

August 2019



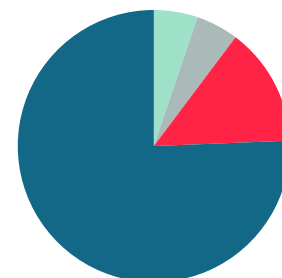
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	68	62	-8.82%
Pending Listings	63	60	-4.76%
New Listings	223	206	-7.62%
Average List Price	150,871	93,432	-38.07%
Average Sale Price	140,177	89,947	-35.83%
Average Percent of Selling Price to List Price	94.67%	96.31%	1.73%
Average Days on Market to Sale	51.87	64.16	23.70%
End of Month Inventory	900	900	0.00%
Months Supply of Inventory	14.65	15.13	3.22%



■ Closed (5.21%)
■ Pending (5.04%)
■ Other OffMarket (14.12%)
■ Active (75.63%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of August 31, 2019 = **900**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **0.00%** to 900 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **15.13** 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 **35.83%** in August 2019 to \$89,947 versus the previous year at \$140,177.

Average Days on Market Lengthens

The average number of **64.16** days that homes spent on the market before selling increased by 12.29 days or **23.70%** in August 2019 compared to last year's same month at **51.87** DOM.

Sales Success for August 2019 is Positive

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

There were 206 New Listings in August 2019, down **7.62%** from last year at 223. Furthermore, there were 62 Closed Listings this month versus last year at 68, a **-8.82%** decrease.

Closed versus Listed trends yielded a **30.1%** ratio, down from previous year's, August 2018, at **30.5%**, a **1.30%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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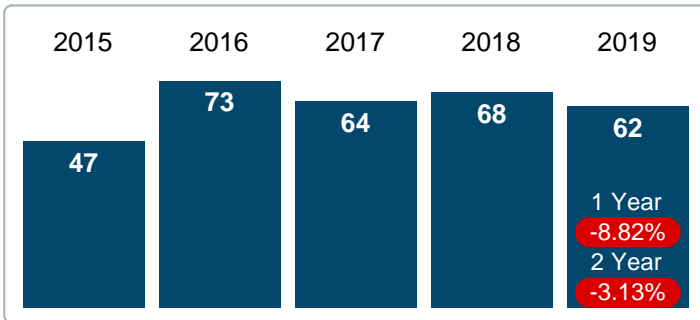
Area Delimited by County Of Cherokee



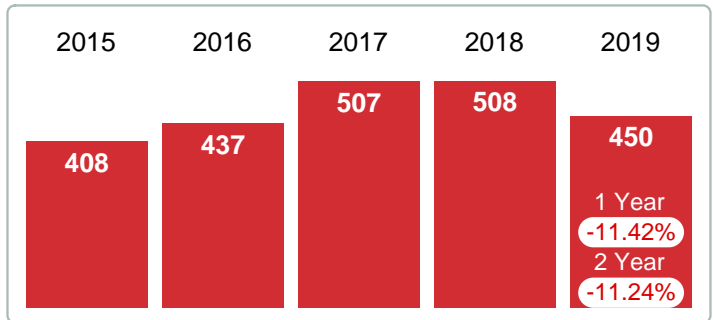
CLOSED LISTINGS

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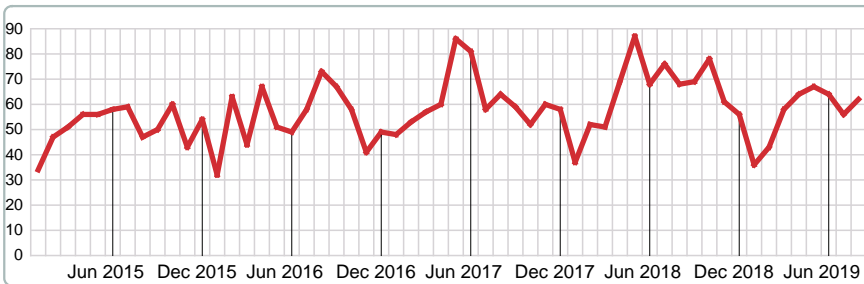
AUGUST



YEAR TO DATE (YTD)

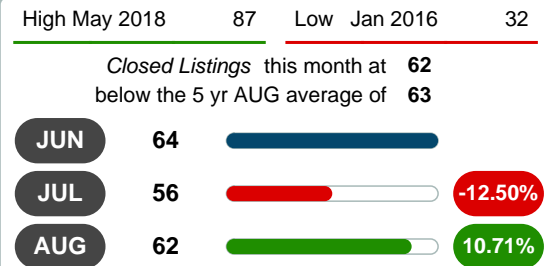


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$10,000	12	19.35%	66.7	7	3	2	0
\$10,001-\$30,000	12	19.35%	83.5	12	0	0	0
\$30,001-\$120,000	14	22.58%	36.0	7	5	1	1
\$120,001-\$150,000	10	16.13%	76.3	1	8	1	0
\$150,001-\$190,000	6	9.68%	37.3	0	4	1	1
\$190,001 and up	8	12.90%	85.6	1	4	3	0
Total Closed Units	62			28	24	8	2
Total Closed Volume	5,576,720	100%	64.2	1.04M	3.09M	1.19M	250.00K
Average Closed Price	\$89,947			\$37,171	\$128,790	\$149,372	\$125,000

August 2019



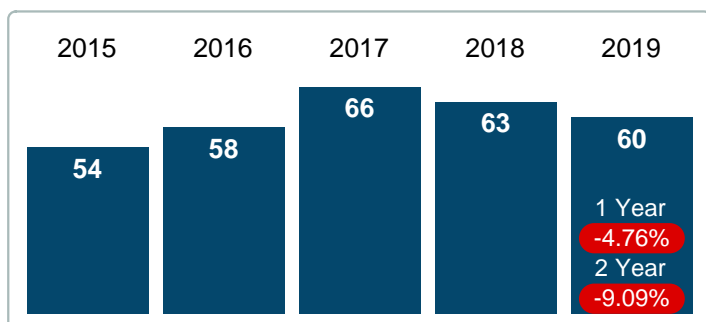
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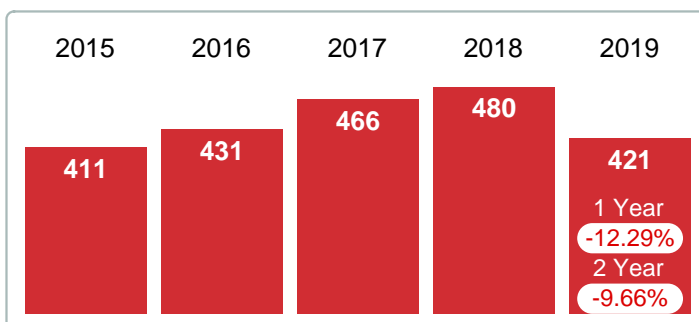
PENDING LISTINGS

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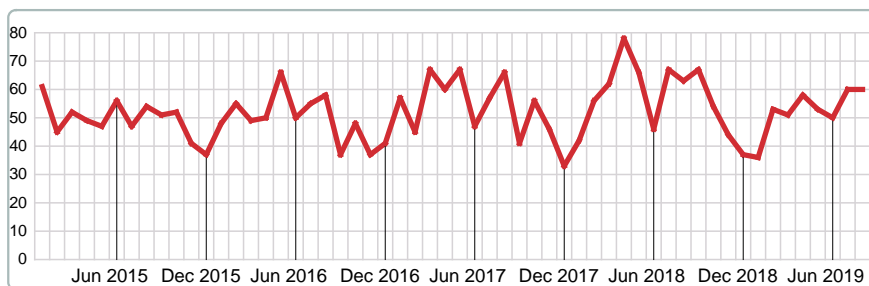
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

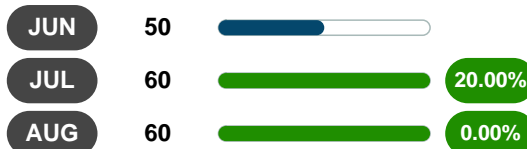


3 MONTHS

5 year AUG AVG = 60

High Apr 2018 78 Low Dec 2017 33

Pending Listings this month at 60
equal to 5 yr AUG average of 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.00%	79.7	3	0	0	0
\$20,001 - \$50,000	9	15.00%	49.2	6	3	0	0
\$50,001 - \$90,000	9	15.00%	48.3	5	2	1	1
\$90,001 - \$150,000	16	26.67%	89.3	5	8	3	0
\$150,001 - \$190,000	8	13.33%	45.8	1	7	0	0
\$190,001 - \$310,000	9	15.00%	56.2	2	3	3	1
\$310,001 and up	6	10.00%	55.3	3	1	0	2
Total Pending Units	60			25	24	7	4
Total Pending Volume	9,004,339	100%	39.9	3.21M	3.44M	1.17M	1.18M
Average Listing Price	\$62,394			\$128,314	\$143,296	\$167,514	\$296,200

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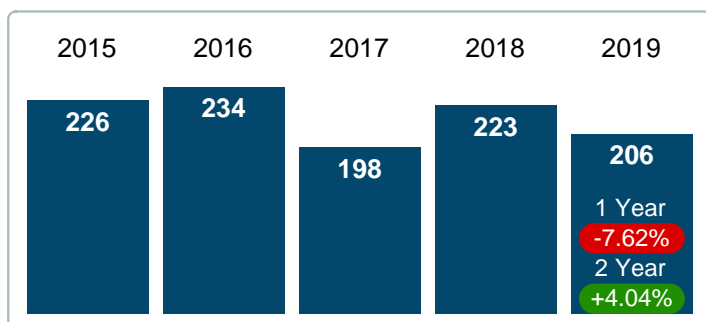
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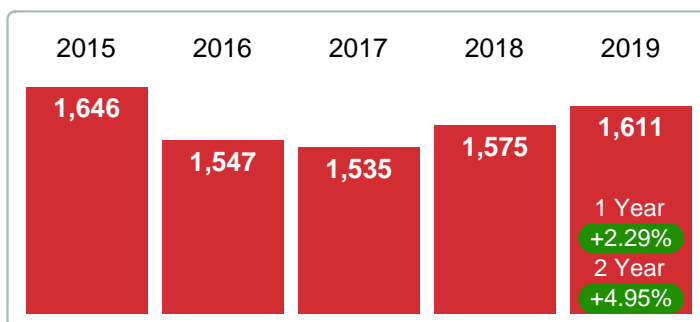
NEW LISTINGS

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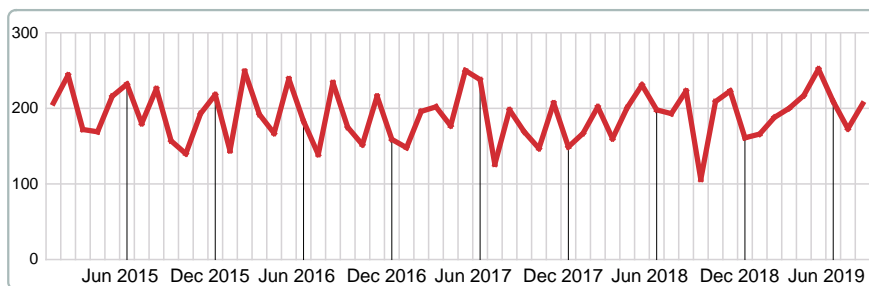
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

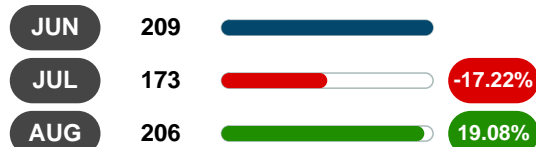


3 MONTHS

5 year AUG AVG = 217

High May 2019 252 Low Sep 2018 106

New Listings this month at **206**
below the 5 yr AUG average of **217**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	40	19.42%	34	4	2	0
\$20,001-\$50,000	29	14.08%	26	3	0	0
\$50,001-\$130,000	57	27.67%	36	18	3	0
\$130,001-\$190,000	30	14.56%	9	16	5	0
\$190,001-\$390,000	26	12.62%	8	9	8	1
\$390,001 and up	24	11.65%	13	4	3	4
Total New Listed Units	206		126	54	21	5
Total New Listed Volume	34,718,304	100%	17.60M	9.38M	5.24M	2.51M
Average New Listed Listing Price	\$31,531		\$139,658	\$173,611	\$249,454	\$501,580

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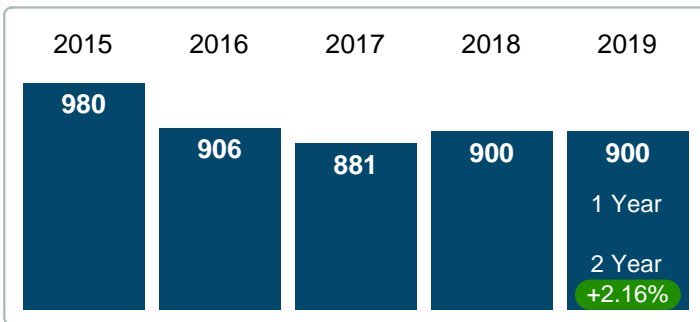
Area Delimited by County Of Cherokee



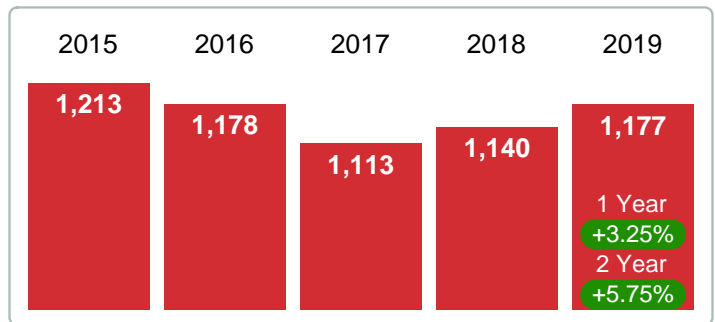
ACTIVE INVENTORY

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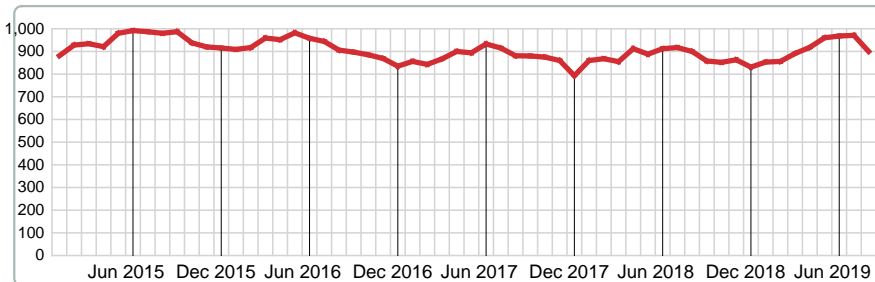
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

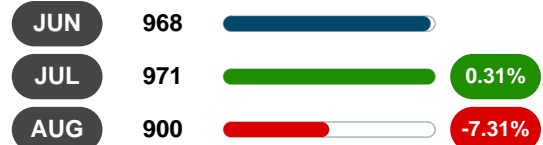


3 MONTHS

5 year AUG AVG = 913

High Jun 2015 992 Low Dec 2017 793

Inventory this month at **900**
below the 5 yr AUG average of **913**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	288	32.00%	101.0	280	6	2	0
\$25,001-\$75,000	221	24.56%	88.1	203	17	1	0
\$75,001-\$175,000	164	18.22%	78.8	80	67	14	3
\$175,001-\$375,000	138	15.33%	81.8	50	53	26	9
\$375,001 and up	89	9.89%	73.7	46	21	13	9
Total Active Inventory by Units			900	659	164	56	21
Total Active Inventory by Volume			136,328,669	73.90M	35.68M	16.65M	10.09M
Average Active Inventory Listing Price			\$151,476	\$112,145	\$217,578	\$297,307	\$480,638

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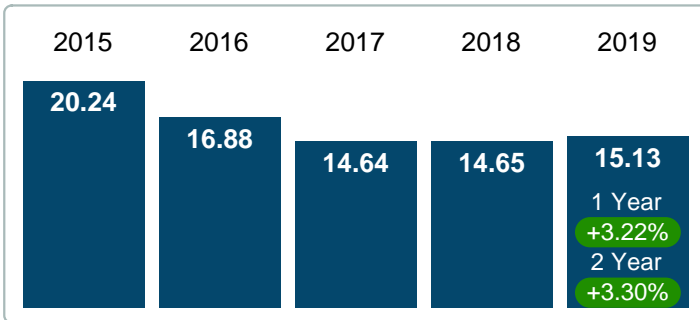
Area Delimited by County Of Cherokee



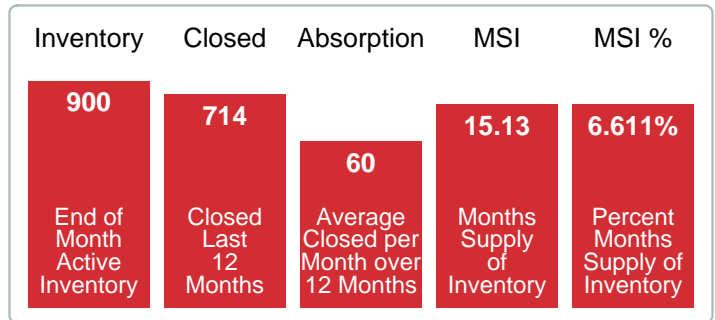
MONTHS SUPPLY of INVENTORY (MSI)

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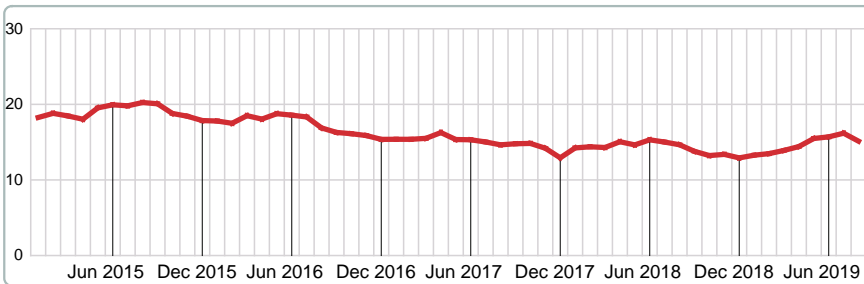
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

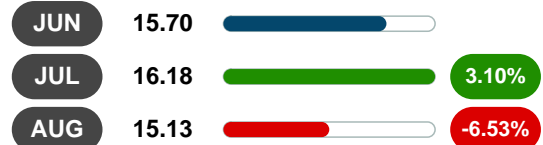


3 MONTHS

5 year AUG AVG = 16.31

High Aug 2015 20.24 Low Dec 2018 12.92

Months Supply this month at 15.13 below the 5 yr AUG average of 16.31



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	50	5.56%	5.31	6.22	2.67	4.80	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	272	30.22%	41.32	43.20	6.00	0.00	0.00
\$30,001 - \$90,000	221	24.56%	13.74	23.17	3.85	1.00	0.00
\$90,001 - \$190,000	155	17.22%	8.12	16.43	5.54	8.00	16.00
\$190,001 - \$370,000	111	12.33%	15.67	33.60	10.60	11.52	42.00
\$370,001 and up	91	10.11%	72.80	62.67	126.00	39.00	0.00
Market Supply of Inventory (MSI)			15.13	24.18	6.35	9.60	36.00
Total Active Inventory by Units		100%	15.13	659	164	56	21

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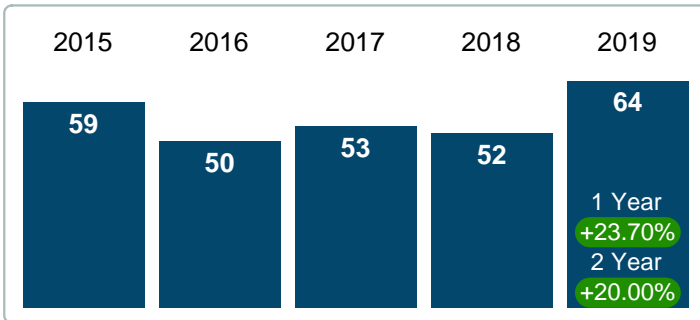
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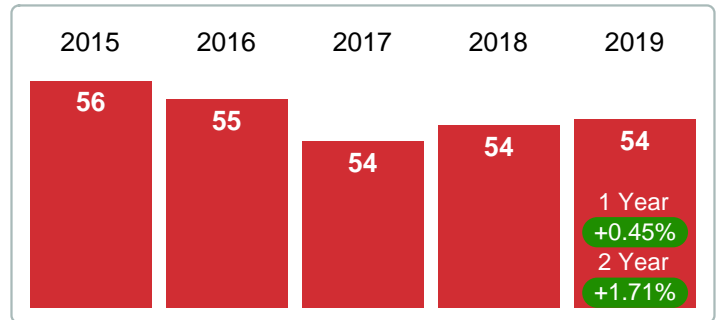
AVERAGE DAYS ON MARKET TO SALE

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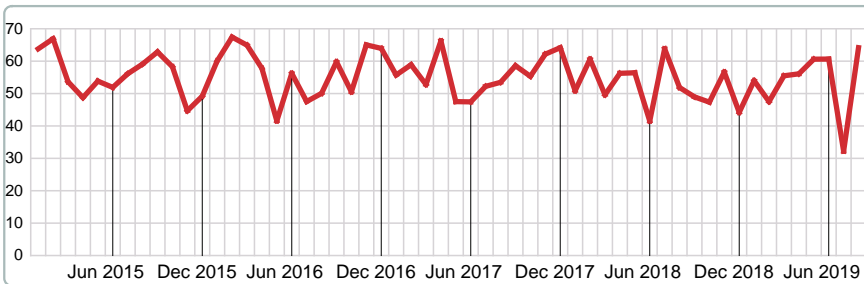
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 56

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 64 above the 5 yr AUG average of 56



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$10,000	12	19.35%	67	63	97	33	0
\$10,001 \$30,000	12	19.35%	84	84	0	0	0
\$30,001 \$120,000	14	22.58%	36	42	35	18	17
\$120,001 \$150,000	10	16.13%	76	24	76	132	0
\$150,001 \$190,000	6	9.68%	37	0	35	16	70
\$190,001 and up	8	12.90%	86	47	92	90	0
Average Closed DOM	64			65	66	63	44
Total Closed Units	62	100%	64	28	24	8	2
Total Closed Volume	5,576,720			1.04M	3.09M	1.19M	250.00K

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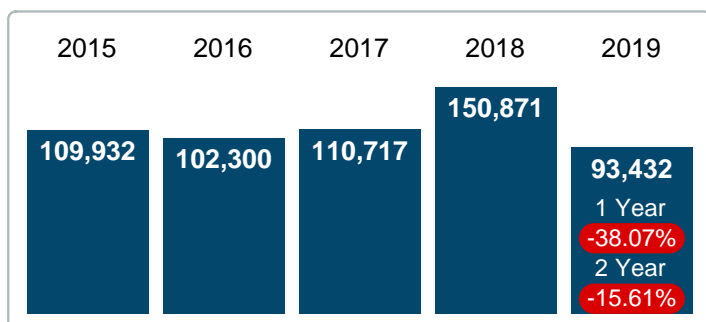
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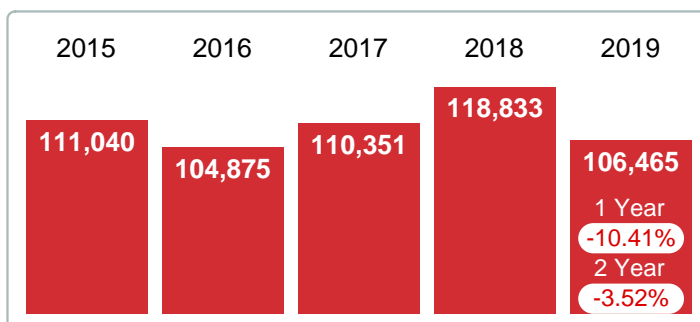
AVERAGE LIST PRICE AT CLOSING

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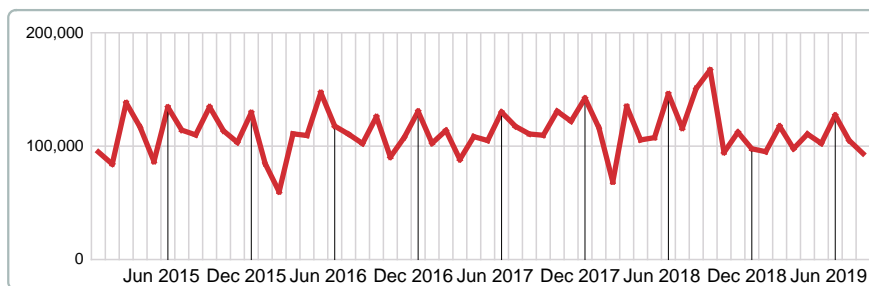
AUGUST



YEAR TO DATE (YTD)

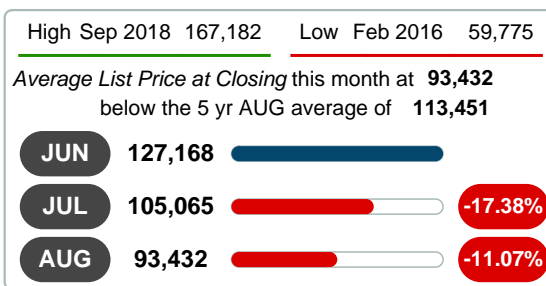


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 113,451



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$10,000	12	19.35%	1,493	1,968	765	923	0
\$10,001-\$30,000	10	16.13%	21,420	23,892	0	0	0
\$30,001-\$120,000	16	25.81%	67,206	66,686	85,220	50,000	59,900
\$120,001-\$150,000	8	12.90%	135,950	124,900	141,075	139,900	0
\$150,001-\$190,000	9	14.52%	170,644	0	167,775	179,900	189,999
\$190,001 and up	7	11.29%	266,000	229,000	235,125	293,833	0
Average List Price			93,432	40,042	132,025	156,643	124,950
Total Closed Units		100%	93,432	28	24	8	2
Total Closed Volume			5,792,813	1.12M	3.17M	1.25M	249.90K

August 2019



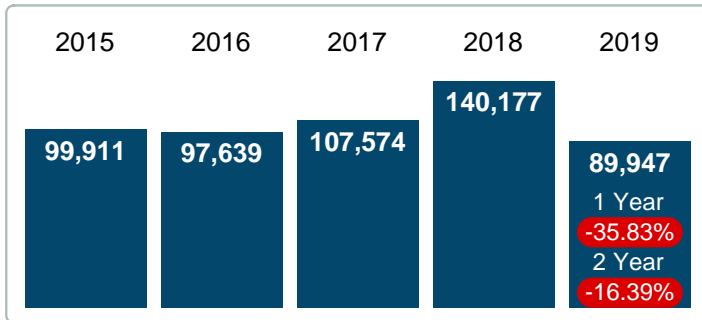
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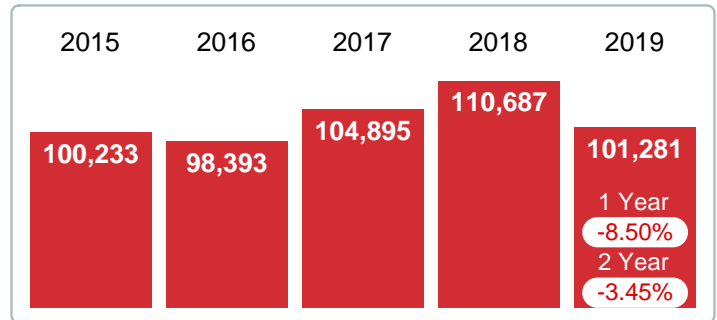
AVERAGE SOLD PRICE AT CLOSING

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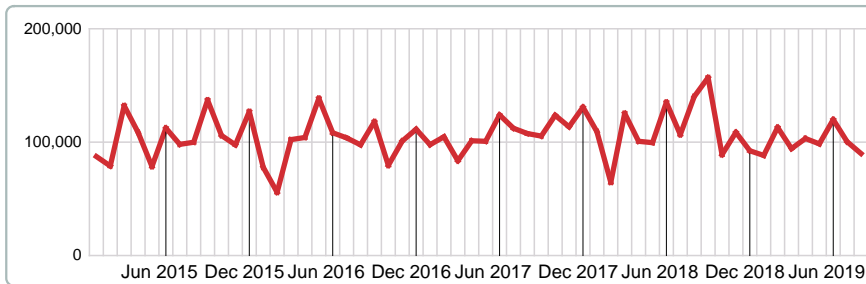
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

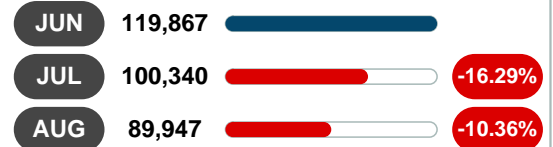


3 MONTHS

5 year AUG AVG = 107,050

High Sep 2018 156,919 Low Feb 2016 55,774

Average Sold Price at Closing this month at 89,947 below the 5 yr AUG average of 107,050



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$10,000	12	19.35%	1,439	1,896	757	863	0
\$10,001-\$30,000	12	19.35%	21,875	21,875	0	0	0
\$30,001-\$120,000	14	22.58%	69,893	64,714	82,200	42,500	72,000
\$120,001-\$150,000	10	16.13%	133,890	121,000	136,738	124,000	0
\$150,001-\$190,000	6	9.68%	170,467	0	167,450	175,000	178,000
\$190,001 and up	8	12.90%	244,594	191,000	228,500	283,917	0
Average Sold Price			89,947	37,171	128,790	149,372	125,000
Total Closed Units		100%	62	28	24	8	2
Total Closed Volume			5,576,720	1.04M	3.09M	1.19M	250.00K

August 2019



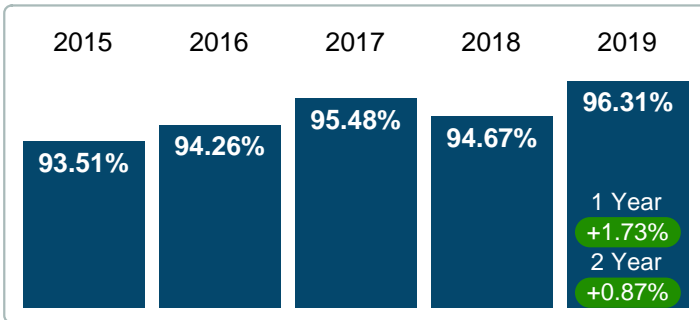
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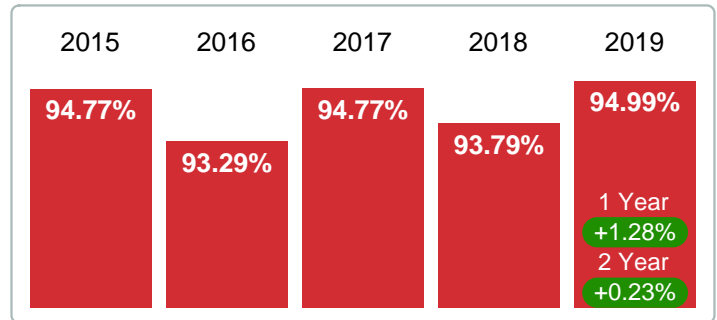
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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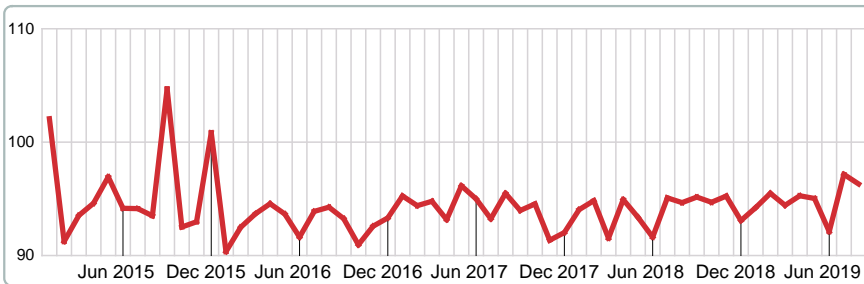
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

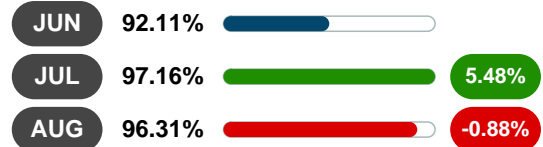


3 MONTHS

5 year AUG AVG = 94.85%

High Sep 2015 104.69% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **96.31%**
above the 5 yr AUG average of **94.85%**



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
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$10,000	<div style="width: 19.35%;"></div> 12	19.35%	97.77%	98.57%	98.89%	93.30%	0.00%
\$10,001-\$30,000	<div style="width: 19.35%;"></div> 12	19.35%	93.07%	93.07%	0.00%	0.00%	0.00%
\$30,001-\$120,000	<div style="width: 22.58%;"></div> 14	22.58%	97.79%	97.19%	96.72%	85.00%	120.20%
\$120,001-\$150,000	<div style="width: 16.13%;"></div> 10	16.13%	96.18%	96.88%	97.04%	88.63%	0.00%
\$150,001-\$190,000	<div style="width: 9.68%;"></div> 6	9.68%	98.37%	0.00%	99.81%	97.28%	93.68%
\$190,001 and up	<div style="width: 12.90%;"></div> 8	12.90%	95.00%	83.41%	97.24%	95.86%	0.00%
Average Sold/List Ratio		96.30%		95.26%	97.70%	93.14%	106.94%
Total Closed Units		62	100%	28	24	8	2
Total Closed Volume		5,576,720		1.04M	3.09M	1.19M	250.00K

August 2019



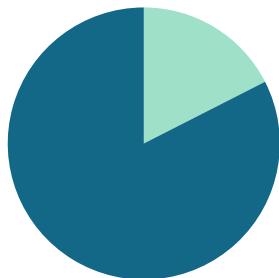
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

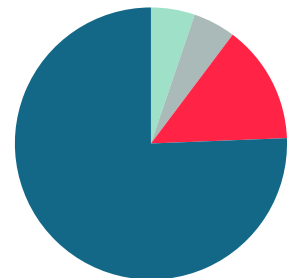


Inventory
 New Listings
206 = 17.50%
 Start Inventory
971
 Total Inventory Units
1,177
 Volume
\$169,795,771

Market Activity

Closed Sales
62 = 5.21%
 Pending Sales
60 = 5.04%
 Other Off Market
168 = 14.12%
 Active Inventory
900 = 75.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	68	62	-8.82%	508	450	-11.42%
Pending Sales	63	60	-4.76%	480	421	-12.29%
New Listings	223	206	-7.62%	1,575	1,611	2.29%
Average List Price	150,871	93,432	-38.07%	118,833	106,465	-10.41%
Average Sale Price	140,177	89,947	-35.83%	110,687	101,281	-8.50%
Average Percent of Selling Price to List Price	94.67%	96.31%	1.73%	93.79%	94.99%	1.28%
Average Days on Market to Sale	51.87	64.16	23.70%	54.24	54.48	0.45%
Monthly Inventory	900	900	0.00%	900	900	0.00%
Months Supply of Inventory	14.65	15.13	3.22%	14.65	15.13	3.22%

Absorption: Last 12 months, an Average of **60** Sales/Month

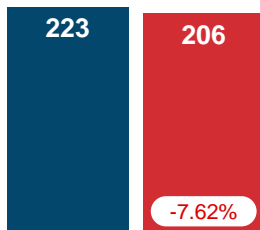
Inventory on August 31, 2019 = **900**

2018 **2019**

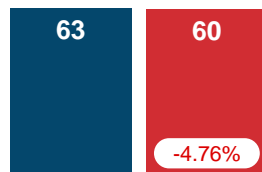
AUGUST MARKET

AVERAGE PRICES

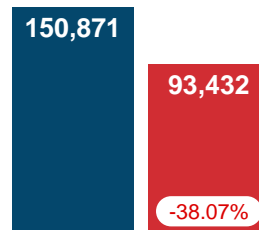
New Listings



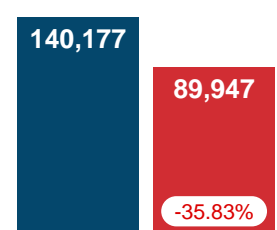
Pending Listings



List Price



Sale Price



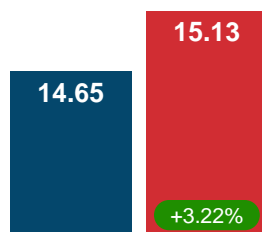
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

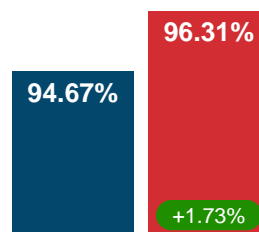
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

