLOSING

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

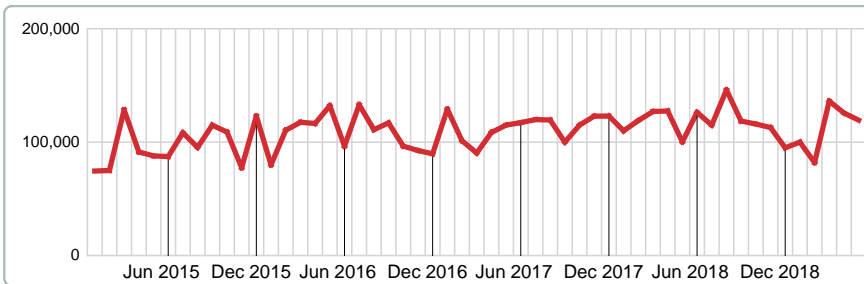
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

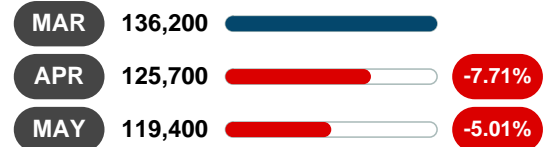


3 MONTHS

5 year MAY AVG = 110,930

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

Median Sold Price at Closing this month at **119,400** above the 5 yr MAY average of **110,930**



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	5	10.87%	35,000	33,500	41,000	0	0
\$50,001 - \$80,000	5	10.87%	70,000	72,450	56,000	0	0
\$80,001 - \$100,000	7	15.22%	92,000	99,500	91,000	0	0
\$100,001 - \$140,000	11	23.91%	118,900	111,500	119,900	115,000	0
\$140,001 - \$160,000	5	10.87%	155,000	150,000	155,000	0	0
\$160,001 - \$260,000	8	17.39%	171,700	0	168,500	0	245,900
\$260,001 and up	5	10.87%	265,000	414,000	264,875	267,250	0
Median Sold Price			119,400	75,000	144,450	192,250	245,900
Total Closed Units		100%	119,400	15	26	4	1
Total Closed Volume			6,250,957	1.50M	3.74M	764.50K	245.90K

May 2019



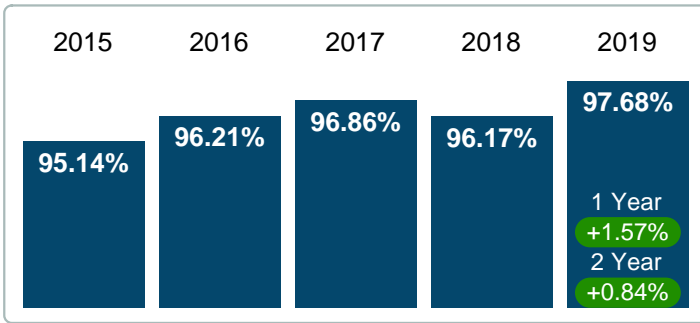
Area Delimited by County Of Cherokee - Residential Property Type



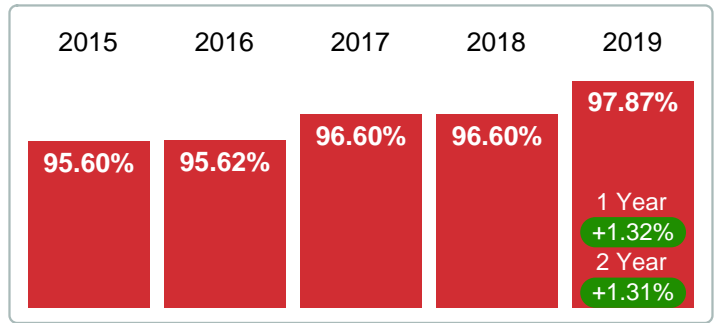
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

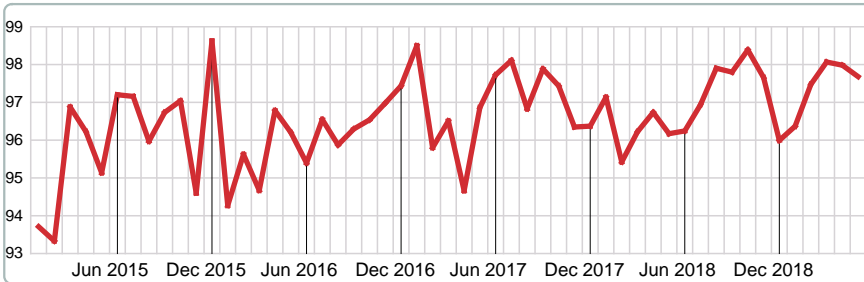
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

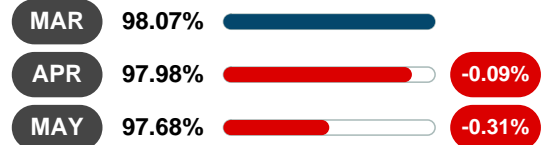


3 MONTHS

5 year MAY AVG = 96.41%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **97.68%**
above the 5 yr MAY average of **96.41%**



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	5	10.87%	94.14%	87.17%	100.00%	0.00%	0.00%
\$50,001 - \$80,000	5	10.87%	93.75%	96.88%	93.33%	0.00%	0.00%
\$80,001 - \$100,000	7	15.22%	94.84%	98.91%	93.34%	0.00%	0.00%
\$100,001 - \$140,000	11	23.91%	93.38%	94.00%	95.27%	84.21%	0.00%
\$140,001 - \$160,000	5	10.87%	100.00%	92.59%	100.00%	0.00%	0.00%
\$160,001 - \$260,000	8	17.39%	100.00%	0.00%	100.00%	0.00%	98.40%
\$260,001 and up	5	10.87%	100.00%	100.00%	98.15%	96.57%	0.00%
Median Sold/List Ratio		97.68%		94.14%	98.60%	93.26%	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



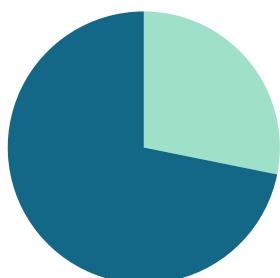
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

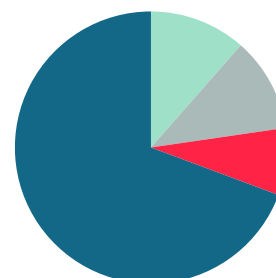


Inventory
 New Listings
100 = 28.17%
 Start Inventory
255
 Total Inventory Units
355
 Volume
\$73,043,901

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%
Median List Price	107,250	127,450	+18.83%	119,700	122,900	+2.67%
Median Sale Price	100,250	119,400	+19.10%	114,250	117,750	+3.06%
Median Percent of Selling Price to List Price	96.17%	97.68%	+1.57%	96.60%	97.87%	+1.32%
Median Days on Market to Sale	28.00	35.50	+26.79%	30.00	36.00	+20.00%
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

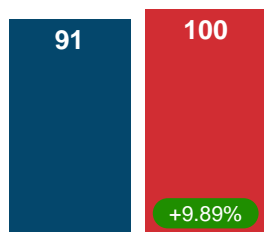
Inventory on May 31, 2019 = **278**

2018 **2019**

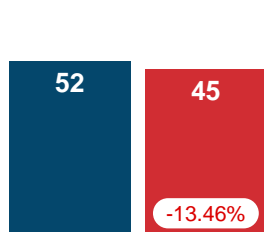
MAY MARKET

MEDIAN PRICES

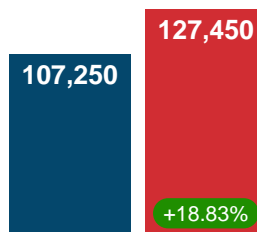
New Listings



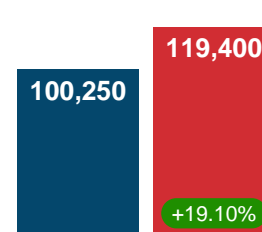
Pending Listings



List Price



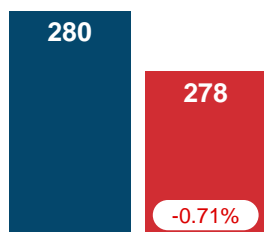
Sale Price



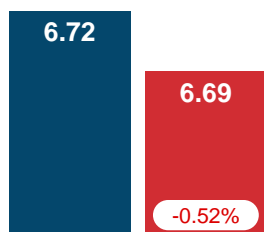
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

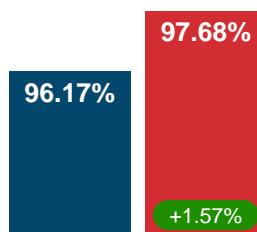
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

