



# November 2019

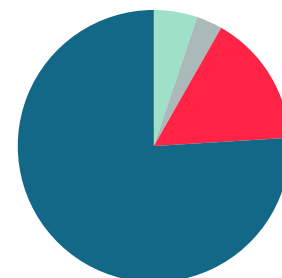
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	61	60	-1.64%
Pending Listings	44	36	-18.18%
New Listings	223	221	-0.90%
Average List Price	112,303	168,015	49.61%
Average Sale Price	108,634	163,644	50.64%
Average Percent of Selling Price to List Price	95.24%	95.46%	0.23%
Average Days on Market to Sale	56.62	44.60	-21.23%
End of Month Inventory	864	885	2.43%
Months Supply of Inventory	13.40	15.69	17.11%



■ Closed (5.15%)  
■ Pending (3.09%)  
■ Other OffMarket (15.79%)  
■ Active (75.97%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of November 30, 2019 = **885**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 rose **2.43%** to 885 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **15.69** 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 **50.64%** in November 2019 to \$163,644 versus the previous year at \$108,634.

#### Average Days on Market Shortens

The average number of **44.60** days that homes spent on the market before selling decreased by 12.02 days or **21.23%** in November 2019 compared to last year's same month at **56.62** DOM.

#### Sales Success for November 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 221 New Listings in November 2019, down **0.90%** from last year at 223. Furthermore, there were 60 Closed Listings this month versus last year at 61, a **-1.64%** decrease.

Closed versus Listed trends yielded a **27.1%** ratio, down from previous year's, November 2018, at **27.4%**, a **0.75%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



# November 2019

Area Delimited by County Of Cherokee

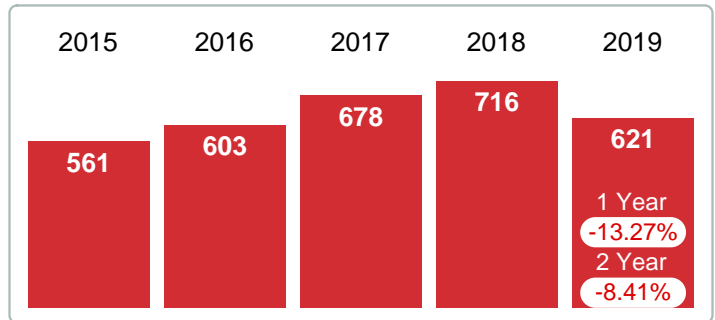
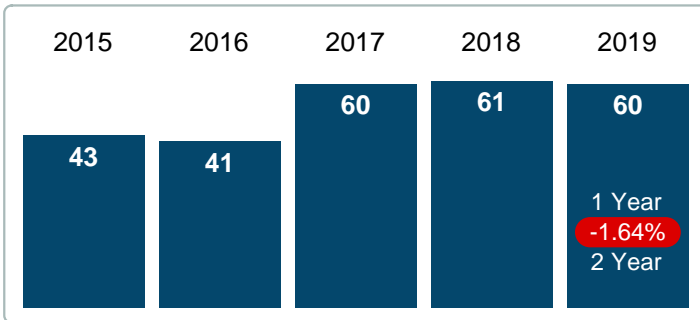


## CLOSED LISTINGS

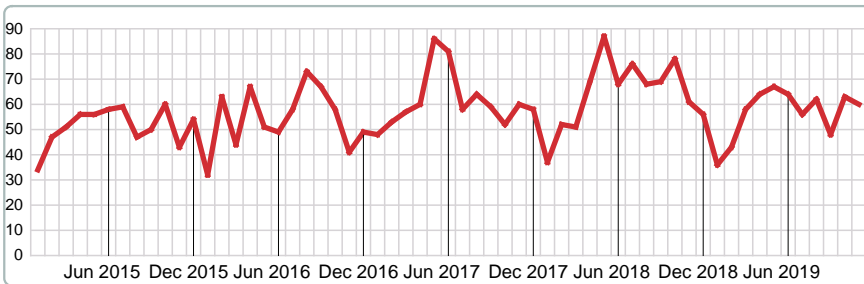
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### NOVEMBER

### YEAR TO DATE (YTD)

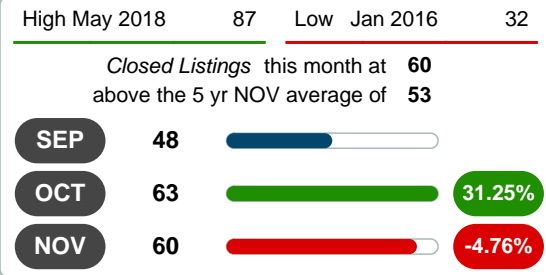


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 53



### 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-\$25,000	9	15.00%	37.1	7	2	0	0
\$25,001-\$75,000	8	13.33%	59.5	3	4	1	0
\$75,001-\$150,000	16	26.67%	46.7	4	9	3	0
\$150,001-\$175,000	10	16.67%	37.1	1	8	0	1
\$175,001-\$275,000	11	18.33%	56.1	1	7	2	1
\$275,001 and up	6	10.00%	21.8	4	1	0	1
<b>Total Closed Units</b>	<b>60</b>			<b>20</b>	<b>31</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,818,625</b>	<b>100%</b>	<b>44.6</b>	<b>3.95M</b>	<b>4.36M</b>	<b>772.20K</b>	<b>737.80K</b>
<b>Average Closed Price</b>	<b>\$163,644</b>			<b>\$197,380</b>	<b>\$140,678</b>	<b>\$128,700</b>	<b>\$245,933</b>

# November 2019

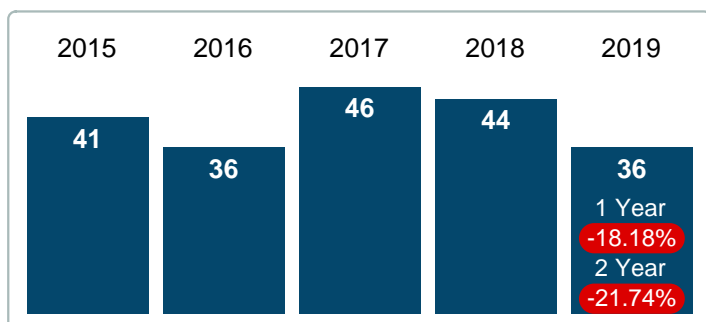
Area Delimited by County Of Cherokee



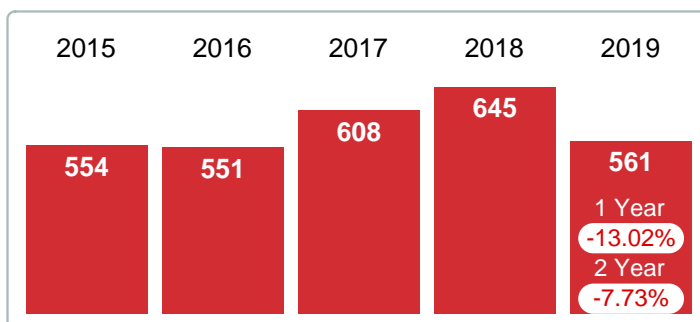
## PENDING LISTINGS

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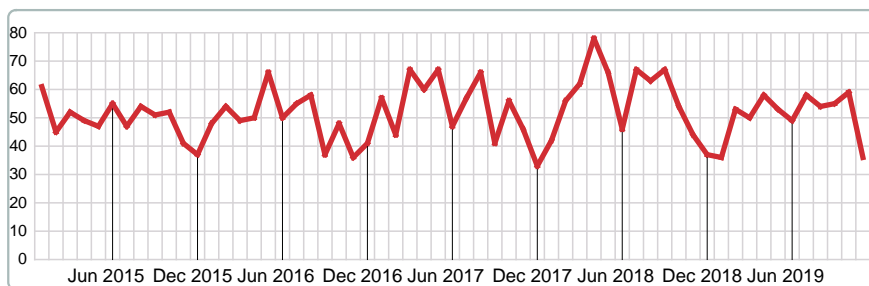
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 41

High Apr 2018 78 Low Dec 2017 33

Pending Listings this month at 36  
below the 5 yr NOV average of 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	8.33%	124.0	2	1	0	0
\$25,001 - \$75,000	4	11.11%	36.0	4	0	0	0
\$75,001 - \$100,000	4	11.11%	48.0	2	2	0	0
\$100,001 - \$175,000	11	30.56%	62.5	1	8	2	0
\$175,001 - \$225,000	4	11.11%	27.3	1	3	0	0
\$225,001 - \$325,000	5	13.89%	44.0	1	2	2	0
\$325,001 and up	5	13.89%	43.6	1	2	2	0
<b>Total Pending Units</b>	<b>36</b>			<b>12</b>	<b>18</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,328,400</b>	<b>100%</b>	<b>20.0</b>	<b>2.83M</b>	<b>3.15M</b>	<b>2.35M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$467,960</b>			<b>\$235,892</b>	<b>\$175,144</b>	<b>\$390,850</b>	<b>\$0</b>



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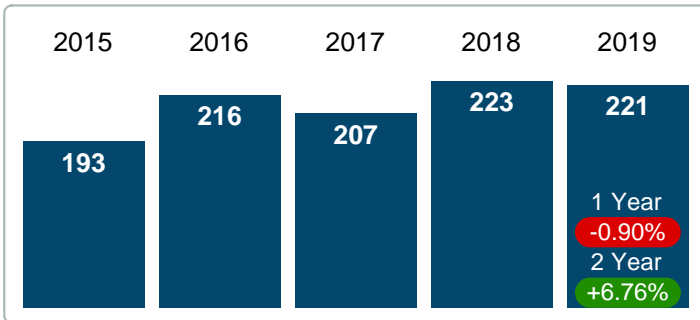
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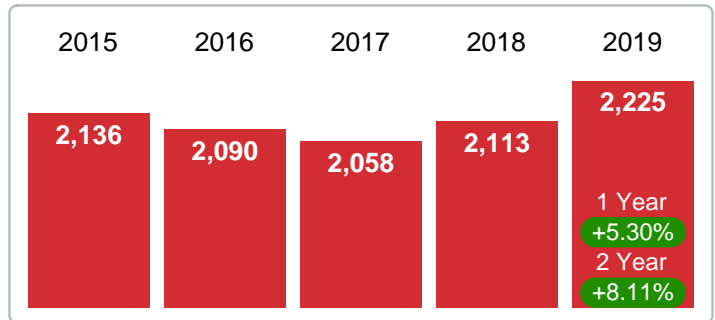
## NEW LISTINGS

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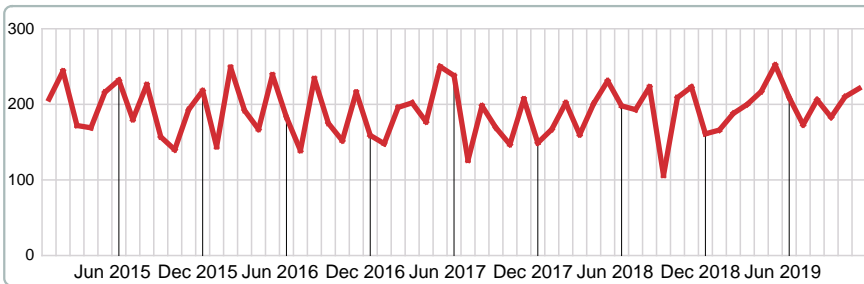
### NOVEMBER



### YEAR TO DATE (YTD)

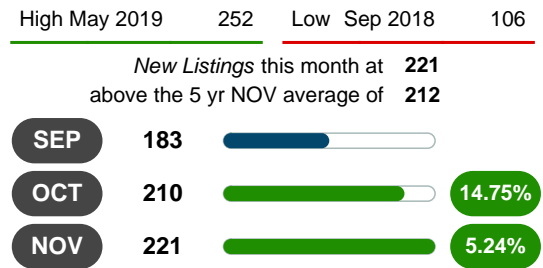


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 212



### 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 - \$0	0	0.00%	0	0	0	0
\$1 - \$25,000	82	37.10%	79	1	2	0
\$25,001 - \$50,000	7	3.17%	6	1	0	0
\$50,001 - \$150,000	81	36.65%	65	14	2	0
\$150,001 - \$275,000	26	11.76%	8	8	8	2
\$275,001 and up	25	11.31%	11	4	7	3
<b>Total New Listed Units</b>	<b>221</b>		<b>169</b>	<b>28</b>	<b>19</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>28,581,474</b>	<b>100%</b>	<b>13.83M</b>	<b>4.94M</b>	<b>5.54M</b>	<b>4.27M</b>
<b>Average New Listed Listing Price</b>	<b>\$658,617</b>		<b>\$81,845</b>	<b>\$176,277</b>	<b>\$291,797</b>	<b>\$853,940</b>



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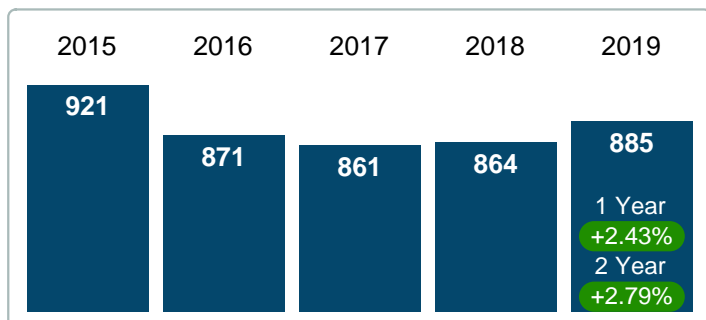
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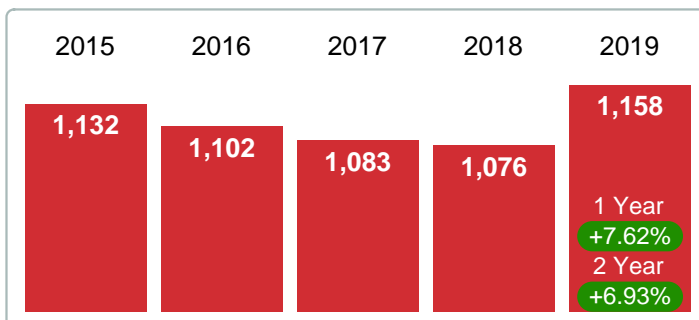
## ACTIVE INVENTORY

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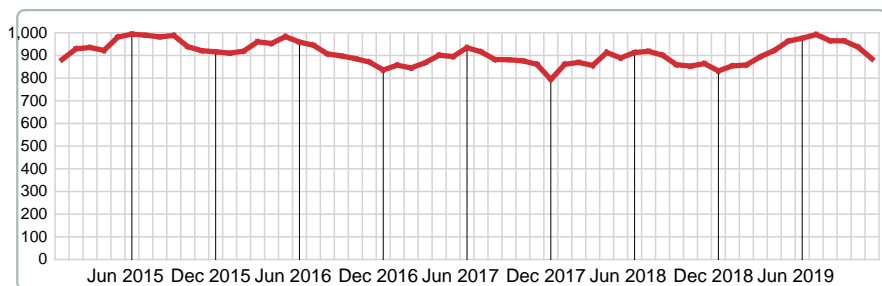
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

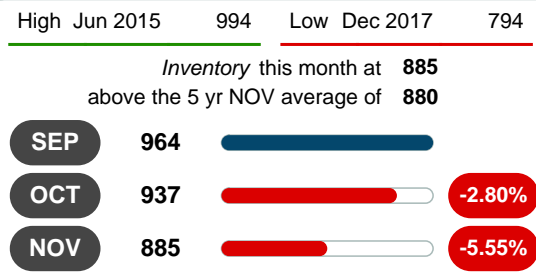


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 880



### 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	312	35.25%	81.6	307	3	2	0
\$25,001-\$75,000	210	23.73%	76.6	192	18	0	0
\$75,001-\$175,000	143	16.16%	82.5	72	53	14	4
\$175,001-\$375,000	129	14.58%	77.4	49	44	27	9
\$375,001 and up	91	10.28%	93.1	52	18	13	8
<b>Total Active Inventory by Units</b>	<b>885</b>			<b>672</b>	<b>136</b>	<b>56</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>133,397,672</b>	<b>100%</b>	<b>81.1</b>	<b>75.96M</b>	<b>29.63M</b>	<b>16.96M</b>	<b>10.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$150,732</b>			<b>\$113,038</b>	<b>\$217,845</b>	<b>\$302,940</b>	<b>\$516,405</b>



# November 2019

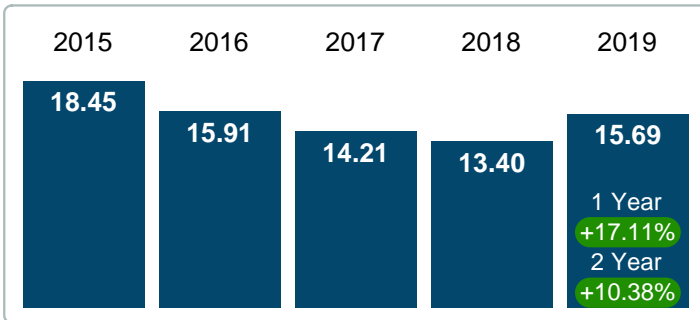
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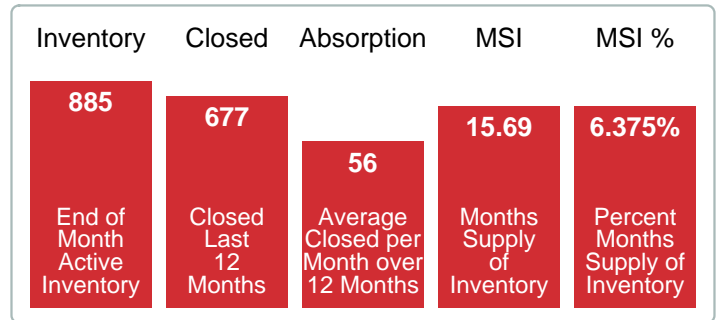
## MONTHS SUPPLY of INVENTORY (MSI)

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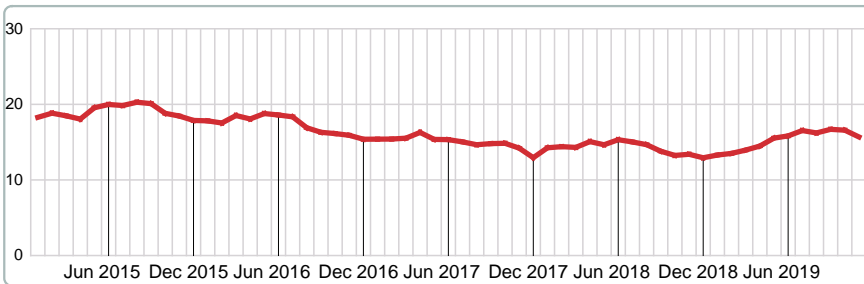
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

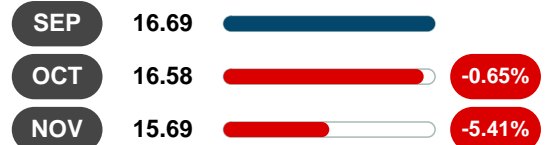


### 3 MONTHS

5 year NOV AVG = 15.53

High Aug 2015 20.28 Low Dec 2018 12.93

Months Supply this month at 15.69  
above the 5 yr NOV average of 15.53



### 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	39	4.41%	4.29	5.75	1.20	2.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	220	24.86%	67.69	73.33	0.00	0.00	0.00
\$20,001 - \$90,000	286	32.32%	16.42	25.56	3.62	1.00	12.00
\$90,001 - \$190,000	141	15.93%	7.87	17.43	4.64	11.37	12.00
\$190,001 - \$380,000	110	12.43%	14.67	22.91	10.80	12.00	24.00
\$380,001 and up	89	10.06%	71.20	69.33	102.00	48.00	96.00
Market Supply of Inventory (MSI)			15.69	26.44	5.48	10.50	25.20
Total Active Inventory by Units		100%	15.69	672	136	56	21



# November 2019

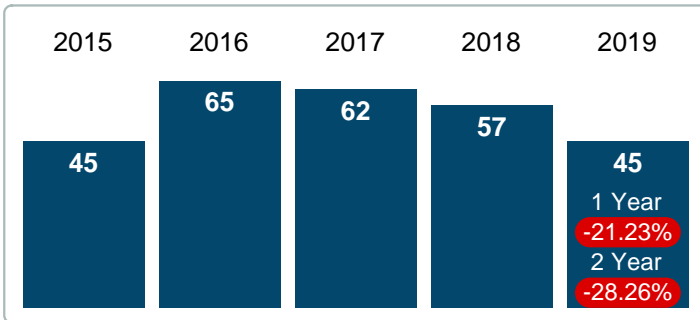
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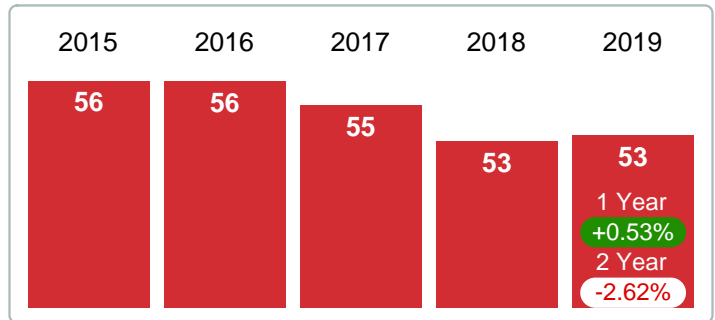
## AVERAGE DAYS ON MARKET TO SALE

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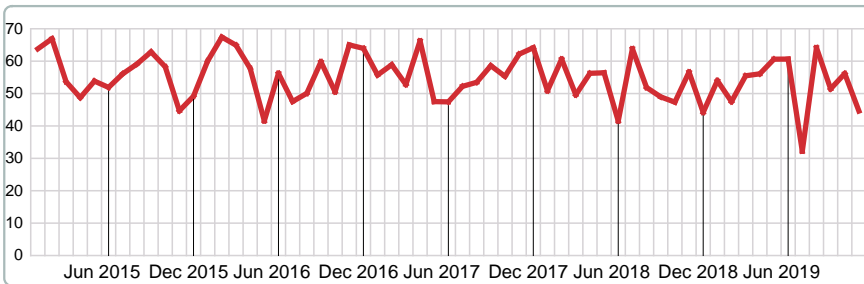
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

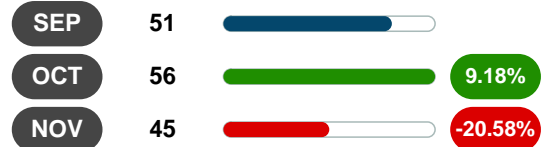


### 3 MONTHS

5 year NOV AVG = 55

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 45 below the 5 yr NOV average of 55



### 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-\$25,000	9	15.00%	37	41	24	0	0
\$25,001-\$75,000	8	13.33%	60	35	93	1	0
\$75,001-\$150,000	16	26.67%	47	33	52	48	0
\$150,001-\$175,000	10	16.67%	37	3	40	0	47
\$175,001-\$275,000	11	18.33%	56	6	61	93	1
\$275,001 and up	6	10.00%	22	20	14	0	38
Average Closed DOM	45			31	53	55	29
Total Closed Units	60	100%	45	20	31	6	3
Total Closed Volume	9,818,625			3.95M	4.36M	772.20K	737.80K



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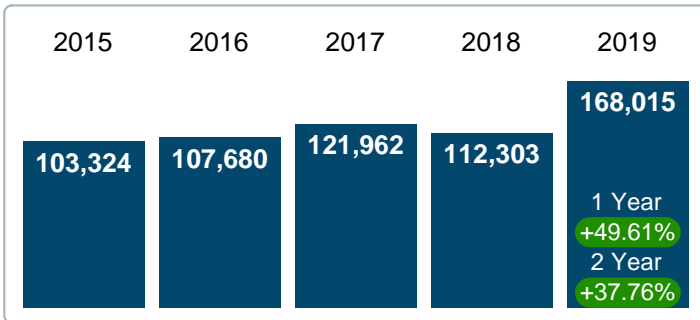
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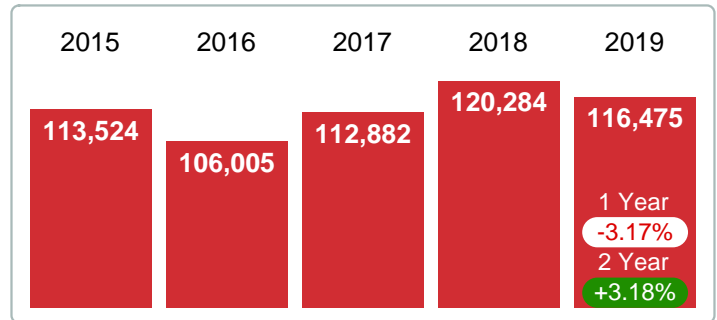
## AVERAGE LIST PRICE AT CLOSING

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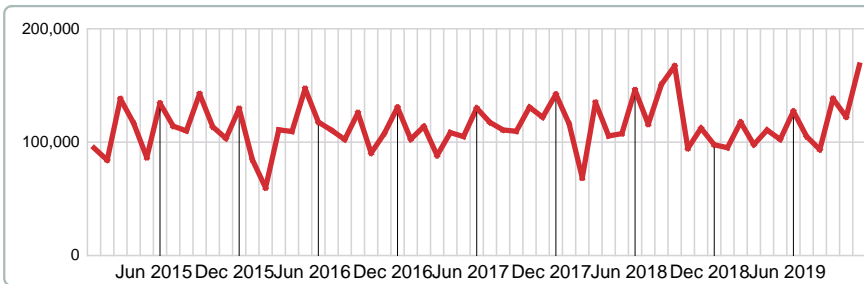
### NOVEMBER



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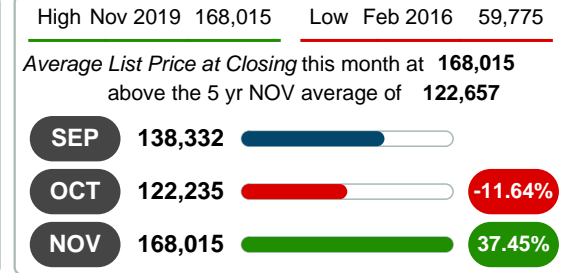


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 122,657



### 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-\$25,000	9	15.00%	10,150	12,757	1,025	0	0
\$25,001-\$75,000	6	10.00%	45,567	45,967	66,995	45,000	0
\$75,001-\$150,000	17	28.33%	113,358	107,600	119,767	132,067	0
\$150,001-\$175,000	7	11.67%	161,514	185,000	170,038	0	169,900
\$175,001-\$275,000	15	25.00%	201,980	197,900	206,986	196,750	249,900
\$275,001 and up	6	10.00%	604,800	740,050	329,900	0	338,700
<b>Average List Price</b>			<b>168,015</b>	<b>200,035</b>	<b>144,743</b>	<b>139,117</b>	<b>252,833</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>168,015</b>	<b>20</b>	<b>31</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>10,080,929</b>	<b>4.00M</b>	<b>4.49M</b>	<b>834.70K</b>	<b>758.50K</b>





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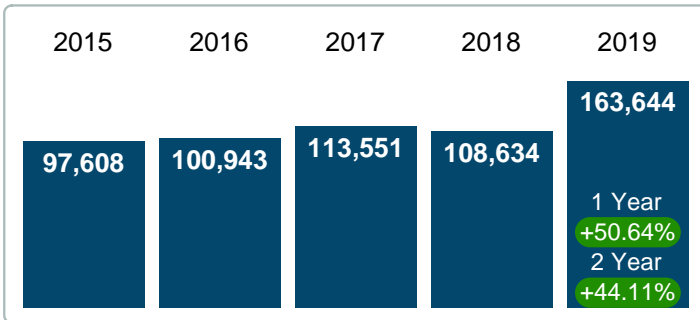
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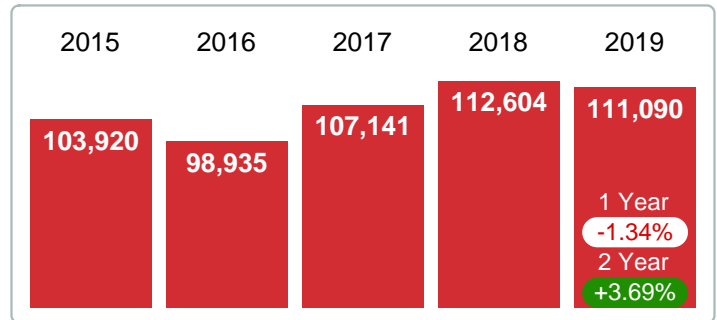
## AVERAGE SOLD PRICE AT CLOSING

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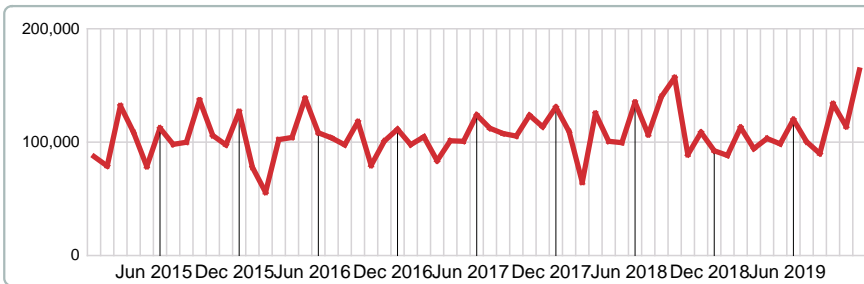
### NOVEMBER



### YEAR TO DATE (YTD)

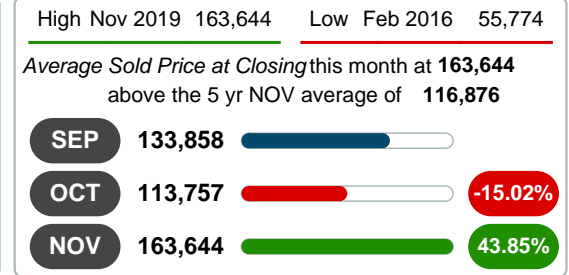


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 116,876



### 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-\$25,000	9	15.00%	8,861	11,114	975	0	0
\$25,001-\$75,000	8	13.33%	49,625	42,833	57,750	37,500	0
\$75,001-\$150,000	16	26.67%	114,755	104,750	117,531	119,767	0
\$150,001-\$175,000	10	16.67%	165,970	175,000	165,238	0	162,800
\$175,001-\$275,000	11	18.33%	204,827	196,800	205,129	187,700	245,000
\$275,001 and up	6	10.00%	598,833	737,625	312,500	0	330,000
<b>Average Sold Price</b>			<b>163,644</b>	<b>197,380</b>	<b>140,678</b>	<b>128,700</b>	<b>245,933</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>163,644</b>	<b>20</b>	<b>31</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>9,818,625</b>	<b>3.95M</b>	<b>4.36M</b>	<b>772.20K</b>	<b>737.80K</b>



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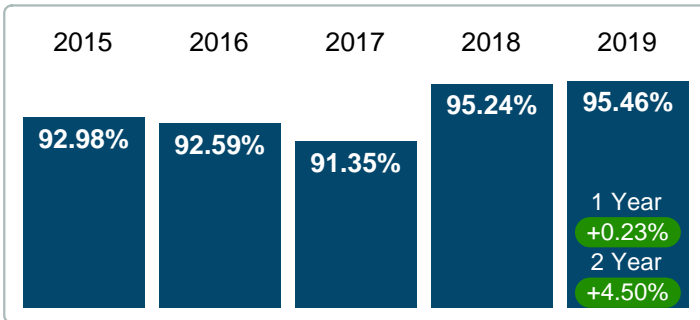
Area Delimited by County Of Cherokee



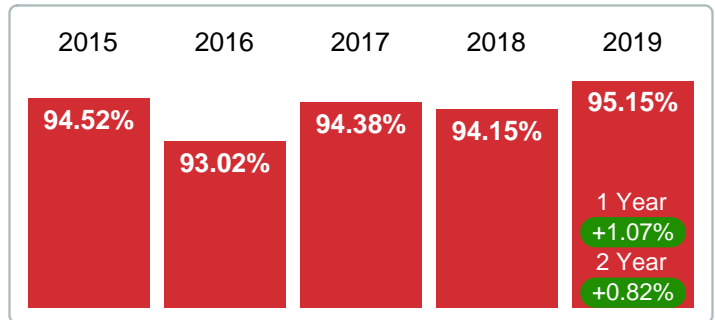
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

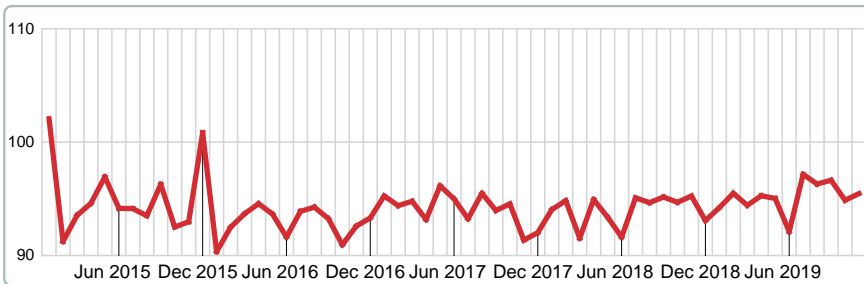
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

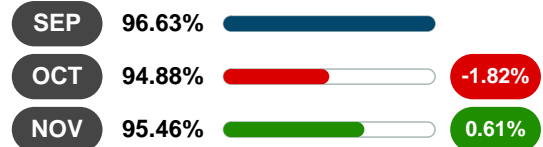


### 3 MONTHS

5 year NOV AVG = 93.52%

High Jan 2015 102.07% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **95.46%**  
above the 5 yr NOV average of **93.52%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	9	15.00%	91.27%	90.45%	94.12%	0.00%	0.00%
\$25,001-\$75,000	8	13.33%	89.20%	94.02%	87.05%	83.33%	0.00%
\$75,001-\$150,000	16	26.67%	96.90%	97.05%	98.40%	92.23%	0.00%
\$150,001-\$175,000	10	16.67%	96.96%	94.59%	97.40%	0.00%	95.82%
\$175,001-\$275,000	11	18.33%	98.47%	99.44%	99.27%	95.39%	98.04%
\$275,001 and up	6	10.00%	98.25%	99.34%	94.73%	0.00%	97.43%
Average Sold/List Ratio		95.50%		94.74%	96.48%	91.80%	97.10%
Total Closed Units	60	100%	95.50%	20	31	6	3
Total Closed Volume	9,818,625			3.95M	4.36M	772.20K	737.80K



# November 2019

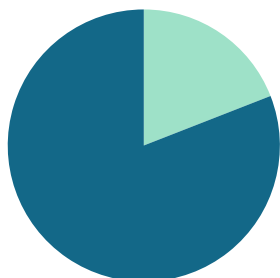
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY



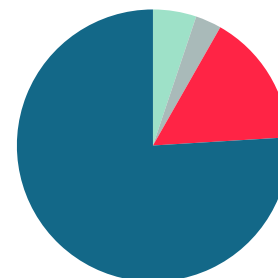
**Inventory**

- New Listings **221 = 19.07%**
- Start Inventory **938**
- Total Inventory Units **1,159**
- Volume **\$172,355,690**

### Market Activity

- Closed Sales **60 = 5.15%**
- Pending Sales **36 = 3.09%**
- Other Off Market **184 = 15.79%**
- Active Inventory **885 = 75.97%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	61	60	-1.64%	716	621	-13.27%
Pending Sales	44	36	-18.18%	645	561	-13.02%
New Listings	223	221	-0.90%	2,113	2,225	5.30%
Average List Price	112,303	168,015	49.61%	120,284	116,475	-3.17%
Average Sale Price	108,634	163,644	50.64%	112,604	111,090	-1.34%
Average Percent of Selling Price to List Price	95.24%	95.46%	0.23%	94.15%	95.15%	1.07%
Average Days on Market to Sale	56.62	44.60	-21.23%	53.18	53.46	0.53%
Monthly Inventory	864	885	2.43%	864	885	2.43%
Months Supply of Inventory	13.40	15.69	17.11%	13.40	15.69	17.11%

**Absorption:** Last 12 months, an Average of **56** Sales/Month

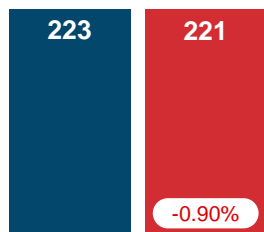
**Inventory** on November 30, 2019 = **885**

**2018** **2019**

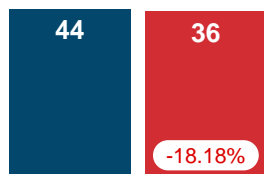
### NOVEMBER MARKET

### AVERAGE PRICES

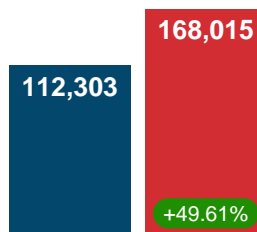
#### New Listings



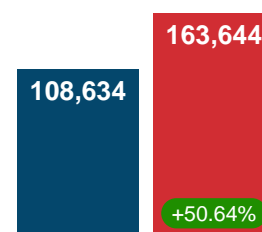
#### Pending Listings



#### List Price



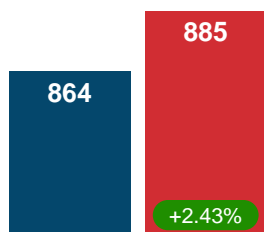
#### Sale Price



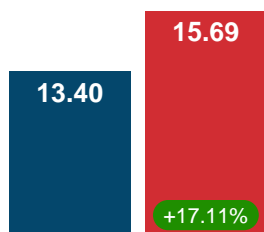
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

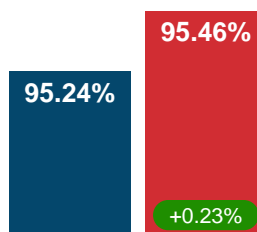
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

