

December 2018



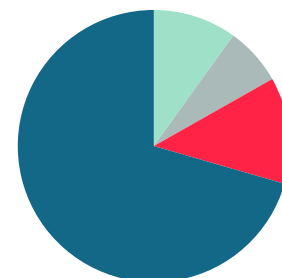
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	45	36	-20.00%
Pending Listings	23	25	8.70%
New Listings	68	60	-11.76%
Average List Price	154,864	106,258	-31.39%
Average Sale Price	145,905	102,382	-29.83%
Average Percent of Selling Price to List Price	92.87%	95.46%	2.80%
Average Days on Market to Sale	67.16	45.86	-31.71%
End of Month Inventory	277	256	-7.58%
Months Supply of Inventory	6.39	5.84	-8.64%



■ Closed (9.92%)
■ Pending (6.89%)
■ Other OffMarket (12.67%)
■ Active (70.52%)

Absorption: Last 12 months, an Average of **44** Sales/Month
Active Inventory as of December 31, 2018 = **256**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **7.58%** to 256 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 **5.84** 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 **29.83%** in December 2018 to \$102,382 versus the previous year at \$145,905.

Average Days on Market Shortens

The average number of **45.86** days that homes spent on the market before selling decreased by 21.29 days or **31.71%** in December 2018 compared to last year's same month at **67.16** DOM.

Sales Success for December 2018 is Positive

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

There were 60 New Listings in December 2018, down **11.76%** from last year at 68. Furthermore, there were 36 Closed Listings this month versus last year at 45, a **-20.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, December 2017, at **66.2%**, a **9.33%** 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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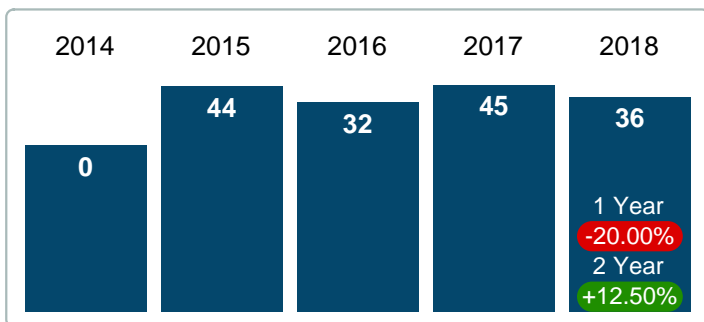
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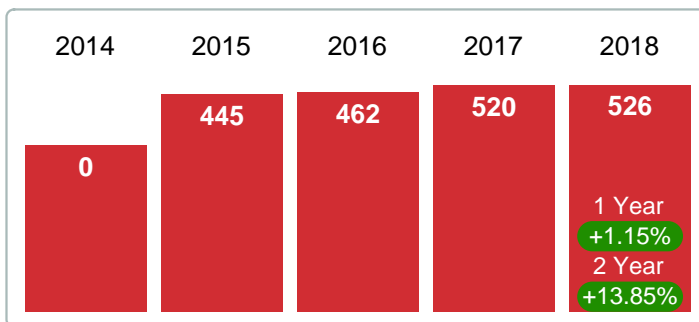
CLOSED LISTINGS

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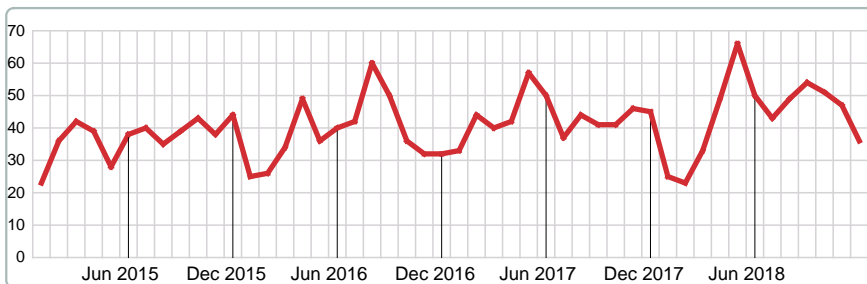
DECEMBER



YEAR TO DATE (YTD)

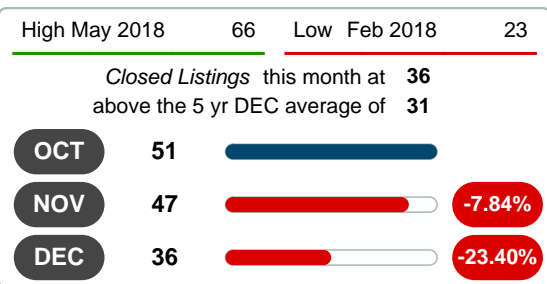


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.11%	45.5	2	2	0	0
\$30,001 - \$50,000	4	11.11%	57.0	2	2	0	0
\$50,001 - \$70,000	5	13.89%	36.0	1	3	1	0
\$70,001 - \$110,000	8	22.22%	36.0	2	5	1	0
\$110,001 - \$130,000	5	13.89%	59.2	2	3	0	0
\$130,001 - \$170,000	6	16.67%	32.3	0	5	1	0
\$170,001 and up	4	11.11%	70.8	0	2	2	0
Total Closed Units	36			9	22	5	0
Total Closed Volume	3,685,760	100%	45.9	634.63K	2.19M	861.90K	0.00B
Average Closed Price	\$102,382			\$70,515	\$99,510	\$172,380	\$0

December 2018



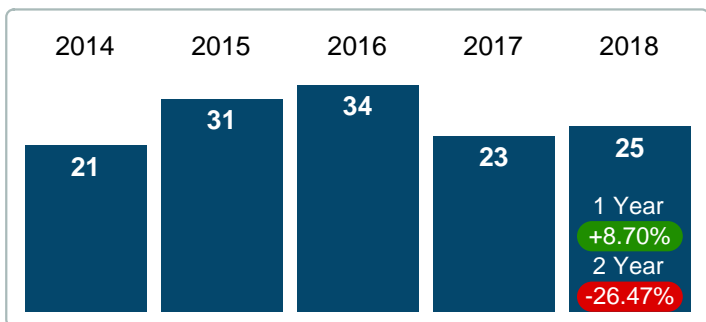
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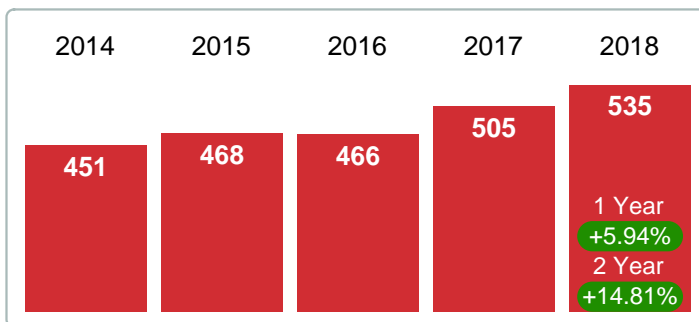
PENDING LISTINGS

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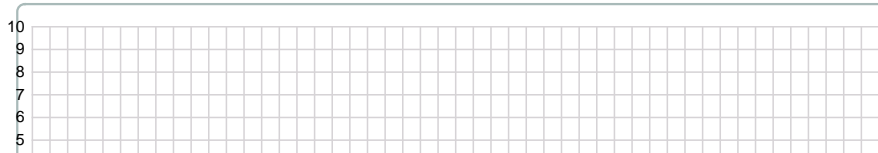
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27

High Dec 2018: 0, Low Dec 2018: 0

Pending Listings this month at 25
below the 5 yr DEC average of 27

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	8.00%	16.5	1	1	0	0
\$30,001 - \$40,000	3	12.00%	67.0	0	2	1	0
\$40,001 - \$60,000	5	20.00%	48.2	3	2	0	0
\$60,001 - \$90,000	4	16.00%	67.8	1	3	0	0
\$90,001 - \$230,000	5	20.00%	68.2	1	3	1	0
\$230,001 - \$390,000	3	12.00%	75.0	0	1	2	0
\$390,001 and up	3	12.00%	118.3	0	1	2	0
Total Pending Units	25			6	13	6	0
Total Pending Volume	3,435,200	100%	66.7	339.90K	1.51M	1.59M	0.00B
Average Listing Price	\$137,408			\$56,650	\$115,785	\$265,017	\$0

December 2018



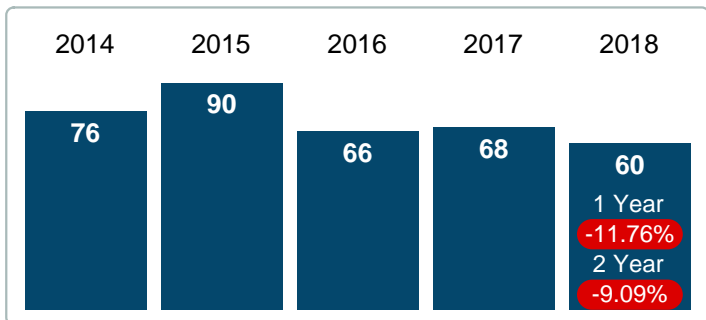
Area Delimited by County Of Cherokee - Residential Property Type



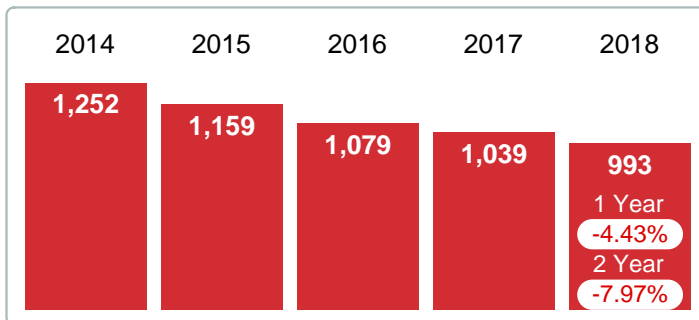
NEW LISTINGS

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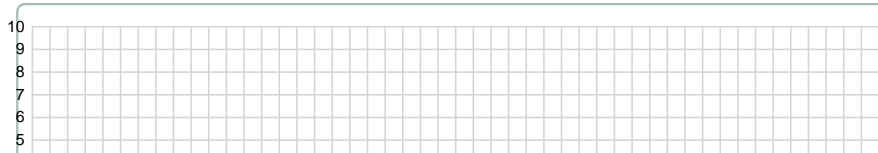
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72

High Dec 2018: 0 | Low Dec 2018: 0

New Listings this month at **60**
 below the 5 yr DEC average of **72**

- OCT: 0
- NOV: 0
- DEC: 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$30,000 and less	6	10.00%
\$30,001 - \$50,000	8	13.33%
\$50,001 - \$80,000	8	13.33%
\$80,001 - \$180,000	14	23.33%
\$180,001 - \$260,000	11	18.33%
\$260,001 - \$410,000	7	11.67%
\$410,001 and up	6	10.00%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	2	0	0
\$30,001 - \$50,000	5	3	0	0
\$50,001 - \$80,000	2	6	0	0
\$80,001 - \$180,000	1	10	3	0
\$180,001 - \$260,000	2	5	3	1
\$260,001 - \$410,000	1	2	2	2
\$410,001 and up	2	3	0	1
Total	17	31	8	4
Total New Listed Volume	2.14M	5.45M	1.72M	1.35M
Average New Listed Listing Price	\$126,112	\$175,932	\$214,513	\$338,675

Total New Listed Units	60	
Total New Listed Volume	10,668,590	100%
Average New Listed Listing Price	\$145,385	

December 2018



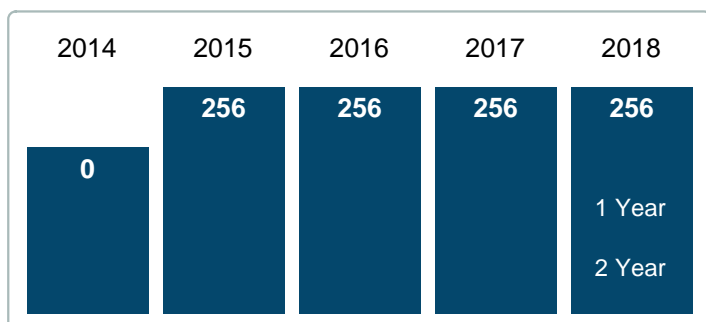
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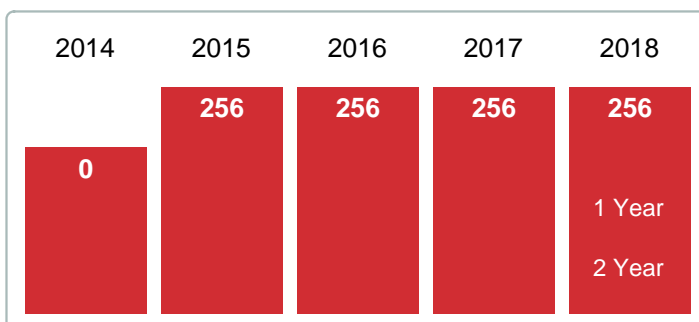
ACTIVE INVENTORY

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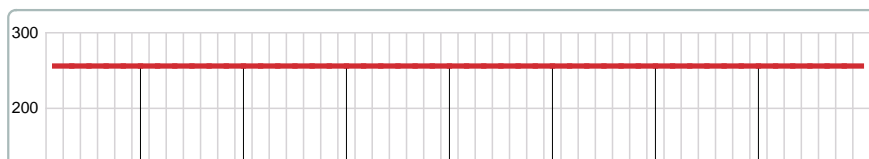
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 205

High Dec 2018	256	Low Dec 2018	256
Inventory this month at 256 above the 5 yr DEC average of 205			
OCT	256		
NOV	256		0.00%
DEC	256		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	1.56%	73.0	4	0	0	0
\$25,001 - \$75,000	48	18.75%	73.2	25	19	4	0
\$75,001 - \$100,000	32	12.50%	82.9	11	17	4	0
\$100,001 - \$175,000	55	21.48%	89.0	5	38	11	1
\$175,001 - \$250,000	50	19.53%	78.9	5	26	12	7
\$250,001 - \$375,000	40	15.63%	110.5	5	14	14	7
\$375,001 and up	27	10.55%	86.9	3	14	5	5
Total Active Inventory by Units	256			58	128	50	20
Total Active Inventory by Volume	54,821,970	100%	86.2	6.89M	29.40M	12.51M	6.02M
Average Active Inventory Listing Price	\$214,148			\$118,859	\$229,694	\$250,222	\$300,810

December 2018



Area Delimited by County Of Cherokee - Residential Property Type



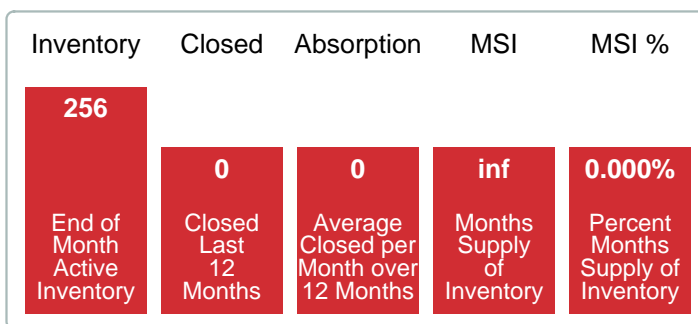
MONTHS SUPPLY of INVENTORY (MSI)

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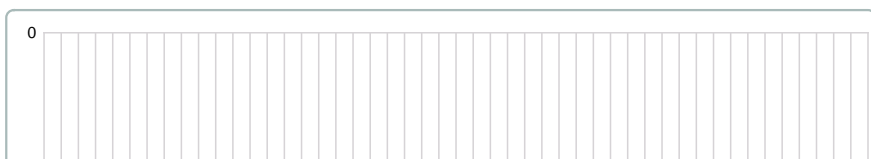
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

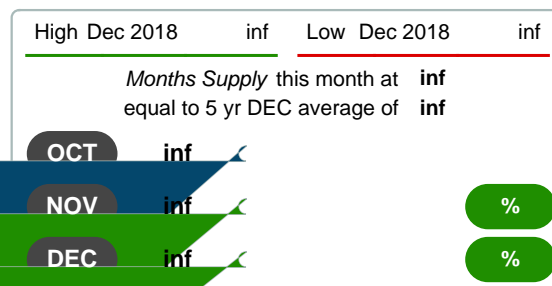


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	1.56%	2.40	4.80	0.00	0.00	0.00		
\$25,001 - \$75,000	48	18.75%	4.27	4.48	4.30	3.69	0.00		
\$75,001 - \$100,000	32	12.50%	6.00	8.25	5.10	6.86	0.00		
\$100,001 - \$175,000	55	21.48%	3.63	2.86	3.68	3.88	4.00		
\$175,001 - \$250,000	50	19.53%	7.79	15.00	6.50	6.26	42.00		
\$250,001 - \$375,000	40	15.63%	14.12	30.00	12.00	11.20	28.00		
\$375,001 and up	27	10.55%	23.14	0.00	42.00	6.67	60.00		
Market Supply of Inventory (MSI)		5.84		5.80	5.26	5.94	18.46		
Total Active Inventory by Units		256	100%	58	128	50	20		

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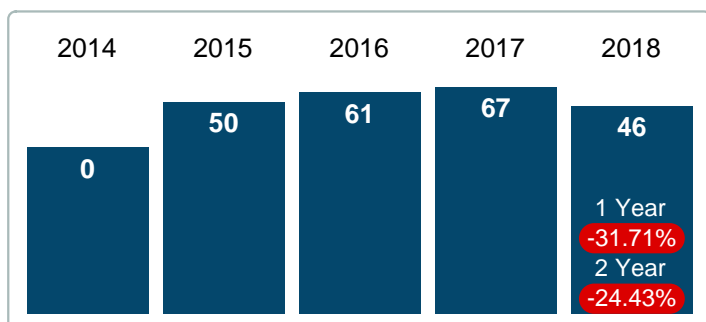
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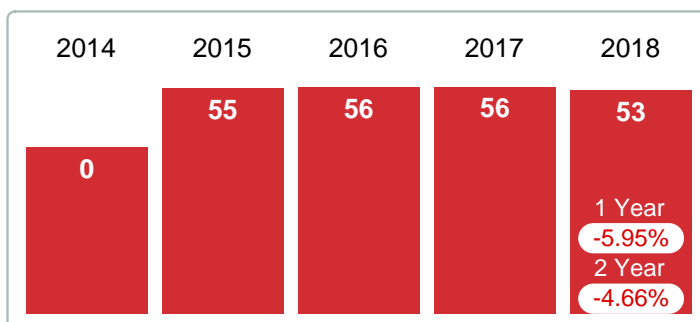
AVERAGE DAYS ON MARKET TO SALE

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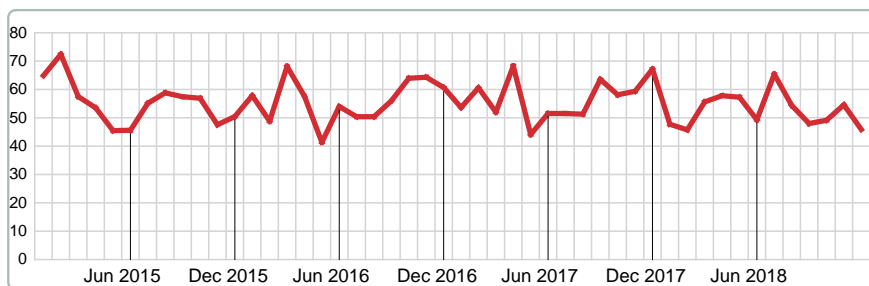
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

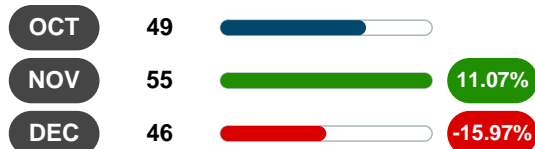


3 MONTHS

5 year DEC AVG = 45

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at **46**
above the 5 yr DEC average of **45**



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
\$30,000 and less	11.11%	46	9	83	0	0
\$30,001 - \$50,000	11.11%	57	56	58	0	0
\$50,001 - \$70,000	13.89%	36	39	47	1	0
\$70,001 - \$110,000	22.22%	36	17	39	60	0
\$110,001 - \$130,000	13.89%	59	17	88	0	0
\$130,001 - \$170,000	16.67%	32	0	37	11	0
\$170,001 and up	11.11%	71	0	42	100	0
Average Closed DOM		46	26	52	54	0
Total Closed Units	100%	46	9	22	5	0
Total Closed Volume		3,685,760	634.63K	2.19M	861.90K	0.00B

December 2018



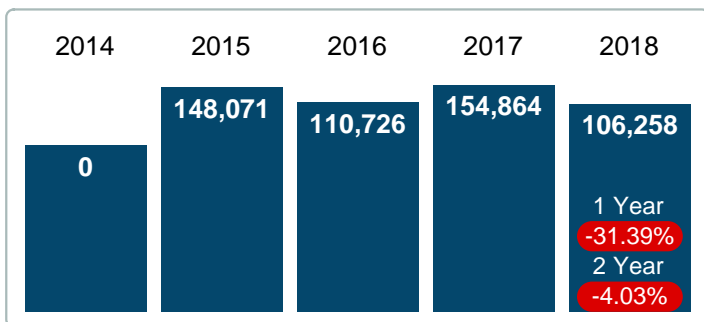
Area Delimited by County Of Cherokee - Residential Property Type



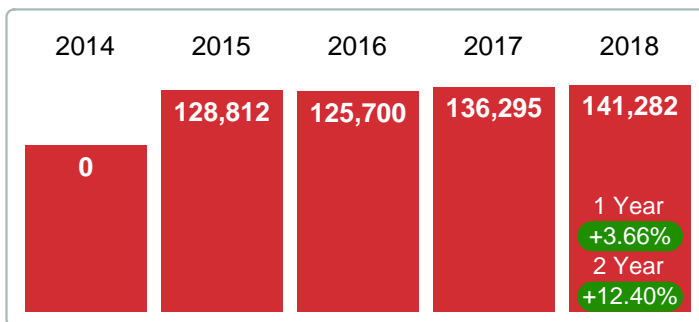
AVERAGE LIST PRICE AT CLOSING

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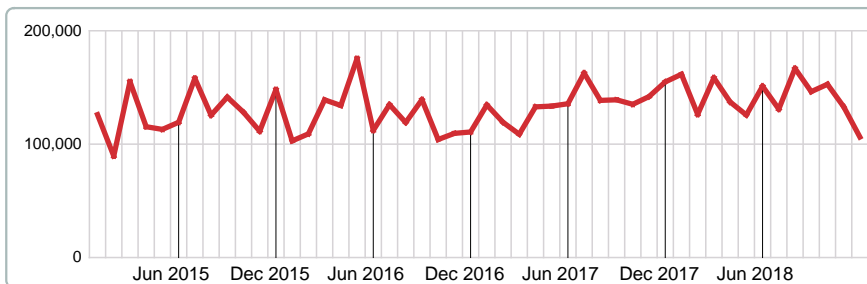
DECEMBER



YEAR TO DATE (YTD)

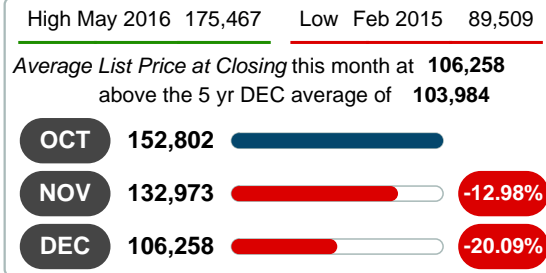


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 103,984



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
\$30,000 and less	8.33%	20,800	21,250	26,200	0	0
\$30,001 - \$50,000	13.89%	43,700	47,000	46,000	0	0
\$50,001 - \$70,000	11.11%	61,700	64,900	67,967	54,500	0
\$70,001 - \$110,000	25.00%	93,922	107,450	94,200	88,900	0
\$110,001 - \$130,000	11.11%	123,025	125,650	126,567	0	0
\$130,001 - \$170,000	19.44%	142,071	0	140,520	147,000	0
\$170,001 and up	11.11%	241,425	0	193,400	289,450	0
Average List Price		106,258	74,178	104,018	173,860	0
Total Closed Units	100%	106,258	9	22	5	0
Total Closed Volume		3,825,300	667.60K	2.29M	869.30K	0.00B

December 2018



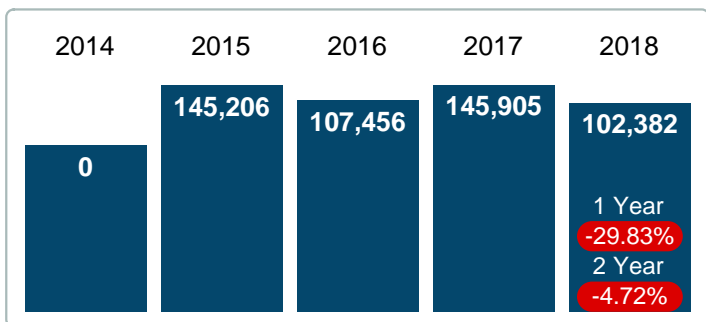
Area Delimited by County Of Cherokee - Residential Property Type



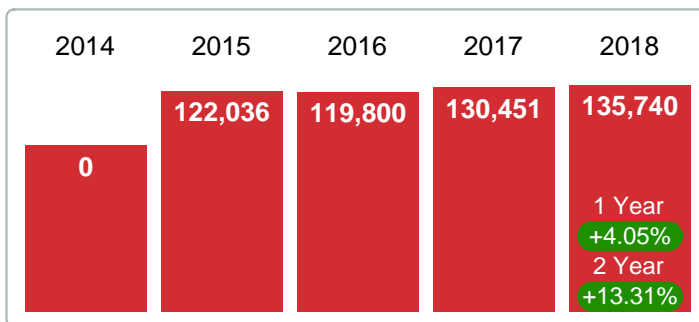
AVERAGE SOLD PRICE AT CLOSING

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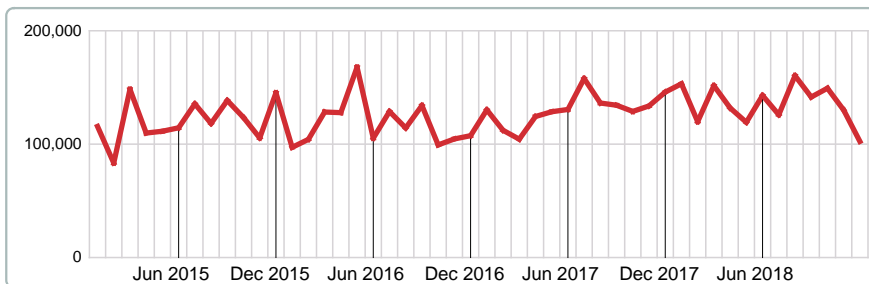
DECEMBER



YEAR TO DATE (YTD)

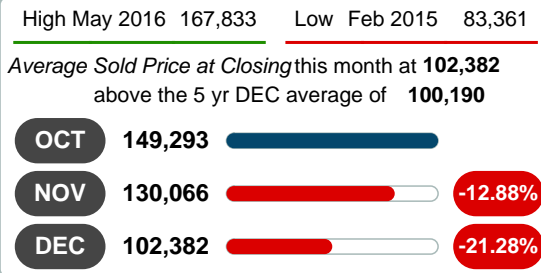


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 100,190



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
\$30,000 and less	11.11%	22,375	21,250	23,500	0	0
\$30,001 - \$50,000	11.11%	43,333	41,666	45,000	0	0
\$50,001 - \$70,000	13.89%	57,146	61,000	57,909	51,000	0
\$70,001 - \$110,000	22.22%	92,913	103,000	89,680	88,900	0
\$110,001 - \$130,000	13.89%	120,940	120,900	120,967	0	0
\$130,001 - \$170,000	16.67%	142,550	0	140,060	155,000	0
\$170,001 and up	11.11%	233,475	0	183,450	283,500	0
Average Sold Price		102,382	70,515	99,510	172,380	0
Total Closed Units	100%	102,382	9	22	5	0
Total Closed Volume		3,685,760	634.63K	2.19M	861.90K	0.00B

December 2018



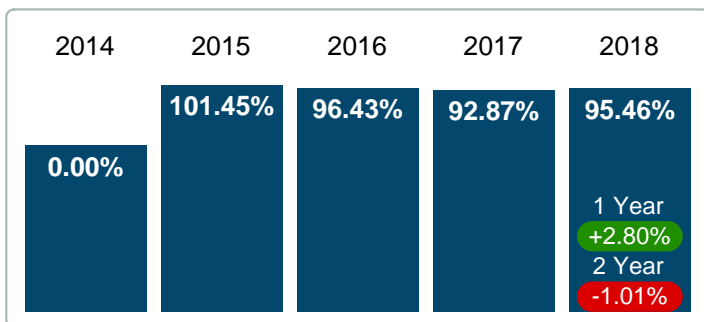
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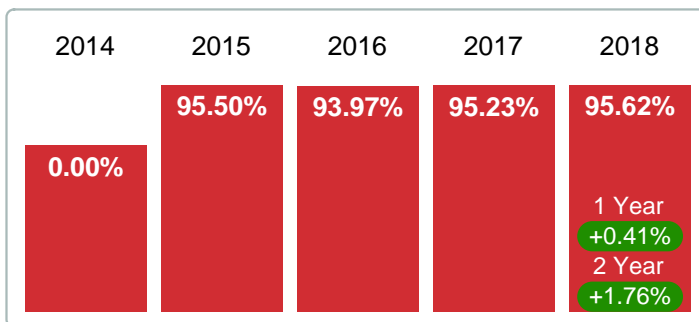
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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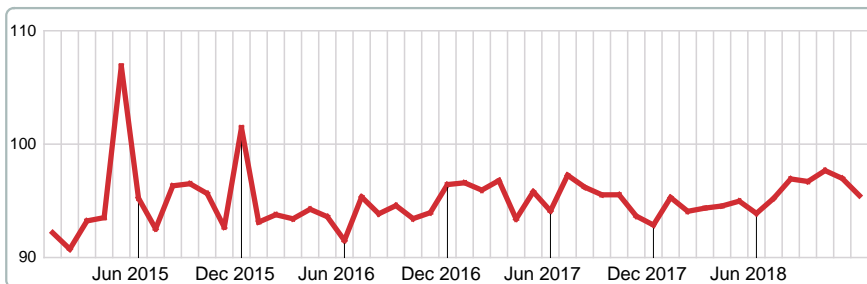
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

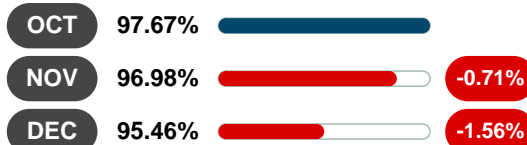


3 MONTHS

5 year DEC AVG = 77.24%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.46%**
above the 5 yr DEC average of **77.24%**



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
\$30,000 and less	4	11.11%	94.43%	100.00%	88.87%	0.00%	0.00%
\$30,001 - \$50,000	4	11.11%	93.36%	88.81%	97.92%	0.00%	0.00%
\$50,001 - \$70,000	5	13.89%	89.19%	93.99%	86.13%	93.58%	0.00%
\$70,001 - \$110,000	8	22.22%	95.90%	96.09%	95.00%	100.00%	0.00%
\$110,001 - \$130,000	5	13.89%	96.39%	96.69%	96.20%	0.00%	0.00%
\$130,001 - \$170,000	6	16.67%	100.70%	0.00%	99.75%	105.44%	0.00%
\$170,001 and up	4	11.11%	96.56%	0.00%	95.19%	97.93%	0.00%
Average Sold/List Ratio			95.50%	95.24%	94.76%	98.98%	0.00%
Total Closed Units		100%	95.50%	9	22	5	
Total Closed Volume				634.63K	2.19M	861.90K	0.00B

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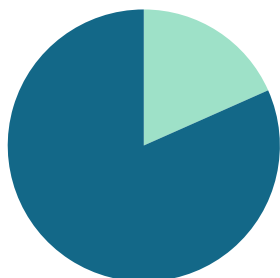
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

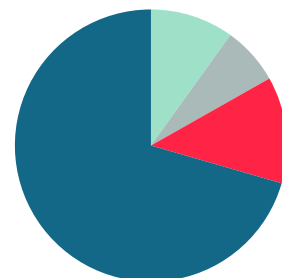


Inventory
 New Listings
60 = 18.35%
 Start Inventory
267
 Total Inventory Units
327
 Volume
\$67,904,370

Market Activity

Closed Sales
36 = 9.92%
 Pending Sales
25 = 6.89%
 Other Off Market
46 = 12.67%
 Active Inventory
256 = 70.52%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	45	36	-20.00%	520	526	1.15%
Pending Sales	23	25	8.70%	505	535	5.94%
New Listings	68	60	-11.76%	1,039	993	-4.43%
Average List Price	154,864	106,258	-31.39%	136,295	141,282	3.66%
Average Sale Price	145,905	102,382	-29.83%	130,451	135,740	4.05%
Average Percent of Selling Price to List Price	92.87%	95.46%	2.80%	95.23%	95.62%	0.41%
Average Days on Market to Sale	67.16	45.86	-31.71%	56.49	53.13	-5.95%
Monthly Inventory	277	256	-7.58%	277	256	-7.58%
Months Supply of Inventory	6.39	5.84	-8.64%	6.39	5.84	-8.64%

Absorption: Last 12 months, an Average of **44** Sales/Month

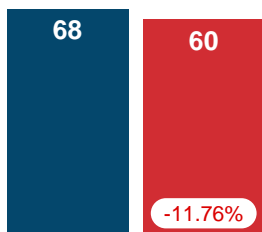
Inventory on December 31, 2018 = **256**

2017 **2018**

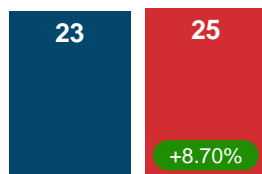
DECEMBER MARKET

AVERAGE PRICES

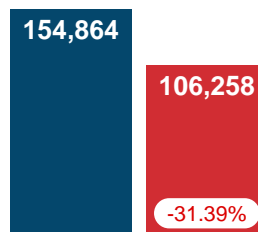
New Listings



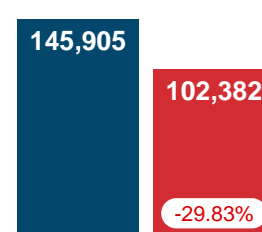
Pending Listings



List Price



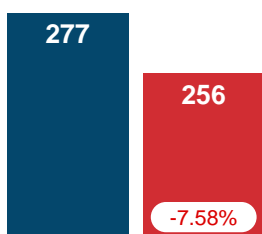
Sale Price



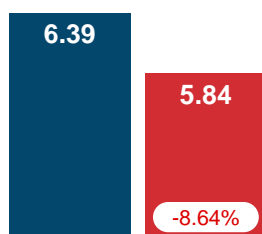
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

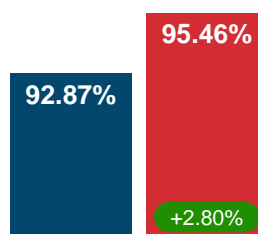
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

